



# of Events	June-21 Actual	June-21 Budget	June-21 Variance	YTD Actual	YTD Budget	YTD Variance
Concerts	1	2	(1)	3	6	(3)
Family Shows			0	2	0	2
Feld Shows	0		0	0	6	(6)
U of L Men's Basketball			0	11	20	(9)
U of L Women's Basketball			0	14	15	(1)
Sporting Events			0	11	0	11
Meetings/Banquets		3	(3)	2	7	(5)
Other Events	1		1	2	4	(2)
Total Revenue Producing Events	2	5	(3)	45	58	(13)
Community Engagement Events			0	23	0	23
Total Events	2	5	(3)	68	58	10

June Events

- Royal Comedy Tour
- Sip and Savor

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

	<u>June-21 Actual</u>	<u>June-21 Budget</u>	<u>June-21 Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>
Event Revenue						
Arena Rent	44,974	284,500	(239,526)	1,006,449	1,789,800	(783,351)
Premium Seating	6,550	103,117	(96,567)	56,453	279,100	(222,647)
Food and Beverage, Merchandise	9,212	85,889	(76,677)	177,443	491,981	(314,538)
Event Revenue	24,697	312,910	(288,213)	326,919	1,131,250	(804,331)
Parking	0	0	0	0	4,990	(4,990)
Other Income	3,240	455	2,785	54,947	5,000	49,947
Gross Operating Revenue	88,672	786,871	(698,199)	1,622,210	3,702,122	(2,079,911)
Event Expenses	54,076	316,700	262,624	651,838	1,333,715	681,877
Food and Beverage, Merchandise - U of L Share	(2,414)	8,154	10,568	48,216	124,803	76,587
Other Expenses	1,191	10,146	8,955	7,652	36,068	28,416
Event Operating Expenses	52,853	335,000	282,147	707,706	1,494,586	786,880
Net Revenue	35,819	451,871	(416,052) A	914,504	2,207,536	(1,293,031) B
Indirect Expenses						
Administration	403,742	437,812	34,070	3,627,127	3,980,777	353,650 C
Utilities	94,304	84,630	(9,674)	801,225	808,278	7,053
Insurance	21,833	36,444	14,611	619,036	437,318	(181,718)
Management Fee	60,940	61,669	(729)	731,277	740,027	8,749
Total Operating Expenses	580,819	620,555	38,277	5,778,665	5,966,399	187,734
Net Operating Profit * (LOSS)	(545,000)	(168,684)	(376,316)	(4,864,161)	(3,758,864)	(1,105,298)

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

Notes:

A) Net Revenue fell short of budget by \$416k due to the fact that we had budgeted for 2 full capacity concerts and only hosted 1 smaller attended comedy show.

B) Net Revenue missed the budget for the Fiscal Year by \$1.293M since the budget anticipated a return to full capacity events in the 4th Quarter of this Fiscal Year which did not come to fruition due to COVID-19.

C) Administration Expenses were under budget by \$354k for the Fiscal Year due to increased mitigation efforts throughout the year including savings on salaries & burden, supplies and other operating expenses.



# of Events	July-21	July-21	July-21	YTD	YTD	YTD
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Concerts	2	0	2	2	0	2
Family Shows	1	0	1	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)		3	(3)		3	(3)
Meetings/Banquets			0			0
Other Events	1		1	1	0	1
Total Revenue Producing Events	4	3	1	4	3	1
Community Engagement Events			0		0	0
Total Events	4	3	1	4	3	1

July Events

- Jeff Dunham
- Louisville R&B Festival
- WWE Supershow

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

	<u>July-21 Actual</u>	<u>July-21 Budget</u>	<u>July-21 Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>
Event Revenue						
Arena Rent	190,377	150,000	40,377	190,377	150,000	40,377
Premium Seating	19,711	1,125	18,586	19,711	1,125	18,586
Food and Beverage, Merchandise	45,864	11,628	34,236	45,864	11,628	34,236
Event Revenue	167,432	27,638	139,794	167,432	27,638	139,794
Other Income	50	0	50	50	0	50
Gross Operating Revenue	423,434	190,391	233,043	423,434	190,391	233,043
Event Expenses	129,355	113,490	(15,865)	129,355	113,490	(15,865)
Food and Beverage, Merchandise - U of L Share	3,243	0	(3,243)	3,243	0	(3,243)
Other Expenses	3,528	970	(2,558)	3,528	970	(2,558)
Event Operating Expenses	136,126	114,460	(21,666)	136,126	114,460	(21,666)
Net Revenue	287,308	75,931	211,377 A	287,308	75,931	211,377
Indirect Expenses						
Administration	318,419	365,602	47,183 B	318,419	365,602	47,183
Utilities	108,161	86,537	(21,624)	108,161	86,537	(21,624)
Insurance	54,727	49,261	(5,466)	54,727	49,261	(5,466)
Management Fee	61,854	61,854	(0)	61,854	61,854	0
Total Operating Expenses	543,161	563,254	20,093	543,161	563,254	20,093
Net Operating Profit * (LOSS)	(255,853)	(487,323)	231,470	(255,853)	(487,323)	231,470

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

Notes:

A) Net Revenue exceeded Budget for the month by \$211k as the Budget did not anticipate a return of concerts and family shows until the 2nd Quarter of this Fiscal Year. The 2 concerts and WWE event drove this positive variance and offset the loss of the budgeted 3 Xtreme Football games.

B) Administration Expenses were under budget for the month by \$47k due to continued mitigation efforts and certain timing of expenses that are spread out equally over the 12 month budget period.

*AEG MANAGEMENT LOUISVILLE LLC
ROLLING FORECAST FISCAL YEAR 2020-2021
FOR THE PERIOD ENDING JULY 31, 2021
FISCAL YEAR ENDING JUNE 30, 2022*

	<u>2021-2022</u> <u>Forecast</u>	<u>2021-2022</u> <u>Budget</u>	<u>Variance</u>
Event Revenue			
Arena Rent	4,993,877	5,010,500	(16,623)
Premium Seating	925,999	914,175	11,824
Food and Beverage, Merchandise	2,379,474	2,334,307	45,167
Event Revenue	4,582,998	4,153,309	429,689
Other Income	5,050	5,000	50
Gross Operating Revenue	12,887,398	12,417,291	470,106
Event Expenses	4,939,201	4,981,095	(41,894)
Food and Beverage, Merchandise - U of L Share	655,604	644,016	11,588
Other Expenses	121,235	111,918	9,317
Event Operating Expenses	5,716,039	5,737,029	(20,990)
Net Revenue	7,171,358	6,680,262	491,096
Indirect Expenses			
Administration	4,549,144	4,596,844	47,700
Utilities	1,075,914	1,038,450	(37,464)
Insurance	684,414	591,119	(93,295)
Management Fee	742,247	742,247	0
Total Operating Expenses	7,051,719	6,968,659	(83,059)
Net Operating Profit * (LOSS)	119,640	(288,397)	408,036

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