



<b># of Events</b>	<b>Aug-21</b>	<b>Aug-21</b>	<b>Aug-21</b>	<b>YTD</b>	<b>YTD</b>	<b>YTD</b>
	<b><u>Actual</u></b>	<b><u>Budget</u></b>	<b><u>Variance</u></b>	<b><u>Actual</u></b>	<b><u>Budget</u></b>	<b><u>Variance</u></b>
Concerts	1	0	1	3	0	3
Family Shows			0	1	0	1
Feld Shows			0			0
U of L Men's Basketball			0			0
U of L Women's Basketball			0			0
Sporting Events (Xtreme Football)			0		3	(3)
Meetings/Banquets			0			0
Other Events			0	1	0	1
<b>Total Revenue Producing Events</b>	<b>1</b>	<b>0</b>	<b>1</b>	<b>5</b>	<b>3</b>	<b>2</b>
Community Engagement Events			0		0	0
<b>Total Events</b>	<b>1</b>	<b>0</b>	<b>1</b>	<b>5</b>	<b>3</b>	<b>2</b>

**August Events**

- James Taylor

AEG MANAGEMENT LOUISVILLE LLC  
INCOME STATEMENT  
FOR THE PERIOD ENDING AUGUST 31, 2021  
FISCAL YEAR ENDING JUNE 30, 2022

	<u>Aug-21 Actual</u>	<u>Aug-21 Budget</u>	<u>Aug-21 Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>
<b>Event Revenue</b>						
Arena Rent	155,597	0	155,597	345,974	150,000	195,974
Premium Seating	59,908	0	59,908	79,618	1,125	78,493
Food and Beverage, Merchandise	40,185	0	40,185	86,049	11,628	74,421
Event Revenue	191,106	0	191,106	358,538	27,638	330,900
Other Income	950	0	950	1,000	0	1,000
<b>Gross Operating Revenue</b>	<b>447,745</b>	<b>0</b>	<b>447,745</b>	<b>871,179</b>	<b>190,391</b>	<b>680,788</b>
Event Expenses	177,927	0	(177,927)	308,989	113,490	(195,499)
Food and Beverage, Merchandise - U of L Share	1,707	0	(1,707)	3,243	0	(3,243)
Other Expenses	5,514	0	(5,514)	9,042	970	(8,072)
<b>Event Operating Expenses</b>	<b>185,148</b>	<b>0</b>	<b>(185,148)</b>	<b>321,274</b>	<b>114,460</b>	<b>(206,814)</b>
<b>Net Revenue</b>	<b>262,598</b>	<b>0</b>	<b>262,598 A</b>	<b>549,906</b>	<b>75,931</b>	<b>473,975</b>
<b>Indirect Expenses</b>						
Administration	356,699	375,602	18,903 B	675,118	741,204	66,086
Utilities	86,024	86,537	513	194,186	173,075	(21,111)
Insurance	54,798	49,261	(5,537)	109,526	98,522	(11,004)
Management Fee	61,854	61,854	0	123,708	123,708	0
<b>Total Operating Expenses</b>	<b>559,376</b>	<b>573,254</b>	<b>13,878</b>	<b>1,102,537</b>	<b>1,136,509</b>	<b>33,972</b>
<b>Net Operating Profit * (LOSS)</b>	<b>(296,778)</b>	<b>(573,254)</b>	<b>276,476</b>	<b>(552,631)</b>	<b>(1,060,578)</b>	<b>507,946</b>

\* - Excludes "Category A" Revenues, property taxes, and amounts payable in connection with bonds.

**Notes:**

A) Net Revenue exceeded Budget for the month by \$262k as the Budget did not anticipate a return of concerts and family shows until the 2nd Quarter of this Fiscal Year. The James Taylor concert drove this positive variance.

B) Administration Expenses were under budget for the month by \$19k due to continued mitigation efforts and certain timing of expenses that are spread out equally over the 12 month budget period.



<b># of Events</b>	<b>Sept-21 Actual</b>	<b>Sept-21 Budget</b>	<b>Sept-21 Variance</b>	<b>YTD Actual</b>	<b>YTD Budget</b>	<b>YTD Variance</b>
Concerts	3	0	3	6	0	6
Family Shows			0	1	0	1
Feld Shows			0			0
U of L Men's Basketball			0			0
U of L Women's Basketball			0			0
Sporting Events (Xtreme Football)			0		3	(3)
Meetings/Banquets	1	0	1	1	0	1
Other Events			0	1	0	1
<b>Total Revenue Producing Events</b>	<b>4</b>	<b>0</b>	<b>4</b>	<b>9</b>	<b>3</b>	<b>6</b>
Community Engagement Events	3	4	(1)	3	4	(1)
<b>Total Events</b>	<b>7</b>	<b>4</b>	<b>3</b>	<b>12</b>	<b>7</b>	<b>5</b>

**September Events**

- Michael Buble
- Dan + Shay
- Charlie Wilson & The Isley Brothers
- 3 Pepsi Plaza Community Concerts

AEG MANAGEMENT LOUISVILLE LLC  
 INCOME STATEMENT  
 FOR THE PERIOD ENDING SEPTEMBER 30, 2021  
 FISCAL YEAR ENDING JUNE 30, 2022

	<u>Sept-21 Actual</u>	<u>Sept-21 Budget</u>	<u>Sept-21 Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>
<b>Event Revenue</b>						
Arena Rent	362,560	0	362,560	708,534	150,000	558,534
Premium Seating	88,324	0	88,324	167,942	1,125	166,817
Food and Beverage, Merchandise	78,662	0	78,662	164,712	11,628	153,084
Event Revenue	333,898	0	333,898	692,435	27,638	664,797
Other Income	803	0	803	1,803	0	1,803
<b>Gross Operating Revenue</b>	<b>864,246</b>	<b>0</b>	<b>864,246</b>	<b>1,735,425</b>	<b>190,391</b>	<b>1,545,034</b>
<b>Event Expenses</b>						
Event Expenses	341,281	0	(341,281)	650,269	113,490	(536,779)
Food and Beverage, Merchandise - U of L Share	3,495	0	(3,495)	6,738	0	(6,738)
Other Expenses	9,936	0	(9,936)	18,978	970	(18,008)
<b>Event Operating Expenses</b>	<b>354,712</b>	<b>0</b>	<b>(354,712)</b>	<b>675,986</b>	<b>114,460</b>	<b>(561,526)</b>
<b>Net Revenue</b>	<b>509,534</b>	<b>0</b>	<b>509,534 A</b>	<b>1,059,440</b>	<b>75,931</b>	<b>983,509 B</b>
<b>Indirect Expenses</b>						
Administration	372,231	371,227	(1,004)	1,047,349	1,112,431	65,082
Utilities	72,277	86,537	14,261	266,463	259,612	(6,850)
Insurance	111,028	49,261	(61,767)	220,553	147,783	(72,770)
Management Fee	61,854	61,854	(0)	185,562	185,562	0
<b>Total Operating Expenses</b>	<b>617,390</b>	<b>568,879</b>	<b>(48,510)</b>	<b>1,719,927</b>	<b>1,705,388</b>	<b>(14,538)</b>
<b>Net Operating Profit * (LOSS)</b>	<b>(107,855)</b>	<b>(568,879)</b>	<b>461,024</b>	<b>(660,487)</b>	<b>(1,629,457)</b>	<b>968,971</b>

\* - Excludes "Category A" Revenues, property taxes, and amounts payable in connection with bonds

**Notes:**

A) Net Revenue exceeded Budget for the month by \$509k as the Budget did not anticipate a return of concerts and family shows until the 2nd Quarter of this Fiscal Year. The 3 concerts in September drove this positive variance.

B) The unbudgeted events from July through September have driven the significant positive variance to budget for the first quarter of FY 21/22.

*AEG MANAGEMENT LOUISVILLE LLC  
ROLLING FORECAST FISCAL YEAR 2020-2021  
FOR THE PERIOD ENDING SEPTEMBER 30, 2021  
FISCAL YEAR ENDING JUNE 30, 2022*

	<u>2021-2022</u> <u>Forecast</u>	<u>2021-2022</u> <u>Budget</u>	<u>Variance</u>
<b>Event Revenue</b>			
Arena Rent	5,035,859	5,010,500	25,359
Premium Seating	1,017,411	914,175	103,235
Food and Beverage, Merchandise	2,394,061	2,334,307	59,754
Event Revenue	4,844,155	4,153,309	690,846
Other Income	6,378	5,000	1,378
<b>Gross Operating Revenue</b>	<b>13,297,864</b>	<b>12,417,291</b>	<b>880,572</b>
Event Expenses	5,260,878	4,981,095	(279,783)
Food and Beverage, Merchandise - U of L Share	642,701	644,016	1,315
Other Expenses	131,243	111,918	(19,325)
<b>Event Operating Expenses</b>	<b>6,034,821</b>	<b>5,737,029</b>	<b>(297,792)</b>
<b>Net Revenue</b>	<b>7,263,042</b>	<b>6,680,262</b>	<b>582,780</b>
<b>Indirect Expenses</b>			
Administration	4,530,357	4,596,844	66,487
Utilities	1,092,821	1,038,450	(54,371)
Insurance	738,862	591,119	(147,743)
Management Fee	742,247	742,247	(0)
<b>Total Operating Expenses</b>	<b>7,104,287</b>	<b>6,968,659</b>	<b>(135,628)</b>
<b>Net Operating Profit * (LOSS)</b>	<b>158,755</b>	<b>(288,397)</b>	<b>447,152</b>

\* - Excludes "Category A" Revenues, property taxes, and amounts payable in connection with bonds.