

**La Crosse Center 1 Income Statement**  
**For the Three Months Ending March 31, 2019**

|                              | Current Month |        | Year to Date |        |
|------------------------------|---------------|--------|--------------|--------|
| Revenues                     |               |        |              |        |
| ADVERTISING                  | \$ 20,000.00  | 4.03   | \$ 20,000.00 | 1.50   |
| LIQUOR FUND                  | 50,000.00     | 10.08  | 150,000.00   | 11.25  |
| CONVENTION SERVICES          | 67,106.77     | 13.53  | 160,177.23   | 12.01  |
| MISCELLANEOUS                | 742.90        | 0.15   | 1,442.90     | 0.11   |
| BANQUET COMMISSIONS          | 12,246.78     | 2.47   | 27,444.99    | 2.06   |
| RENTAL                       | 42,475.00     | 8.56   | 147,459.40   | 11.06  |
| AUDITORIUM PRODUCTIONS       | 131,593.30    | 26.52  | 431,339.17   | 32.34  |
| CONCESSION STANDS            | 30,684.36     | 6.18   | 141,370.32   | 10.60  |
| CATERING REVENUES            | 70,832.01     | 14.28  | 87,322.26    | 6.55   |
| CATERING-GRATUITIES          | 18,286.51     | 3.69   | 21,471.60    | 1.61   |
| NOVELTIES                    | 6,989.38      | 1.41   | 10,032.66    | 0.75   |
| SERVICE FEE - HOUSE PORTION  | 0.00          | 0.00   | 683.81       | 0.05   |
| INVESTMENT INCOME            | 584.01        | 0.12   | 992.45       | 0.07   |
| TRANSFER FROM ROOM TAX       | 44,625.00     | 8.99   | 133,875.00   | 10.04  |
| Total Revenues               | 496,166.02    | 100.00 | 1,333,611.79 | 100.00 |
| Expenses                     |               |        |              |        |
| SALARIES - CENTER            | 78,730.16     | 15.87  | 202,887.04   | 15.21  |
| SALARIES - CONCESS           | 23,012.74     | 4.64   | 77,432.42    | 5.81   |
| SALARIES - PROD              | 13,695.16     | 2.76   | 42,287.44    | 3.17   |
| HEALTH INSURANCE-CENTER      | 21,566.13     | 4.35   | 64,698.39    | 4.85   |
| LIFE INSURANCE-CENTER        | 256.27        | 0.05   | 952.87       | 0.07   |
| RETIREMENT-CENTER            | 5,949.57      | 1.20   | 14,637.10    | 1.10   |
| SOCIAL SECURITY-CENTER       | 7,556.87      | 1.52   | 23,160.89    | 1.74   |
| UNEMPLOYMENT COMP-CENTER     | 13.00         | 0.00   | 329.06       | 0.02   |
| RECRUITMENT                  | 126.97        | 0.03   | 1,225.97     | 0.09   |
| PROMOTION & ADVERTISING      | 5,879.00      | 1.18   | 17,268.35    | 1.29   |
| TELEPHONE EXPENSE            | 149.10        | 0.03   | 563.38       | 0.04   |
| ELECTRICITY                  | 22,008.42     | 4.44   | 61,770.13    | 4.63   |
| WATER                        | 0.00          | 0.00   | 1,360.63     | 0.10   |
| NATURAL GAS                  | 8,421.22      | 1.70   | 31,359.59    | 2.35   |
| SEWER                        | 0.00          | 0.00   | 1,499.52     | 0.11   |
| STORM WATER                  | 0.00          | 0.00   | 1,064.92     | 0.08   |
| GARBAGE SERVICES             | 5,562.16      | 1.12   | 9,920.47     | 0.74   |
| OTHER CONTRACTUAL SERVICES   | 16,654.17     | 3.36   | 47,178.11    | 3.54   |
| LAUNDRY SERVICES-CONCESS     | 2,679.74      | 0.54   | 6,794.07     | 0.51   |
| OFFICE SUPPLIES-CENTER       | 203.35        | 0.04   | 530.58       | 0.04   |
| OFFICE SUPPLIES-CONCESS      | 24,300.92     | 4.90   | 35,187.16    | 2.64   |
| POSTAGE-CENTER               | 127.20        | 0.03   | 163.87       | 0.01   |
| DEPT SUPPLIES                | 20,326.65     | 4.10   | 27,460.95    | 2.06   |
| FOOD                         | 26,552.79     | 5.35   | 68,487.05    | 5.14   |
| EVENT ADVERTISING            | 10,951.53     | 2.21   | 25,398.46    | 1.90   |
| ENTERTAINMENT TAX            | 0.00          | 0.00   | 480.00       | 0.04   |
| NURSE/EMT                    | 217.91        | 0.04   | 1,109.36     | 0.08   |
| PROMOTER EXPENSE             | 21,377.14     | 4.31   | 269,725.18   | 20.23  |
| SECURITY                     | 6,010.17      | 1.21   | 8,228.67     | 0.62   |
| REP & MTC SUPP-VEHICLE       | 200.50        | 0.04   | 777.01       | 0.06   |
| REP & MTC SUPP-OTHER-CENTER  | 9,573.29      | 1.93   | 15,049.00    | 1.13   |
| MISCELLANEOUS EXPENSE-CENTER | 56.95         | 0.01   | 13.99        | 0.00   |
| W/C INSURANCE                | 2,977.67      | 0.60   | 8,932.97     | 0.67   |
| FIRE INSURANCE               | 2,616.67      | 0.53   | 7,850.01     | 0.59   |
| LIABILITY INSURANCE          | 717.00        | 0.14   | 2,151.00     | 0.16   |
| LIQUOR LIABILITY             | 663.32        | 0.13   | 10,416.39    | 0.78   |
| Total Expenses               | 339,133.74    | 68.35  | 1,088,352.00 | 81.61  |

**La Crosse Center 1 Income Statement**  
**For the Three Months Ending March 31, 2019**

|            | Current Month |                   | Year to Date |                            |
|------------|---------------|-------------------|--------------|----------------------------|
| Net Income | \$            | <u>157,032.28</u> | 31.65        | \$ <u>245,259.79</u> 18.39 |

**LA CROSSE CENTER**  
**FINANCIAL STATEMENT COMPARISON**  
**MARCH 2018 VS MARCH 2019**

|                             | MARCH<br>2018     | MARCH<br>2019     | MARCH<br>YEAR TO<br>DATE 2018 | MARCH<br>YEAR TO<br>DATE 2019 | DIFFERENCE               |
|-----------------------------|-------------------|-------------------|-------------------------------|-------------------------------|--------------------------|
| <b>REVENUES</b>             |                   |                   |                               |                               |                          |
| ADVERTISING                 | 16,900.00         | 20,000.00         | 16,900.00                     | 20,000.00                     | 3,100.00                 |
| LIQUOR FUND                 | 60,000.00         | 50,000.00         | 70,000.00                     | 150,000.00                    | 80,000.00                |
| CONVENTION SERVICES         | 51,899.88         | 67,106.77         | 145,825.07                    | 160,177.23                    | 14,352.16                |
| MISCELLANEOUS               | 24.16             | 742.90            | 2,066.07                      | 1,442.90                      | <623.17>                 |
| BANQUET COMMISSIONS         | 9,720.41          | 12,246.78         | 24,872.64                     | 27,444.99                     | 2,572.35                 |
| RENTAL                      | 59,383.93         | 42,475.00         | 186,763.30                    | 147,459.40                    | <39,303.90>              |
| AUDITORIUM PRODUCTIONS      | 144,390.86        | 131,593.30        | 485,827.41                    | 431,339.17                    | <54,488.24>              |
| CONCESSION STANDS           | 64,702.85         | 30,684.36         | 189,311.46                    | 141,370.32                    | <47,941.14>              |
| CATERING REVENUES           | 64,706.75         | 70,832.01         | 79,463.52                     | 87,322.26                     | 7,858.74                 |
| CATERING-GRATUITIES         | 14,598.89         | 18,286.51         | 14,839.33                     | 21,471.60                     | 6,632.27                 |
| NOVELTIES                   | 4,194.27          | 6,989.38          | 7,325.67                      | 10,032.66                     | 2,706.99                 |
| SERVICE FEE - HOUSE PORTION | 703.76            | 0.00              | 4,010.62                      | 683.81                        | <3,326.81>               |
| INVESTMENT INCOME           | 390.29            | 584.01            | 813.35                        | 992.45                        | 179.10                   |
| TRANSFER FROM ROOM TAX      | 44,625.00         | 44,625.00         | 133,875.00                    | 133,875.00                    | 0.00                     |
| <b>TOTAL REVENUES</b>       | <b>536,241.05</b> | <b>496,166.02</b> | <b>1,361,893.44</b>           | <b>1,333,611.79</b>           | <b>&lt;28,281.65&gt;</b> |

|                              | MARCH<br>2018     | MARCH<br>2019     | MARCH<br>YEAR TO<br>DATE 2018 | MARCH<br>YEAR TO<br>DATE 2019 | DIFFERENCE               |                     |
|------------------------------|-------------------|-------------------|-------------------------------|-------------------------------|--------------------------|---------------------|
| <b>EXPENSES</b>              |                   |                   |                               |                               |                          |                     |
| SALARIES - CENTER            | 68,108.73         | 78,730.16         | 207,239.87                    | 202,887.04                    | <4,352.83>               | 1,055,916.00        |
| SALARIES - CONCESS           | 35,548.92         | 23,012.74         | 93,008.24                     | 77,432.42                     | <15,575.82>              |                     |
| SALARIES - PROD              | 14,816.15         | 13,695.16         | 53,055.25                     | 42,287.44                     | <10,767.81>              |                     |
| HEALTH INSURANCE-CENTER      | 23,526.69         | 21,566.13         | 70,580.07                     | 64,698.39                     | <5,881.68>               | 392,624.00          |
| LIFE INSURANCE-CENTER        | 296.41            | 256.27            | 1,143.75                      | 952.87                        | <190.88>                 |                     |
| RETIREMENT-CENTER            | <288.73>          | 5,949.57          | 10,205.59                     | 14,637.10                     | 4,431.51                 |                     |
| SOCIAL SECURITY-CENTER       | 7,483.80          | 7,556.87          | 24,481.59                     | 23,160.89                     | <1,320.70>               |                     |
| UNEMPLOYMENT COMP-CENTER     | 0.00              | 13.00             | 150.50                        | 329.06                        | 178.56                   |                     |
| ROOM TAX AUDIT               | 0.00              | 0.00              | 0.00                          | 0.00                          | 0.00                     | 2,000.00            |
| RECRUITMENT                  | 0.00              | 126.97            | 0.00                          | 1,225.97                      | 1,225.97                 |                     |
| PROMOTION & ADVERTISING      | 2,688.92          | 5,879.00          | 7,448.92                      | 17,268.35                     | 9,819.43                 | 60,000.00           |
| TELEPHONE EXPENSE            | 347.41            | 149.10            | 624.99                        | 563.38                        | <61.61>                  | 4,000.00            |
| ELECTRICITY                  | 22,688.31         | 22,008.42         | 70,710.92                     | 61,770.13                     | <8,940.79>               | 303,000.00          |
| WATER                        | 0.00              | 0.00              | 1,033.17                      | 1,360.63                      | 327.46                   | 7,500.00            |
| NATURAL GAS                  | 9,742.25          | 8,421.22          | 46,154.60                     | 31,359.59                     | <14,795.01>              | 103,000.00          |
| SEWER                        | 0.00              | 0.00              | 976.62                        | 1,499.52                      | 522.90                   | 7,500.00            |
| STORM SEWER                  | 0.00              | 0.00              | 1,064.92                      | 1,064.92                      | 0.00                     | 5,000.00            |
| GARBAGE SERVICES             | 2,292.88          | 5,562.16          | 5,190.80                      | 9,920.47                      | 4,729.67                 | 23,000.00           |
| OTHER CONTRACTUAL SERVICES   | 3,853.74          | 16,654.17         | 11,515.50                     | 47,178.11                     | 35,662.61                | 90,000.00           |
| LAUNDRY SERVICES-CONCESS     | 2,566.57          | 2,679.74          | 5,610.86                      | 6,794.07                      | 1,183.21                 |                     |
| OFFICE SUPPLIES-CENTER       | 107.75            | 203.35            | 767.76                        | 530.58                        | <237.18>                 | 5,000.00            |
| OFFICE SUPPLIES-CONCESS      | 7,504.61          | 24,300.92         | 19,774.81                     | 35,187.16                     | 15,412.35                |                     |
| POSTAGE-CENTER               | 387.85            | 127.20            | 484.51                        | 163.87                        | <320.64>                 | 1,500.00            |
| DEPT SUPPLIES                | 13,635.11         | 20,326.65         | 30,530.17                     | 27,460.95                     | <3,069.22>               | 90,000.00           |
| FOOD                         | 23,089.27         | 26,552.79         | 66,261.84                     | 68,487.05                     | 2,225.21                 |                     |
| EVENT ADVERTISING            | 21,362.27         | 10,951.53         | 22,370.27                     | 25,398.46                     | 3,028.19                 |                     |
| ENTERTAINMENT TAX            | 0.00              | 0.00              | 480.00                        | 480.00                        | 0.00                     |                     |
| NURSE/EMT                    | 297.15            | 217.91            | 1,525.37                      | 1,109.36                      | <416.01>                 |                     |
| PROMOTER EXPENSE             | 106,865.86        | 21,377.14         | 340,846.39                    | 269,725.18                    | <71,121.21>              |                     |
| OUTSIDE CATERING EXPENSE     | 0.00              | 0.00              | 0.00                          | 0.00                          | 0.00                     |                     |
| SECURITY                     | 2,511.00          | 6,010.17          | 2,511.00                      | 8,228.67                      | 5,717.67                 |                     |
| REP & MTC SUPP-VEHICLE       | 94.06             | 200.50            | 591.11                        | 777.01                        | 185.90                   | 4,000.00            |
| REP & MTC SUPP-OTHER-CENTER  | 454.70            | 9,573.29          | 14,049.41                     | 15,049.00                     | 999.59                   | 110,000.00          |
| TRAVEL EXPENSES              | 120.00            | 0.00              | 513.30                        | 0.00                          | <513.30>                 | 7,000.00            |
| MISCELLANEOUS EXPENSE-CENTER | 561.08            | 56.95             | 1,127.08                      | 13.99                         | <1,113.09>               | 5,000.00            |
| W/C INSURANCE                | 2,977.67          | 2,977.67          | 11,145.64                     | 8,932.97                      | <2,212.67>               | 39,000.00           |
| FIRE INSURANCE               | 0.00              | 2,616.67          | 30,719.87                     | 7,850.01                      | <22,869.86>              | 31,400.00           |
| LIABILITY INSURANCE          | 717.00            | 717.00            | 7,839.06                      | 2,151.00                      | <5,688.06>               | 13,800.00           |
| LIQUOR LIABILITY             | 0.00              | 663.32            | 10,911.82                     | 10,416.39                     | <495.43>                 | 12,500.00           |
| <b>TOTAL EXPENSES</b>        | <b>374,357.43</b> | <b>339,133.74</b> | <b>1,172,645.57</b>           | <b>1,088,352.00</b>           | <b>&lt;84,293.57&gt;</b> | <b>2,372,740.00</b> |
| <b>NET INCOME (LOSS)</b>     | <b>161,883.62</b> | <b>157,032.28</b> | <b>189,247.87</b>             | <b>245,259.79</b>             | <b>56,011.92</b>         |                     |