

MONONA TERRACE BUDGET & PRIOR YEAR VARIANCE  
January 2019

|                                   | January 2019 |                   |                |                     |                               | Year to Date 2019     |                        |                |                 |                              | January 2018 |                        |                                |                                | Year to Date 2018          |                   |                            |                                |
|-----------------------------------|--------------|-------------------|----------------|---------------------|-------------------------------|-----------------------|------------------------|----------------|-----------------|------------------------------|--------------|------------------------|--------------------------------|--------------------------------|----------------------------|-------------------|----------------------------|--------------------------------|
|                                   | Actual#      |                   | Budgeted       |                     | Monthly<br>Budget<br>Variance | YTD                   |                        | YTD            |                 | YTD<br>Variance to<br>Budget | # of         | January                | Jan 18 vs.                     | Jan '18                        | YTD # of<br>Events<br>2018 | YTD 2018          | YTD 18 vs.                 | YTD 18                         |
|                                   | of<br>Events | Actual<br>Revenue | # of<br>Events | Budgeted<br>Revenue |                               | Actual #<br>of Events | YTD Actual<br>Revenues | # of<br>Events | Budgeted<br>YTD |                              | Events       | 2018 Actual<br>Revenue | Jan '19<br>Event #<br>Variance | Actual to<br>Jan '19<br>Actual |                            | Actual<br>Revenue | YTD 19 Event<br># Variance | Actual to<br>YTD '19<br>Actual |
| REVENUES:                         |              |                   |                |                     |                               |                       |                        |                |                 |                              |              |                        |                                |                                |                            |                   |                            |                                |
| Events                            | 24           | \$274,000         | 29             | \$269,000           | 2%                            | 24                    | \$274,000              | 29             | \$269,000       | 2%                           | 32           | \$226,000              | -25%                           | 21%                            | 32                         | \$ 226,000        | -25%                       | 21%                            |
| Ancillary                         |              | 7,000             |                | 10,000              | -30%                          |                       | 7,000                  |                | 10,000          | -30%                         |              | 9,000                  |                                | -22%                           |                            | 9,000             |                            | -22%                           |
| TOTAL OPERATING REVENUES:         |              | \$281,000         |                | \$279,000           | 1%                            |                       | \$281,000              |                | \$279,000       | 1%                           |              | \$235,000              |                                | 20%                            |                            | \$ 235,000        |                            | 20%                            |
| EXPENDITURES:                     |              |                   |                |                     |                               |                       |                        |                |                 |                              |              |                        |                                |                                |                            |                   |                            |                                |
| Wages & Benefits                  |              | \$254,000         |                | \$237,000           | 7%                            |                       | \$254,000              |                | \$237,000       | 7%                           |              | \$302,000              |                                | -16%                           |                            | \$ 302,000        |                            | -16%                           |
| Purchased Services                |              | 101,000           |                | \$148,000           | -32%                          |                       | \$101,000              |                | \$148,000       | -32%                         |              | 148,000                |                                | -32%                           |                            | \$ 148,000        |                            | -32%                           |
| Purchased Supplies                |              | 37,000            |                | \$39,000            | -5%                           |                       | \$37,000               |                | \$39,000        | -5%                          |              | 29,000                 |                                | 28%                            |                            | \$ 29,000         |                            | 28%                            |
| Inter-D Charges                   |              | 38,000            |                | \$38,000            | 0%                            |                       | \$38,000               |                | \$38,000        | 0%                           |              | 22,000                 |                                | 0%                             |                            | \$ 22,000         |                            | 73%                            |
| Capital Outlay                    |              | 0                 |                | \$0                 | 0%                            |                       | \$0                    |                | \$0             | 0%                           |              | 0                      |                                | 0%                             |                            | \$ -              |                            | 0%                             |
| TOTAL OPERATING EXPENDITURES:     |              | \$430,000         |                | \$462,000           | -7%                           |                       | \$430,000              |                | \$462,000       | -7%                          |              | \$ 501,000             |                                | -14%                           |                            | \$ 501,000        |                            | -14%                           |
| Income (Loss) from Operations     |              | (\$149,000)       |                | (\$183,000)         | -19%                          |                       | (\$149,000)            |                | (\$183,000)     | -19%                         |              | (\$266,000)            |                                | -44%                           |                            | (\$266,000)       |                            | -44%                           |
| PILOT                             |              | (\$28,000)        |                | (\$28,000)          |                               |                       | (\$28,000)             |                | (\$28,000)      |                              |              | (28,000)               |                                |                                |                            | (28,000)          |                            |                                |
| Net Operating Income (Loss)       |              | (\$177,000)       |                | (\$211,000)         |                               |                       | (\$177,000)            |                | (\$211,000)     |                              |              | (\$294,000)            |                                |                                |                            | (\$294,000)       |                            |                                |
| Transient Occupancy Tax Transfer  |              | \$211,000         |                | \$211,000           |                               |                       | \$211,000              |                | \$211,000       |                              |              | \$323,000              |                                |                                |                            | \$323,000         |                            |                                |
| Revenue Over (Under) Expenditures |              | \$34,000          |                | \$0                 |                               |                       | \$34,000               |                | \$0             |                              |              | \$29,000               |                                |                                |                            | \$29,000          |                            |                                |

Preliminary draft prepared as of March 6, 2019

Extraordinary Items