

**ALLIANT ENERGY CENTER OF DANE COUNTY
REVENUES AND EXPENSES
FOR THE SEVEN MONTHS ENDED, JULY 31**

	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2018-17 % CHANGE</u>
Operating Revenue	\$5,662,962	\$5,584,393	\$5,311,142	-5%
County Subsidized Events	<u>133,468</u>	<u>223,273</u>	<u>218,955</u>	n/a
Total Operating Revenue	\$5,796,430	\$5,807,666	\$5,530,097	-5%
Operating Expenses				
Personal Services	\$2,874,403	\$3,121,497	\$2,929,434	-6%
Utilities	467,282	551,935	533,704	-3%
Other Operating Expenses	695,900	703,538	812,465	15%
Contractual	329,581	343,890	344,873	0%
Indirect Charges (Note - A)	<u>157,826</u>	<u>176,983</u>	<u>154,117</u>	-13%
Total Operating Expenses	\$4,524,992	\$4,897,843	\$4,774,592	-3%
Operating Income (Loss)	\$1,271,438	\$909,823	\$755,505	-17%
Other Income (Note - B)	365,424	372,563	379,844	2%
Other Expense (Note - C)	(328,870)	(335,448)	(342,157)	n/a
Debt Service	(655,433)	(676,142)	(693,275)	3%
Capital Outlay	<u>(32,202)</u>	<u>(35,139)</u>	<u>(42,809)</u>	n/a
Net Revenue (Expense)	\$620,357	\$235,657	\$57,108	-76%

<u>Operating Revenue</u>			<u>Operating Income</u>			<u>Net Revenue (Expense)</u>		
Year	July	Year To Date	July	Year To Date		July	Year To Date	
2014	\$ 531,483	\$ 4,835,756	\$ (116,880)	\$ 564,418		\$ (209,647)	\$ (71,577)	
2015	\$ 299,603	\$ 5,517,833	\$ (383,829)	\$ 1,045,482		\$ (490,470)	\$ 296,079	
2016	\$ 490,581	\$ 5,796,430	\$ (105,188)	\$ 1,271,438		\$ (199,221)	\$ 620,357	
2017	\$ 455,272	\$ 5,807,666	\$ (239,630)	\$ 909,823		\$ (341,049)	\$ 235,657	
2018	\$ 485,777	\$ 5,530,097	\$ (242,313)	\$ 755,505		\$ (347,207)	\$ 57,108	

(Unaudited)

**ALLIANT ENERGY CENTER OF DANE COUNTY
REVENUES AND EXPENSES
FOR THE SEVEN MONTHS ENDED, JULY 31**

	2016	2017	2018	2018-17	Year
	<u>July</u>	<u>July</u>	<u>July</u>	<u>%</u>	<u>To Date</u>
Operating Revenue	\$374,130	\$264,821	295,326	11.5%	5,311,142
County Subsidized Events	<u>116,451</u>	<u>190,451</u>	<u>190,451</u>	0.0%	<u>218,955</u>
Total Operating Revenue	\$490,581	\$455,272	\$485,777	6.7%	\$5,530,097
Operating Expenses					
Personal Services	\$370,817	\$451,677	\$427,297	-5.4%	\$2,929,434
Utilities	49,548	97,762	120,068	22.8%	533,704
Other Operating Expenses	123,354	94,759	128,327	35.4%	812,465
Contractual	29,503	25,421	30,382	19.5%	344,873
Indirect Charges (Note - A)	<u>22,547</u>	<u>25,283</u>	<u>22,017</u>	-12.9%	<u>154,117</u>
Total Operating Expenses	\$595,769	\$694,902	\$728,090	4.8%	\$4,774,592
Operating Income (Loss)	(\$105,188)	(\$239,630)	(\$242,313)	1.1%	\$755,505
Other Income (Note - B)	-	-	-	n/a	379,844
Other Expense (Note - C)	-	-	-	n/a	(342,157)
Debt Service	(93,633)	(96,592)	(99,039)	2.5%	(693,275)
Capital Outlay	<u>(400)</u>	<u>(4,827)</u>	<u>(5,855)</u>	21.3%	<u>(42,809)</u>
Net Revenue (Expense)	(\$199,221)	(\$341,049)	(\$347,207)	1.8%	\$57,108

(UNAUDITED)

**ALLIANT ENERGY CENTER OF DANE COUNTY
REVENUES AND EXPENSES BY COST CENTER
FOR THE SEVEN MONTHS ENDED, JULY 31, 2018**

(Unaudited)

	<u>Exhibition</u>		<u>Conference</u>	<u>New Holland</u>		
	<u>Coliseum</u>	<u>Hall</u>	<u>Center</u>	<u>Arena</u>	<u>Pavilions</u>	<u>Grounds</u>
Operating Revenues	\$ 1,231,195	\$3,014,643	\$316,447	\$36,488	\$562,622	\$368,702
						\$5,530,097
Operating Expenses						
Personal Services	\$363,126	\$840,890	\$331,501	\$53,848	\$275,136	\$102,329
Utilities	185,144	139,434	26,271	15,859	138,685	12,172
Other Operating Expenses	158,196	282,676	24,436	33,956	136,790	27,797
Contractual	162,432	64,993	16,502	10,944	34,534	2,738
Indirect Charges (Note - A)	33,906	83,223	9,247	1,541	15,412	10,788
Parking	41,367	103,417	1,724	-	10,342	15,512
Administrative Overhead	221,699	544,170	60,463	10,077	100,772	70,541
Total Operating Expenses	\$1,165,870	\$2,058,804	\$470,144	\$126,226	\$711,671	\$241,878
						\$1,007,723
Operating Income (Loss)	\$65,325	\$955,839	(\$153,697)	(\$89,738)	(\$149,049)	\$126,824
						\$755,505
Other Income (Note - B)	-	371,344	-	-	-	8,500
Other Expense (Note - C)	-	(342,157)	-	-	-	-
Debt Service	(231,479)	(64,903)	(7,124)	(4,985)	(357,968)	(26,816)
Capital Outlay	(24,534)	-	-	-	(12,420)	(5,855)
						(42,809)
Net Revenue (Expense)	(\$190,687)	\$920,123	(\$160,821)	(\$94,722)	(\$519,437)	\$102,653
						\$57,108
For the Seven Months Ended, July 31						
Net Revenue (Expense) - 2017	(\$243,471)	\$1,005,672	(\$169,251)	(\$78,798)	(\$424,924)	\$146,430
Net Revenue (Expense) - 2016	(\$178,820)	\$1,335,649	(\$221,894)	(\$86,466)	(\$376,001)	\$147,889
Net Revenue (Expense) - 2015	(\$186,010)	\$885,898	(\$79,361)	(\$65,987)	(\$389,999)	\$131,537
						\$296,078
Operating Income - 2018	\$65,325	\$955,839	(\$153,697)	(\$89,738)	(\$149,049)	\$126,824
Operating Income - 2017	(\$12,698)	\$1,036,450	(\$161,012)	(\$75,473)	(\$45,128)	\$167,685
Operating Income - 2016	\$40,298	\$1,358,047	(\$216,641)	(\$66,216)	(\$4,995)	\$160,945
Operating Income - 2015	\$81,973	\$940,997	(\$62,400)	(\$62,662)	(\$21,244)	\$168,817
						\$1,045,481

(Unaudited)

**ALLIANT ENERGY CENTER OF DANE COUNTY
OTHER FINANCIAL INFORMATION - REVENUES
FOR THE SEVEN MONTHS ENDED JULY 31, 2018**

	<u>COLISEUM</u>	<u>EXHIBIT HALL</u>	<u>CONFERENCE CENTER</u>	<u>ARENA</u>	<u>NEW HOLLAND PAVILIONS</u>	<u>GROUNDS</u>	<u>TOTAL</u>
FMC	\$75,731	\$5,842					\$81,573
Rent	636,325	1,273,959	203,634	35,833	368,033	92,997	2,610,781
Rental Equipment	87	276,088	5,676		6,203	1,546	289,600
Electric & Sound	4,869	273,853	12,800		16,278	5,800	313,600
Internet	28	2,367	139		471		3,005
Ushers	21,051	34,439	239				55,729
Advertising	9,917				14,583	19,250	43,750
Concession	233,049	437,919	72,888		86,724	117,155	947,735
Floor Charge							0
Hotel Lease						47,791	47,791
Room Tax	7,360	29,440	1,937				38,737
DC Agent POS			8,250				8,250
Promotion							0
Manure Removal					11,193		11,193
Miscellaneous Income	11,287	81,346	97	132	7,345	1,616	101,823
Concession Marketing		10,000					10,000
Concession Maintenance		37,591					37,591
Pouring Rights	16,500	8,500					25,000
Parking	<u>214,991</u>	<u>543,299</u>	<u>10,787</u>	<u>523</u>	<u>51,792</u>	<u>82,547</u>	<u>903,939</u>
	\$1,231,195	\$3,014,643	\$316,447	\$36,488	\$562,622	\$368,702	\$5,530,097

FOR THE SEVEN MONTHS ENDED JULY 31, 2017

FMC	\$84,351						\$84,351
Rent	588,816	1,346,299	199,302	48,113	401,487	78,115	2,662,132
Rental Equipment	227	319,572	6,748	160	3,015	4,173	333,895
Electric & Sound	7,300	318,230	18,375	336	2,925	5,800	352,966
Internet	853	1,365	91		131		2,440
Ushers	23,258	33,291					56,549
Advertising	9,917				14,583	19,250	43,750
Concession	268,659	471,153	88,903		44,128	158,308	1,031,151
Floor Charge							0
Hotel Lease						46,808	46,808
Room Tax	7,900	31,599	2,079				41,578
Promotion							0
Manure Removal					10,618		10,618
Miscellaneous Income	11,226	68,972	9,624	134	6,788	5,403	102,147
Concession Marketing		10,000					10,000
Concession Maintenance		40,847					40,847
Pouring Rights	16,500	8,500					25,000
Parking	<u>261,158</u>	<u>555,124</u>	<u>10,783</u>	<u>1,440</u>	<u>56,600</u>	<u>78,329</u>	<u>963,434</u>
	\$1,280,165	\$3,204,952	\$335,905	\$50,183	\$540,275	\$396,186	\$5,807,666

**ALLIANT ENERGY CENTRAL OF DANE COUNTY
OTHER FINANCIAL INFORMATION - PERSONAL SERVICES
FOR THE SEVEN MONTHS ENDED JULY 31, 2018**

	<u>ADMIN</u>	<u>COLISEUM</u>	<u>EXHIBIT HALL</u>	<u>CONFERENCE CENTER</u>	<u>ARENA</u>	<u>PAVILIONS</u>	<u>PARKING</u>	<u>GROUNDS</u>	<u>TOTAL</u>
NEW HOLLAND									
<u>Personal Services</u>									
Salaries & Wages	\$491,664	\$95,715	\$225,936	\$189,661	\$2,607	\$105,339	\$33,116	\$37,962	\$1,182,000
Overtime	7,412	29,331	44,525	22,877	2,068	16,955	20,666	2,858	\$146,692
LTE	58,908	150,136	375,025	6,151	41,753	78,983	8,871	34,787	\$754,614
Per Diem									\$0
Benefits	<u>288,482</u>	<u>79,804</u>	<u>186,514</u>	<u>112,812</u>	<u>7,420</u>	<u>73,499</u>	<u>23,844</u>	<u>26,722</u>	<u>\$799,097</u>
	\$846,466	\$354,986	\$832,000	\$331,501	\$53,848	\$274,776	\$86,497	\$102,329	\$2,882,403

FOR THE SEVEN MONTHS ENDED JULY 31, 2017

<u>Personal Services</u>									
Salaries & Wages	\$477,875	\$83,125	\$253,423	\$199,353	\$7,261	\$80,899	\$24,330	\$38,489	\$1,164,755
Overtime	11,489	38,112	57,527	32,869	1,679	17,566	14,472	3,136	\$176,850
LTE	46,433	240,336	449,821	8,818	35,469	86,461	4,779	33,382	\$905,499
Per Diem									\$0
Benefits	<u>279,751</u>	<u>86,288</u>	<u>214,499</u>	<u>120,535</u>	<u>9,155</u>	<u>60,726</u>	<u>17,154</u>	<u>26,886</u>	<u>\$814,994</u>
	\$815,548	\$447,861	\$975,270	\$361,575	\$53,564	\$245,652	\$60,735	\$101,893	\$3,062,098