

**MONONA TERRACE BUDGET & PRIOR YEAR VARIANCE**  
**May 2018**

	May 2018				Year to Date 2018				May 2017				Year to Date 2017			
	Actual # of Events	Budgeted # of Events	Monthly Budget	YTD Actual # of Events	YTD Budgeted # of Events	Budgeted YTD	YTD Variance to Budget	# of Events	May 2017 Actual	May 17 vs. May '18 Event #	May '17 Actual to May '18 Actual	YTD # of Events 2017	YTD 2017 Actual	YTD 17 vs. YTD '18 Event #	YTD '17 Actual to YTD '18 Actual	
	Actual	Budgeted	Budget Variance	YTD Actual	YTD Actual	Budgeted YTD		May 2017 Actual		Variance	Actual	YTD 2017 Actual	YTD 17 vs. YTD '18 Actual	YTD '17 Actual		
<b>REVENUES:</b>																
Events	65	\$414,000	74	\$365,000	13%	232	\$1,869,000	261	\$1,571,000	19%	78	\$491,000	-17%	-16%	262	\$1,657,000
Ancillary		16,000		23,000	-30%		58,000		81,000	-28%		19,000		-16%		63,000
<b>TOTAL OPERATING REVENUES:</b>		<b>\$430,000</b>		<b>\$388,000</b>	<b>11%</b>		<b>\$1,927,000</b>		<b>\$1,652,000</b>	<b>17%</b>		<b>\$510,000</b>		<b>-16%</b>		<b>\$1,720,000</b>
<b>EXPENDITURES:</b>																
Wages & Benefits		\$412,000		\$395,000	4%		\$1,926,000		\$1,891,000	2%		\$390,000		6%		\$1,877,000
Purchased Services		184,000		\$163,000	13%		849,000		787,000	8%		203,000		-9%		817,000
Purchased Supplies		44,000		\$42,000	5%		167,000		199,000	-16%		31,000		42%		138,000
Inter-D Charges		22,000		\$22,000	0%		108,000		108,000	0%		23,000		0%		113,000
Capital Outlay		0		\$0	0%		0		0	0%		0				0
<b>TOTAL OPERATING EXPENDITURES:</b>		<b>\$662,000</b>		<b>\$622,000</b>	<b>6%</b>		<b>\$3,050,000</b>		<b>\$2,985,000</b>	<b>2%</b>		<b>\$ 647,000</b>		<b>2%</b>		<b>\$ 2,945,000</b>
<i>Income (Loss) from Operations</i>		<b>(\$232,000)</b>		<b>(\$234,000)</b>	<b>-1%</b>		<b>(\$1,123,000)</b>		<b>(\$1,333,000)</b>	<b>-16%</b>		<b>(\$137,000)</b>		<b>69%</b>		<b>(\$1,225,000)</b>
<i>PILOT</i>		<b>(\$28,000)</b>		<b>(\$28,000)</b>			<b>(\$141,000)</b>		<b>(\$141,000)</b>			<b>(28,000)</b>				<b>(141,000)</b>
<i>Net Operating Income (Loss)</i>		<b>(\$260,000)</b>		<b>(\$262,000)</b>			<b>(\$1,264,000)</b>		<b>(\$1,474,000)</b>			<b>(\$165,000)</b>				<b>(\$1,366,000)</b>
<i>Transient Occupancy Tax Transfer</i>		<b>\$262,000</b>		<b>\$262,000</b>			<b>\$1,474,000</b>		<b>\$1,474,000</b>			<b>\$135,000</b>				<b>\$1,462,000</b>
<i>Revenue Over (Under) Expenditures</i>		<b>\$2,000</b>		<b>\$0</b>			<b>\$210,000</b>		<b>\$0</b>			<b>(\$30,000)</b>				<b>\$96,000</b>

Preliminary draft prepared as of June 19, 2018

Extraordinary Items:

5 Conferences actual vs. 4 budgeted  
28 Banquets actual vs. 33 budgeted