MONONA TERRACE BUDGET & PRIOR YEAR VARIANCE March 2021

| | March 2021 | | | | | Year to Date 2021 | | | | | March 2020 | | | | Year to Date 2020 | | | |
|-----------------------------------|-------------------------|------------|----------------------------|-------------|-------------------------------|------------------------------|---------------|-----------------------------------|-----------------|---------------------------------|----------------|----------------------|----------------------------------------------|----------------------|----------------------------|--------------------|--------------------------------------------|---------|
| | 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 2020 Actual | Mar 20 vs. Mar '21 Event # Variance | Actual to Mar '21 | YTD # of Events 2020 | YTD 2020 Actual | YTD '20 vs. YTD '21 Event # Variance | YTD '21 |
| REVENUES: | | | | | | | | | | | | | | | | | | |
| Events | 17 | \$4,000 | 53 | \$255,000 | -98% | 42 | \$65,000 | 123 | \$542,000 | -88% | 23 | \$471,000 | -26% | -99% | 95 | \$1,045,000 | -56% | -94% |
| Ancillary | | 16,000 | | 13,000 | 23% | | 20,000 | | 27,000 | -26% | | 34,000 | | -53% | | 47,000 | | -57% |
| TOTAL OPERATING REVENUES: | | \$20,000 | | \$268,000 | -93% | | \$85,000 | | \$569,000 | -85% | | \$505,000 | | -96% | | \$1,092,000 | | -92% |
| EXPENDITURES: | | | | | | | | | | | | | | | | | | |
| Wages & Benefits | | \$264,000 | | \$334,000 | -21% | | \$742,000 | | \$830,000 | -11% | | \$451,000 | | -41% | | \$1,244,000 | | -40% |
| Purchased Services | | 62,000 | | \$113,000 | -45% | | 178,000 | | 304,000 | -41% | | 237,000 | | -74% | | 481,000 | | -63% |
| Purchased Supplies | | 12,000 | | \$22,000 | -45% | | 24,000 | | 55,000 | -56% | | 27,000 | | -56% | | 68,000 | | -65% |
| Capital Outlay | | 0 | | \$0 | 0% | | 0 | | 0 | 0% | | 0 | | 0% | | 0 | | 0% |
| Inter-D Charges | | 47,000 | | \$47,000 | 0% | | 141,000 | | 141,000 | 0% | | 46,000 | | 0% | | 137,000 | | 3% |
| TOTAL OPERATING EXPENDITURES: | | \$385,000 | | \$516,000 | -25% | | \$1,085,000 | | \$1,330,000 | -18% | | \$ 761,000 | | -49% | \$ | 1,930,000 | | -44% |
| Income (Loss) from Operations | (\$ | 365,000) | | (\$248,000) | 47% | | (\$1,000,000) | | (\$761,000) | 31% | | (\$256,000) | | 43% | | (\$838,000) | | 19% |
| PILOT | | (\$28,000) | | (\$28,000) | | | (\$85,000) | | (\$85,000) | | | (28,000) | | | | (85,000) | | |
| Net Operating Income (Loss) | (\$ | 393,000) | | (\$276,000) | | | (\$1,085,000) | | (\$846,000) | | | (\$284,000) | | | | (\$923,000) | | |
| Transient Occupancy Tax Transfer | | \$276,000 | | \$276,000 | | | \$846,000 | | \$846,000 | | | \$193,000 | | | | \$976,000 | | |
| Revenue Over (Under) Expenditures | (\$ | (117,000 | | \$0 | | | (\$239,000) | | \$0 | | | (\$91,000) | | | | \$53,000 | | |

Preliminary draft prepared as of April 12, 2021

Extraordinary Items:

Fallout from pandemic - still low # of events