

# 2021 BUDGET REQUEST

DANE COUNTY BOARD OF SUPERVISORS



**Alliant  
Energy  
Center**

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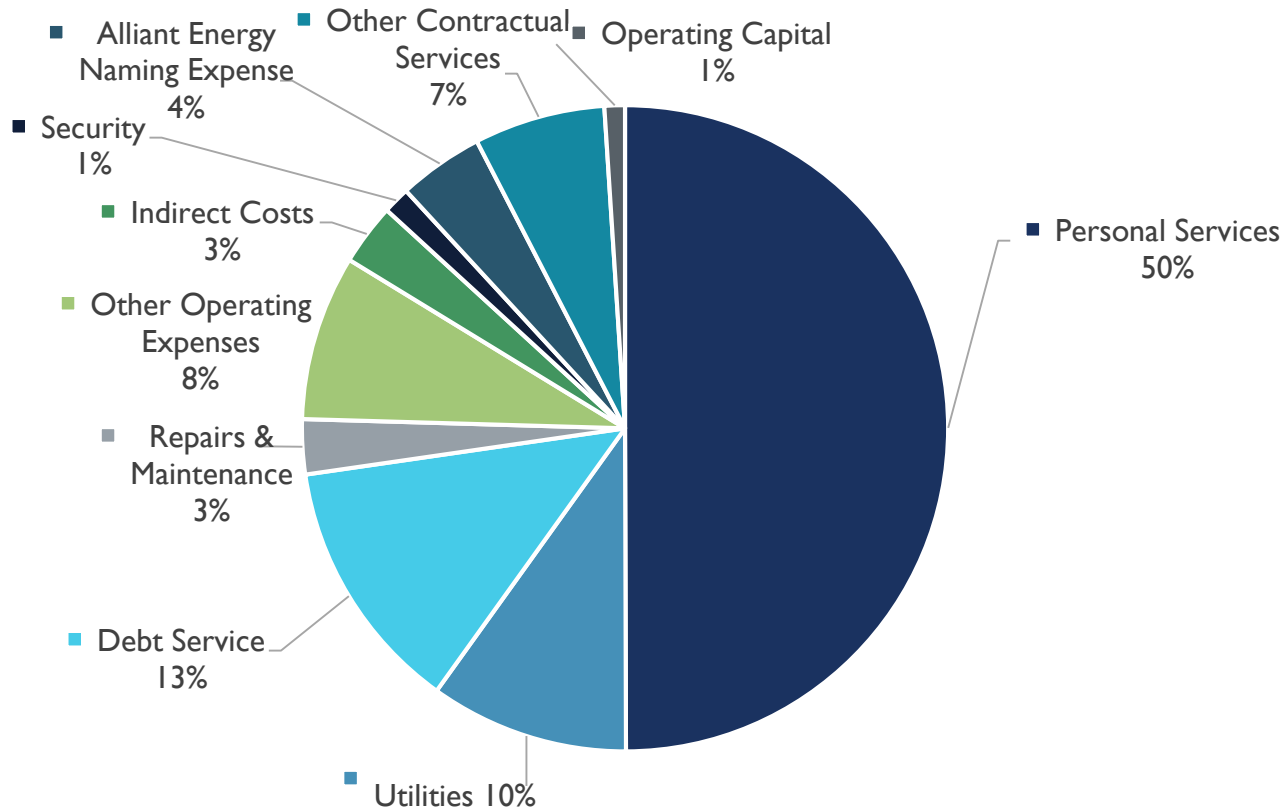
SEPTEMBER 10, 2020

# 2021 REQUESTED BUDGET SUMMARY



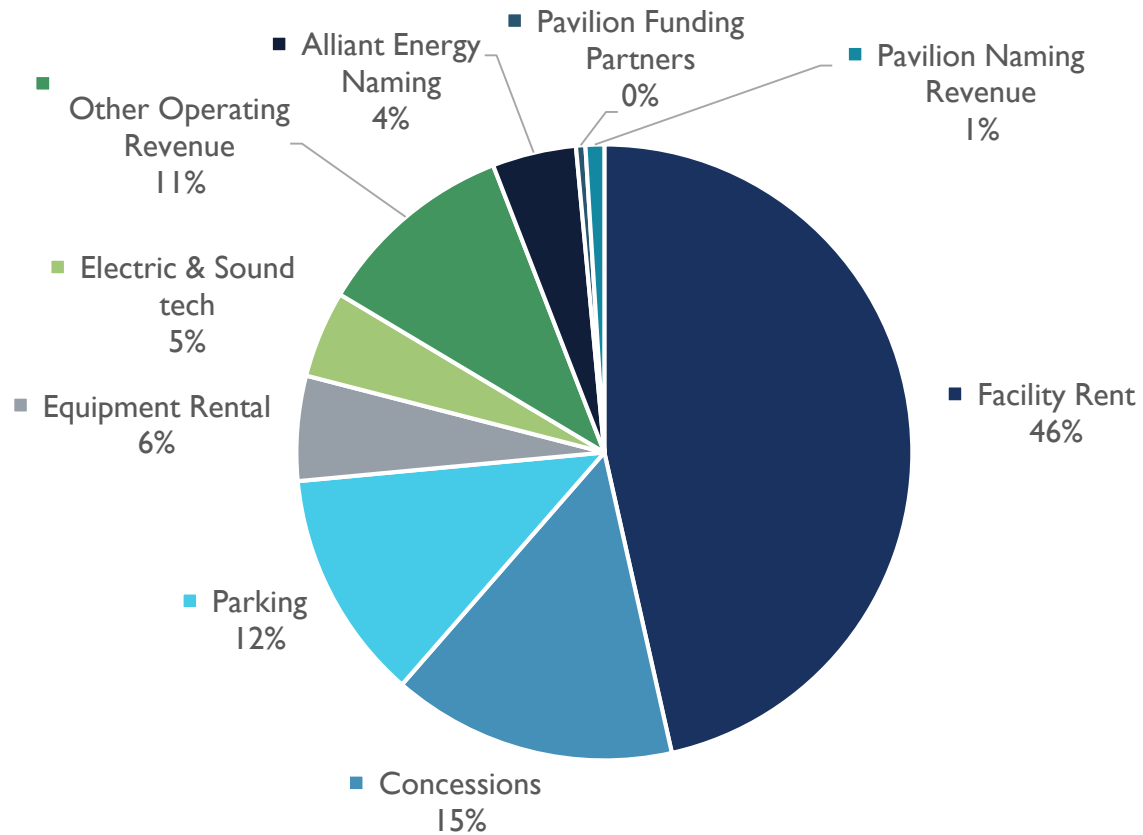
Operating Revenue		\$9,566,600
Operating Expenses		
Personal Services	\$4,878,700	
Utilities	\$972,200	
Other Operating Expenses	\$1,076,200	
Contractual Services	\$772,200	
Indirect Costs	\$299,873	
Total Operating Expenses		\$7,999,173
<b>Operating Income</b>		<b>\$1,567,427</b>
Other Income		\$598,000
Other Expenses		(\$417,000)
Debt Service		(\$1,250,414)
Capital Outlay		(\$100,000)
<b>Net Revenue</b>		<b>\$398,013</b>

# 2021 REQUESTED EXPENSES



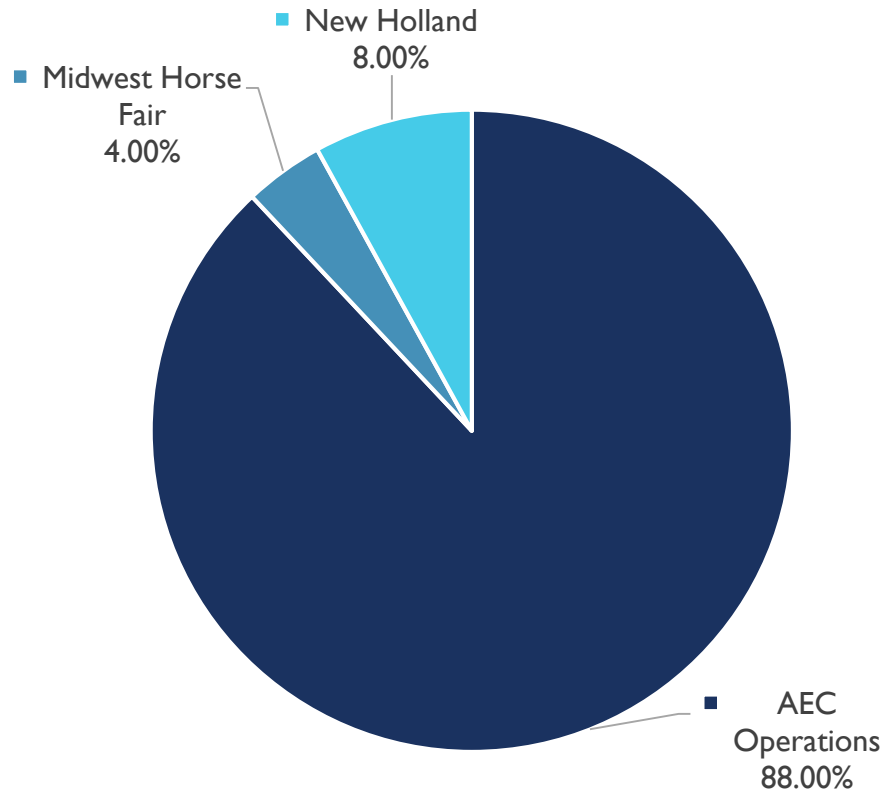
Personal Services	\$4,878,700
Utilities	972,200
Debt Service	1,250,414
Repairs & Maintenance	268,300
Other Operating Expenses	807,900
Indirect Costs	299,873
Security	131,500
Alliant Energy Naming Expense	417,000
Other Contractual Services	640,700
Operating Capital	100,000
<b>Total</b>	<b>\$9,766,587</b>

# 2021 REQUESTED REVENUE



Facility Rent	\$4,724,700
Concessions	1,517,600
Parking	1,230,000
Equipment Rental	559,300
Electric & Sound Tech	463,200
Other Operating Revenue	1,071,800
Alliant Naming Revenue	448,000
Pavilion Funding Partners	50,000
Pavilion Naming Revenue	100,000
<b>Total</b>	<b>\$10,164,600</b>

# 2021 DEBT SERVICE FUNDING



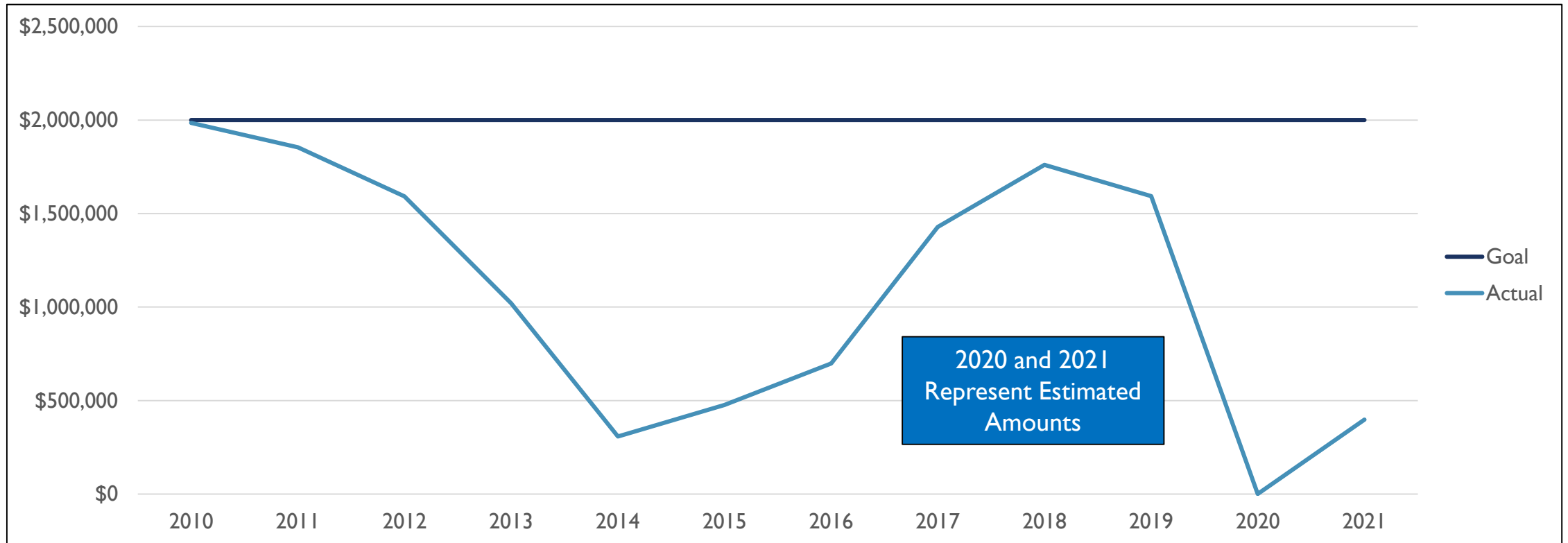
Alliant Energy Center Operations	\$1,100,414
Midwest Horse Fair	50,000
New Holland	100,000
<b>Total</b>	<b>\$1,250,414</b>

# REQUESTED DECISION ITEMS



	Event Changes	Inflation	Staff Reorganization	Operating Capital
<b>Operating Revenue</b>	<b>(\$311,700)</b>	<b>\$40,600</b>	<b>\$0</b>	<b>\$0</b>
Personal Services	(\$25,700)	\$0	(\$636,000)	\$0
Operating Expenses	(\$13,800)	\$33,000	(\$25,400)	\$0
Contractual Services	\$46,000	\$7,800	(\$102,700)	\$0
Operating Capital	\$0	\$0	\$0	\$100,000
<b>Total Operating Expenses</b>	<b>\$6,500</b>	<b>\$40,800</b>	<b>(\$764,100)</b>	<b>\$100,000</b>
<b>Operating Income</b>	<b>(\$318,200)</b>	<b>(\$200)</b>	<b>\$764,100</b>	<b>(\$100,000)</b>
Other Income	\$0	\$76,500	\$0	\$0
Other Expense	\$0	(\$75,400)	\$0	\$0
<b>Net Revenue Over/(Under) Expense</b>	<b>(\$318,200)</b>	<b>\$900</b>	<b>\$764,100</b>	<b>(\$100,000)</b>
There are no Capital Budget Requests for 2021				

# RESERVE FUND BALANCE



# CHALLENGES



**During these unprecedented times our greatest challenges have been:**

- Decrease in event operations, revenue, and significant staff reductions
- Deferred maintenance of buildings, equipment, and grounds
- Inability to provide continuity of operations and events
- Depleting our reserve fund
- Unclear future of events and programming in 2021



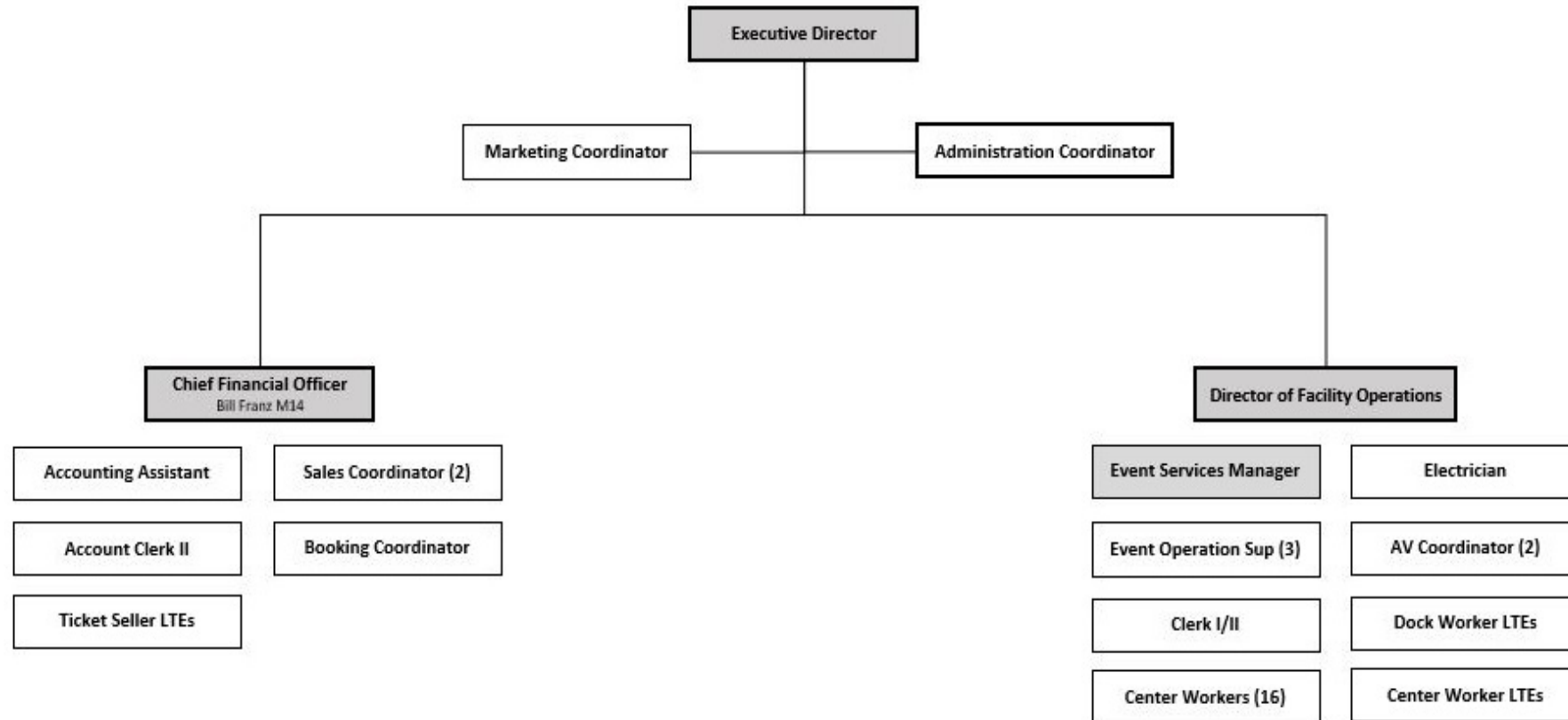
# ACCOMPLISHMENTS



## **Remaining resilient by remapping our Operational Efficiencies**

- Clean Slate Program (Our commitment to a safe and clean facility)
- Staff reorganization and roles/responsibility alignments
- Rental and Equipment rate card updates to ensure financial success
- Software improvements, workflow diligence, move to more “digital” environment
- Offering flexibility to clients and expert consultation to re-imagine events for 2020

# ORGANIZATION CHART



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# UNMET NEEDS AND COMMUNITY INVOLVEMENT



- **When it is safe to host events again we will need the financial stability to cover wages, facility repairs/upgrades, and necessary equipment for each department.**
- **However, despite the tolls of the pandemic, we have seized the opportunity to remain involved with the community of Dane County and the greater Madison Metropolitan Area by collaborating on the following successful events:**
  - Largest COVID-19 testing site in Wisconsin and most efficient operation in US per ANG command staff
  - Food Truck Fridays, Second Harvest Food Bank, Dane County Farmers Market, Festival Foods Drive-In Fireworks
  - Smaller events: drive-in religious ceremonies/movie nights, Madison Fire Department trainings, motorcycle trainings
    - If you can hold an event in a parking lot – we have the space for you!
    - And if you didn't think it was possible, let us help you be creative!

# OUR COMMITMENT TO RACIAL EQUITY



**Despite a challenging 2020, we continue to focus on:**

- Evaluating our recruitment, retention, and hiring procedures to ensure a diverse employee and future employee candidate base
- Re-engage in participating in monthly RESJ opportunities
- Develop a new, agency appropriate, measurable and attainable equity plan
- Engage core leadership staff in planning, development, and deployment of programs/training
- Develop an on-boarding process that includes equity plan training/development
- Equity assistance booking fund \*new for 2020\*