MONONA TERRACE BUDGET & PRIOR YEAR VARIANCE September 2023

| | September 2023 | | | | | Year to Date 2023 | | | | | September 2022 | | Year to Date 2022 | |
|-----------------------------------|-------------------------|-------------|----------------------------|-------------|-------------------------------|---------------------------------|---------------|-----------------------------------|-----------------|---------------------------------|-----------------------------------|---|--------------------------------------|--|
| | 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 September Events 2022 Actual | Sept '22 Sept '22 vs. Sept Actual to '23 Event Sept '23 Variance Actual | YTD # of Events YTD 2022 2022 Actual | YTD '22 vs. YTD '22 YTD '23 Actual to Event # Variance Actual |
| REVENUES: | Lvents | Actual | LVents | Duagetea | Variance | LVents | TTD Actual | LVents | 110 | Buuget | LVents 2022 Actual | Variance Actual | 2022 Actual | Variance Actual |
| Events | 42 | \$589,000 | 56 | \$439,000 | 34% | 386 | \$3,397,000 | 395 | \$2,846,000 | 19% | 41 \$726,000 | 2% -19% | 348 \$3,124,000 | 11% 9% |
| Ancillary | | 16,000 | | 28,000 | -43% | | 145,000 | | 175,000 | -17% | 19,000 | -16% | 92,000 | 58% |
| TOTAL OPERATING REVENUES: | | \$605,000 | | \$467,000 | 30% | | \$3,542,000 | | \$3,021,000 | 17% | \$745,000 | -19% | \$3,216,000 | 10% |
| EXPENDITURES: | | | | | | | | | | | | | | |
| Wages & Benefits | | \$632,000 | | \$627,000 | 1% | | \$4,130,000 | | \$4,110,000 | 0% | \$620,000 | 2% | \$3,783,000 | 9% |
| Purchased Services | | 142,000 | | \$171,000 | -17% | | 1,237,000 | | \$1,388,000 | -11% | 175,000 | -19% | 1,295,000 | -4% |
| Purchased Supplies | | 32,000 | | \$45,000 | -29% | | 296,000 | | \$334,000 | -11% | 28,000 | 14% | 208,000 | 42% |
| Inter-D Charges | | 45,000 | | \$45,000 | 0% | | 419,000 | | \$410,000 | 2% | 46,000 | 0% | 406,000 | 3% |
| Capital Outlay | | 0 | | \$0 | 0% | | 0 | | 0 | 0% | 0 | 0% | 0 | 0% |
| TOTAL OPERATING EXPENDITURES: | | \$851,000 | | \$888,000 | -4% | | \$6,082,000 | | \$6,242,000 | -3% | \$ 869,000 | -2% | \$ 5,692,000 | 7% |
| Income (Loss) from Operations | | (\$246,000) | | (\$421,000) | -42% | | (\$2,540,000) | | (\$3,221,000) | -21% | (\$124,000) | 98% | (\$2,476,000) | 3% |
| PILOT | | (\$28,000) | | (\$28,000) | | | (\$254,000) | | (\$254,000) | | (28,000) | | (254,000) | |
| Net Operating Income (Loss) | | (\$274,000) | | (\$449,000) | | | (\$2,794,000) | | (\$3,475,000) | | (\$152,000) | | (\$2,730,000) | |
| Transient Occupancy Tax Transfer | | \$449,000 | | \$449,000 | | | \$3,475,000 | | \$3,475,000 | | \$423,000 | | \$3,024,000 | |
| Revenue Over (Under) Expenditures | | \$175,000 | | \$0 | | | \$681,000 | | \$0 | | \$271,000 | | \$294,000 | |

Preliminary draft prepared as of 10/16/2023

Extraordinary Items:

³ Conventions actual (\$383,117) vs. 3 budgeted (\$215,000)