Greenville Arena District
Bon Secours Wellness Arena
2015-2016 Operating Budget

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|---|---|---|---|---|---|---|---|---|---|
| **Operating Revenue** | **2016 Budget** | **2015 Actual** | **Variance** | **% change** | | **2016 Budget** | **2015 Budget** | **Variance** | **% change** |
| Events | 2,471,227 | 2,092,854 | 378,373 | 18.08% | | 2,471,227 | 2,003,317 | 467,910 | 23.36% |
| Sponsorship & Premium Seating | 2,216,714 | 1,737,883 | 478,831 | 27.55% | | 2,216,714 | 1,690,860 | 525,854 | 31.10% |
| Other | 388,786 | 423,627 | (34,841) | -8.22% | | 388,786 | 384,452 | 4,334 | 1.13% |
| Naming Rights | 425,508 | 409,500 | 16,008 | 3.91% | | 425,508 | 415,500 | 10,008 | 2.41% |
| **Total Revenue** | **5,502,235** | **4,663,864** | **838,371** | **17.98%** | | **5,502,235** | **4,494,129** | **1,008,106** | **22.43%** |
| *% increase/(decrease) from prior year* | *17.98%* | | | | | *22.43%* | | | |
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| **Operating Expenses** | | | | | | | | | |
| Personnel | 1,738,305 | 1,675,195 | (63,110) | 3.77% | | 1,738,305 | 1,598,951 | (139,354) | 8.72% |
| Sales & Marketing | 81,900 | 77,904 | (3,996) | 5.13% | | 81,900 | 74,450 | (7,450) | 10.01% |
| Event Services | 39,125 | 33,455 | (5,670) | 16.95% | | 39,125 | 21,598 | (17,527) | 81.15% |
| Operations/ Facility Maintenance | 324,129 | 282,084 | (42,045) | 14.91% | | 324,129 | 280,539 | (43,590) | 15.54% |
| Utilities | 499,800 | 499,400 | (400) | 0.08% | | 499,800 | 465,360 | (34,440) | 7.40% |
| Insurance | 279,440 | 251,764 | (27,676) | 10.99% | | 279,440 | 238,764 | (40,676) | 17.04% |
| General & Administrative | 312,888 | 244,536 | (68,352) | 27.95% | | 312,888 | 214,080 | (98,808) | 46.15% |
| **Total Operating Expenses** | **3,275,587** | **3,064,338** | **(211,249)** | **6.89%** | | **3,275,587** | **2,893,742** | **(381,845)** | **13.20%** |
| *% increase/(decrease) from prior year* | *6.89%* | | | | | *13.20%* | | | |
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| **Operating Profit- Arena Operations** | **2,226,647** | **1,599,526** | **627,121** | **39%** | | **2,226,647** | **1,600,387** | **626,260** | **39%** |
| *% increase/(decrease) from prior year* | *39.21%* | | | | | *39%* | | | |
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| **Operating Profit before depreciation** | 2,226,647 | | | | | | | | |
| **Debt Obligations** | 1,732,338 | | | | | | | | |
| **Available Cash After Debt** | 494,309 | | | | | | | | |
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| **Coverage Ratio** | 1.29 | | | | | | | | |
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