

**ADIRONDACK CIVIC CENTER COALITION, INC.  
WARREN COUNTY TOURIST AND DEVELOPMENT PROGRAM**

**PERFORMANCE REPORT**

**January 1, 2018- March 31, 2018**

**Harlem Globetrotters**

Date: February 5, 2018

Total Attendance: 2,013  
Total Costs (see attached): \$8,930

**Sunmark Shootout**

Date: February 3, 2018

No. of Events: 1  
Total Attendance: 2,857  
Total Costs (see attached): \$9,480.30

**Section 2 Wrestling**

Date: February 9 and 10, 2018

No. of Events: 2  
Total Attendance: 2,707  
Total Costs (see attached): \$114,413.93

**Section 2 Basketball**

Dates: February 26- March 3, 2018

No. of Events: 6 days  
Total Attendance: 12,132  
Total Costs (see attached): \$22,976.36

**Federation Basketball**

Dates: March 23, 24, and 25, 2018

No. of Events: 3 days  
Total Attendance: 3,080  
Total Costs (see attached): \$23,843.27

Total Costs for First Quarter \$179,643.86  
Request from First Quarter \$ 75,000.00  
Request for Second Quarter for Reimbursement and Circus \$50,000.00

**ADIRONDACK CIVIC CENTER COALITION, INC.  
WARREN COUNTY TOURIST AND DEVELOPMENT PROGRAM  
UPCOMING EVENTS**

April 1, 2018-June 30, 2018

EVENT	OTHER GOV. FUNDING GROUPS	ALL FUNDING	ATTENDANCE	NO. OF OVER-NIGHT ACCOMM.	MARKETING AND AD AREAS	TOTAL COSTS	FUNDS NEEDED
Garden Brother Circus 4/19/18			3200			\$10,000	\$10,000
Primus 5/25/18			3000			\$130,000	\$65,000 but already received in first quarter

**TOTAL COSTS FROM ABOVE \$10,000**

**TOTAL REQUEST \$50,000\***

\$40,000 is for reimbursement for 1<sup>st</sup> Quarter Costs- See attached performance report

ADIRONDACK CIVIC CENTER COALITION, INC.  
WARREN COUNTY TOURIST AND DEVELOPMENT PROGRAM  
UPCOMING EVENTS

January 1, 2018- March 31, 2018

EVENT	OTHER GOV. FUNDING GROUPS	ALL FUNDING	ATTENDANCE	NO. OF OVER-NIGHT ACCOMM.	MARKETING AND AD AREAS	TOTAL COSTS	FUNDS NEEDED
Harlem Globetrotters 2/5/18			1500			10,000	10,000
Concert not announced yet			3500			130,000	65,000

TOTAL COSTS FROM ABOVE \$140,000

TOTAL REQUEST \$75,000

# HARLEM GLOBETROTTERS

MONDAY, FEBRUARY 5, 2018

## ACTUAL

NUMBER OF EVENTS	1
TOTAL PAID GENERAL	1613
TOTAL PAID SUITES	0
TOTAL PAID GROUPS	N/A
TOTAL ATTENDANCE DROP	2,013
TOTAL SUITE ATTENDANCE	0.00
TOTAL CLUB ATTENDANCE	0.00

GROSS TICKET SALES	\$ 39,688.38
MAGIC PASS INCOME	\$ 1,020.00
BIRTHDAY BASH INCOME	\$ 50.00
SALES TAX 7.00%	\$ 3,141.29
CTSF	\$ 1,398.55
NET AFTER TAX & CTSF	\$ 36,218.54
SPONSORSHIP REVENUE	0.00
MERCHANDISE REVENUE SHARE	\$ 1,056.43
NET REVENUE	\$ 37,274.97

### NON-BUILDING

PROMOTER PROCEEDS  
PRODUCTION

TOTAL NON-BUILDING		
RENT	\$ 9,700.00	
FACILITY FEE INCOME (AFTER SPLIT)	\$ 3,226.00	
CTSF	\$ 1,398.55	
GROSS RENT	\$ 14,324.55	
<b><u>BUILDING EXPENSES-BILLED</u></b>		
TOWELS	158.95	

K&S HIRED SECURITY	630.00
EMT	\$ 198.59
CROWD MANAGEMENT	\$ 1,060.74
OPERATIONS STAFF	\$ 2,691.93
STAGEHAND LABOR	\$ 312.50
BOX OFFICE STAFF	\$ 253.30
<b>TOTAL BUILDING CHARGES</b>	<b>4,517.05</b>

<b>NET EFFECTIVE RENTAL INCOME</b>	<b>\$ 9,807.50</b>
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<b><u>Convenience Fee Revenue</u></b>	
Convenience Fee Revenue - Web	\$ 1,362.50
Convenience Fee Revenue - Phone	\$ 525.00
<b>Total Gross Convenience Fee Revenue</b>	<b>\$ 1,887.50</b>
Convenience Fee Revenue - Web (Owed)	\$ (440.75)
Convenience Fee Revenue - Phone (Owed)	\$ (164.00)
<b>Total Convenience Fee Revenue Owed</b>	<b>\$ (604.75)</b>
<b>Net Convenience Fee Revenue</b>	<b>\$ 1,282.75</b>

<b><u>CONCESSIONS</u></b>	
<b>GROSS SALES</b>	<b>\$ 7,460.35</b>
TAXES	\$ (488.06)
COS (cos)	\$ (1,766.91)
COS (Direct Labor)	\$ (857.59)
Sub-Total	\$ 4,347.79
<b>NET CONCESSIONS</b>	<b>\$ 4,347.79</b>
<b>TOTAL ANCILLARY INCOME</b>	<b>\$ 4,347.79</b>

**SUNMARK SHOOTOUT BASKETBALL TOURNAMENT**

SATURDAY, FEBRUARY 3, 2018

	<u>ACTUAL</u>
NUMBER OF EVENTS	1
TOTAL PAID GENERAL	3056
TOTAL PAID SUITES	0
TOTAL PAID GROUPS	0
TOTAL ATTENDANCE DROP	2,857
TOTAL SUITE ATTENDANCE	0.00
TOTAL CLUB ATTENDANCE	0.00
 AVERAGE TICKET PRICE	 6
GROSS TICKET SALES	18,336.00
SALES TAX 7.00%	0
CTSF	(534.06)
NET AFTER TAX & CTSF	<u>17801.94</u>
 SPONSORSHIP REVENUE	 0.00
OTHER REVENUE	0.00
 NET REVENUE	 <u>17801.94</u>
<b>NON-BUILDING</b>	
PROMOTER PROCEEDS	17801.94
PRODUCTION	
 TOTAL NON-BUILDING	 17801.94
RENT	4750.00
EXPENSE REIMBURSEMENTS	100.00
CTSF	534.06
GROSS RENT	<u>5,384.06</u>
 <b>BUILDING EXPENSES-BILLED</b>	

EMT	284.70	
CONTRACTED SECURITY	724.50	
CROWD MANAGEMENT	1,915.90	
OPERATIONS STAFF	1,902.57	
BOX OFFICE STAFF	380.86	
<b>TOTAL BUILDING CHARGES</b>	<b>5,208.53</b>	
<b>NET EFFECTIVE RENTAL INCOME</b>	<b>175.53</b>	
<b>NET EFFECTIVE RENTAL PERCENTAGE</b>	<b>0.00%</b>	
<b>FACILITY FEE</b>	<b>3,056</b>	
Less: Sales Tax	N/A	
<b>Net FACILITY FEE</b>	<b>3,056</b>	

<b><u>Convenience Fee Revenue</u></b>	n/a
Convenience Fee Revenue - Web	0.00
Convenience Fee Revenue - Phone	0.00
<b>Total Gross Convenience Fee Revenue</b>	<b>0.00</b>
Convenience Fee Revenue - Web	0.00
Convenience Fee Revenue - Phone	0.00
Credit Card Fees	0.00
Credit Card Fees on Web/Phone Tix	0.00
<b>Total Fees - Convenience</b>	<b>0.00</b>
Promoter Convenience Fee Incentive	0.00
<b>Net Convenience Fee Revenue</b>	<b>0.00</b>

<b><u>CONCESSIONS</u></b>	
<b>PER CAPITA</b>	<b>4.39</b>
<b>GROSS SALES</b>	<b>12,533.25</b>
TAXES	(819.93)
COS (cos)	(2948.58)
COS (Direct Labor)	(1323.19)
<b>Sub-Total</b>	<b>7441.55</b>
<b>NET CONCESSIONS</b>	<b>7441.55</b>
<b>NET CONCESSIONS</b>	

TOTAL ANCILLARY INCOME

\$ 7,441.55

<b>COOL INSURING ARENA SETTLEMENT</b>
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**EVENT: SECTION 2 WRESTLING**  
**DATES: Saturday, February 10, 2018**

	<u>ACTUAL</u>
NUMBER OF EVENTS	2
TOTAL PAID GENERAL	2700
TOTAL PAID GROUPS	N/A
TOTAL ATTENDANCE DROP	2,707
AVERAGE TICKET PRICE	6.00
GROSS TICKET SALES	16200.00
PST 0.00%	
CTSF 3.00%	471.84
SALES TAX 7.00%	N/A
NET AFTER TAX & CTSF	16671.84
SPONSORSHIP REVENUE	0.00
OTHER REVENUE	0.00
	0.00
NET REVENUE	16671.84
NON-BUILDING	
PROMOTER PROCEEDS	4440.22
PRODUCTION	0.00
TOTAL NON-BUILDING	4440.22
RENT	1480.07
EXPENSE REIMBURSEMENTS	9807.86
CTSF	471.84
GROSS RENT	11759.78
<b>BUILDING EXPENSES-BILLED</b>	
ADVERTISING	0.00
MARKETING / PR	0.00

PRODUCTION	
EMT	578.54
CONTRACTED SECURITY	504.00
STAGEHANDS	0.00
CROWD MANAGEMENT	3079.18
PRODUCTION	0.00
TICKET SELLERS	467.42
ENGINEER/ELECTRICIAN	0.00
CONVERSION / CHANGEOVER	1115.05
EVENT CREW OPERATIONS	672.18
EVENT ATTENDANTS	0.00
GROUP SALES COMMISSIONS	0.00
GROUP SALES EXPENSE	0.00
HOUSE SOUND/LIGHTS	0.00
UTILITIES	1800.00
TICKET EXPENSE	0.00
POST EVENT CLEAN-UP	211.84
CONTRACTED SECURITY	0.00
CLEANING SUPPLIES	0.00
TRASH REMOVAL	0.00
TELECOMMUNICATIONS	
INTERNET	
OTHER BILLED	
INSURANCE	
CATERING	
SOCAN (TO BE PAID BY PROMO)	
CREDIT CARD FEES	
TOTAL BUILDING CHARGES	8428.21

FACILITY FEE	n/a
Less: Sales Tax	
Applied toward rent (per contract)	
less promo share	
Net FACILITY FEE	

<b>Convenience Fee Revenue</b>			
Convenience Fee Revenue - Web			0.00
Convenience Fee Revenue - Phone			0.00
Total Gross Convenience Fee Revenue			0.00
	<b># Tix</b>	<b>Cost</b>	
Convenience Fee Revenue - Web	0	\$ 4.20	0.00
Convenience Fee Revenue - Phone	0	\$ 4.20	0.00
			0.00

Total Fees - Convenience	0.00
Net Convenience Fee Revenue	0.00

**CONCESSION :**

PER CAPITA

6.32

GROSS SALES

17097.50

TAXES

(1118.53)

COS (cos )

(4021.67)

COS (direct labor)

(1964.05)

Sub-Total

9993.25

Less: Team/Prom Share

0.00

Less: Ovations 6%

NET CONCESSIONS

9993.25

Less Ovations 10%

NET CONCESSIONS

9,993.25

**SUB-CONTRACTORS**

TOTAL ANCILLARY INCOME

9993.25



FACILITY FEE	N/A
Less: Sales Tax	
less promo share	
Net FACILITY FEE	

**Convenience Fee Revenue**

Convenience Fee Revenue - Web			
Convenience Fee Revenue - Phone			
Total Gross Convenience Fee Revenue			0.00
	<u># Tix</u>	<u>Cost</u>	
Convenience Fee Revenue - Web		\$ 4.00	0.00
Convenience Fee Revenue - Phone		\$ 4.00	0.00
Total Fees - Convenience			0.00
Net Convenience Fee Revenue			#REF!

**CONCESSION :**

PER CAPITA	\$ 2.94
GROSS SALES	\$ 35,710.00
TAXES	\$ (2,336.17)
COS (cos )	\$ (8,396.74)
COS (direct labor)	\$ (4,096.80)
Sub-Total	\$ 20,880.29
Less: Team/Prom Share	\$ -
NET CONCESSIONS	\$ 20,880.29
Less Ovations 10%	
NET CONCESSIONS	\$ 20,880.29



MARKETING / PR		0.00
PRODUCTION		
EMT		731.91
STAGEHANDS		1217.50
CROWD MANAGEMENT		5391.15
K & S Security		1863.75
TICKET SELLERS		736.02
ENGINEER/ELECTRICIAN		0.00
CONVERSION / CHANGEOVER		2868.11
EVENT CREW OPERATIONS		1355.78
EVENT ATTENDANTS		0.00
GROUP SALES COMMISSIONS		0.00
GROUP SALES EXPENSE		0.00
HOUSE SOUND/LIGHTS		0.00
UTILITIES		1561.00
TICKET EXPENSE		0.00
POST EVENT CLEAN-UP		1301.54
CONTRACTED SECURITY		0.00
CLEANING SUPPLIES		
TRASH REMOVAL		
TELECOMMUNICATIONS		
INTERNET		
OTHER BILLED		
INSURANCE		
CATERING		
SOCAN (TO BE PAID BY PROMO)		
CREDIT CARD FEES		
TOTAL BUILDING CHARGES		17026.76
<b>FACILITY FEE</b>		n/a
Less: Sales Tax		
Applied toward rent (per contract)		
less promo share		
<b>Net FACILITY FEE</b>		
<hr/>		
<b>Convenience Fee Revenue</b>		
Convenience Fee Revenue - Web		
Convenience Fee Revenue - Phone		
Total Gross Convenience Fee Revenue		0.00
<b># Tix</b>	<b>Cost</b>	
Convenience Fee Revenue - Web	\$ 4.20	0.00
Convenience Fee Revenue - Phone	\$ 4.20	0.00
		0.00



AMENT  
5th, 2018