Greenville Arena District
Bon Secours Wellness Arena
2014-2015 Operating Budget

Operating Revenue	**2015 Budget**	**2014 Actual**	**Variance**	**% change**		**2015 Budget**	**2014 Budget**	**Variance**	**% change**
Events	2,003,317	1,438,000	565,317	39.31%		2,003,317	2,244,292	(240,975)	-10.74%
Sponsorship & Premium Seating	1,690,860	1,467,000	223,860	15.26%		1,690,860	1,584,669	106,191	6.70%
Other	384,452	345,532	38,920	11.26%		384,452	357,686	26,766	7.48%
Naming Rights	415,500	308,250	107,250	34.79%		415,500	175,000	240,500	137.43%
Total Revenue	**4,494,130**	**3,558,782**	**935,348**	**26.28%**		**4,494,130**	**4,361,647**	**132,483**	**3.04%**
% increase/(decrease) from prior year	*26.28%*					*3.04%*			
Operating Expenses									
Personnel	1,598,951	1,500,000	(98,951)	6.60%		1,598,951	1,709,460	110,509	-6.46%
Sales & Marketing	74,450	77,466	3,016	-3.89%		74,450	79,950	5,500	-6.88%
Event Services	21,598	25,554	3,956	-15.48%		21,598	19,800	(1,798)	9.08%
Operations/ Facility Maintenance	280,539	212,976	(67,563)	31.72%		280,539	280,925	386	-0.14%
Utilities	465,360	453,995	(11,365)	2.50%		465,360	466,379	1,019	-0.22%
Insurance	238,764	186,325	(52,439)	28.14%		238,764	172,860	(65,904)	38.13%
Professional Fees	76,900	79,204	2,304	-2.91%		76,900	37,900	(39,000)	102.90%
General & Administrative	137,180	155,210	18,030	-11.62%		137,180	141,660	4,480	-3.16%
Naming Rights conversion costs	-	123,090	123,090	-100.00%		-	137,330	137,330	-100.00%
Total Operating Expenses	**2,893,742**	**2,813,820**	**(79,922)**	**2.84%**		**2,893,742**	**3,046,264**	**152,522**	**-5.01%**
% increase/(decrease) from prior year	*2.84%*					*-5.01%*			
Operating Profit	**1,600,388**	**744,962**	**855,426**	**115%**		**1,600,388**	**1,315,383**	**285,005**	**22%**
% increase/(decrease) from prior year	*115%*					*22%*			
Operating Profit before depreciation	1,600,388	744,962				1,600,388	1,315,383		
2009C Debt Service	1,304,610	1,306,360				1,304,610	1,306,360		
Profit after 2009C Debt Service	295,778	(561,398)				295,778	9,023		
Coverage Ratio	1.23	0.57				1.23	1.01		