



AT THE HEIGHTS

Profit Loss / Cash Basis Management Report

January 2017 - October 2017

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DEFERRED REVENUE	\$0.00
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This is revenue from ticket sales for shows yet to be performed and closed out. These figures are not factored until after the show is held for an accurate account of actual revenue up to and including the day of the show.

OPERATIONS REVENUE / INCOME

<u>TICKET REVENUE</u>	\$4,901,008.16
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EVENT RENTAL REVENUE	\$15,000.00
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SPONSORSHIP REVENUE	\$332,800.00
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OTHER OPERATING REVENUE:

<u>Concessions Revenue</u>	\$1,020,831.18
Merchandise Sales	\$472,903.73
Merchandise Sales Contra	-\$384,632.00
Parking Revenue	\$317,457.00
Hospitality/VIP Band Revenue	\$10,224.53
Total OTHER OPERATING REVENUE	\$1,436,784.44
	\$1,436,784.44

MISCELLANEOUS REVENUE:

<u>Miscellaneous Income</u>	\$17,234.62
<u>Interest Income</u>	\$6,051.46
Total MISCELLANEOUS REVENUE	\$23,286.08

TOTAL OPERATIONAL INCOME	\$6,708,878.68
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RMC OPERATIONAL EXPENSES

TALENT EXPENSES	\$3,219,686.95
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PRODUCTION EXPENSES

<u>Catering</u>	\$146,617.61
<u>Equipment Rental</u>	\$19,680.29
<u>Light & Sound Equipment</u>	\$282,610.25
<u>Video Expenses</u>	\$56,750.00
<u>Communications Expense</u>	\$7,323.18
<u>Special Effects Expense</u>	\$448.15
<u>Travel & Lodging</u>	\$14,246.83
<u>Piano Tuning and Instrument Expense</u>	\$2,595.00
<u>Event Backline</u>	\$23,497.00
<u>Towel Expense</u>	\$3,175.22
<u>Stagehand Labor</u>	\$213,842.83
<u>Runner/Prod Asst Labor</u>	\$7,043.61
<u>Event Production Payroll Taxes</u>	\$538.87
<u>Event Production Emp Benefits</u>	\$165.46
Total PRODUCTION EXPENSES	\$778,534.30
	\$778,534.30



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EVENT OPERATIONS

<u>Event Staff Wages</u>	\$92,523.81
<u>Event Box Office Wages</u>	\$5,818.11
<u>Event Concession Wages</u>	\$105,046.00
<u>Event Maintenance Wages</u>	\$27,014.89
<u>Event Club Wages</u>	\$12,605.48
<u>Event Parking Wages</u>	\$18,954.66
<u>Event Payroll Taxes</u>	\$12,072.13
<u>Event Employee Benefits</u>	\$3,717.21
<u>Event Contract Labor</u>	\$34,437.54
<u>Event First Aid</u>	\$5,824.96
<u>Event Police</u>	\$22,018.20
<u>Event Supplies - Premium Seat Sales</u>	\$2,525.22
<u>Event Supplies</u>	\$10,658.53
<u>Event Music Royalties</u>	\$25,680.27
<u>Event Maintenance & Repairs</u>	\$2,644.44
<u>Event Concession Supplies</u>	\$268,547.49
<u>Event Utility and Trash Expense</u>	\$178.62
<u>Event Uniform Expenses</u>	\$2,893.48
<u>Event Marketing Wages</u>	\$837.00
<u>Hospitality/VIP Band Expenses</u>	\$9,628.96
<u>Event Misc Expense</u>	\$8,092.92
Total EVENT OPERATIONS	\$671,719.92
	\$671,719.92

ADVERTISING EXPENSE

<u>Print Advertising</u>	\$30,016.50
<u>Radio Advertising</u>	\$185,948.42
<u>Television Advertising</u>	\$99,099.04
<u>Web/Social Media Advertising</u>	\$48,538.02
<u>Billboard Advertising</u>	\$32,763.25
<u>National/Artist Advertising</u>	\$0.00
<u>Advertising Production</u>	\$50,413.80
<u>Advertising Agency/PR Firm</u>	\$13,700.00
<u>Nonevent Promotions</u>	\$475.69
Total ADVERTISING EXPENSE	\$460,954.72
	\$460,954.72

ADMINISTRATIVE WAGES

<u>Admin Wages</u>	\$58,868.27
<u>Admin Sales Commission</u>	\$16,688.20
<u>Admin Nonevent Box Office Wages</u>	\$11,891.66
<u>Admin Nonevent PT Wages</u>	\$48.00
<u>Admin Nonevent Maintenance Wage</u>	\$886.56
<u>Admin Opening/Closing Wages</u>	\$7,040.99
<u>Admin Nonevent Concessions Wage</u>	\$20,525.88
<u>Admin Payroll Tax Expense</u>	\$5,504.70
<u>Admin Employee Benefits</u>	\$10,324.46
Total ADMINISTRATIVE WAGES	\$131,778.72
	\$131,778.72

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ADMINISTRATIVE EXPENSES

<u>Admin Maintenance & Repairs</u>	\$7,871.01
<u>Admin Office Supplies</u>	\$3,310.18
<u>Admin Payroll Processing Fees</u>	\$5,378.53
<u>Admin Permits & Licensing</u>	\$5,642.10
<u>Admin Postage & Shipping</u>	\$294.19
<u>Admin Printing</u>	\$98.80
<u>Admin Travel & Auto</u>	\$2,986.51
<u>Admin Box Office Expenses</u>	\$2,622.22
<u>Admin Meals & Entertainment</u>	\$407.94
<u>Admin Bank & Credit Card Fees</u>	\$52,420.82
<u>Admin Dues and Subscriptions</u>	\$0.00
<u>Admin Damage/Lost Expense</u>	\$1,500.00
<u>Admin Equipment Rental</u>	\$16,814.04
<u>Admin Maintenance Supplies</u>	\$11,202.24
<u>Admin Equipment Repair</u>	\$6,838.74
<u>Admin Insurance Expense</u>	\$33,767.85
<u>Admin Contract Services</u>	\$12,141.62
<u>Admin Accounting Services</u>	\$66,950.04
<u>Admin Misc. Expense</u>	\$3,123.34
<u>Admin Interest Expense</u>	\$508.30
Total ADMINISTRATIVE EXPENSES	\$233,878.47

OCCUPANCY EXPENSES

<u>Electricity Expense</u>	\$31,697.87
<u>Telephone & Cellular</u>	\$9,586.32
<u>Internet/Cable/Fiber Service</u>	\$2,713.31
<u>Security Expense</u>	\$15,832.64
<u>Lanscaping Expense</u>	\$20,076.93
<u>Signage Expense</u>	\$1,574.00
<u>Building Repair & Maintenance</u>	\$14,245.44
Total OCCUPANCY EXPENSES	\$95,726.51

SPONSORSHIP EXPENSES

<u>Sponsorship Expense</u>	\$132.05
Total SPONSORSHIP EXPENSES	\$132.05

Total RMC Operational Expense	\$5,592,411.64
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TOTAL INCOME	\$6,708,878.68
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TOTAL OPERATIONAL EXPENSE	\$5,592,411.64
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NET INCOME FROM OPERATION	\$1,116,467.04
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	Deferred Ticket Revenue	\$0.00
OTHER CITY FACILITY REVENUE AND EXPENSES		
SPONSORSHIP REVENUE		
Naming Rights Sponsorship	\$200,000.00	\$200,000.00
	TOTAL OTHER CITY REVENUE/INCOME	\$200,000.00
OTHER CITY FACILITY EXPENSES		
City Facility Expenses	\$237,023.49	
SIB Loan Debt Service Payments	\$0.00	
TOTAL OTHER CITY FACILITY EXPENSE	\$237,023.49	\$237,023.49

SUMMARY OF OPERATIONAL AND FACILITY INCOME AND EXPENSES		
	Deferred Ticket Revenue	\$0.00
TOTAL OPERATIONAL INCOME		\$6,708,878.68
TOTAL OTHER CITY INCOME (Naming Sponsorship)		\$200,000.00
	TOTAL INCOME	\$6,908,878.68
TOTAL RMC OPERATIONAL EXPENSE		\$5,592,411.64
TOTAL OTHER CITY FACILITY EXPENSE		\$237,023.49
	TOTAL EXPENSE	\$5,829,435.13
	TOTAL INCOME	\$6,908,878.68
	TOTAL EXPENSE	\$5,829,435.13
	NET INCOME	\$1,079,443.55
	(Income less Expense)	



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SUMMARY OF DEFINED NET PROFIT/INCOME PER OPERATIONAL AGREEMENT

Defined Total Net Profit (Less Naming Sponsor)	\$1,116,467.04
Defined City Base Profit	\$150,000.00
Defined Share Profit	\$966,467.04
Defined MEMI Shared Profit (40% of Net Profit after \$150,000)	\$386,586.82
City Base Profit	\$150,000.00
Defined City Share Profit (60% of Net Profit after \$150,000)	\$579,880.22
Naming Sponsor Income	\$200,000.00
Total City Profit	<u>\$929,880.22</u>
City Facility Expenses	\$237,023.49
TOTAL CITY ESTIMATED NET PROFIT	\$692,856.73

This report combines information from both MEMI and the City's accounting and financial systems. The financial information noted in this report has not undergone a final official audit. Our official practice is to release finalized information only after it has been audited and prepared in accordance with GAAP and issued as part of those standard practices. Please consider this an interim management report and not a final audited financial report for the noted period on the operations and results of the facility.