MONONA TERRACE BUDGET \& PRIOR YEAR VARIANCE
October 2013

|  | October 2013 |  |  |  |  | Year to Date 2013 |  |  |  |  | October 2012 |  |  |  | Year to Date 2012 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Actual of Events | Actual | Budgeted \# of Events | Budgeted | Monthly Budget Variance | YTD Actual \# of Events | YTD Actual |  | Budgeted YTD |  | $\begin{gathered} \begin{array}{c} \# \text { of } \\ \text { Events } \end{array} \\ \hline \end{gathered}$ | $\begin{gathered} \text { October } \\ 2012 \text { Actual } \\ \hline \end{gathered}$ | Oct '12 vs. <br> Oct '13 <br> Event \# <br> Varianc | Oct '12 <br> Actual to Oct '13 Actual | YTD \# of Events 2012 | $\begin{array}{r} \text { YTD } 2012 \\ \text { Actual } \\ \hline \end{array}$ | $\begin{array}{r} \text { YTD '12 vs. } \\ \text { YTD '13 Event } \\ \text { \# Variance } \end{array}$ |  |
| Revenues: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Events | 85 | \$604,000 | 67 | \$410,000 | 47\% | 577 | \$3,952,000 | 536 | \$3,610,000 | 9\% | 81 | \$472,000 | 5\% | 28\% | 510 | \$3,562,000 | 13\% | 11\% |
| Ancillary |  | 23,000 |  | 23,000 | 0\% |  | 179,000 |  | 214,000 | -16\% |  | 19,000 |  | 21\% |  | 181,000 |  | -1\% |
| total operating revenues: |  | \$627,000 |  | \$433,000 | 45\% |  | \$4,131,000 |  | \$3,824,000 | 8\% |  | \$491,000 |  | 28\% |  | \$3,743,000 |  | 10\% |
| EXPENDITURES: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Wages \& Benefits |  | \$380,000 |  | \$349,000 | 9\% |  | \$3,576,000 |  | \$3,520,000 | 2\% |  | \$336,000 |  | 13\% |  | \$3,485,000 |  | 3\% |
| Purchased Services |  | 185,000 |  | 127,000 | 46\% |  | 1,536,000 |  | 1,367,000 | 12\% |  | 146,000 |  | 27\% |  | 1,348,000 |  | 14\% |
| Purchased Supplies |  | 40,000 |  | 26,000 | 54\% |  | 346,000 |  | 355,000 | -3\% |  | 41,000 |  | -2\% |  | 371,000 |  | 7\% |
| Inter-D Charges |  | 16,000 |  | 15,000 | 7\% |  | 156,000 |  | \$153,000 | 2\% |  | 13,000 |  | 23\% |  | 152,000 |  | 3\% |
| Capital Outlay |  | . |  | - | 0\% |  | 0 |  | 0 | 0\% |  | $(18,000)$ |  | 0\% |  | 0 |  | 0\% |
| total operating |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| EXPENDITURES: |  | \$621,000 |  | \$517,000 | 20\% |  | \$5,614,000 |  | \$5,395,000 | 4\% |  | \$518,000 |  | 20\% |  | \$ 5,356,000 |  | 5\% |
| Income (Loss) from Operations |  | \$6,000 |  | (\$84,000) | -107\% |  | (\$1,483,000) |  | (\$1,571,000) | -6\% |  | $(\$ 27,000)$ |  | -122\% |  | (\$1,613,000) |  | -8\% |
| Reserve Financing |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| PILOT |  | $(\$ 27,000)$ |  | (\$27,000) |  |  | (\$271,000) |  | (\$271,000) |  |  | $(\$ 26,000)$ |  |  |  | $(264,000)$ |  |  |
| Net Operating Income (Loss) |  | $(\$ 21,000)$ |  | (\$111,000) |  |  | (\$1,754,000) |  | (\$1,842,000) |  |  | (\$53,000) |  |  |  | (\$1,877,000) |  |  |
| Transient Occupancy Tax Transfer |  | \$111,000 |  | \$111,000 |  |  | \$1,842,000 |  | \$1,842,000 |  |  | \$131,000 |  |  |  | \$1,917,000 |  |  |
| Revenue Over (Under) Expenditures |  | \$90,000 |  | \$0 |  |  | \$88,000 |  | \$0 |  |  | \$78,000 |  |  |  | \$40,000 |  |  |

Preliminary draft prepared as of 11/15/13
$\overline{\text { Extraordinary Items: }}$
Conventions -4 actual vs. 2 budgeted
Conferences -7 actual vs. 3 budgeted

