

GREENVILLE ARENA DISTRICT
 BON SECOURS WELLNESS ARENA
 2020-2021 OPERATING BUDGET

	2021 Budget	2020 Budget	Variance	% change
Operating Revenue				
Events	\$ 2,507,373	3,582,780	\$ (1,075,407)	-30.02%
Sponsorship & Premium Seating	1,401,231	2,513,391	(1,112,160)	-44.25%
Other	514,500	615,182	(100,682)	-16.37%
Naming Rights	269,998	460,584	(190,586)	-41.38%
Total Revenue	\$ 4,693,102	7,171,937	\$ (2,478,835)	-34.56%
Operating Expenses				
Personnel	\$ 1,943,507	2,208,232	\$ 264,725	-11.99%
Marketing	39,727	66,098	26,371	-39.90%
Sponsorship/Community Relations	19,500	31,200	11,700	-37.50%
Premium Seating	37,575	56,525	18,950	-33.52%
Event Services	41,275	52,925	11,650	-22.01%
Operations	410,425	447,335	36,910	-8.25%
Utilities	611,584	699,224	87,640	-12.53%
Insurance	310,452	310,452	0	0.00%
General & Administrative	392,705	513,120	120,415	-23.47%
Total Operating Expenses	\$ 3,806,750	4,385,111	\$ 578,361	-13.19%
Operating Profit- Arena Operations	\$ 886,351	2,786,826	\$ (1,900,475)	-68%

Debt Coverage Calculation	
Operating Profit before depreciation	\$ 886,351
2016C Debt Obligations	\$ (175,000)
Master Lease & Accounting Adjustments	\$ (163,812)
Available Cash after Debt	547,539
Adjustments to Cash:	
Master Lease Payment	\$ (163,812)
Net Cash Adjustments (Accounting)	-
Capital Projects - Pay Go Expenses	-
Change in Cash After Debt/Adjustments	\$ 547,539