

MONONA TERRACE BUDGET & PRIOR YEAR VARIANCE  
November 2022

|  | November 2022           |                    |                |                               |                              | Year to Date 2022 |                      |                                 |                      |                         | November 2021                                 |   |                            |                    | Year to Date 2021                          |   |                 |             |
|--|-------------------------|--------------------|----------------|-------------------------------|------------------------------|-------------------|----------------------|---------------------------------|----------------------|-------------------------|---|---|----------------------------|--------------------|--|---|-----------------|-------------|
|  | Actual#<br>of<br>Events | Budgeted           |                | Monthly<br>Budget<br>Variance | YTD<br>Actual #<br>of Events | YTD<br>Budgeted   |                      | YTD<br>Variance<br>to<br>Budget | # of<br>Events       | November<br>2021 Actual | Nov '21 vs.<br>Nov '22<br>Event #<br>Variance | Nov '21<br>Actual to<br>Nov '22<br>Actual | YTD # of<br>Events<br>2021 | YTD 2021<br>Actual | YTD '21 vs.<br>YTD '22 Event<br># Variance | YTD '21<br>Actual to<br>YTD '22<br>Actual |                 |             |
|  |                         | Actual             | # of<br>Events |                               |                              | Budgeted          | Events               |                                 |                      |                         |   |   |                            |                    |  |   | Budgeted<br>YTD |             |
| <b>REVENUES:</b>                         |                         |                    |                |                               |                              |                   |                      |                                 |                      |                         |   |   |                            |                    |  |   |                 |             |
| Events                                   | 43                      | \$210,000          | 48             | \$360,000                     | -42%                         | 442               | \$3,845,000          | 516                             | \$3,664,000          | 5%                      | 40  | \$110,000                                 | 8%                         | 91%                | 306  | \$1,349,000                               | 44%             | 185%        |
| Ancillary                                |                         | 9,000              |                | 16,000                        | -44%                         |                   | 112,000              |                                 | 203,000              | -45%                    |   | 14,000                                    |                            | -36%               |  | 77,000                                    |                 | 45%         |
| <b>TOTAL OPERATING REVENUES:</b>         |                         | <b>\$219,000</b>   |                | <b>\$376,000</b>              | <b>-42%</b>                  |                   | <b>\$3,957,000</b>   |                                 | <b>\$3,867,000</b>   | <b>2%</b>               |   | <b>\$124,000</b>                          |                            | <b>77%</b>         |  | <b>\$1,426,000</b>                        |                 | <b>177%</b> |
| <b>EXPENDITURES:</b>                     |                         |                    |                |                               |                              |                   |                      |                                 |                      |                         |   |   |                            |                    |  |   |                 |             |
| Wages & Benefits                         |                         | \$436,000          |                | \$393,000                     | 11%                          |                   | \$4,682,000          |                                 | \$4,556,000          | 3%                      |   | \$368,000                                 |                            | 18%                |  | \$3,690,000                               |                 | 27%         |
| Purchased Services                       |                         | 140,000            |                | \$167,000                     | -16%                         |                   | 1,643,000            |                                 | \$1,698,000          | -3%                     |   | 131,000                                   |                            | 7%                 |  | 1,028,000                                 |                 | 60%         |
| Purchased Supplies                       |                         | 27,000             |                | \$35,000                      | -23%                         |                   | 266,000              |                                 | \$385,000            | -31%                    |   | 24,000                                    |                            | 13%                |  | 165,000                                   |                 | 61%         |
| Inter-D Charges                          |                         | 45,000             |                | \$45,000                      | 0%                           |                   | 496,000              |                                 | \$493,000            | 1%                      |   | 47,000                                    |                            | -4%                |  | 517,000                                   |                 | -4%         |
| Capital Outlay                           |                         | 0                  |                | \$0                           | 0%                           |                   | 0                    |                                 | 0                    | 0%                      |   | 0   |                            | 0%                 |  | 0   |                 | 0%          |
| <b>TOTAL OPERATING EXPENDITURES:</b>     |                         | <b>\$648,000</b>   |                | <b>\$640,000</b>              | <b>1%</b>                    |                   | <b>\$7,087,000</b>   |                                 | <b>\$7,132,000</b>   | <b>-1%</b>              |   | <b>\$ 570,000</b>                         |                            | <b>14%</b>         |  | <b>\$ 5,400,000</b>                       |                 | <b>31%</b>  |
| <b>Income (Loss) from Operations</b>     |                         | <b>(\$429,000)</b> |                | <b>(\$264,000)</b>            | <b>63%</b>                   |                   | <b>(\$3,130,000)</b> |                                 | <b>(\$3,265,000)</b> | <b>-4%</b>              |   | <b>(\$446,000)</b>                        |                            | <b>-4%</b>         |  | <b>(\$3,974,000)</b>                      |                 | <b>-21%</b> |
| <b>PILOT</b>                             |                         | <b>(\$28,000)</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>(\$457,000)</b> |                | <b>(\$292,000)</b>            |                              |                   | <b>(\$3,440,000)</b> |                                 | <b>(\$3,575,000)</b> |                         |   | <b>(\$474,000)</b>                        |                            |                    |  | <b>(\$4,284,000)</b>                      |                 |             |
| <b>Transient Occupancy Tax Transfer</b>  |                         | <b>\$292,000</b>   |                | <b>\$292,000</b>              |                              |                   | <b>\$3,575,000</b>   |                                 | <b>\$3,575,000</b>   |                         |   | <b>\$312,000</b>                          |                            |                    |  | <b>\$3,053,000</b>                        |                 |             |
| <b>Revenue Over (Under) Expenditures</b> |                         | <b>(\$165,000)</b> |                | <b>\$0</b>                    |                              |                   | <b>\$135,000</b>     |                                 | <b>\$0</b>           |                         |   | <b>(\$162,000)</b>                        |                            |                    |  | <b>(\$1,231,000)</b>                      |                 |             |

Preliminary draft prepared as of 12/27/2022

Extraordinary Items:

1 Convention actual vs. 2 budgeted  
0 Conferences actual vs. 3 budgeted