



| # of Events | <u>Oct-17 Actual</u> | <u>Oct-17 Budget</u> | <u>Oct-17 Variance</u> | <u>YTD Actual</u> | <u>YTD Budget</u> | <u>YTD Variance</u> |
|---------------------------|--------------------------|--------------------------|----------------------------|-----------------------|-----------------------|-------------------------|
| Concerts | 4 | 4 | 0 | 9 | 10 | (1) |
| Family Shows | | | | | | |
| Feld Shows | | | | | | |
| U of L Men's Basketball | 3 | 3 | 0 | 3 | 3 | 0 |
| U of L Women's Basketball | | | | | | |
| Sporting Events | | | | | | |
| Meetings/Banquets | 1 | 3 | (2) | 12 | 10 | 2 |
| Other Events | | | | 2 | 1 | 1 |
| Total | 8 | 10 | (2) | 26 | 24 | 2 |

October Events

- Katy Perry
- Jason Aldean
- Kings of Leon
- The Eagles

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

| | <u>Oct-17 Actual</u> | <u>Oct-17 Budget</u> | <u>Oct-17 Variance</u> | <u>YTD Actual</u> | <u>YTD Budget</u> | <u>YTD Variance</u> |
|---|--------------------------|--------------------------|----------------------------|-----------------------|-----------------------|-------------------------|
| Event Revenue | | | | | | |
| Arena Rent | 620,289 | 552,170 | 68,119 | 1,279,392 | 1,250,600 | 28,792 |
| Premium Seating | 144,765 | 185,417 | (40,652) | 417,675 | 426,668 | (8,993) |
| Food and Beverage, Merchandise | 238,539 | 246,770 | (8,231) | 590,953 | 630,351 | (39,398) |
| Event Revenue | 655,709 | 586,220 | 69,489 | 1,583,827 | 1,343,660 | 240,167 |
| Parking | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Income | 103 | 1,667 | (1,564) | 421 | 6,668 | (6,247) |
| Gross Operating Revenue | 1,659,405 | 1,572,244 | 87,161 | 3,872,267 | 3,657,947 | 214,320 |
| | | | | | | |
| Event Expenses | 656,056 | 590,420 | (65,636) | 1,418,998 | 1,345,800 | (73,198) |
| Food and Beverage, Merchandise - U of L Share | 35,229 | 37,000 | 1,771 | 49,314 | 57,873 | 8,559 |
| Other Expenses | 8,488 | 10,495 | 2,007 | 23,936 | 24,151 | 215 |
| Event Operating Expenses | 699,774 | 637,915 | (61,859) | 1,492,248 | 1,427,824 | (64,424) |
| | | | | | | |
| Net Revenue | 959,631 | 934,329 | 25,302 | 2,380,020 | 2,230,123 | 149,897 |
| | | | | | | |
| Indirect Expenses | | | | | | |
| Administration | 366,846 | 364,867 | (1,979) | 1,404,416 | 1,452,743 | 48,327 |
| Utilities | 81,486 | 90,828 | 9,342 | 351,016 | 392,950 | 41,934 |
| Insurance | 26,564 | 36,915 | 10,351 | 104,358 | 147,660 | 43,302 |
| Management Fee | 59,208 | 59,208 | 0 | 236,833 | 236,832 | 1 |
| Total Operating Expenses | 534,104 | 551,818 | 17,715 | 2,096,624 | 2,230,185 | 133,564 |
| | | | | | | |
| Net Operating Profit * (LOSS) | 425,528 | 382,511 | 43,017 | 283,396 | (62) | 283,458 |

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



| # of Events | Nov-17 <u>Actual</u> | Nov-17 <u>Budget</u> | Nov-17 <u>Variance</u> | YTD <u>Actual</u> | YTD <u>Budget</u> | YTD <u>Variance</u> |
|---------------------------|---------------------------------|---------------------------------|-----------------------------------|------------------------------|------------------------------|--------------------------------|
| Concerts | 3 | 3 | 0 | 12 | 13 | (1) |
| Family Shows | | | | | | |
| Feld Shows | | | | | | |
| U of L Men's Basketball | 5 | 5 | 0 | 8 | 8 | 0 |
| U of L Women's Basketball | 5 | 4 | 1 | 5 | 4 | 1 |
| Sporting Events | | | | | | |
| Meetings/Banquets | 2 | 3 | (1) | 14 | 13 | 1 |
| Other Events | | | | 2 | 1 | 1 |
| Total | 15 | 15 | 0 | 41 | 39 | 2 |

November Events

- Guns N Roses
- Louisville 90's Block Party
- Lady Gaga

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

| | <u>Nov-17 Actual</u> | <u>Nov-17 Budget</u> | <u>Nov-17 Variance</u> | <u>YTD Actual</u> | <u>YTD Budget</u> | <u>YTD Variance</u> |
|---|--------------------------|--------------------------|----------------------------|-----------------------|-----------------------|-------------------------|
| Event Revenue | | | | | | |
| Arena Rent | 815,609 | 817,970 | (2,361) | 2,095,001 | 2,068,570 | 26,431 |
| Premium Seating | 210,285 | 173,575 | 36,710 | 627,959 | 600,243 | 27,716 |
| Food and Beverage, Merchandise | 410,380 | 403,388 | 6,992 | 1,001,332 | 1,033,739 | (32,407) |
| Event Revenue | 840,601 | 609,950 | 230,651 | 2,424,429 | 1,953,610 | 470,819 |
| Parking | 6,450 | 8,000 | (1,550) | 6,450 | 8,000 | (1,550) |
| Other Income | 1,301 | 4,467 | (3,166) | 1,722 | 11,135 | (9,413) |
| Gross Operating Revenue | 2,284,626 | 2,017,350 | 267,276 | 6,156,893 | 5,675,297 | 481,596 |
| | | | | | | |
| Event Expenses | 769,567 | 626,419 | (143,147) | 2,188,565 | 1,972,219 | (216,345) |
| Food and Beverage, Merchandise - U of L Share | 113,211 | 133,317 | 20,105 | 162,525 | 191,190 | 28,664 |
| Other Expenses | 11,011 | 9,788 | (1,223) | 34,947 | 33,939 | (1,008) |
| Event Operating Expenses | 893,790 | 769,524 | (124,266) | 2,386,037 | 2,197,348 | (188,689) |
| | | | | | | |
| Net Revenue | 1,390,836 | 1,247,826 | 143,010 | 3,770,856 | 3,477,949 | 292,907 |
| | | | | | | |
| Indirect Expenses | | | | | | |
| Administration | 407,030 | 355,642 | (51,388) | 1,811,446 | 1,808,385 | (3,061) |
| Utilities | 131,087 | 120,466 | (10,621) | 482,103 | 513,416 | 31,313 |
| Insurance | 40,450 | 36,915 | (3,535) | 144,808 | 184,575 | 39,767 |
| Management Fee | 59,208 | 59,208 | 0 | 296,042 | 296,040 | 2 |
| Total Operating Expenses | 637,775 | 572,231 | (65,543) | 2,734,399 | 2,802,416 | 68,021 |
| | | | | | | |
| Net Operating Profit * (LOSS) | 753,061 | 675,595 | 77,466 | 1,036,457 | 675,533 | 360,924 |

* - 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 NOVEMBER 30, 2017
 FOR FISCAL YEAR END JUNE 30TH 2018

| | 2017-18 | 2017-18 | |
|---|------------------------|----------------------|------------------------|
| | <u>Forecast</u> | <u>Budget</u> | <u>Variance</u> |
| Event Revenue | | | |
| Arena Rent | 5,591,945 | 5,634,500 | (42,555) |
| Premium Seating | 1,074,409 | 1,115,000 | (40,591) |
| Food and Beverage, Merchandise | 2,762,225 | 2,911,147 | (148,922) |
| Event Revenue | 4,522,990 | 4,352,035 | 170,955 |
| Parking | 22,575 | 40,000 | (17,425) |
| Other Income | 24,589 | 34,000 | (9,411) |
| Gross Operating Revenue | 13,998,732 | 14,086,682 | (87,950) |
| | | | |
| Event Expenses | 4,817,702 | 4,853,613 | 35,911 |
| Food and Beverage, Merchandise - U of L Share | 537,079 | 564,935 | 27,856 |
| Other Expenses | 60,256 | 63,114 | 2,858 |
| Event Operating Expenses | 5,415,037 | 5,481,662 | 66,625 |
| | | | |
| Net Revenue | 8,583,695 | 8,605,020 | (21,325) |
| | | | |
| Indirect Expenses | | | |
| Administration | 4,494,675 | 4,504,912 | 10,238 |
| Utilities | 1,236,456 | 1,267,771 | 31,316 |
| Insurance | 403,210 | 442,975 | 39,765 |
| Management Fee | 710,500 | 710,500 | (0) |
| Total Operating Expenses | 6,844,840 | 6,926,159 | 81,319 |
| | | | |
| Net Operating Profit * (LOSS) | 1,738,855 | 1,678,862 | 59,993 |

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