

PUEBLO CONVENTION CENTER
GLOBAL SPECTRUM
 FISCAL YEAR 2016 (January 1- December 31)
INCOME STATEMENT
BUDGET PROPOSAL

11/3/2015 11:35 AM

	BUDGET 2016	PROJECTED 2015	BUDGET 2015	16 to proj 15 VARIANCE FAV/(UNFAV)	16 to 15 bud VARIANCE FAV/(UNFAV)
# OF EVENTS	451	471	422	(20)	29
ATTENDANCE	51,665	46,901	48,337	4,765	3,328
DIRECT EVENT REVENUE					
RENTAL REVENUE	251,468	266,520	240,323	(15,052)	11,145
SERVICE REVENUE	148,427	144,368	170,460	4,059	(22,033)
TOTAL DIRECT EVENT REVENUE	399,895	410,888	410,783	(10,993)	(10,888)
ANCILLARY REVENUE					
FOOD AND BEVERAGE REVENUE	1,188,249	1,279,991	1,274,100	(91,742)	(85,851)
AUDIO-VISUAL REVENUE	56,814	55,214	71,009	1,600	(14,195)
PARKING REVENUE	0	0	0	0	0
DECORATOR SERVICES REVENUE	14,350	14,211	1,500	139	12,850
NOVELTIES REVENUE	0	0	0	0	0
TOTAL ANCILLARY REVENUE	1,259,413	1,349,415	1,346,609	(90,002)	(87,196)
TOTAL EVENT REVENUE	1,659,308	1,760,303	1,757,392	(100,995)	(98,084)
OTHER REVENUE	13,500	11,720	13,500	1,780	11,720
TOTAL GROSS REVENUE	1,672,808	1,772,023	1,770,892	(99,215)	(86,364)
EVENT EXPENSE					
SERVICE EXPENSE	(145,545)	(175,665)	(133,880)	30,120	(11,665)
FOOD & BEVERAGE EXPENSE	(431,685)	(432,162)	(383,824)	477	(47,861)
AUDIO-VISUAL EXPENSE	(11,131)	(9,539)	(5,403)	(1,592)	(5,728)
PARKING EXPENSE	0	0	0	0	0
DECORATOR SERVICES EXPENSE	(1,435)	(1,421)	(75)	(14)	(1,360)
NOVELTIES EXPENSE	0	0	0	0	0
TOTAL EVENT EXPENSE	(589,796)	(618,787)	(523,182)	28,991	(66,614)
TOTAL EVENT INCOME	1,069,512	1,141,517	1,234,210	(72,005)	-7% (164,698)
TOTAL INCOME WITH OTHER REVENUE	1,083,012	1,153,237	1,247,710	(70,225)	(152,978)
INDIRECT EXPENSES					
EXECUTIVE	234,945	182,060	231,964	52,885	23% 2,981
FINANCE	223,591	201,592	187,487	21,999	10% 36,104
BOX OFFICE	11,908	8,727	0	3,181	27% 11,908
MARKETING & SALES	354,370	255,391	332,330	98,979	28% 22,040
EVENTS	159,361	88,106	118,454	71,256	45% 40,907
OPERATIONS	238,925	194,215	167,339	44,711	19% 71,586
OVERHEAD **	531,712	509,891	530,022	21,821	4% 1,690
FOOD & BEVERAGE OVERHEAD	249,121	284,184	279,087	(35,062)	-14% (29,966)
TOTAL INDIRECT EXPENSES	2,003,934	1,724,164	1,846,683	279,769	14% 157,251
Revenue Reimbursement for Memorial Hall Salaries	273,867	181,017	152,800	92,850	34% 121,067
NET INCOME	(647,055)	(389,911)	(446,173)	(257,144)	(189,162)
CAPITAL EXPENSE	(150,000)	(60,000)	(75,000)	(90,000)	15,000
SURPLUS/(SUBSIDY)	(797,055)	(449,911)	(521,173)	(347,144)	(174,162)