



PEORIA CIVIC CENTER

OPERATING AND CAPITAL BUDGET

FISCAL YEAR ENDING AUGUST 31, 2020

August 26, 2019 Update



PEORIA CIVIC CENTER®



PEORIA CIVIC CENTER
Operating and Capital Budget
Fiscal Year Ending 8/31/20

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**Peoria Civic Center
Budget
For Fiscal Year Ending 8/31/20**

Event Days		439
Attendance		541,307
Direct Event Income		
	Gross Sales	15,744,015
	Cost of Sales	14,500,607
	Direct Event Income	\$ 1,243,408
Ancillary Income		
	Concessions	\$ 1,268,540
	Catering	\$ 1,011,940
	Novelties	\$ 105,564
	Parking	\$ 306,135
	Advertising Commissions	\$ 26,573
	Facility Improvement Fee	\$ 554,562
	Ticket Incentives	\$ 752,353
	Total Ancillary Income	<u>\$ 4,025,667</u>
	Total Event Income	\$ 5,269,075
Total Other Income		\$ 835,300
H.R.A. Tax Subsidy Net to PCCA		\$ 700,000
Adjusted Gross Income		\$ 6,804,375
Indirect Expenses		<u>\$ (6,655,284)</u>
Net Income (Loss) Before Depreciation		\$ 149,092
Depreciation		\$ (4,519,540)
Net Loss		<u><u>\$ (4,370,448)</u></u>

**PEORIA CIVIC CENTER AUTHORITY
CAPITAL EXPENDITURES BUDGET 2020**

Number	Description		
2020-1	Event Equipment		\$ 148,500.00
	Chairs (Folding and Banquet)	\$ 38,500	
	Hockey Glass	\$ 2,500	
	Pro-Deck	\$ 7,500	
	Audio/Visual	\$ 100,000	
2020-2	Equipment-Moveable		\$ 47,500.00
	Forklift/Manlift	\$ 45,000	
	Maintenance (Tools and Equipment)	\$ 2,500	
2020-3	Office Equipment		\$ 5,000.00
	Computers, Server, Furniture	\$ 5,000	
2020-4	Mechanical/Electrical Systems		\$ 174,000.00
	HVAC	\$ 20,000	
	Plumbing	\$ 20,000	
	Electrical	\$ 20,000	
	Siemens Controls	\$ 64,000	
	Electrical Panel Replacement (Control Panel)	\$ 30,000	
	Water Heater Units	\$ 20,000	
2020-5	Concrete	\$ 50,000	\$ 50,000.00
2020-6	Data/Communications		\$ 10,000.00
	WiFi access points	\$ 10,000	
2020-7	Security Equipment		\$ 25,000.00
	Bollards	\$ 25,000	
2020-8	Life Safety		\$ 25,000.00
	Life Safety Issues	\$ 25,000	
2020-9	Capital Project Contingency	\$ 50,000	\$ 50,000.00
2020-10	Catering And Concessions Equipment		\$ 25,000.00
	Equipment	\$ 25,000	
2020-11	Building		\$ 40,000.00
	Doors and Airwalls	\$ 20,000	
	Windows (Glazing and gaskets)	\$ 20,000	
Total FY 2020 Capital Budget		\$ 600,000	\$ 600,000



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PEORIA CIVIC CENTER®

SUPPORTING DOCUMENTS

FY 20 Proposed Budget

Attached is the proposed FY20 budget for your consideration. The Finance Committee approved this budget at its meeting on July 23, 2019. The Authority Board approved this budget at its meeting on July 23, 2019.

The summary below shows a FY20 budget income of \$149,092.

<u>Budget Summary</u>	<u>FY20 Proposed</u>	<u>FY19 Approved</u>
Revenue	\$6,103,875	\$5,731,197
Expense	\$6,630,284	<u>\$6,635,696</u>
Operating Income (Loss)	(\$526,408)	(\$904,499)
HRA Tax Subsidy	<u>\$700,000</u>	<u>\$538,487</u>
Non-Operating Rev (Exp)	(\$24,500)	(\$24,500)
Adjusted Income	\$149,092	(\$390,512)

FY19 Overview

FY19 posted an increase in total event income of 13.3% while expenses increased 4.1% primarily due to an increased event load. Carver Arena, PCC Convention Center and PCC Theater exceeded budget expectations posting a positive net adjusted income for each section of the venue.

FY20 Overview

The FY20 forecast for event income is \$6.1 million, which is a 6.5% increase compared to the FY19 Budgeted event income.

The budgeted revenues vs. FY19 budget are expected to be higher in the arena while revenue in the theater and convention center are expected to decrease.

Total personnel costs (including taxes and benefits) have been budgeted to a slight decrease versus FY19 budget.

Adjusted Gross Income is expected to improve \$539,604 compared to FY19 budget.

Convention Center

The Convention Center is projecting a 5.95% decrease in net revenue for FY20. Convention clients are progressively shifting to a model of rotating locations for their annual events versus returning to the same city each year. Several conventions were lost to competitive cities due to hotel room availability and rates. These trends negatively affect the convention line item for FY20, which makes up 35% of the total convention center revenue

Arena

The Arena is projecting a 6.53% improvement in arena business over FY19 primarily due to anticipated increased concert business revenues and maintaining revenues for tenant sports.

Theater

The theater is expecting a 5.6% decrease in overall business based on lower projected revenues for the Broadway Series vs. FY19 which was anchored by a two-week Lion King engagement.

Peoria Civic Center
Budget Highlights
For Fiscal Year Ending 8/31/20

Event Attendance	2020	2020	2019	2019	2018	2018	2017	2017	2016	2016	2015
	Budget	% Change	Projected	% Change	Actual	% Change	Actual	% Change	Actual	% Change	Actual
Conventions / Trade Shows	145,737	-4.20%	152,122	-20.63%	191,652	-13.16%	220,696	18.72%	185,895	29.39%	143,673
Banquets	26,111	10.26%	23,682	-18.46%	29,044	10.26%	26,341	-17.89%	32,081	2.38%	31,336
Meetings	7,550	149.67%	3,024	-67.45%	9,291	-17.03%	11,198	18.05%	9,486	-12.98%	10,901
Family	24,600	-3.59%	25,515	-3.76%	26,512	20.89%	21,930	122.98%	9,835	-45.49%	18,041
Sports	182,259	1.13%	180,223	-6.32%	192,380	4.70%	183,742	-7.29%	196,196	0.35%	197,498
Entertainment	34,400	-5.13%	36,262	14.81%	31,585	54.65%	20,423	-23.99%	26,870	-33.80%	40,587
Concerts	71,400	-15.98%	84,981	105.73%	41,308	-46.37%	77,018	16.94%	65,860	-7.27%	71,022
Performances	44,030	-30.80%	63,626	28.79%	49,403	-31.48%	72,095	16.40%	61,938	10.71%	55,946
Other	5,220	-42.26%	9,040	-8.04%	9,830	31.95%	7,450	-31.76%	10,918	59.48%	6,846
Total Event Attendance	541,307	59.10%	578,475	24.67%	581,005	14.43%	640,893	112.15%	601,079	2.78%	575,850

Event Days	2020	2020	2019	2019	2018	2018	2017	2017	2016	2016	2015
	Budget	% Change	Projected	% Change	Actual	% Change	Actual	% Change	Actual	% Change	Actual
Conventions / Trade Shows	114	-11.63%	129	-32.81%	192	-13.12%	221	-16.29%	264	38.95%	190
Banquets	72	-8.86%	79	-15.05%	93	-14.68%	109	-6.84%	117	14.71%	102
Meetings	51	27.50%	40	-33.33%	60	-11.76%	68	-6.85%	73	-47.86%	140
Family	11	10.00%	10	11.11%	9	12.50%	8	60.00%	5	-50.00%	10
Sports	90	-11.76%	102	2.00%	100	5.26%	95	-2.06%	97	12.79%	86
Entertainment	17	-22.73%	22	57.14%	14	16.67%	12	-14.29%	14	-36.36%	22
Concerts	29	7.41%	27	58.82%	17	-26.09%	23	21.05%	19	-9.52%	21
Performances	42	-12.50%	48	6.67%	45	-18.18%	55	-17.91%	67	-6.94%	72
Other	13	-23.53%	17	-60.47%	43	168.75%	16	-60.00%	40	-34.43%	61
Total Event Days	439	-46.10%	474	-5.92%	573	119.35%	607	-43.18%	696	-118.67%	704

**Peoria Civic Center
Statement of Income
For Fiscal Year Ending 8/31/20**

	2020 Budget	2020 % Change	2019 Projected	2018 Actual	2017 Actual
Event Income					
Direct Event Income	1,243,408	-9.56%	1,374,777	1,205,401	1,244,775
Concessions Income	1,268,540	-3.85%	1,319,368	1,032,917	1,509,167
Catering Income	1,011,940	11.56%	907,047	1,029,707	1,015,395
Merchandise Income	105,564	-19.77%	131,573	69,894	102,975
Parking Income	306,135	-13.83%	355,270	326,219	415,037
Advertising Commissions	26,573	-44.21%	47,634	30,713	39,708
Facility Improvement Fee	554,562	-23.34%	723,401	523,951	636,317
Ticket Incentives	752,353	-3.22%	777,374	475,182	722,047
Total Event Income	5,269,075	-6.52%	5,636,444	4,693,984	5,685,421
Other Operating Revenues					
Non Event Parking	5,000	91.57%	2,610	4,380	5,055
Suite Income	162,000	-2.41%	165,995	136,586	174,450
Advertising - Signage & Sponsorships	560,000	8.33%	516,956	476,269	526,758
Guaranteed Ticket Club Membership Fees	0	0.00%	0	0	0
Miscellaneous Income	7,800	-95.51%	173,646	26,073	9,711
SMG Capital Contribution	100,000	0.00%	99,999	100,000	100,000
Concession Investment	0	0.00%	0	0	0
Total Other Operating Revenues	834,800	-12.97%	959,206	743,308	815,974
Total Operating Revenues	6,103,875	-7.46%	6,595,650	5,437,292	6,501,395
Indirect Expenses					
Executive	271,472	3.29%	262,835	206,574	210,645
Finance	382,198	12.43%	339,936	342,577	420,931
Marketing	372,545	6.94%	348,366	246,143	371,476
Convention Sales	210,777	10.21%	191,251	323,054	285,132
Operations	2,572,895	-6.20%	2,743,102	2,379,313	2,465,092
Box Office	226,046	2.58%	220,352	242,980	219,897
Authority	2,500	-28.13%	3,478	2,346	1,649
Overhead	1,755,571	-0.29%	1,760,658	1,764,349	1,738,479
Savor	836,281	-1.51%	849,109	777,586	860,900
Total Indirect Expenses	6,630,284	-1.32%	6,719,087	6,284,922	6,574,201
Operating Income Before Depreciation Net of TRF	(526,408)	326.46%	(123,437)	(847,630)	(72,806)
Operating Income Before Depreciation	(1,366,408)	41.48%	(965,790)	(1,689,983)	(911,299)
Depreciation	4,519,540	-22.43%	5,826,073	5,777,922	5,539,490
Operating Loss	(5,045,948)	-15.19%	(5,949,510)	(6,625,552)	(5,612,296)
Non-Operating Revenues (Expenses)					
Interest Income	500	400.00%	100	183	821
Provision for Bad Debts	(5,000)	500.96%	(832)	(1,170)	(9,679)
Interest Expense	(20,000)	42.55%	(14,030)	(17,455)	(27,631)
HRA Tax Subsidy	700,000	2.15%	685,254	343,470	631,029
Total Non-Operating Revenues (Expenses)	675,500	0.75%	670,492	325,028	594,540
Net Loss	(4,370,448)	-17.21%	(5,279,018)	(6,300,524)	(5,017,756)
without depreciation	149,092	-72.75%	547,055	(522,602)	521,734

**Peoria Civic Center
Statement of Cash Flows
For Fiscal Year Ending 8/31/20**

	Total Budget	FY19
Cashflow from Operating Activities:		
Net Loss	(4,370,448)	(5,279,018)
Depreciation	4,519,540	5,826,073
Adjustments to Net Loss:		
Amortization of CenterPlate Investment	-	-
Changes in Assets & Liabilities:		
Accounts Receivable		
Prepaid Expenses		
Other Assets		
Accounts Payable & Accrued Expenses		
Net TRF Grants		
Advance Deposits & Ticket Sales		
Long Term Liabilities	(110,000) ¹	(110,000)
Net Cash Provided by Operating Activities	39,092	437,055
Cashflow from Capital & Related Financing Activities:		
Capital Expenditures	(600,000)	(811,703)
Funding from DCEO Grant	-	-
SMG/Savor Capital Investment Expenditures	-	-
Funding from SMG/Savor Capital Investment	-	-
Net Cash used in Investing Activities	(600,000)	(811,703)
Net Increase (Decrease) in Cash	(560,908)	(374,648)
Beginning Balance (Unreserved Cash)	339,101	713,749
Ending Balance	(221,807)	339,101

1) Principal amount of land acquisition debt,
Maturity Date 03/01/22

Peoria Civic Center
Budget - Year Ending 8/31/2020
Indirect Expenses

	2020 Budget	2020 % Change	2019 Budget	2019 Projected	2018 Actual	2017 Actual
Wages Full Time*	\$ 2,363,083	-0.75%	\$ 2,381,003	\$ 2,233,363	\$ 2,195,851	\$ 2,294,810
Wages Part Time**	\$ 249,600	-1.22%	\$ 252,684	\$ 275,801	\$ 280,639	\$ 300,187
Total Salaries & Wages	\$ 2,612,683	-0.80%	\$ 2,633,687	\$ 2,509,164	\$ 2,476,490	\$ 2,594,997
Payroll Taxes	\$ 268,275	0.99%	\$ 265,644	\$ 244,199	\$ 225,477	\$ 252,479
Employee Benefits	\$ 555,915	0.60%	\$ 552,574	\$ 526,446	\$ 441,208	\$ 384,905
401k	\$ 86,157	2.96%	\$ 83,681	\$ 91,103	\$ 78,951	\$ 74,919
Workers Compensation	\$ 91,960	1.93%	\$ 90,223	\$ 93,041	\$ 86,317	\$ 85,138
Total Personnel Costs	\$ 3,614,991	-0.30%	\$ 3,625,809	\$ 3,463,953	\$ 3,308,443	\$ 3,392,438
Advertising	\$ 47,830	-41.77%	\$ 82,139	\$ 78,163	\$ 65,790	\$ 126,842
Bank Service Charges	\$ 4,800	0.00%	\$ 4,800	\$ 4,716	\$ 6,061	\$ 3,846
Business Insurance	\$ 244,000	4.70%	\$ 233,039	\$ 224,556	\$ 242,408	\$ 248,838
Client Gifts	\$ 2,200	-26.67%	\$ 3,000	\$ 1,981	\$ 1,835	\$ 5,065
Community Relations	\$ -	-100.00%	\$ 6,000	\$ 1,451	\$ 3,073	\$ 2,666
Computer	\$ 82,160	14.37%	\$ 71,834	\$ 73,778	\$ 66,319	\$ 73,415
Corporate Travel	\$ 4,000	0.00%	\$ 4,000	\$ 2,700	\$ 18,414	\$ 2,404
Dues & Subscriptions	\$ 9,045	-19.56%	\$ 11,245	\$ 5,636	\$ 8,981	\$ 12,270
Education & Training	\$ 3,600	20.00%	\$ 3,000	\$ 1,957	\$ 3,825	\$ 9,265
Electricity	\$ 655,000	0.00%	\$ 655,000	\$ 629,736	\$ 700,696	\$ 688,507
Employee Relations	\$ 12,500	-12.28%	\$ 14,250	\$ 12,000	\$ 21,697	\$ 18,456
Entertainment	\$ 4,550	33.43%	\$ 3,410	\$ 4,006	\$ 2,596	\$ 3,419
Garbage Hauling	\$ 34,000	6.25%	\$ 32,000	\$ 38,542	\$ 33,091	\$ 31,609
Heating Fuel	\$ 185,000	3.35%	\$ 179,000	\$ 180,220	\$ 173,999	\$ 186,664
Job Advertisements	\$ 1,500	25.00%	\$ 1,200	\$ 2,222	\$ 3,329	\$ 1,449
Maintenance	\$ 604,625	3.90%	\$ 581,950	\$ 597,919	\$ 578,373	\$ 557,364
Meetings & Conferences	\$ 33,834	17.49%	\$ 28,798	\$ 29,261	\$ 40,442	\$ 56,366
Office Supplies	\$ 24,000	0.00%	\$ 24,000	\$ 34,480	\$ 17,863	\$ 26,381
Outside Services	\$ 176,944	4.43%	\$ 169,444	\$ 240,961	\$ 167,569	\$ 227,161
Postage	\$ 10,000	0.00%	\$ 10,000	\$ 10,417	\$ 2,656	\$ 13,620
Professional Fees	\$ 410,129	2.16%	\$ 401,442	\$ 428,731	\$ 402,997	\$ 387,043
Supplies - (Non-office)	\$ 215,300	-9.30%	\$ 237,365	\$ 370,882	\$ 170,615	\$ 286,983
Telephone	\$ 56,300	-21.04%	\$ 71,300	\$ 84,148	\$ 76,273	\$ 74,833
Water & Sewer	\$ 155,000	3.33%	\$ 150,000	\$ 168,348	\$ 162,728	\$ 137,299
Storm Water	\$ 38,976	23.07%	\$ 31,671	\$ 28,323	\$ 4,851	\$ -
	\$ 3,015,293	0.18%	\$ 3,009,887	\$ 3,255,133	\$ 2,976,482	\$ 3,181,765
Total Indirect Expenses	\$ 6,630,284	-0.08%	\$ 6,635,696	\$ 6,719,087	\$ 6,284,926	\$ 6,574,203
Bad Debt	\$ 5,000	0.00%	\$ 5,000	\$ 100	\$ 1,170	\$ 9,679
Interest Expense	\$ 20,000	0.00%	\$ 20,000	\$ 14,030	\$ 17,455	\$ 27,631