



# of Events	Dec-17 <u>Actual</u>	Dec-17 <u>Budget</u>	Dec-17 <u>Variance</u>	YTD <u>Actual</u>	YTD <u>Budget</u>	YTD <u>Variance</u>
Concerts	1	2	(1)	12	14	(2)
Family Shows	1	1	0	1	1	0
Feld Shows						
U of L Men's Basketball	6	6	0	14	14	0
U of L Women's Basketball	4	4	0	9	8	1
Sporting Events						
Meetings/Banquets	2	3	(1)	16	16	0
Other Events	1	1	0	3	2	1
Total	15	17	(2)	55	55	0

December Events

- Janet Jackson

*AEG MANAGEMENT LOUISVILLE LLC
 INCOME STATEMENT
 FOR THE PERIOD ENDING DECEMBER 31, 2017
 FISCAL YEAR ENDING JUNE 30, 2018*

	<u>Dec-17 Actual</u>	<u>Dec-17 Budget</u>	<u>Dec-17 Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>
Event Revenue						
Arena Rent	699,927	863,670	(163,743)	2,794,928	2,932,240	(137,312)
Premium Seating	41,573	55,943	(14,370)	669,532	656,186	13,346
Food and Beverage, Merchandise	747,345	788,323	(40,978)	1,748,677	1,822,062	(73,385)
Event Revenue	318,942	425,208	(106,266)	2,743,370	2,378,818	364,552
Parking	6,450	8,000	(1,550)	12,900	16,000	(3,100)
Other Income	5,121	4,467	654	6,843	15,602	(8,759)
Gross Operating Revenue	1,819,357	2,145,611	(326,254)	7,976,250	7,820,908	155,342
Event Expenses	384,998	502,220	117,222	2,573,563	2,474,440	(99,123)
Food and Beverage, Merchandise - U of L Share	202,352	264,604	62,252	364,877	455,793	90,916
Other Expenses	2,329	3,279	950	37,277	37,218	(59)
Event Operating Expenses	589,679	770,103	180,424	2,975,717	2,967,451	(8,265)
Net Revenue	1,229,678	1,375,508	(145,830)	5,000,534	4,853,457	147,077
Indirect Expenses						
Administration	368,971	385,611	16,640	2,180,417	2,193,996	13,579
Utilities	108,649	90,828	(17,821)	590,752	604,244	13,492
Insurance	1,896	36,915	35,019	146,704	221,490	74,786
Management Fee	59,208	59,208	0	355,250	355,248	2
Total Operating Expenses	538,724	572,562	33,838	3,273,123	3,374,978	101,859
Net Operating Profit * (LOSS)	690,953	802,946	(111,993)	1,727,411	1,478,479	248,932

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



# of Events	Jan-18 <u>Actual</u>	Jan-18 <u>Budget</u>	Jan-18 <u>Variance</u>	YTD <u>Actual</u>	YTD <u>Budget</u>	YTD <u>Variance</u>
Concerts	1	2	(1)	13	16	(3)
Family Shows	2	1	1	3	2	1
Feld Shows						
U of L Men's Basketball	4	3	1	18	17	1
U of L Women's Basketball	5	4	1	14	12	2
Sporting Events						
Meetings/Banquets	2	3	(1)	18	19	(1)
Other Events		0	0	3	2	1
Total	14	13	1	69	68	1

January Events

- Harlem Globetrotters
- Kid Rock

*AEG MANAGEMENT LOUISVILLE LLC
INCOME STATEMENT
FOR THE PERIOD ENDING JANUARY 31, 2018
FISCAL YEAR ENDING JUNE 30, 2018*

	<u>Jan-18 Actual</u>	<u>Jan-18 Budget</u>	<u>Jan-18 Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>
Event Revenue						
Arena Rent	607,177	566,570	40,607	3,402,105	3,498,810	(96,705)
Premium Seating	100,079	100,943	(865)	769,611	757,129	12,482
Food and Beverage, Merchandise	239,328	262,559	(23,231)	1,988,005	2,084,621	(96,616)
Event Revenue	447,641	376,638	71,003	3,191,012	2,755,456	435,556
Parking	4,300	8,000	(3,700)	17,200	24,000	(6,800)
Other Income	4,196	4,467	(271)	11,040	20,069	(9,029)
Gross Operating Revenue	1,402,722	1,319,177	83,545	9,378,972	9,140,085	238,887
Event Expenses	509,714	439,170	(70,544)	3,083,276	2,913,610	(169,666)
Food and Beverage, Merchandise - U of L Share	116,453	86,652	(29,801)	481,330	542,445	61,115
Other Expenses	5,665	5,826	161	42,941	43,044	103
Event Operating Expenses	631,831	531,648	(100,183)	3,607,548	3,499,099	(108,449)
Net Revenue	770,891	787,529	(16,638)	5,771,425	5,640,986	130,439
Indirect Expenses						
Administration	394,301	363,367	(30,934)	2,574,719	2,557,363	(17,356)
Utilities	130,420	120,466	(9,954)	721,173	724,710	3,537
Insurance	28,225	36,915	8,690	174,929	258,405	83,476
Management Fee	59,208	59,208	0	414,458	414,456	2
Total Operating Expenses	612,155	579,956	(32,199)	3,885,278	3,954,934	69,660
Net Operating Profit * (LOSS)	158,736	207,573	(48,837)	1,886,147	1,686,052	200,095

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

*AEG MANAGEMENT LOUISVILLE LLC
ROLLING FORECAST FISCAL YEAR 2017-2018
FOR THE PERIOD ENDING JANUARY 31, 2018
FOR FISCAL YEAR END JUNE 30TH 2018*

	2017-18	2017-18	
	<u>Forecast</u>	<u>Budget</u>	<u>Variance</u>
Event Revenue			
Arena Rent	5,415,798	5,634,500	(218,702)
Premium Seating	1,083,466	1,115,000	(31,534)
Food and Beverage, Merchandise	2,626,623	2,911,147	(284,525)
Event Revenue	4,525,779	4,352,035	173,744
Parking	22,575	40,000	(17,425)
Other Income	19,914	34,000	(14,086)
Gross Operating Revenue	13,694,155	14,086,682	(392,527)
Event Expenses	4,717,002	4,853,613	136,611
Food and Beverage, Merchandise - U of L Share	540,451	564,935	24,484
Other Expenses	60,842	63,114	2,272
Event Operating Expenses	5,318,296	5,481,662	163,366
Net Revenue	8,375,859	8,605,020	(229,161)
Indirect Expenses			
Administration	4,490,413	4,504,912	14,500
Utilities	1,208,546	1,267,771	59,226
Insurance	357,874	442,975	85,100
Management Fee	710,500	710,500	(0)
Total Operating Expenses	6,767,333	6,926,159	158,826
Net Operating Profit * (LOSS)	1,608,527	1,678,862	(70,335)

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