

**MONONA TERRACE BUDGET & PRIOR YEAR VARIANCE  
November 2020**

|                                          | November 2020           |                            |                    |                               |  | Year to Date 2020            |                      |                                   |                      |                                 | November 2019  |                         |                                               |                                           | Year to Date 2019          |                      |                                               |                                           |
|------------------------------------------|-------------------------|----------------------------|--------------------|-------------------------------|--|------------------------------|----------------------|-----------------------------------|----------------------|---------------------------------|----------------|-------------------------|-----------------------------------------------|-------------------------------------------|----------------------------|----------------------|-----------------------------------------------|-------------------------------------------|
|                                          | Actual#<br>of<br>Events | Budgeted<br># of<br>Events | Budgeted           | Monthly<br>Budget<br>Variance |  | YTD<br>Actual #<br>of Events | YTD Actual           | YTD<br>Budgeted<br># of<br>Events | Budgeted<br>YTD      | YTD<br>Variance<br>to<br>Budget | # of<br>Events | November<br>2019 Actual | Nov '19 vs.<br>Nov '20<br>Event #<br>Variance | Nov '19<br>Actual to<br>Nov '20<br>Actual | YTD # of<br>Events<br>2019 | YTD 2019<br>Actual   | YTD '19 vs.<br>YTD '20<br>Event #<br>Variance | YTD '19<br>Actual to<br>YTD '20<br>Actual |
| <b>REVENUES:</b>                         |                         |                            |                    |                               |  |                              |                      |                                   |                      |                                 |                |                         |                                               |                                           |                            |                      |                                               |                                           |
| Events                                   | 14                      | 39                         | \$206,000          | -99%                          |  | 161                          | \$1,062,000          | 494                               | \$4,201,000          | -75%                            | 46             | \$402,000               | -70%                                          | -100%                                     | 497                        | \$4,717,000          | -68%                                          | -77%                                      |
| Ancillary                                |                         |                            | 2,000              | -88%                          |  |                              | 143,000              |                                   | 257,000              | -44%                            |                | 15,000                  |                                               | -87%                                      |                            | 189,000              |                                               | -24%                                      |
| <b>TOTAL OPERATING REVENUES:</b>         |                         |                            | <b>\$4,000</b>     | <b>-98%</b>                   |  |                              | <b>\$1,205,000</b>   |                                   | <b>\$4,458,000</b>   | <b>-73%</b>                     |                | <b>\$417,000</b>        |                                               | <b>-99%</b>                               |                            | <b>\$4,906,000</b>   |                                               | <b>-75%</b>                               |
| <b>EXPENDITURES:</b>                     |                         |                            |                    |                               |  |                              |                      |                                   |                      |                                 |                |                         |                                               |                                           |                            |                      |                                               |                                           |
| Wages & Benefits                         |                         |                            | \$257,000          | -43%                          |  |                              | \$3,966,000          |                                   | \$5,129,000          | -23%                            |                | \$656,000               |                                               | -61%                                      |                            | \$5,100,000          |                                               | -22%                                      |
| Purchased Services                       |                         |                            | 96,000             | -45%                          |  |                              | 1,235,000            |                                   | \$1,845,000          | -33%                            |                | 146,000                 |                                               | -34%                                      |                            | 1,802,000            |                                               | -31%                                      |
| Purchased Supplies                       |                         |                            | 10,000             | -77%                          |  |                              | 159,000              |                                   | \$500,000            | -68%                            |                | 44,000                  |                                               | -77%                                      |                            | 365,000              |                                               | -56%                                      |
| Inter-D Charges                          |                         |                            | 45,000             | -2%                           |  |                              | 500,000              |                                   | \$502,000            | 0%                              |                | 38,000                  |                                               | 18%                                       |                            | 427,000              |                                               | 17%                                       |
| Capital Outlay                           |                         |                            | 0                  | 0%                            |  |                              | 0                    |                                   | 0                    | 0%                              |                | 0                       |                                               | 0%                                        |                            | 0                    |                                               | 0%                                        |
| <b>TOTAL OPERATING EXPENDITURES:</b>     |                         |                            | <b>\$408,000</b>   | <b>-43%</b>                   |  |                              | <b>\$5,860,000</b>   |                                   | <b>\$7,976,000</b>   | <b>-27%</b>                     |                | <b>\$ 884,000</b>       |                                               | <b>-54%</b>                               |                            | <b>\$ 7,694,000</b>  |                                               | <b>-24%</b>                               |
| <b>Income (Loss) from Operations</b>     |                         |                            | <b>(\$404,000)</b> | <b>-18%</b>                   |  |                              | <b>(\$4,655,000)</b> |                                   | <b>(\$3,518,000)</b> | <b>32%</b>                      |                | <b>(\$467,000)</b>      |                                               | <b>-13%</b>                               |                            | <b>(\$2,788,000)</b> |                                               | <b>67%</b>                                |
| <b>PILOT</b>                             |                         |                            | <b>(\$28,000)</b>  |                               |  |                              | <b>(\$310,000)</b>   |                                   | <b>(\$310,000)</b>   |                                 |                | <b>(28,000)</b>         |                                               |                                           |                            | <b>(310,000)</b>     |                                               |                                           |
| <b>Net Operating Income (Loss)</b>       |                         |                            | <b>(\$432,000)</b> |                               |  |                              | <b>(\$4,965,000)</b> |                                   | <b>(\$3,828,000)</b> |                                 |                | <b>(\$495,000)</b>      |                                               |                                           |                            | <b>(\$3,098,000)</b> |                                               |                                           |
| <b>Transient Occupancy Tax Transfer</b>  |                         |                            | <b>\$131,000</b>   |                               |  |                              | <b>\$2,338,000</b>   |                                   | <b>\$2,338,000</b>   |                                 |                | <b>\$617,000</b>        |                                               |                                           |                            | <b>\$3,275,000</b>   |                                               |                                           |
| <b>Revenue Over (Under) Expenditures</b> |                         |                            | <b>(\$301,000)</b> |                               |  |                              | <b>(\$2,627,000)</b> |                                   | <b>(\$1,490,000)</b> |                                 |                | <b>\$122,000</b>        |                                               |                                           |                            | <b>\$177,000</b>     |                                               |                                           |

Preliminary draft prepared as of 12/22/2020

Extraordinary Items:  
COVID-19