

**CRDA
Executive and Finance
Committee Meeting**

**Monday, June 7, 2021
1:00pm**

FISCAL YEAR 2021-2022 BUDGET

- CRDA Appropriation
- Connecticut Convention Center
- Convention Services Subsidy Program
- XL Center
- Church Street Garage
- P&W Stadium

CRDA FY22 Budget Review Meeting (1 of 2 meetings)
Mon, Jun 7, 2021 1:00 PM - 3:00 PM (EDT)

Please join my meeting from your computer, tablet or smartphone.
<https://global.gotomeeting.com/join/693123149>

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CRDA Appropriation

Fiscal Year 2021-2022 Budget

CRDA

FY2022 Budget

	1st Qtr	2nd Qtr	3rd Qtr	4thQtr	Total	ARP	Total
CRDA Office	\$362,280	\$262,280	\$312,280	\$453,981	\$1,390,821	\$0	\$1,390,821
XL Center	\$200,000	\$200,000	\$200,000	\$200,000	\$800,000	\$2,000,000	\$2,800,000
Convention Center	\$1,000,000	\$1,100,000	\$1,000,000	\$908,300	\$4,008,300	\$2,000,000	\$6,008,300
Contractual Inducements:	\$0	\$0	\$50,000	\$0	\$50,000	\$100,000	\$150,000
Convention Center & Inducements	\$1,000,000	\$1,100,000	\$1,050,000	\$908,300	\$4,058,300	\$2,100,000	\$6,158,300
Total	\$1,562,280	\$1,562,280	\$1,562,280	\$1,562,281	\$6,249,121	\$4,100,000	\$10,349,121

Notes: P&W Stadium

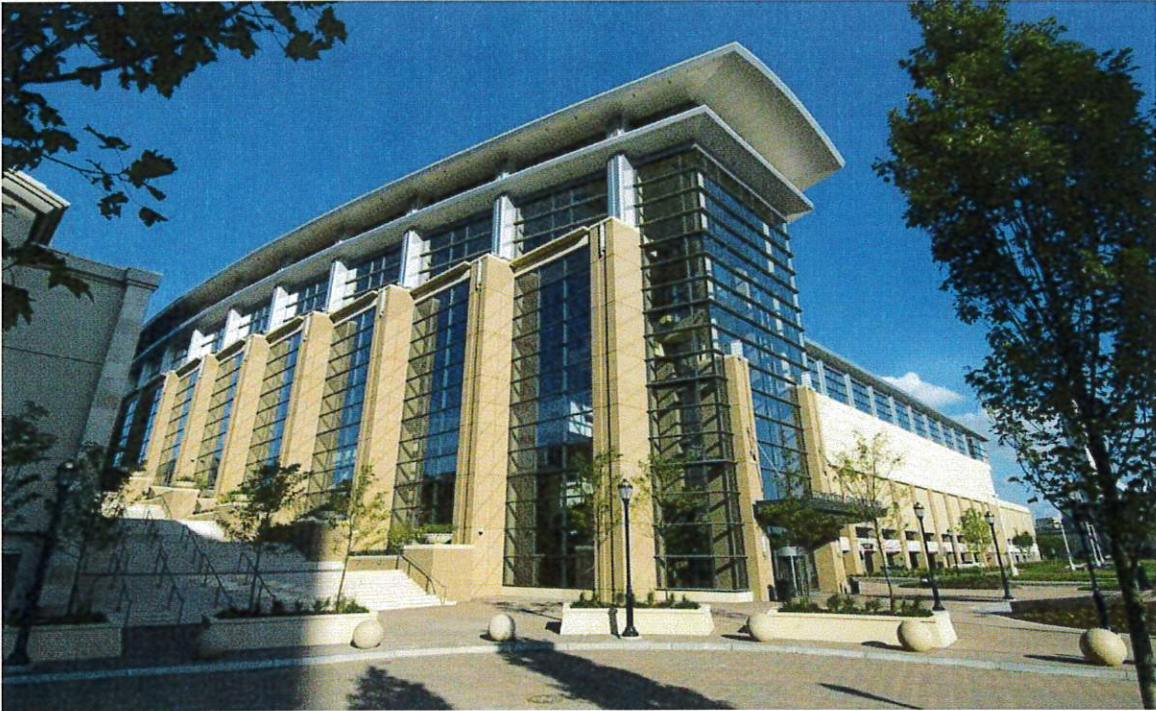
\$900,000

\$5,000,000

\$900,000

\$11,249,121

Connecticut Convention Center



Budget for the Fiscal Year
Ending June 30, 2022

**CONNECTICUT CONVENTION CENTER
FYE2022 BUDGET COMPARISON**

	Budget FYE2022	Forecast FYE2021	Actual FYE2019	Bud/Act Variance
<u>OPERATING INCOME</u>				
Rent	1,561,427	-	2,381,134	(819,707)
Event Services Income	22,475	(91,244)	789,659	(767,184)
Other Income	8,586	7,698	125,983	(117,398)
F&B Income	(162,317)	(370,560)	920,596	(1,082,913)
TOTAL OPERATING INCOME	1,430,171	(454,106)	4,217,372	(2,787,201)
<u>OPERATING EXPENSES</u>				
Salaries & Wages	2,326,061	1,669,091	2,920,794	594,733
Taxes & Benefits	1,010,255	646,728	1,045,773	35,518
Operations	59,683	29,001	120,578	60,895
Security	35,507	15,982	29,241	(6,266)
Administrative & General	103,458	59,964	107,148	3,690
Finance	47,323	16,539	54,234	6,911
Sales & Marketing	378,306	140,481	323,785	(54,521)
TOTAL OPERATING EXPENSES	3,960,593	2,577,786	4,601,553	640,960
GROSS OPERATING PROFIT	(2,530,422)	(3,031,892)	(384,181)	(2,146,241)
<u>FIXED CHARGES</u>				
Facility Maintenance	602,830	348,727	599,459	(3,371)
Utilities	742,467	460,410	735,507	(6,960)
CUP Utilities	898,518	526,717	924,497	25,979
Insurance	100,895	95,875	97,246	(3,649)
Management Fee	221,132	215,528	207,364	(13,768)
Incentive Fee	-	-	2,757	2,757
Other Fixed Expenses	72,265	56,710	63,948	(8,317)
TOTAL FIXED CHARGES	2,638,108	1,703,968	2,630,778	(7,330)
NET OPERATING INCOME	(5,168,530)	(4,735,860)	(3,014,959)	(2,153,571)
Property Insurance Reserve	-	-	-	-
Reserve for Replacement	-	-	46,921	46,921
Debt Service (1)	616,704	639,706	685,709	69,005
Accrued Maintenance (2)	60,718	10,120	60,717	(1)
NET OPERATING CASH FLOW	(5,845,952)	(5,385,686)	(3,808,306)	(2,037,646)



**CONNECTICUT CONVENTION CENTER
FYE2022 BUDGET COMPARISON**

CTCC FOOD & BEVERAGE

	Budget FYE2022	Forecast FYE2021	Actual FYE2019	Bud/Act Variance
<u>OPERATING REVENUE</u>				
Catering Revenue				
Food Revenue	1,607,700	450	4,075,930	(2,468,230)
Beverage Revenue	150,300	583	509,071	(358,771)
Total Catering F&B Revenue	1,758,000	1,033	4,585,001	(2,827,001)
Concessions Revenue				
Food Revenue	644,500	-	623,836	20,664
Beverage Revenue	157,000	-	163,429	(6,429)
Total Concessions Revenue	801,500	-	787,265	14,235
Other F&B Revenue	40,212	75	71,020	(30,808)
TOTAL OPERATING REVENUE	2,599,712	1,108	5,443,286	(2,843,574)
<u>COST OF SALES</u>				
Cost of Food	664,435	41,247	1,347,713	683,279
Cost of Beverage	61,527	9,191	125,549	64,022
TOTAL COST OF SALES	725,962	50,438	1,473,262	747,301
OPERATING INCOME	1,873,750	(49,330)	3,970,024	(2,096,274)
<u>OPERATING EXPENSES</u>				
Salaries & Wages	1,098,227	159,132	1,610,072	511,845
Taxes & Benefits	462,069	43,187	768,110	306,041
Operations	196,892	(13,079)	372,875	175,983
Security	-	3	7	7
Administrative & General	9,288	6,794	16,762	7,474
Finance	19,458	-	33,810	14,352
Sales & Marketing	-	-	-	-
TOTAL OPERATING EXPENSES	1,785,933	196,037	2,801,636	1,015,688
GROSS OPERATING PROFIT	87,817	(245,367)	1,168,388	(1,080,586)
<u>FIXED CHARGES</u>				
Facility Maintenance	68,580	6,951	78,067	9,487
Utilities	8,400	3,833	9,827	1,427
Insurance	17,666	13,685	19,342	1,676
Management Fee	132,418	86,041	124,173	(8,245)
Incentive Fee	-	-	-	-
Other Fixed Expenses	23,069	14,682	16,383	(6,686)
TOTAL FIXED CHARGES	250,133	125,192	247,792	(2,341)
NET OPERATING INCOME	(162,317)	(370,560)	920,596	(1,082,928)

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**CONNECTICUT CONVENTION CENTER
FYE2022 EVENT STATISTICS**

Number of Events

Market Segment	Budget FYE 2022	Actual FYE 2019
Banquet	19	39
Convention	5	13
Meeting	23	91
Other	7	16
Public Show (Consumer)	14	16
Tradeshow (Industry Exhibition)	2	3
<i>Total Markets</i>	<i>70</i>	<i>178</i>

Attendance

Market Segment	Budget FYE 2022	Actual FYE 2019
Banquet	10,135	20,891
Convention	41,025	73,292
Meeting	18,850	38,489
Other	54,770	85,642
Public Show (Consumer)	118,730	106,837
Tradeshow (Industry Exhibition)	2,600	2,762
<i>Total Markets</i>	<i>246,110</i>	<i>327,913</i>



**CONNECTICUT CONVENTION CENTER
FYE2022 BUDGET
FULL-TIME STAFFING COMPARISON**

	Before COVID	Current (FYE 2021)	FYE 2022 at 9/1/21	FYE 2022 at 1/1/22
<u>Operations Department</u>				
Director of Operations	Y	Y	Y	Y
Director of Events	Y	Y	Y	Y
Event Manager 1	Y	-	Y	Y
Event Manager 2	Y	-	-	Y
Event Manager 3	Y	-	-	-
Event Manager 4	Y	-	-	-
Event Coordinator	Y	-	-	Y
Exhibitor Services Manager	Y	-	Y	Y
Environmental Services Manager	Y	Y	Y	Y
Environmental Services Supervisor	Y	Y	Y	Y
Houseperson 1	Y	-	Y	Y
Houseperson 2	Y	-	Y	Y
Houseperson 3	Y	-	Y	Y
Houseperson 4	Y	-	Y	Y
Houseperson 5	Y	-	Y	Y
Total Operations Department	15	4	11	13

Food & Beverage Department

Executive Chef	Y	-	Y	Y
Assistant Executive Chef	Y	-	Y	Y
Director of F&B	Y	-	Y	Y
Sr. Banquet Manager	Y	-	Y	Y
Exec Steward	Y	-	Y	Y
Banquet Chef	Y	-	Y	Y
Cook 1	Y	-	Y	Y
Cook 2	Y	-	Y	Y
Cook 3	Y	-	Y	Y
Cook 4	Y	-	Y	Y
Prep Cook 1	Y	-	Y	Y
Prep Cook 2	Y	-	Y	Y
Steward 1	Y	-	Y	Y
Steward 2	Y	-	Y	Y
Steward 3	Y	-	Y	Y
Steward 4	Y	-	Y	Y
Banquet Captain 1	Y	-	Y	Y

	Before COVID	Current (FYE 2021)	FYE 2022 at 9/1/21	FYE 2022 at 1/1/22
Banquet Captain 2	Y	-	Y	Y
Banquet Captain 3	Y	-	Y	Y
Banquet Captain 4	Y	-	Y	Y
Food Server 1	Y	-	Y	Y
Food Server 2	Y	-	Y	Y
Food Server 3	Y	-	Y	Y
Beverage Server 1	Y	-	Y	Y
Beverage Server 2	Y	-	Y	Y
Banquet Setup Supervisor 1	Y	-	Y	Y
Banquet Setup Supervisor 2	Y	-	Y	Y
Banquet Setup 1	Y	-	Y	Y
Banquet Setup 2	Y	-	Y	Y
Banquet Setup 3	Y	-	Y	Y
Banquet Setup 4	-	-	-	Y
Total F&B Department	30	0	30	31

Administrative & General Department

General Manager	Y	Y	Y	Y
Executive Assistant / Office Manager	Y	Y	Y	Y
Human Resources Director	Y	Y	Y	Y
IT Manager	Y	Y	Y	Y
Total A&G Department	4	4	4	4

Finance Department

Director of Finance	Y	Y	Y	Y
Assistant Controller	Y	Y	Y	Y
Accounting / Box Office Manager	Y	-	Y	Y
Accounts Payable Clerk / Payroll	Y	-	Y	Y
Billing Specialist	Y	-	-	Y
Total Finance Department	5	2	4	5

Security Department

Director of Security	Y	Y	Y	Y
Security Manager	-	-	Y	Y
Security Guard 1	Y	Y	Y	Y
Security Guard 2	Y	Y	Y	Y
Security Guard 3	Y	Y	Y	Y
Security Guard 4	Y	Y	Y	Y
Security Guard 5	Y	Y	Y	Y
Security Guard 6	Y	-	Y	Y
Security Guard 7	Y	-	Y	Y
Security Guard 8	Y	-	Y	Y
Security Guard 9	Y	-	Y	Y
Total Security Department	10	6	11	11

	Before COVID	Current (FYE 2021)	FYE 2022 at 9/1/21	FYE 2022 at 1/1/22
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Sales Department

Director of Sales & Marketing	Y	Y	Y	Y
Director of Catering	Y	Y	Y	Y
Catering Sales Manager 1	Y	-	Y	Y
Catering Sales Manager 2	Y	-	-	-
National Sales Manager 1	Y	Y	Y	Y
National Sales Manager 2	Y	-	-	Y
National Sales Manager 3	-	-	-	-
Communications Manager	Y	-	-	Y
Sales Coordinator 1	Y	Y	Y	Y
Sales Coordinator 2	Y	-	-	Y
Business Manager	Y	-	-	-
Total Sales Department	10	4	5	8

Engineering Department

Chief Engineer	Y	Y	Y	Y
Assistant Chief Engineer	Y	Y	Y	Y
Engineer 1	Y	Y	Y	Y
Engineer 2	Y	Y	Y	Y
Engineer 3	Y	-	Y	Y
Engineer 4	Y	-	Y	Y
Engineer 5	Y	-	Y	Y
Engineer 6	Y	-	Y	Y
Total Engineering Department	8	4	8	8

Total Full-Time Staff	82	24	73	80
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Convention Services Subsidy Program

Fiscal Year 2021-2022 Budget

**Capital Region Development Authority
Convention Services Subsidy Budget
Fiscal Year 2022**

	Actual FYE 2020	Forecast FYE 2021	Budget FYE 2022
Revenues			
CRDA Appropriation	150,000	50,000	150,000
Parking Subsidy Reimbursement	25,000	25,000	25,000
Interest Income	16,501	856	800
Total Revenues	191,501	75,856	175,800
Expenses			
Subsidies - Contracted	366,712	0	107,050
Subsidies - Non-Specified			50,000
Total Expenses	367,447	724	157,800
Net Income/(Loss)	(175,945)	75,132	18,000
Subsidy Reserve			995,477
Subsidies - Contracted FY21 remaining			0
Subsidies - Contracted & Offered FY23			(105,960)
Subsidies - Contracted & Offered FY24			(50,500)
Subsidies - Contracted & Offered FY25			(58,150)
Subsidies - Contracted & Offered FY26			(10,000)
Subsidies - Contracted & Offered FY27			(10,000)
Subsidies - Non-Specified FY23			(94,040)
Subsidies - Non-Specified FY24			(149,500)
Subsidies - Non-Specified FY25			(141,850)
Subsidies - Non-Specified FY26			(190,000)
Subsidies - Non-Specified FY27			(190,000)
Net Subsidy Funding Balance			13,477

Note: Inherited subsidy program from GHCVB with a deficit balance of \$600,000.
Subsidy reserve at \$995,477. Reserved through FY27 commitments.
FY23 through FY27 reserved at \$200,000 total budget per year.
FY22 appropriation funding includes \$100,000 from American Rescue Plan

Proposed Budget for Fiscal Year 2022

XL Center



Prepared for Capital Region Development Authority

XL CENTER
July 2021 - June 2022
BUDGET

	BUDGET FY 2022	FY 2021 YTD ACTUALS & PROJECTED (January '21 Actuals)	ACTUALS FY 2020	FY22 BUDGET VS. FY20 ACTUALS VARIANCE	BUDGET FY 2020
TOTAL # OF EVENTS	109	13	101	8	127
Number of Events- Arena Bowl	94	13	85	9	108
Number of Events-Assembly & Exhibition Hall	15	0	16	(1)	25
ATTENDANCE - PAID	409,708	0	412,309	(2,601)	520,338
AVERAGE TICKET PRICE	\$28.48	\$0.00	\$25.99	2	\$38.57
GENERAL ATTENDANCE	428,650	0	402,640	26,010	563,479
SUITE/CATERING ATTENDANCE	13,135	0	10,890	2,245	16,470
CLUB ATTENDANCE	13,010	0	11,241	1,769	14,035
CONVENIENCE FEE PER CAP	\$10.54	\$0.00	\$10.25	0	\$9.09
FACILITY FEE SURCHARGE	\$2.45	\$0.00	\$2.39	0	\$2.49
CONCESSIONS PER CAP	\$6.85	\$0.00	\$8.77	(2)	\$8.68
CATERING/SUITE PER CAP	\$26.05	\$0.00	\$39.62	(14)	\$34.58
CLUB PER CAP	\$13.78	\$0.00	\$11.96	2	\$15.25
NOVELTY PER CAP	\$1.53	\$0.00	\$1.65	(0)	\$2.03
GROSS TICKET REVENUE	\$11,668,733	\$0	\$10,715,691	\$953,042	\$20,067,085
SPONSORSHIP REVENUE	\$0	\$0	\$0	\$0	\$0
OTHER REVENUE	\$48,715	\$0	\$13,986	\$34,728	\$36,020
RENTAL REVENUE	\$2,351,811	\$0	\$1,993,317	\$358,494	\$2,675,534
LESS: TAXES AND OTHER EXPENSES	(87,924)	0	380,407.56	(\$468,331)	1,308,823
NET REVENUE	13,981,335	0	13,103,402	877,933	24,087,462
RENT INCOME	344,201	0	306,840	37,361	511,749
BUILDING SERVICE CHARGES	(651,134)	5,546	(510,088)	(141,046)	(701,402)
DIRECT EVENT INCOME	(306,933)	5,546	(203,248)	(103,685)	(189,653)
CONVENIENCE FEE INCOME	484,027	0	437,853	46,174	1,123,483
ORDER FEE INCOME	0	0	0	0	0
FACILITY FEE INCOME	927,009	0	853,190	73,819	1,055,214
PREMIUM SEATING INCOME	87,498	0	105,960	(18,462)	255,736
NET TICKETING FEE REVENUE	1,498,534	0	1,397,003	101,531	2,434,433
ANCILLARY INCOME					
CONCESSION INCOME	1,698,163	0	1,019,708	678,455	1,411,848
CATERING/SUITE INCOME	114,337	0	59,409	54,927	74,906
CLUB INCOME	54,344	0	18,310	36,033	27,251
NOVELTY INCOME	38,852	0	47,189	(8,337)	70,492
TOTAL ANCILLARY INCOME	1,905,695	0	1,144,616	761,079	1,584,496
FOOD & BEVERAGE ADJUSTMENT*	0	(439,402)	(35,882)	35,882	0
EVENT OPERATING INCOME	3,097,296	(433,856)	2,302,489	794,807	3,829,276
OTHER INCOME					
ADVERTISING REVENUE	262,993	43,120	383,129	(120,136)	507,500
NAMING RIGHTS REVENUE	480,000	240,000	470,000	10,000	470,000
PREMIUM SEATING REVENUE	401,798	0	472,762	(70,964)	495,418
MISC/OTHER REVENUE	320,000	1,118	113,648	206,352	320,000
TOTAL OTHER INCOME	1,464,791	284,238	1,439,539	25,252	1,792,918
Adjusted Gross Income	4,562,087	(149,618)	3,742,028	820,059	5,622,195
INDIRECT EXPENSES (FOOD SERVICE)	779,360			779,360	
INDIRECT EXPENSES (VENUE)	6,495,222	4,701,834	5,361,391	1,133,831	6,837,933
GROSS BUILDING OPERATING INCOME (LOSS)	(\$2,712,495)	(\$4,851,452)	(\$1,619,363)	(\$313,772)	(\$1,215,738)
BASE FEE (VENUE)	304,570	295,699	391,137	(86,566)	591,632
BASE FEE (FOOD SERVICE)	151,423	142,872	162,681	(11,258)	591,632
NET OPERATING REVENUE BEFORE HOCKEY OPERATIONS, SPECTRA INCENTIVE FEE, & CAPITAL RESERVE IMPROVEMENT FUND CONTRIBUTIONS	(\$3,168,488)	(\$5,290,023)	(\$2,173,181)	(\$215,947)	(\$1,807,370)
AHL HOCKEY OPERATIONS - SUBSIDY (PROFIT)	475,741	522,389	570,512	(94,772)	464,155
NET OPERATING REVENUE BEFORE CAPITAL RESERVES & SPECTRA INCENTIVE FEE	(\$3,644,229)	(\$5,812,412)	(\$2,743,693)	(\$121,176)	(\$2,271,525)
CRDA CHURCH ST. GARAGE FUNDING	900,000	1,000,000	648,082	\$251,918	1,000,000
CRDA STATE APPROPRIATION	800,000	800,000	800,000	\$0	800,000
STATE FUNDING - ADD'L FUNDING REQUIRED	2,000,000	4,012,412	1,295,611	\$704,389	471,525
DEPRECIATION	(2,300,000)	(2,100,000)	(2,039,383)	(\$260,617)	(2,100,000)
NET OPERATING REVENUE BEFORE CAPITAL RESERVES & SPECTRA INCENTIVE FEE	(\$2,244,229)	(\$2,100,000)	(\$2,039,383)	\$574,514	(\$2,100,000)
VENUE INCENTIVE FEE					
12% over \$100k - up to \$650k	\$0	\$0	\$0	\$0	\$0
20% over \$650k	\$0	\$0	\$0	\$0	\$0
TOTAL INCENTIVE FEE	\$0	\$0	\$0	\$0	\$0
NET OPERATING REVENUE BEFORE CAPITAL RESERVES	(\$2,244,229)	(\$2,100,000)	(\$2,039,383)	\$574,514	(\$2,100,000)

*F&B ADJ ELIMINATED IN FY22. REVENUES WILL BE RECORDED IN EVENTS & EXPENSES WILL BE RECORDED IN FOODSERVICE DEPT. INDIRECT EXPENSES

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XL Center
 FY22 Proposed Budget
 Summary of Event Income

	Total Event Income (TEI)				Number of Events					Total Paid Attendance				Total Turnstile Attendance				
	FY22 Proposed Budget	FY21 Actual/Projected	FY20 Actual	FY22 Budget - FY20 Actual Variance	July - Dec 2021	Jan - June 2022	FY22 Proposed Budget	FY21 Actual/Projected	FY20 Actual	FY22 Budget - FY20 Actual Variance	FY22 Proposed Budget	FY21 Actual/Projected	FY20 Actual	FY22 Budget - FY20 Actual Variance	FY22 Proposed Budget	FY21 Actual/Projected	FY20 Actual	FY22 Budget - FY20 Actual Variance
Wolf Pack	233,386.43	5,546.19	23,466.12	209,920.31	18	20	38	13	30	8	109,098	-	90,200	18,898	120,550	-	95,005	33,545
UCConn HEB	666,607.63	-	591,775.20	74,832.43	4	4	8	-	9	(1)	72,320	-	76,448	(7,128)	66,600	-	66,300	201
UCConn WBB	408,330.82	-	376,056.60	32,274.22	3	4	7	-	8	(1)	59,675	-	64,735	(5,060)	50,820	-	53,673	(2,853)
UCConn Hockey	286,917.28	-	211,486.21	75,431.06	9	6	15	-	15	-	45,300	-	51,249	(5,949)	45,300	-	41,872	3,428
Disney On Ice	63,487.73	-	65,967.07	(2,479.35)	-	7	7	-	8	(1)	21,700	-	24,241	(2,541)	23,325	-	24,521	(1,196)
Family Stage Shows	21,064.74	-	-	21,064.74	-	1	1	-	1	-	3,000	-	-	3,000	-	-	-	2,085
Celebrities	64,525.50	-	60,223.10	4,302.40	-	-	2	-	2	-	8,045	-	7,338	707	8,110	-	7,414	696
Other Sports	-	-	104,336.58	(104,336.58)	-	-	-	-	2	(2)	-	-	17,317	(17,317)	-	-	-	16,505
Paw Patrol	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
PBR	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Major Concert	461,663.62	-	346,041.50	114,622.12	-	3	3	-	4	(1)	30,285	-	20,249	1,036	28,335	-	29,893	(1,558)
Minor Concert	162,960.57	-	209,118.94	(46,158.37)	-	3	3	-	3	-	18,240	-	24,301	(6,151)	18,750	-	24,600	(5,850)
Gymnastics	26,500.11	-	-	26,500.11	1	-	1	-	-	-	7,040	-	-	7,040	-	-	-	7,250
Cirque du Soleil	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Monster Trucks	161,126.00	-	152,149.18	8,977.72	-	3	3	-	3	-	18,000	-	18,900	(900)	18,250	-	20,075	(1,825)
WWE	245,076.08	-	90,125.34	154,950.74	1	2	2	-	1	-	16,160	-	6,600	9,560	10,300	-	7,310	9,080
Jurassic World	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Graduations	135,839.92	-	-	135,839.92	-	4	4	-	4	-	-	-	-	-	34,000	-	-	34,000
Marvel	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Garden Bros Circus	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Trade Shows	139,518.65	-	101,274.00	38,244.65	5	10	15	-	10	-	4,500	-	2,116	2,384	0,000	-	24,554	(18,554)
(Formerly Small Trade)	-	-	7,809.87	(7,809.87)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
F&B Adjustment	-	(439,402.00)	(35,882.00)	35,882.00	-	-	-	-	0	(0)	-	-	-	-	-	-	-	12,350
Total Event Budget	\$3,097,296	\$(433,855.81)	2,302,490.00	\$794,806	43	66	109	13	101	8	413,363	-	415,782	(2,419)	454,795	-	424,771	30,024

XL CENTER - WOLF PACK
July 2021 - June 2022
BUDGET

	BUDGET FY 2022	FY 2021 YTD ACTUALS & PROJECTED (January '21 Actuals)	FY 2020 ACTUALS	FY22 BUDGET VS. FY20 BUDGET VARIANCE	BUDGET FY 2020
Number of Events	38	13	30	0	38
Paid Attendance	107,008	0	88,473	(4,180)	111,188
Avg Paid per Game	2,816	0	2,949	(110)	2,926
Turnstile Attendance	115,900	0	84,859	(114)	116,014
Gross Ticket Sales	\$2,113,408	\$0	\$1,672,285	(\$26,961)	\$2,140,369
Admissions Tax (FY22 5%, FY21 5%, FY20 7.5%)	(\$100,638)	\$0	(\$116,671)	\$93,941	(\$194,579)
Tickets Sales (net of taxes)	\$2,012,770	\$0	\$1,555,614	\$66,980	\$1,945,790
Full Season Suite Tickets	70,275	0	83,493	5,364	64,911
Full Club Membership Tickets	10,813	0	16,843	(10,248)	21,060
Full Loge Box Tickets	68,222	0	82,080	(17,633)	85,855
Concessions (Hockey Share)- 50.00%of building share	\$333,368	\$0	\$180,549	\$81,820	\$251,548
Catering (Hockey Share)- 50.00%of building share	\$29,718	\$0	\$16,532	\$7,314	\$22,403
Club Revenue (Hockey Share) - 50% of building share	\$18,269	\$0	\$6,290	\$7,764	\$10,505
Novelties- 100%	39,599	0	35,784	(5,298)	44,897
Miscellaneous	75,000	50,000	72,945	25,000	50,000
Gross Advertising	270,000	7,000	362,220	(230,000)	500,000
LESS: Commission on Advertising (10%)	(27,000)	(1,750)	(46,662)	28,696	(55,696)
TOTAL HOCKEY REVENUE	\$2,901,032	\$55,250	\$2,365,689	(\$40,242)	\$2,941,273
Home Game Expenses (see detail)	712,580	3,640	526,267	14,464	698,116
Affiliation Expenses	1,365,909	0	1,287,500	78,409	1,287,500
AHL Playoff Fees	0	0	0	0	0
TOTAL DIRECT EXPENSES	\$2,078,489	\$3,640	\$1,813,767	\$92,873	\$1,985,616
GROSS PROFIT (LOSS)	\$822,543	\$51,610	\$551,922	(\$133,114)	\$955,657
BUSINESS OPERATIONS EXPENSES					
Indirect Operating Expenses	1,298,284	573,999	1,122,434	(121,529)	1,419,812
Total Operations Expenses	\$1,298,284	\$573,999	\$1,122,434	(\$121,529)	\$1,419,812
NET OPERATING INCOME (LOSS)	(\$475,741)	(\$522,389)	(\$570,512)	(\$11,586)	(\$464,155)

HOME GAME EXPENSES					
Arena Rent	589,000	0	450,000	19,000	570,000
Game Day Expenses	123,580	3,640	76,267	(4,536)	128,116
TOTAL HOME GAME EXPENSES	712,580	3,640	526,267	14,464	698,116
GAME DAY EXPENSES- detail for above					
Game Night crew (\$1,700/game)	64,600	0	31,500	24,700	39,900
PA announcer (\$100/game)	3,800	0	3,000	0	3,800
Pre/Post Game Day Expenses	33,254	3,640	26,602	(27,420)	60,674
Photographer (\$140/game)	5,320	0	4,200	0	5,320
Emcee (\$250/game)	9,500	0	7,500	0	9,500
Payroll Taxes	7,106	0	3,465	(1,816)	8,922
TOTAL GAME DAY EXPENSES	123,580	3,640	76,267	(4,536)	128,116

FY22 BUDGET (ALL VENUE DEPTS)	COMBINED TOTAL	XL CENTER TOTAL	PRATT & WHITNEY TOTAL	HOCKEY TEAM TOTAL
SALARIES ADMINISTRATIVE	2,865,693	2,017,978	372,138	475,577
PART-TIME WAGES	171,822	78,384	75,888	17,550
PAYROLL TAXES	349,299	245,112	45,424	58,763
EMPLOYEE COMPENSATION	116,308	87,493	13,800	15,015
EMPLOYEE BENEFITS	691,744	499,006	77,866	114,871
COMMISSIONS	78,807	0	0	78,807
TOTAL SALARY & BENEFITS	4,273,672	2,927,973	585,116	760,584
ADVERTISING	439,100	241,600	500	197,000
ADVERTISING- INTERACTIVE MARKETING	24,650	18,650	6,000	0
BAD DEBT EXPENSE	30,000	20,000	10,000	0
BANK CHARGES	7,000	3,000	4,000	0
CABLE & INTERNET	76,187	51,687	24,500	0
CLEANING- LABOR	94,744	58,729	36,015	0
CLEANING- SUPPLIES	8,250	7,750	500	0
COMPUTER&SOFTWARE- WEBSITE	110,408	74,650	12,858	22,900
CREDIT CARD FEES	4,000	4,000	0	0
GOOD AND WELFARE	5,400	2,400	0	3,000
DATA PROCESSING	105,298	81,398	11,400	12,500
DUES & SUBSCRIPTIONS	21,430	15,067	6,363	0
EQUIPMENT RENTAL/LEASE	90,398	50,359	40,039	0
EQUIPMENT/MAINTENANCE/REPAIRS	48,050	22,050	26,000	0
GOOD AND WELFARE	9,750	7,550	2,200	0
HR/STAFF DEVELOPMENT	3,350	3,250	100	0
INSURANCE EXPENSE	331,547	290,404	41,142	0
LANDSCAPING/GROUNDS	34,300	16,800	17,500	0
LEGAL	17,500	15,000	2,500	0
LICENSES/PERMITS	5,000	5,000	0	0
MAINTENANCE SERVICES	397,791	192,972	204,819	0
MISCELLANEOUS	43,310	34,310	3,000	6,000
OFFICE RENT	26,400	0	0	26,400
OIL, FUEL, & LUBRICANTS	23,650	10,150	13,500	0
PEST CONTROL (EXTERMINATING)	10,920	9,600	1,320	0
POSTAGE	8,000	8,000	0	0
TICKET STOCK & PRINTING	31,200	1,750	750	28,700
PROFESSIONAL FEES	41,325	19,225	22,100	0
COLLATERAL	144,000	10,000	0	134,000
PROTECTIVE SERVICES	9,050	8,050	1,000	0
PUBLIC RELATIONS	2,000	2,000	0	0
REPAIRS AND MAINTENANCE	356,500	135,000	221,500	0
SAFETY TRAINING AND EQUIPMENT	20,350	19,100	1,250	0
SEASON TICKET HOLDER BENEFITS	31,700	0	0	31,700
SALES FORCE FEES	10,000	0	0	10,000
SECURITY (24HR)	227,080	227,080	0	0
SELLING EXPENSES	64,000	10,000	1,000	53,000
SUPPLIES-OFFICE	12,050	10,000	550	1,500
SUPPLIES-BUILDING	176,950	61,750	115,200	0
SUPPLIES-DEPARTMENT	7,205	6,005	1,200	0
TELEPHONE	14,700	4,500	10,200	0
TRASH REMOVAL	39,080	27,080	12,000	0
T&E-CORP SITE VISITS	2,500	2,500	0	0
T&E- MEETINGS/CONVENTIONS/TRAINING	20,440	11,440	0	9,000
T&E- TRAVEL	22,450	20,450	0	2,000
UNIFORMS & LAUNDRY	25,186	22,686	2,500	0
UTILITIES	2,309,224	1,530,924	778,300	0
MISC FOOD & BEV ADJ	0	0	0	0
VENUE MANAGEMENT FEE	445,575	304,570	141,005	0
F&B MANAGEMENT FEE*	257,607	151,423	106,184	0
NORTHLANDS COMMON AREA MAINTENANCE	344,757	344,757	0	0
TOTAL G&A EXPENSES	6,591,361	4,174,666	1,878,995	537,700
TOTAL EXPENSES	10,865,033	7,102,638	2,464,111	1,298,284
* F&B MANAGEMENT FEE WILL BE EXPENSED IN FOODSERVICE DEPT FY22 BUT REFLECTED IN VENUE SUMMARY TO BE CONSISTENT WITH PY				

		VARIANCE FY22 BUDGET VS. FY20 ACTUALS	COMBINED TOTAL	XL CENTER TOTAL	PRATT & WHITNEY TOTAL	HOCKEY TEAM TOTAL
	FY20 ACTUALS* (ALL VENUE DEPTS)					
	SALARIES ADMINISTRATIVE	474,011	2,391,683	1,680,387	326,480	384,816
	PART-TIME WAGES	77,920	93,901	29,852	45,221	18,828
	PAYROLL TAXES	143,816	205,483	138,259	31,723	35,500
	EMPLOYEE COMPENSATION	182,940	(66,632)	(59,083)	(5,863)	(1,687)
	EMPLOYEE BENEFITS	43,844	647,900	437,783	61,335	148,781
	COMMISSIONS	12,063	66,744	0	0	66,744
	TOTAL SALARY & BENEFITS	934,594	3,339,078	2,227,199	458,897	652,982
	ADVERTISING	62,243	376,857	190,151	239	186,467
	ADVERTISING- INTERACTIVE MARKETING	9,291	15,359	9,359	6,000	0
	BAD DEBT EXPENSE	(95,927)	125,927	112,516	13,411	0
	BANK CHARGES	3,075	3,926	1,718	2,207	0
	CABLE & INTERNET	9,004	67,183	48,576	18,607	0
	CLEANING- LABOR	20,833	73,911	39,942	33,969	0
	CLEANING- SUPPLIES	6,263	1,987	1,987	0	0
	COMPUTER&SOFTWARE- WEBSITE	77,997	32,411	8,103	5,802	18,505
	CREDIT CARD FEES	1,217	2,783	2,783	0	0
	GOOD AND WELFARE	2,137	3,263	2,370	893	0
	DATA PROCESSING	17,711	87,587	61,837	11,581	14,169
	DUES & SUBSCRIPTIONS	(1,354)	22,784	17,139	5,645	0
	EQUIPMENT RENTAL/LEASE	(15,159)	105,557	68,981	36,577	0
	EQUIPMENT/MAINTENANCE/REPAIRS	21,144	26,906	9,422	17,484	0
	GOOD AND WELFARE	7,778	1,972	1,972	0	0
	HR/STAFF DEVELOPMENT	1,257	2,093	2,093	0	0
	INSURANCE EXPENSE	(28,724)	360,271	300,141	60,130	0
	LANDSCAPING/GROUNDS	12,742	21,558	12,062	9,496	0
	LEGAL	10,804	6,696	6,696	0	0
	LICENSES/PERMITS	2,222	2,778	2,778	0	0
	MAINTENANCE SERVICES	66,567	331,224	182,919	148,305	0
	MISCELLANEOUS	9,576	33,734	28,234	0	5,500
	OFFICE RENT	909	25,491	0	0	25,491
	OIL, FUEL, & LUBRICANTS	5,999	17,651	9,637	8,014	0
	PEST CONTROL (EXTERMINATING)	(150)	11,070	9,750	1,320	0
	POSTAGE	3,809	4,191	4,191	0	0
	TICKET STOCK & PRINTING	7,403	23,797	2,033	990	20,774
	PROFESSIONAL FEES	5,200	36,125	17,125	19,000	0
	COLLATERAL	28,763	115,237	5,298	0	109,939
	PROTECTIVE SERVICES	3,655	5,395	4,967	428	0
	PUBLIC RELATIONS	1,874	126	126	0	0
	REPAIRS AND MAINTENANCE	84,558	271,942	95,539	176,403	0
	SAFETY TRAINING AND EQUIPMENT	10,954	9,396	8,759	637	0
	SEASON TICKET HOLDER BENEFITS	(8,121)	39,821	0	0	39,821
	SALES FORCE FEES	2,300	7,700	0	0	7,700
	SECURITY (24HR)	53,451	173,629	173,629	0	0
	SELLING EXPENSES	20,807	43,193	8,394	0	34,799
	SUPPLIES-OFFICE	6,663	5,387	4,282	0	1,105
	SUPPLIES-BUILDING	22,218	154,732	56,269	98,463	0
	SUPPLIES-DEPARTMENT	1,985	5,220	1,992	3,229	0
	TELEPHONE	13,326	1,374	(7,238)	8,612	0
	TRASH REMOVAL	5,908	33,172	26,536	6,636	0
	T&E-CORP SITE VISITS	2,004	496	496	0	0
	T&E- MEETINGS/CONVENTIONS/TRAINING	18,003	2,437	73	0	2,364
	T&E- TRAVEL	17,033	5,417	2,600	0	2,817
	UNIFORMS & LAUNDRY	4,483	20,703	18,676	2,027	0
	UTILITIES	386,284	1,922,940	1,244,562	678,378	0
	VEHICLE	0	0	0	0	0
	MISC FOOD & BEV ADJ	0	0	0	0	0
	VENUE MANAGEMENT FEE	(54,211)	499,785	391,137	108,649	0
	F&B MANAGEMENT FEE	(333,922)	591,529	497,397	94,132	0
	NORTHLANDS COMMON AREA MAINTENANCE	(246,772)	591,529	497,397	94,132	0
	TOTAL G&A EXPENSES	265,106	6,326,254	4,185,406	1,671,396	469,452
	TOTAL EXPENSES	1,199,700	9,665,332	6,412,605	2,130,293	1,122,434
	* MAJORITY OF STAFF WAS FURLOUGHED AS OF MARCH 27, 2020. KEPT EXPENSES TO MINIMUM APRIL-JUNE					

			FY '22 XL CENTER TOTAL	FY '22 Pratt & Whitney TOTAL	HOCKEY TEAM TOTAL
	FY22 BUDGET (FOOD SERVICE)	FY'22 COMBINED TOTAL			
	SALARIES ADMINISTRATIVE	540,000	400,000	140,000	0
	PART-TIME WAGES	199,000	160,000	39,000	0
	PAYROLL TAXES	95,380	68,640	26,740	0
	EMPLOYEE COMPENSATION	24,000	12,000	12,000	0
	EMPLOYEE BENEFITS	213,300	139,800	73,500	0
	COMMISSIONS	0	0	0	0
	TOTAL SALARY & BENEFITS	1,071,680	780,440	291,240	0
	ADVERTISING	0	0	0	0
	ADVERTISING- INTERACTIVE MARKETING	0	0	0	0
	BAD DEBT EXPENSE	0	0	0	0
	BANK CHARGES	98,000	66,000	32,000	0
	CABLE & INTERNET	0	0	0	0
	CLEANING- LABOR	0	0	0	0
	CLEANING- SUPPLIES	27,000	16,000	11,000	0
	COMPUTER&SOFTWARE- WEBSITE	51,720	23,000	28,720	0
	CREDIT CARD FEES	0	0	0	0
	GOOD AND WELFARE	800	300	500	0
	DATA PROCESSING	9,700	7,000	2,700	0
	DUES & SUBSCRIPTIONS	0	0	0	0
	EQUIPMENT RENTAL/LEASE	52,000	7,000	45,000	0
	EQUIPMENT/MAINTENANCE/REPAIRS	0	0	0	0
	GOOD AND WELFARE	0	0	0	0
	HR/STAFF DEVELOPMENT	1,800	1,300	500	0
	INSURANCE EXPENSE	71,800	53,800	18,000	0
	LANDSCAPING/GROUNDS	0	0	0	0
	LEGAL	0	0	0	0
	LICENSES/PERMITS	19,300	14,500	4,800	0
	MAINTENANCE SERVICES	0	0	0	0
	MISCELLANEOUS	0	0	0	0
	OFFICE RENT	0	0	0	0
	OIL, FUEL, & LUBRICANTS	500	0	500	0
	PEST CONTROL (EXTERMINATING)	0	0	0	0
	POSTAGE	1,100	100	1,000	0
	TICKET STOCK & PRINTING	9,000	3,000	6,000	0
	PROFESSIONAL FEES	7,000	4,000	3,000	0
	COLLATERAL	0	0	0	0
	PROTECTIVE SERVICES	1,800	1,500	300	0
	PUBLIC RELATIONS	0	0	0	0
	REPAIRS AND MAINTENANCE	46,000	24,000	22,000	0
	SAFETY TRAINING AND EQUIPMENT	0	0	0	0
	SEASON TICKET HOLDER BENEFITS	0	0	0	0
	SALES FORCE FEES	0	0	0	0
	SECURITY (24HR)	0	0	0	0
	SELLING EXPENSES	0	0	0	0
	SUPPLIES-OFFICE	8,000	4,500	3,500	0
	SUPPLIES-BUILDING	28,200	7,200	21,000	0
	SUPPLIES-DEPARTMENT	0	0	0	0
	TELEPHONE	0	0	0	0
	TRASH REMOVAL	0	0	0	0
	T&E-CORP SITE VISITS	0	0	0	0
	T&E- MEETINGS/CONVENTIONS/TRAINING	0	0	0	0
	T&E- TRAVEL	0	0	0	0
	UNIFORMS & LAUNDRY	25,000	6,000	19,000	0
	UTILITIES	0	0	0	0
	MISC FOOD & BEV ADJ	(779,768)	(391,703)	(388,065)	0
	VENUE MANAGEMENT FEE	0	0	0	0
	F&B MANAGEMENT FEE*	0	0	0	0
	NORTHLANDS COMMON AREA MAINTENANCE	0	0	0	0
	TOTAL G&A EXPENSES	(321,048)	(152,503)	(168,545)	0
	TOTAL EXPENSES	750,632	627,937	122,695	0
	* F&B MANAGEMENT FEE WILL BE EXPENSED IN FOODSERVICE DEPT FY22 BUT REFLECTED IN VENUE SUMMARY TO BE CONSISTENT WITH PY				

FY20 ACTUALS* (FOOD SERVICE)	VARIANCE FY22 BUDGET VS. FY20 ACTUALS	FY'22 COMBINED TOTAL	XL CENTER TOTAL	Pratt & Whitney TOTAL	HOCKEY TEAM TOTAL
SALARIES ADMINISTRATIVE	128,920	411,080	307,284	103,796	0
PART-TIME WAGES	10,992	188,008	127,862	60,146	0
PAYROLL TAXES	19,970	75,410	52,218	23,193	0
EMPLOYEE COMPENSATION	20,537	3,463	1,744	1,719	0
EMPLOYEE BENEFITS	33,387	179,913	128,892	51,021	0
COMMISSIONS	0	0	0	0	0
TOTAL SALARY & BENEFITS	213,804	857,876	618,000	239,876	0
ADVERTISING	0	0	0	0	0
ADVERTISING- INTERACTIVE MARKETING	0	0	0	0	0
BAD DEBT EXPENSE	0	0	0	0	0
BANK CHARGES	39,571	58,429	42,335	16,094	0
CABLE & INTERNET	0	0	0	0	0
CLEANING- LABOR	0	0	0	0	0
CLEANING- SUPPLIES	5,551	21,449	11,483	9,966	0
COMPUTER&SOFTWARE- WEBSITE	14,854	36,866	13,931	22,936	0
CREDIT CARD FEES	0	0	0	0	0
GOOD AND WELFARE	(195)	995	719	277	0
DATA PROCESSING	1,256	8,444	6,107	2,337	0
DUES & SUBSCRIPTIONS	0	0	0	0	0
EQUIPMENT RENTAL/LEASE	24,237	27,764	1,625	26,138	0
EQUIPMENT/MAINTENANCE/REPAIRS	0	0	0	0	0
GOOD AND WELFARE	0	0	0	0	0
HR/STAFF DEVELOPMENT	1,527	273	0	273	0
INSURANCE EXPENSE	15,092	56,708	42,428	14,279	0
LANDSCAPING/GROUNDS	0	0	0	0	0
LEGAL	0	0	0	0	0
LICENSES/PERMITS	8,649	10,651	5,164	5,487	0
MAINTENANCE SERVICES	0	0	0	0	0
MISCELLANEOUS	0	0	0	0	0
OFFICE RENT	0	0	0	0	0
OIL, FUEL, & LUBRICANTS	(1,932)	2,432	0	2,432	0
PEST CONTROL (EXTERMINATING)	0	0	0	0	0
POSTAGE	875	225	25	200	0
TICKET STOCK & PRINTING	(1,978)	10,978	3,167	7,811	0
PROFESSIONAL FEES	(1,444)	8,444	6,107	2,337	0
COLLATERAL	0	0	0	0	0
PROTECTIVE SERVICES	(408)	2,208	1,381	827	0
PUBLIC RELATIONS	0	0	0	0	0
REPAIRS AND MAINTENANCE	(10,417)	56,417	30,593	25,823	0
SAFETY TRAINING AND EQUIPMENT	0	0	0	0	0
SEASON TICKET HOLDER BENEFITS	0	0	0	0	0
SALES FORCE FEES	0	0	0	0	0
SECURITY (24HR)	0	0	0	0	0
SELLING EXPENSES	0	0	0	0	0
SUPPLIES-OFFICE	2,703	5,297	5,297	0	0
SUPPLIES-BUILDING	2,711	25,489	5,558	19,930	0
SUPPLIES-DEPARTMENT	0	0	0	0	0
TELEPHONE	0	0	0	0	0
TRASH REMOVAL	0	0	0	0	0
T&E-CORP SITE VISITS	0	0	0	0	0
T&E- MEETINGS/CONVENTIONS/TRAINING	0	0	0	0	0
T&E- TRAVEL	0	0	0	0	0
UNIFORMS & LAUNDRY	(18,336)	43,336	17,128	26,207	0
UTILITIES	0	0	0	0	0
VEHICLE	(832)	832	832	0	0
MISC FOOD & BEV ADJ	(934,860)	155,092	35,882	119,210	0
VENUE MANAGEMENT FEE	0	0	0	0	0
F&B MANAGEMENT FEE	0	0	0	0	0
NORTHLANDS COMMON AREA MAINTENANCE	0	0	0	0	0
TOTAL G&A EXPENSES	(853,377)	532,329	229,762	302,567	0
TOTAL EXPENSES	(639,572)	1,390,204	847,762	542,443	0
* MAJORITY OF STAFF WAS FURLOUGHED AS OF MARCH 27, 2020. KEPT EXPENSES TO MINIMUM APRIL-JUNE					

XL Center and Pratt & Whitney Stadium at Rentschler Field

FULL TIME EXEMPT	Pre-Covid	Critical Staff	Phased back during FY21	FY22
General Manager	X	X	X	X
Assistant General Manager (XL)	X	X	X	X
Assistant General Manager (PWS)	X	X	X	X
HR Manager/Executive Assistant	X	X	X	X
VP of Business Operations/Marketing	X	X	X	X
Director of Marketing	X		X	X
PR/Broadcasting Manager	X			X
Marketing Manager	X			X
Manager of Game Pres/Community Relations	X			
Ticket Revenue/Community Manager				X
Director of Group Sales	X			
Group Sales Manager				X
Director of Finance	X	X	X	X
Accounting Manager	X		X	X
Sr. Staff Accountant	X			
Staff Accountant				X
Director of Box Office				X
Sr. Box Office Manager	X	X	X	
Box Office Manager	X			X
Box Office Coordinator	X			
VP of Corporate Sales	X		X	X
Ad Sales Account Executive	X			X
Ad Sales Account Executive	X			X
Corporate Sales Manager	X			X
Director of Operations	X			X
Operations Manager	X		X	X
Operations Changeover Coordinator	X			X
Operations Coordinator - Custodian	X		X	X
Engineering Manager	X	X	X	X
Head Groundskeeper (PWS)	X	X	X	X
Assistant Groundskeeper (PWS)	X		X	X
Director of Events	X			
Sr. Event Manager				X
Event Manager	X			X
Event Manager (PWS)	X			X
Guest Services & Security Manager	X	X	X	X
Director of Ticket Sales	X			
Manager of Ticket Sales				X
TOTAL	32	10	16	31

FULL TIME HOURLY	Pre-Covid	Critical Staff	Phased back during FY21	FY22
Marketing Coordinator	X			X
Graphic Designer/Technical Services	X			X
Ticket Sales Coordinator	X			X
Account Executive	X			X
Account Executive	X			X
Account Executive	X			X
Account Executive	X			X
Administrative Assistant	X			X
TOTAL	8	0	0	8

FULL TIME HOURLY UNION	Pre-Covid	Critical Staff	Phased back during FY21	FY22
Building Engineer	X	X	X	X
Building Engineer	X	X	X	X
Building Engineer	X			X
Building Engineer	X			X
Facility Worker	X		X	X
Facility Worker	X		X	X
Facility Worker	X		X	X
Total	7	2	5	7

Church Street Garage

Fiscal Year 2021-2022 Budget

**Capital Region Development Authority
Church Street Garage
FY22 Budget**

	FY22 Budget	FY21 Budget	FY21 Actual	FY21 Projected	FY21 Projected Variance to FY22 Budget
MONTHLY PARKING REVENUE	2,028,915	2,142,766	July - March 1,315,309	July - June 1,753,745	275,170
Event Parking Revenue	271,763	90,588	-	-	271,763
Validations	32,640	12,994	9,868	13,158	19,482
TRANSIENT PARKING REVENUE	86,578	80,359	79,200	105,600	(19,022)
Sales Tax	(137,293)	(131,749)	(79,409)	(105,879)	(243,172)
TOTAL REVENUES	2,282,603	2,194,957	1,324,968	1,766,625	304,221
OPERATIONS & MANAGEMENT					
Total Payroll and Employee Benefits	373,385	399,053	158,132	210,843	(162,542)
Workers Comp	43,108	52,096	19,509	26,012	(17,096)
Health & Welfare	3,696	10,588	270	360	(3,336)
Uniforms	6,300	1,986	232	309	(5,991)
Liability Insurance	114,278	111,378	102,855	75,213	(39,065)
Claims	1,860	1,800	-	-	(1,860)
General Supplies	18,644	16,779	8,014	10,685	(7,959)
Tickets/Parking Cards	7,425	5,038	-	-	(7,425)
Telephone	6,060	4,994	3,728	4,970	(1,090)
Background Checks/HR	7,742	6,903	2,254	3,006	(4,736)
Permit Processing Fee	720	989	-	-	(720)
Accounting Fees	10,000	10,000	-	10,000	-
IT Fees	-	-	-	-	-
Management Fee - Operator	-	13,113	9,835	13,113	13,113
Management Fee - CRDA	30,000	30,000	30,000	30,000	-
SECURITY	103,502	143,654	75,365	100,487	(3,015)
ELECTRICITY	102,192	98,860	55,094	73,458	(28,734)
SNOW REMOVAL	32,500	31,250	23,425	31,234	(1,266)
EQUIPMENT MAINT & REPAIRS	45,186	42,797	47,527	63,369	18,183
ELEVATOR SERVICE	-	-	-	-	-
OTHER EQUIP MAINT AND REPAIRS	28,948	28,203	14,789	19,719	(9,229)
ALARM DEVICES	-	-	-	-	-
BANK CHARGES	13,110	15,515	4,695	6,260	(6,850)
ENGINEERING SERVICES	-	-	-	-	-
GARAGE MAINTENANCE	5,000	5,000	1,646	2,195	(2,805)
OFFICE SUPPLIES	-	-	-	-	-
MACHINERY & EQUIPMENT - RENTAL	2,863	2,863	2,085	2,780	(83)
COMMUNICATIONS EQUIPMENT	500	-	-	-	(500)
CAPITAL RESERVE	100,000	100,000	1,250	1,667	(98,333)
CRDA FACILITY SUPPORT	900,000	1,000,000	-	1,000,000	100,000
TOTAL EXPENSES	1,957,019	2,132,818	560,706	747,608	(1,385,210)
CHURCH STREET NET	325,584	62,139	764,262	1,019,016	(1,080,989)

Proposed Budget for Fiscal Year 2022

Pratt & Whitney Stadium at Rentschler Field



Prepared for Capital Region Development Authority

PRATT & WHITNEY STADIUM
July 2021 - June 2022

BUDGET

	BUDGET FY 2022	FY 2021 YTD ACTUALS & PROJECTED (January '21 Actuals)	ACTUALS FY 2020	FY22 BUDGET VS. FY20 ACTUALS VARIANCE	BUDGET FY 2020
TOTAL # OF EVENTS	62	28	81	(19)	157
NUMBER OF EVENTS - BOWL	8	8	6	2	6
NUMBER OF EVENTS - CLUB	20	1	60	(40)	60
NUMBER OF EVENTS - LOTS	34	19	15	19	15
ATTENDANCE - PAID	116,500	23,220	88,162	28,338	99,450
AVERAGE TICKET PRICE	\$35.70	\$71.96	\$20.70	15	\$26.85
GENERAL ATTENDANCE	125,155	40,686	82,053	43,102	162,705
SUITE/CATERING ATTENDANCE	3,930	1,080	2,569	1,361	2,400
CLUB ATTENDANCE	3,430	1,500	2,100	1,330	1,710
CONVENIENCE FEE PER CAP	\$2.06	\$0.00	\$0.00	2	\$0.00
FACILITY FEE PER CAP	\$3.41	\$3.78	\$3.07	0	\$3.07
CONCESSIONS PER CAP	\$7.51	\$11.81	\$9.01	(2)	\$5.85
CLUB PER CAP	\$88.00	\$53.70	\$214.97	(127)	\$139.50
CATERING PER CAP	\$47.69	\$20.00	\$50.49	(3)	\$52.00
NOVELTY PER CAP	\$1.84	\$4.57	\$1.09	1	\$0.76
GROSS TICKET REVENUE	\$4,159,097	\$1,671,010	\$1,824,653	2,334,444	\$2,670,000
SPONSORSHIP REVENUE	\$0	\$0	\$0	0	\$0
OTHER REVENUE	\$0	\$0	-	0	\$18,000
RENTAL REVENUE	\$1,166,733	\$213,854	\$1,167,398	(665)	\$273,250
LESS: TAXES AND OTHER EXPENSES	(197,128)	(58,059)	(127,301)	(69,827)	(242,727)
NET REVENUE	5,128,702	1,826,805	2,864,750	2,263,952	2,718,523
RENT INCOME	124,895	134,998	239,718	(114,823)	377,627
BUILDING SERVICE CHARGES	(30,301)	(19,147)	14,875	(45,176)	470
DIRECT EVENT INCOME	94,594	115,851	254,593	(159,998)	378,097
CONVENIENCE FEE INCOME	94,984	38,010	0	94,984	0
ORDER FEE INCOME	0	0	0	0	0
FACILITY FEE INCOME	344,660	43,873	270,267	74,393	305,010
PREMIUM SEATING INCOME	13,028	(0)	0	13,028	0
NET TICKETING FEE REVENUE	452,672	81,883	270,267	182,405	305,010
ANCILLARY INCOME					
CONCESSION INCOME	407,564	36,413	283,900	123,664	360,117
CATERING/SUITE INCOME	160,390	11,816	103,189	57,201	151,819
CATERING	54,425	2,821	19,811	34,614	16,722
NOVELTY INCOME	13,568	9,304	5,659	7,909	9,052
PARKING INCOME	195,753	69,488	130,458	65,295	238,056
TOTAL ANCILLARY INCOME	831,701	129,843	543,017	288,684	775,765
FOOD & BEVERAGE ADJUSTMENT*	0	(175,923)	(119,210)	119,210	0
EVENT OPERATING INCOME	1,378,966	151,653	948,666	430,300	1,458,872
OTHER INCOME					
ADVERTISING REVENUE	40,803	36,409	40,337	467	72,000
NAMING RIGHTS REVENUE	0	0	0	0	0
PREMIUM SEATING REVENUE	0	0	0	0	0
UCONN FOOTBALL RESERVE FUND	250,000	0	250,000	0	250,000
MISC/OTHER REVENUE	38,000	38,000	41,025	(3,025)	38,000
Total Other Income	328,803	74,409	331,361	(2,558)	360,000
Adjusted Gross Income	1,707,770	226,062	1,280,027	427,743	1,818,872
INDIRECT EXPENSES (FOOD SERVICE)	228,879			228,879	
INDIRECT EXPENSES (VENUE)	2,357,927	1,471,896	2,036,161	321,766	2,356,649
GROSS BUILDING OPERATING INCOME (LOSS)	\$ (879,036)	\$ (1,245,834)	\$ (756,134)	\$ (122,902)	\$ (537,777)
REQUIRED STATE FUNDING	879,036	1,245,834	756,134	122,902	537,777
NET OPERATING INCOME (LOSS)	\$ -	\$ -	\$ -	\$ -	\$ -

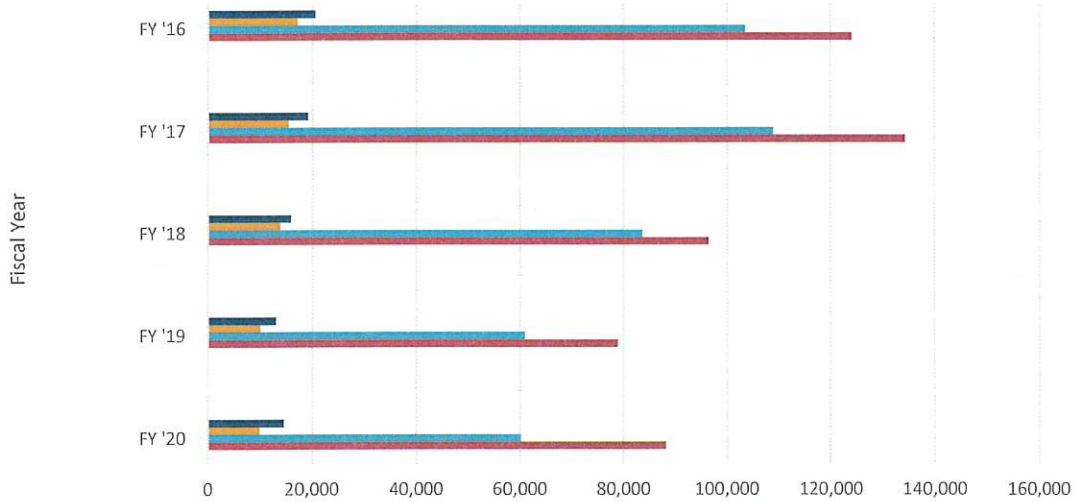
*F&B ADJ ELIMINATED IN FY22. REVENUES WILL BE RECORDED IN EVENTS & EXPENSES WILL BE RECORDED IN FOODSERVICE DEPT. INDIRECT EXPENSES

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PRATT & WHITNEY STADIUM
 FY22 Proposed Budget
 Summary of Event Income

	Total Event Income (TEI)				Number of Events					Total Paid Attendance				Total Turnstile Attendance				
	FY 22 Proposed Budget	FY21 Actual/Projected	FY20 Actual	FY22 Budget - FY20 Actual Variance	July - Dec 2021	Jan - June 2022	FY 22 Proposed Budget	FY21 Actual/Projected	FY20 Actual	FY22 Budget - FY20 Actual Variance	FY 22 Proposed Budget	FY21 Actual/Projected	FY20 Actual	FY22 Budget - FY20 Actual Variance	FY 22 Proposed Budget	FY21 Actual/Projected	FY20 Actual	FY22 Budget - FY20 Actual Variance
Spring Game	\$0	\$0	\$0	\$0														
Regular Season Soccer	\$870,642	\$0	\$871,731	(\$889)	6	-	6	-	6	-	77,220	-	90,089	(12,869)	57,030	-	62,716	(5,686)
NCAA LAX Finals	\$153,272	\$147,736	\$0	\$153,272	1	-	1	7	-	1	15,214	2,507	-	15,214	13,750	1,406	-	13,750
HS All-Star Football	\$246,407	\$141,097	\$0	\$246,407	-	1	1	-	1	-	27,079	20,653	-	27,079	27,580	37,000	-	27,580
Parking Lot B	\$0	\$0	\$0	\$0	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Parking Lot A	\$27,500	\$0	\$16,608	\$10,892	2	9	11	3	6	5	-	-	-	-	16,500	1,000	6,900	9,600
Catered Event	\$26,424	\$7,000	\$45,672	(\$19,248)	-	2	2	-	2	-	-	-	-	-	15,000	-	11,000	4,000
Non-Catered Event	\$44,022	\$0	\$126,772	(\$82,750)	-	20	20	1	60	(40)	-	-	-	-	1,500	80	5,901	(4,401)
Misc. Event	\$0	\$2,342	\$0	\$0	-	-	-	-	-	-	-	-	-	-	-	-	-	-
F&B Adjustment	\$10,500	\$26,500	\$7,003	\$3,407	8	13	21	16	7	14	-	-	-	-	1,155	1,200	205	950
Total Event Budget	\$1,378,966	\$161,652	\$948,666	\$430,300	17	45	62	28	81	(19)	119,613	23,220	90,089	29,424	132,615	40,686	86,722	45,793

College Football Attendance at Pratt & Whitney Stadium at Rentschler Field



	FY '20	FY '19	FY '18	FY '17	FY '16
Average Paid Attendance	14,694	13,157	16,083	19,201	20,679
Average Turnstile Attendance	10,025	10,161	13,955	15,565	17,264
Total Turnstile Attendance	60,147	60,963	83,729	108,958	103,585
Total Paid Attendance	88,162	78,940	96,497	134,406	124,073
Number of Games	6	6	6	7	6

■ Average Paid Attendance
 ■ Average Turnstile Attendance
 ■ Total Turnstile Attendance
 ■ Total Paid Attendance
 ■ Number of Games

			XL CENTER TOTAL	PRATT & WHITNEY TOTAL	HOCKEY TEAM TOTAL
FY22 BUDGET (ALL VENUE DEPTS)		COMBINED TOTAL			
SALARIES ADMINISTRATIVE		2,865,693	2,017,978	372,138	475,577
PART-TIME WAGES		171,822	78,384	75,888	17,550
PAYROLL TAXES		349,299	245,112	45,424	58,763
EMPLOYEE COMPENSATION		116,308	87,493	13,800	15,015
EMPLOYEE BENEFITS		691,744	499,006	77,866	114,871
COMMISSIONS		78,807	0	0	78,807
TOTAL SALARY & BENEFITS		4,273,672	2,927,973	585,116	760,584
ADVERTISING		439,100	241,600	500	197,000
ADVERTISING- INTERACTIVE MARKETING		24,650	18,650	6,000	0
BAD DEBT EXPENSE		30,000	20,000	10,000	0
BANK CHARGES		7,000	3,000	4,000	0
CABLE & INTERNET		76,187	51,687	24,500	0
CLEANING- LABOR		94,744	58,729	36,015	0
CLEANING- SUPPLIES		8,250	7,750	500	0
COMPUTER&SOFTWARE- WEBSITE		110,408	74,650	12,858	22,900
CREDIT CARD FEES		4,000	4,000	0	0
GOOD AND WELFARE		5,400	2,400	0	3,000
DATA PROCESSING		105,298	81,398	11,400	12,500
DUES & SUBSCRIPTIONS		21,430	15,067	6,363	0
EQUIPMENT RENTAL/LEASE		90,398	50,359	40,039	0
EQUIPMENT/MAINTENANCE/REPAIRS		48,050	22,050	26,000	0
GOOD AND WELFARE		9,750	7,550	2,200	0
HR/STAFF DEVELOPMENT		3,350	3,250	100	0
INSURANCE EXPENSE		331,547	290,404	41,142	0
LANDSCAPING/GROUNDS		34,300	16,800	17,500	0
LEGAL		17,500	15,000	2,500	0
LICENSES/PERMITS		5,000	5,000	0	0
MAINTENANCE SERVICES		397,791	192,972	204,819	0
MISCELLANEOUS		43,310	34,310	3,000	6,000
OFFICE RENT		26,400	0	0	26,400
OIL, FUEL, & LUBRICANTS		23,650	10,150	13,500	0
PEST CONTROL (EXTERMINATING)		10,920	9,600	1,320	0
POSTAGE		8,000	8,000	0	0
TICKET STOCK & PRINTING		31,200	1,750	750	28,700
PROFESSIONAL FEES		41,325	19,225	22,100	0
COLLATERAL		144,000	10,000	0	134,000
PROTECTIVE SERVICES		9,050	8,050	1,000	0
PUBLIC RELATIONS		2,000	2,000	0	0
REPAIRS AND MAINTENANCE		356,500	135,000	221,500	0
SAFETY TRAINING AND EQUIPMENT		20,350	19,100	1,250	0
SEASON TICKET HOLDER BENEFITS		31,700	0	0	31,700
SALES FORCE FEES		10,000	0	0	10,000
SECURITY (24HR)		227,080	227,080	0	0
SELLING EXPENSES		64,000	10,000	1,000	53,000
SUPPLIES-OFFICE		12,050	10,000	550	1,500
SUPPLIES-BUILDING		176,950	61,750	115,200	0
SUPPLIES-DEPARTMENT		7,205	6,005	1,200	0
TELEPHONE		14,700	4,500	10,200	0
TRASH REMOVAL		39,080	27,080	12,000	0
T&E-CORP SITE VISITS		2,500	2,500	0	0
T&E- MEETINGS/CONVENTIONS/TRAINING		20,440	11,440	0	9,000
T&E- TRAVEL		22,450	20,450	0	2,000
UNIFORMS & LAUNDRY		25,186	22,686	2,500	0
UTILITIES		2,309,224	1,530,924	778,300	0
MISC FOOD & BEV ADJ		0	0	0	0
VENUE MANAGEMENT FEE		445,575	304,570	141,005	0
F&B MANAGEMENT FEE*		257,607	151,423	106,184	0
NORTHLANDS COMMON AREA MAINTENANCE		344,757	344,757	0	0
TOTAL G&A EXPENSES		6,591,361	4,174,666	1,878,995	537,700
TOTAL EXPENSES		10,865,033	7,102,638	2,464,111	1,298,284
* F&B MANAGEMENT FEE WILL BE EXPENSED IN FOODSERVICE DEPT FY22 BUT REFLECTED IN VENUE SUMMARY TO BE CONSISTENT WITH PY					

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	FY20 ACTUALS* (ALL VENUE DEPTS)	VARIANCE FY22 BUDGET VS. FY20 ACTUALS	COMBINED TOTAL	XL CENTER TOTAL	PRATT & WHITNEY TOTAL	HOCKEY TEAM TOTAL
	SALARIES ADMINISTRATIVE	474,011	2,391,683	1,680,387	326,480	384,816
	PART-TIME WAGES	77,920	93,901	29,852	45,221	18,828
	PAYROLL TAXES	143,816	205,483	138,259	31,723	35,500
	EMPLOYEE COMPENSATION	182,940	(66,632)	(59,083)	(5,863)	(1,687)
	EMPLOYEE BENEFITS	43,844	647,900	437,783	61,335	148,781
	COMMISSIONS	12,063	66,744	0	0	66,744
	TOTAL SALARY & BENEFITS	934,594	3,339,078	2,227,199	458,897	652,982
	ADVERTISING	62,243	376,857	190,151	239	186,467
	ADVERTISING- INTERACTIVE MARKETING	9,291	15,359	9,359	6,000	0
	BAD DEBT EXPENSE	(95,927)	125,927	112,516	13,411	0
	BANK CHARGES	3,075	3,926	1,718	2,207	0
	CABLE & INTERNET	9,004	67,183	48,576	18,607	0
	CLEANING- LABOR	20,833	73,911	39,942	33,969	0
	CLEANING- SUPPLIES	6,263	1,987	1,987	0	0
	COMPUTER&SOFTWARE- WEBSITE	77,997	32,411	8,103	5,802	18,505
	CREDIT CARD FEES	1,217	2,783	2,783	0	0
	GOOD AND WELFARE	2,137	3,263	2,370	893	0
	DATA PROCESSING	17,711	87,587	61,837	11,581	14,169
	DUES & SUBSCRIPTIONS	(1,354)	22,784	17,139	5,645	0
	EQUIPMENT RENTAL/LEASE	(15,159)	105,557	68,981	36,577	0
	EQUIPMENT/MAINTENANCE/REPAIRS	21,144	26,906	9,422	17,484	0
	GOOD AND WELFARE	7,778	1,972	1,972	0	0
	HR/STAFF DEVELOPMENT	1,257	2,093	2,093	0	0
	INSURANCE EXPENSE	(28,724)	360,271	300,141	60,130	0
	LANDSCAPING/GROUNDS	12,742	21,558	12,062	9,496	0
	LEGAL	10,804	6,696	6,696	0	0
	LICENSES/PERMITS	2,222	2,778	2,778	0	0
	MAINTENANCE SERVICES	66,567	331,224	182,919	148,305	0
	MISCELLANEOUS	9,576	33,734	28,234	0	5,500
	OFFICE RENT	909	25,491	0	0	25,491
	OIL, FUEL, & LUBRICANTS	5,999	17,651	9,637	8,014	0
	PEST CONTROL (EXTERMINATING)	(150)	11,070	9,750	1,320	0
	POSTAGE	3,809	4,191	4,191	0	0
	TICKET STOCK & PRINTING	7,403	23,797	2,033	990	20,774
	PROFESSIONAL FEES	5,200	36,125	17,125	19,000	0
	COLLATERAL	28,763	115,237	5,298	0	109,939
	PROTECTIVE SERVICES	3,655	5,395	4,967	428	0
	PUBLIC RELATIONS	1,874	126	126	0	0
	REPAIRS AND MAINTENANCE	84,558	271,942	95,539	176,403	0
	SAFETY TRAINING AND EQUIPMENT	10,954	9,396	8,759	637	0
	SEASON TICKET HOLDER BENEFITS	(8,121)	39,821	0	0	39,821
	SALES FORCE FEES	2,300	7,700	0	0	7,700
	SECURITY (24HR)	53,451	173,629	173,629	0	0
	SELLING EXPENSES	20,807	43,193	8,394	0	34,799
	SUPPLIES-OFFICE	6,663	5,387	4,282	0	1,105
	SUPPLIES-BUILDING	22,218	154,732	56,269	98,463	0
	SUPPLIES-DEPARTMENT	1,985	5,220	1,992	3,229	0
	TELEPHONE	13,326	1,374	(7,238)	8,612	0
	TRASH REMOVAL	5,908	33,172	26,536	6,636	0
	T&E-CORP SITE VISITS	2,004	496	496	0	0
	T&E- MEETINGS/CONVENTIONS/TRAINING	18,003	2,437	73	0	2,364
	T&E- TRAVEL	17,033	5,417	2,600	0	2,817
	UNIFORMS & LAUNDRY	4,483	20,703	18,676	2,027	0
	UTILITIES	386,284	1,922,940	1,244,562	678,378	0
	VEHICLE	0	0	0	0	0
	MISC FOOD & BEV ADJ	0	0	0	0	0
	VENUE MANAGEMENT FEE	(54,211)	499,785	391,137	108,649	0
	F&B MANAGEMENT FEE	(333,922)	591,529	497,397	94,132	0
	NORTHLANDS COMMON AREA MAINTENANCE	(246,772)	591,529	497,397	94,132	0
	TOTAL G&A EXPENSES	265,106	6,326,254	4,185,406	1,671,396	469,452
	TOTAL EXPENSES	1,199,700	9,665,332	6,412,605	2,130,293	1,122,434
	* MAJORITY OF STAFF WAS FURLOUGHED AS OF MARCH 27, 2020. KEPT EXPENSES TO MINIMUM APRIL-JUNE					

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			FY '22 XL CENTER TOTAL	FY '22 Pratt & Whitney TOTAL	HOCKEY TEAM TOTAL
	FY22 BUDGET (FOOD SERVICE)	FY'22 COMBINED TOTAL			
	SALARIES ADMINISTRATIVE	540,000	400,000	140,000	0
	PART-TIME WAGES	199,000	160,000	39,000	0
	PAYROLL TAXES	95,380	68,640	26,740	0
	EMPLOYEE COMPENSATION	24,000	12,000	12,000	0
	EMPLOYEE BENEFITS	213,300	139,800	73,500	0
	COMMISSIONS	0	0	0	0
	TOTAL SALARY & BENEFITS	1,071,680	780,440	291,240	0
	ADVERTISING	0	0	0	0
	ADVERTISING- INTERACTIVE MARKETING	0	0	0	0
	BAD DEBT EXPENSE	0	0	0	0
	BANK CHARGES	98,000	66,000	32,000	0
	CABLE & INTERNET	0	0	0	0
	CLEANING- LABOR	0	0	0	0
	CLEANING- SUPPLIES	27,000	16,000	11,000	0
	COMPUTER&SOFTWARE- WEBSITE	51,720	23,000	28,720	0
	CREDIT CARD FEES	0	0	0	0
	GOOD AND WELFARE	800	300	500	0
	DATA PROCESSING	9,700	7,000	2,700	0
	DUES & SUBSCRIPTIONS	0	0	0	0
	EQUIPMENT RENTAL/LEASE	52,000	7,000	45,000	0
	EQUIPMENT/MAINTENANCE/REPAIRS	0	0	0	0
	GOOD AND WELFARE	0	0	0	0
	HR/STAFF DEVELOPMENT	1,800	1,300	500	0
	INSURANCE EXPENSE	71,800	53,800	18,000	0
	LANDSCAPING/GROUNDS	0	0	0	0
	LEGAL	0	0	0	0
	LICENSES/PERMITS	19,300	14,500	4,800	0
	MAINTENANCE SERVICES	0	0	0	0
	MISCELLANEOUS	0	0	0	0
	OFFICE RENT	0	0	0	0
	OIL, FUEL, & LUBRICANTS	500	0	500	0
	PEST CONTROL (EXTERMINATING)	0	0	0	0
	POSTAGE	1,100	100	1,000	0
	TICKET STOCK & PRINTING	9,000	3,000	6,000	0
	PROFESSIONAL FEES	7,000	4,000	3,000	0
	COLLATERAL	0	0	0	0
	PROTECTIVE SERVICES	1,800	1,500	300	0
	PUBLIC RELATIONS	0	0	0	0
	REPAIRS AND MAINTENANCE	46,000	24,000	22,000	0
	SAFETY TRAINING AND EQUIPMENT	0	0	0	0
	SEASON TICKET HOLDER BENEFITS	0	0	0	0
	SALES FORCE FEES	0	0	0	0
	SECURITY (24HR)	0	0	0	0
	SELLING EXPENSES	0	0	0	0
	SUPPLIES-OFFICE	8,000	4,500	3,500	0
	SUPPLIES-BUILDING	28,200	7,200	21,000	0
	SUPPLIES-DEPARTMENT	0	0	0	0
	TELEPHONE	0	0	0	0
	TRASH REMOVAL	0	0	0	0
	T&E-CORP SITE VISITS	0	0	0	0
	T&E- MEETINGS/CONVENTIONS/TRAINING	0	0	0	0
	T&E- TRAVEL	0	0	0	0
	UNIFORMS & LAUNDRY	25,000	6,000	19,000	0
	UTILITIES	0	0	0	0
	MISC FOOD & BEV ADJ	(779,768)	(391,703)	(388,065)	0
	VENUE MANAGEMENT FEE	0	0	0	0
	F&B MANAGEMENT FEE*	0	0	0	0
	NORTHLANDS COMMON AREA MAINTENANCE	0	0	0	0
	TOTAL G&A EXPENSES	(321,048)	(152,503)	(168,545)	0
	TOTAL EXPENSES	750,632	627,937	122,695	0
	* F&B MANAGEMENT FEE WILL BE EXPENSED IN FOODSERVICE DEPT FY22 BUT REFLECTED IN VENUE SUMMARY TO BE CONSISTENT WITH PY				

FY20 ACTUALS* (FOOD SERVICE)	VARIANCE FY22 BUDGET VS. FY20 ACTUALS	FY'22 COMBINED TOTAL	XL CENTER TOTAL	Pratt & Whitney TOTAL	HOCKEY TEAM TOTAL
SALARIES ADMINISTRATIVE	128,920	411,080	307,284	103,796	0
PART-TIME WAGES	10,992	188,008	127,862	60,146	0
PAYROLL TAXES	19,970	75,410	52,218	23,193	0
EMPLOYEE COMPENSATION	20,537	3,463	1,744	1,719	0
EMPLOYEE BENEFITS	33,387	179,913	128,892	51,021	0
COMMISSIONS	0	0	0	0	0
TOTAL SALARY & BENEFITS	213,804	857,876	618,000	239,876	0
ADVERTISING	0	0	0	0	0
ADVERTISING- INTERACTIVE MARKETING	0	0	0	0	0
BAD DEBT EXPENSE	0	0	0	0	0
BANK CHARGES	39,571	58,429	42,335	16,094	0
CABLE & INTERNET	0	0	0	0	0
CLEANING- LABOR	0	0	0	0	0
CLEANING- SUPPLIES	5,551	21,449	11,483	9,966	0
COMPUTER&SOFTWARE- WEBSITE	14,854	36,866	13,931	22,936	0
CREDIT CARD FEES	0	0	0	0	0
GOOD AND WELFARE	(195)	995	719	277	0
DATA PROCESSING	1,256	8,444	6,107	2,337	0
DUES & SUBSCRIPTIONS	0	0	0	0	0
EQUIPMENT RENTAL/LEASE	24,237	27,764	1,625	26,138	0
EQUIPMENT/MAINTENANCE/REPAIRS	0	0	0	0	0
GOOD AND WELFARE	0	0	0	0	0
HR/STAFF DEVELOPMENT	1,527	273	0	273	0
INSURANCE EXPENSE	15,092	56,708	42,428	14,279	0
LANDSCAPING/GROUNDS	0	0	0	0	0
LEGAL	0	0	0	0	0
LICENSES/PERMITS	8,649	10,651	5,164	5,487	0
MAINTENANCE SERVICES	0	0	0	0	0
MISCELLANEOUS	0	0	0	0	0
OFFICE RENT	0	0	0	0	0
OIL, FUEL, & LUBRICANTS	(1,932)	2,432	0	2,432	0
PEST CONTROL (EXTERMINATING)	0	0	0	0	0
POSTAGE	875	225	25	200	0
TICKET STOCK & PRINTING	(1,978)	10,978	3,167	7,811	0
PROFESSIONAL FEES	(1,444)	8,444	6,107	2,337	0
COLLATERAL	0	0	0	0	0
PROTECTIVE SERVICES	(408)	2,208	1,381	827	0
PUBLIC RELATIONS	0	0	0	0	0
REPAIRS AND MAINTENANCE	(10,417)	56,417	30,593	25,823	0
SAFETY TRAINING AND EQUIPMENT	0	0	0	0	0
SEASON TICKET HOLDER BENEFITS	0	0	0	0	0
SALES FORCE FEES	0	0	0	0	0
SECURITY (24HR)	0	0	0	0	0
SELLING EXPENSES	0	0	0	0	0
SUPPLIES-OFFICE	2,703	5,297	5,297	0	0
SUPPLIES-BUILDING	2,711	25,489	5,558	19,930	0
SUPPLIES-DEPARTMENT	0	0	0	0	0
TELEPHONE	0	0	0	0	0
TRASH REMOVAL	0	0	0	0	0
T&E-CORP SITE VISITS	0	0	0	0	0
T&E- MEETINGS/CONVENTIONS/TRAINING	0	0	0	0	0
T&E- TRAVEL	0	0	0	0	0
UNIFORMS & LAUNDRY	(18,336)	43,336	17,128	26,207	0
UTILITIES	0	0	0	0	0
VEHICLE	(832)	832	832	0	0
MISC FOOD & BEV ADJ	(934,860)	155,092	35,882	119,210	0
VENUE MANAGEMENT FEE	0	0	0	0	0
F&B MANAGEMENT FEE	0	0	0	0	0
NORTHLANDS COMMON AREA MAINTENANCE	0	0	0	0	0
TOTAL G&A EXPENSES	(853,377)	532,329	229,762	302,567	0
TOTAL EXPENSES	(639,572)	1,390,204	847,762	542,443	0
* MAJORITY OF STAFF WAS FURLOUGHED AS OF MARCH 27, 2020. KEPT EXPENSES TO MINIMUM APRIL-JUNE					

XL Center and Pratt & Whitney Stadium at Rentschler Field

FULL TIME EXEMPT	Pre-Covid	Critical Staff	Phased back during FY21	FY22
General Manager	X	X	X	X
Assistant General Manager (XL)	X	X	X	X
Assistant General Manager (PWS)	X	X	X	X
HR Manager/Executive Assistant	X	X	X	X
VP of Business Operations/Marketing	X	X	X	X
Director of Marketing	X		X	X
PR/Broadcasting Manager	X			X
Marketing Manager	X			X
Manager of Game Pres/Community Relations	X			
Ticket Revenue/Community Manager				X
Director of Group Sales	X			
Group Sales Manager				X
Director of Finance	X	X	X	X
Accounting Manager	X		X	X
Sr. Staff Accountant	X			
Staff Accountant				X
Director of Box Office				X
Sr. Box Office Manager	X	X	X	
Box Office Manager	X			X
Box Office Coordinator	X			
VP of Corporate Sales	X		X	X
Ad Sales Account Executive	X			X
Ad Sales Account Executive	X			X
Corporate Sales Manager	X			X
Director of Operations	X			X
Operations Manager	X		X	X
Operations Changeover Coordinator	X			X
Operations Coordinator - Custodian	X		X	X
Engineering Manager	X	X	X	X
Head Groundskeeper (PWS)	X	X	X	X
Assistant Groundskeeper (PWS)	X		X	X
Director of Events	X			
Sr. Event Manager				X
Event Manager	X			X
Event Manager (PWS)	X			X
Guest Services & Security Manager	X	X	X	X
Director of Ticket Sales	X			
Manager of Ticket Sales				X
TOTAL	32	10	16	31

FULL TIME HOURLY	Pre-Covid	Critical Staff	Phased back during FY21	FY22
Marketing Coordinator	X			X
Graphic Designer/Technical Services	X			X
Ticket Sales Coordinator	X			X
Account Executive	X			X
Account Executive	X			X
Account Executive	X			X
Account Executive	X			X
Administrative Assistant	X			X
TOTAL	8	0	0	8

FULL TIME HOURLY UNION	Pre-Covid	Critical Staff	Phased back during FY21	FY22
Building Engineer	X	X	X	X
Building Engineer	X	X	X	X
Building Engineer	X			X
Building Engineer	X			X
Facility Worker	X		X	X
Facility Worker	X		X	X
Facility Worker	X		X	X
Total	7	2	5	7