

Greenville Arena District
 BI-LO Center
 2012-2013 Operating Budget

Revenue	2013 Budget	2012 Budget	Variance		% increase/(decrease)
Event Income	2,302,195	2,237,154	65,041		2.91%
Other Income	157,686	132,786	24,900		18.75%
Annual Suite Fee Income	1,056,588	1,131,137	(74,549)		-6.59%
Event Suite Rental Income	148,615	178,200	(29,585)		-16.60%
Club Seat Income	71,950	85,825	(13,875)		-16.17%
Sponsorship Income	452,765	502,715	(49,950)		-9.94%
City Contribution	150,000	150,000	-		0.00%
Total Revenue	4,339,799	4,417,817	(78,018)		-1.77%
<i>% increase/(decrease) from prior year</i>	<i>-1.77%</i>				
Expenses					
Personnel	1,581,580	1,606,615	25,035		-1.56%
Sales & Marketing	52,040	47,250	(4,790)		10.14%
Event Services	31,650	19,110	(12,540)		65.62%
Operations/ Facility Maintenance	362,000	256,187	(105,813)		41.30%
Operating Supplies	42,370	44,950	2,580		-5.74%
Utilities	418,261	439,413	21,152		-4.81%
Telecommunications	26,460	30,240	3,780		-12.50%
IT Services/Hardware/Software	36,580	20,980	(15,600)		74.36%
Insurance	151,464	134,064	(17,400)		12.98%
Professional Fees	53,400	112,450	59,050		-52.51%
Training & Development	12,400	6,300	(6,100)		96.83%
Travel, Meals, Entertainment	24,485	21,475	(3,010)		14.02%
Taxes and Licenses	8,500	9,000	500		-5.56%
Cash Handling	9,900	11,100	1,200		-10.81%
Other	47,935	50,525	2,590		-5.13%
GAD Board Expenses	-	4,800	4,800		100.00%
Depreciation	143,464	117,936	(25,528)		21.65%
Total Operating Expenses	3,002,488	2,932,395	(70,093)		2.39%
<i>% increase/(decrease) from prior year</i>	<i>2.39%</i>				
Operating Profit	1,337,311	1,485,422	(148,111)		-10%
<i>% increase/(decrease) from prior year</i>	<i>-10%</i>				
Operating Profit before depreciation	1,480,775	1,603,358			
Add: Charter Amphitheatre	-	-			
Combined EBITDA	1,861,030	-			
2009C Debt Service	1,317,610	1,327,360			
Profit after 2009C Debt Service	543,420	275,998			
Coverage Ratio	1.41	1.21			