

**MONONA TERRACE BUDGET & PRIOR YEAR VARIANCE  
March 2016**

	March 2016				Year to Date 2016					March 2015				Year to Date 2015				
	Actual# of Events	Actual	Budgeted # of Events	Budgeted	Monthly Budget Variance	YTD Actual # of Events	YTD Actual	YTD Budgeted # of Events	Budgeted YTD	YTD Variance to Budget	# of Events	March 2015 Actual	Mar 15 vs. Mar '16 Event # Variance	Mar '15 Actual to Mar '16 Actual	YTD # of Events 2015	YTD 2015 Actual	YTD '15 vs. YTD '16 Event # Variance	YTD '15 Actual to YTD '16 Actual
<b>REVENUES:</b>																		
Events	50	\$309,000	58	\$310,000	0%	146	\$959,000	138	\$867,000	11%	64	\$376,000	-22%	-18%	138	\$874,000	6%	10%
Ancillary		21,000		15,000	40%		38,000		29,000	31%		12,000		75%		34,000		12%
<b>TOTAL OPERATING REVENUES:</b>		<b>\$330,000</b>		<b>\$325,000</b>	<b>2%</b>		<b>\$997,000</b>		<b>\$896,000</b>	<b>11%</b>		<b>\$388,000</b>		<b>-15%</b>		<b>\$908,000</b>		<b>10%</b>
<b>EXPENDITURES:</b>																		
Wages & Benefits		\$405,000		\$362,000	12%		\$1,052,000		\$933,000	13%		\$384,000		5%		\$979,000		7%
Purchased Services		177,000		\$169,000	5%		448,000		408,000	10%		138,000		28%		351,000		28%
Purchased Supplies		28,000		\$38,000	-26%		79,000		133,000	-41%		6,000		367%		44,000		80%
Capital Outlay		0		\$0	0%		0		0	0%		0		0%		0		0%
Inter-D Charges		20,000		\$20,000	0%		60,000		60,000	0%		26,000		0%		58,000		3%
<b>TOTAL OPERATING EXPENDITURES:</b>		<b>\$630,000</b>		<b>\$589,000</b>	<b>7%</b>		<b>\$1,639,000</b>		<b>\$1,534,000</b>	<b>7%</b>		<b>\$ 554,000</b>		<b>14%</b>		<b>\$ 1,432,000</b>		<b>14%</b>
<b>Income (Loss) from Operations</b>		<b>(\$300,000)</b>		<b>(\$264,000)</b>	<b>14%</b>		<b>(\$642,000)</b>		<b>(\$638,000)</b>	<b>1%</b>		<b>(\$166,000)</b>		<b>81%</b>		<b>(\$524,000)</b>		<b>23%</b>
<b>PILOT</b>		<b>(\$28,000)</b>		<b>(\$28,000)</b>			<b>(\$85,000)</b>		<b>(\$85,000)</b>			<b>(28,000)</b>				<b>(85,000)</b>		
<b>Net Operating Income (Loss)</b>		<b>(\$328,000)</b>		<b>(\$292,000)</b>			<b>(\$727,000)</b>		<b>(\$723,000)</b>			<b>(\$194,000)</b>				<b>(\$609,000)</b>		
<b>Transient Occupancy Tax Transfer</b>		<b>\$292,000</b>		<b>\$292,000</b>			<b>\$723,000</b>		<b>\$723,000</b>			<b>\$171,000</b>				<b>\$616,000</b>		
<b>Revenue Over (Under) Expenditures</b>		<b>(\$36,000)</b>		<b>\$0</b>			<b>(\$4,000)</b>		<b>\$0</b>			<b>(\$23,000)</b>				<b>\$7,000</b>		

Preliminary draft prepared as of April 18, 2016

Extraordinary Items:  
5 Conferences actual vs. 3 budgeted