



# *Onondaga County Legislature*

**Kathleen A. Rapp**

**County Legislator – 5<sup>th</sup> District**

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**REVISED**

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## **PLANNING & ECONOMIC DEVELOPMENT COMMITTEE AGENDA**

**10:30 a.m.  
November 10, 2016**

**401 Montgomery St., Room 407 Court House  
Syracuse, New York 13202**

- A. A READING OF THE MINUTES OF THE PROCEEDINGS OF THE PREVIOUS COMMITTEE UNLESS WAIVED)
- B. APPROVAL OF THE MINTUES OF THE PROCEEDINGS OF THE PREVIOUS COMMITTEE
- C. PRESENTATION OF RESOLUTIONS AND LOCAL LAWS:
  - 1. COMMUNITY DEVELOPMENT:
    - a. Authorizing the Transfer of Tax Delinquent Properties to the Onondaga County Housing Development Fund Company
  - 2. VISIT SYRACUSE:
    - a. Amending the 2016 County Budget to Make Funds Available for Distribution to Visit Syracuse (\$100,000)
    - b. Designating Visit Syracuse as the Agency Authorized to Make Application to the New York State Department of Economic Development and to Receive Matching Funds Therefrom Under the New York State Tourist Promotion Act
  - 3. ONCENTER – SMG: Kelly Carr, General Manager
    - a. 3<sup>rd</sup> Quarter Report
    - b. Amphitheater – 1<sup>st</sup> Year Report
- D. ADJOURNMENT

December 6, 2016

Motion Made By Mrs. Rapp

RESOLUTION NO. \_\_\_\_\_

AUTHORIZING THE TRANSFER OF TAX DELINQUENT PROPERTIES TO THE ONONDAGA COUNTY HOUSING DEVELOPMENT FUND COMPANY

WHEREAS, Lot No. 101.-08-04.0, also known as 7774 Main Street in the Town of Fabius, is tax delinquent and the unpaid taxes, interest and penalties thereon total \$15,603.07; and

WHEREAS, Lot No. 007.-11-18.0, also known as 1208 Woods Road in the Town of Geddes, is tax delinquent and the unpaid taxes, interest and penalties thereon total \$11,517.07; and

WHEREAS, Lot No. 003.-01-15.1, also known as 219 Chestnut Street in the Town of Clay, is tax delinquent and the unpaid taxes, interest and penalties thereon total \$20,488.41; and

WHEREAS, Lot No. 024.-05-09.0, also known as 104 Augusta Drive in the Town of Cicero, is tax delinquent and the unpaid taxes, interest and penalties thereon total \$21,184.16; and

WHEREAS, Lot No. 018.-02-09.0, also known as 103 Willow Wood Lane in the Town of Camillus, is tax delinquent and the unpaid taxes, interest and penalties thereon total \$29,984.85; and

WHEREAS, Lot No. 022.-01-06.0, also known as 9433 Pendergast Road in the Town of Lysander, is tax delinquent and the unpaid taxes, interest and penalties thereon total \$16,607.90; and

WHEREAS, Lot No. 062.-17-04.0 also known as 712 Matty Avenue in the Town of Salina, is tax delinquent and the unpaid taxes, interest and penalties thereon total \$45,195.02; and

WHEREAS, by Resolution No. 156-1992, the Onondaga County Legislature authorized the formation of the Onondaga County Housing Development Fund Company and agreed to continue the conveyance of tax delinquent property and the discharge of taxes on said property for purposes of the Onondaga County Homeownership Program, said property to be owned after conveyance by the Onondaga County Housing Development Fund Company; and

WHEREAS, the Onondaga County Housing Development Fund Company has need for said properties for low and moderate income housing purposes; and

WHEREAS, the County is the owner and holder of tax sale certificates on said lots, and it is the desire of this Legislature to authorize the transfer of said properties to the Onondaga County Housing Development Fund Company; now, therefore be it

RESOLVED, that for a consideration of \$1.00, payment waived, the County Executive and the Onondaga County Chief Fiscal Officer be and hereby are authorized to execute deeds to acquire the above mentioned properties by tax deeds, to transfer said properties to the Onondaga County Housing Development Fund Company, and to discharge any and all unpaid interest and penalties thereon excepting the year on which the tax deed is based.

Tax Delinquent Properties.doc  
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ONONDAGA COUNTY  
LEGISLATURE

2a.

December 6, 2016

Motion Made By Mrs. Rapp

RESOLUTION NO. \_\_\_\_\_

AMENDING THE 2016 COUNTY BUDGET TO MAKE FUNDS AVAILABLE FOR DISTRIBUTION TO VISIT SYRACUSE

WHEREAS, funding was placed within a contingency account during adoption of the 2016 County Budget, and it is necessary to amend the budget and make such funds available for use by Visit Syracuse; now, therefore be it

RESOLVED, that the budget shall be amended, as provided herein below, to remove the remaining funding from the contingency account and to make such funds available for use consistent with the intent of this resolution, provided that agreements are executed as may be necessary, containing terms and conditions to be negotiated regarding such funds, including, but not limited to, the use and oversight thereof; and, be it further

RESOLVED, that the 2016 County Budget hereby is amended as follows:

APPROPRIATIONS:

In Admin. Unit 2365150000

County General Other Items

Speed Type 140061

In Acct. 666500-Contingent Account

(\$100,000)

In Acct. 695700-Contractual Expenses

\$100,000

Visit Syracuse – Contingency 2.docx  
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LEGISLATURE

2 b.

December 6, 2016

Motion Made By Mrs. Rapp

RESOLUTION NO. \_\_\_\_\_

DESIGNATING VISIT SYRACUSE AS THE AGENCY AUTHORIZED TO MAKE APPLICATION TO THE NEW YORK STATE DEPARTMENT OF ECONOMIC DEVELOPMENT AND TO RECEIVE MATCHING FUNDS THEREFROM UNDER THE NEW YORK STATE TOURIST PROMOTION ACT

WHEREAS, pursuant to Article 5-A of the Economic Development Law, the New York State Legislature has authorized the New York State Department of Economic Development to match funds expended by authorized tourist promotion agencies; and

WHEREAS, Visit Syracuse has requested designation as the agency to promote tourism in Onondaga County; and

WHEREAS, said organization is prepared to match the State funds available under the New York State Tourist Promotion Act; now, therefore be it

RESOLVED, that Visit Syracuse is herein designated and authorized to make application to and receive matching State funds under the New York State Tourist Promotion Act as the agency designated to promote tourism in the County of Onondaga.

2016 I love NY  
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LEGISLATURE

The Oranier - SMG  
Consolidated Income Food and Beverage  
Income Statement for Period Ending Period 9, 2016

	Current Period		Prior	Variance Over/Under			
	Actual	Budget		Budget	Prior Y.		
<b>Concession Sales</b>							
Food	4,411.20	15,381.00	18.6%	33,782.85	40.1%	(10,038.65)	(20,344.65)
Non-Alcohol	3,421.30	0.00	0.0%	20,578.23	24.5%	3,421.30	(17,156.93)
Beer	6,094.45	62,904.00	80.3%	27,011.00	32.1%	(69,806.59)	(20,918.94)
Wine	1,141.22	0.00	0.0%	1,354.54	1.8%	1,141.22	(207.42)
Liquor	1,902.78	38.00	0.3%	14,188.78	17.7%	1,885.78	468.12
<b>Total Concession Sales</b>	<b>17,902.78</b>	<b>78,283.00</b>	<b>23.6%</b>	<b>84,143.47</b>	<b>23.3%</b>	<b>(67,131.09)</b>	<b>(67,138.02)</b>
<b>Chaining Sales</b>							
Food	174,001.54	174,157.00	84.8%	200,703.03	87.3%	(5,155.49)	(28,701.48)
Non-Alcohol	221.42	0.00	0.0%	1,456.80	0.8%	221.42	(1,237.48)
Beer	3,838.53	32,482.00	15.4%	3,841.03	1.7%	(2,865.47)	(4,820)
Wine	12,079.76	0.00	0.0%	7,688.49	3.4%	12,079.76	4,181.27
Liquor	14,300.88	0.00	0.0%	15,971.95	6.8%	14,300.88	(1,547.97)
<b>Total Chaining Sales</b>	<b>204,481.23</b>	<b>211,641.00</b>	<b>63.7%</b>	<b>228,899.40</b>	<b>63.7%</b>	<b>-7,197.77</b>	<b>-26,406.17</b>
<b>Other Revenue</b>	45,570.05	42,215.00	12.7%	48,812.17	12.8%	3,384.05	(1,033.12)
<b>Other Income</b>	0.00	0.00	0.0%	0.00	0.0%	0.00	0.00
<b>Total Sales (Food &amp; Beverage)</b>	<b>267,007.23</b>	<b>352,148.00</b>	<b>100.0%</b>	<b>390,815.04</b>	<b>100.0%</b>	<b>(65,153.77)</b>	<b>(93,677.41)</b>
<b>Cost of Sales</b>							
Food	3,374.25	4,153.00	27.0%	6,876.72	20.4%	(774.25)	(3,504.53)
Non-Alcohol	747.79	0.00	#DIV/0!	2,681.23	13.8%	747.79	(1,833.44)
Beer	4,442.77	10,860.00	#DIV/0!	4,289.05	19.1%	442.72	(1,837.0)
Wine	131.07	0.00	0.0%	172.69	12.2%	131.07	(45.62)
Liquor	3,974.80	14,218.00	18.2%	14,588.43	17.3%	(1,024.11)	(10,611.54)
<b>Total Concession Cost of Sales</b>	<b>13,771.77</b>	<b>48,372.00</b>	<b>27.0%</b>	<b>51,557.23</b>	<b>25.7%</b>	<b>2,388.77</b>	<b>(785.48)</b>
Non-Alcohol	1,575.85	0.00	#DIV/0!	2,521.88	17.2%	1,575.85	(646.03)
Beer	738.74	8,448.00	28.0%	810.71	21.1%	(71.71)	(7,847)
Wine	4,289.88	0.00	#DIV/0!	2,081.88	26.5%	1,448.08	(690.70)
Liquor	1,486.35	0.00	#DIV/0!	3,714.76	3.7%	1,486.35	(3,714.76)
<b>Total Chaining Cost of Sales</b>	<b>50,820.89</b>	<b>59,820.00</b>	<b>29.9%</b>	<b>67,478.93</b>	<b>29.9%</b>	<b>1,658.04</b>	<b>1,369.92</b>
<b>Total F&amp;B Cost Sales</b>	<b>64,592.66</b>	<b>108,192.00</b>	<b>24.5%</b>	<b>119,036.16</b>	<b>22.9%</b>	<b>(54,443.49)</b>	<b>(110,989.81)</b>
<b>Concession Labor</b>	2,052.52	12,359.00	18.3%	7,591.58	8.8%	(10,735.48)	(5,448.98)
Concession Taxes & Benefits	418.72	2,551.00	3.8%	1,500.22	1.8%	(2,141.10)	(1,089.81)
<b>Total Concession Labor</b>	<b>2,471.24</b>	<b>14,910.00</b>	<b>19.5%</b>	<b>9,091.80</b>	<b>10.2%</b>	<b>(12,844.58)</b>	<b>(6,537.77)</b>
<b>Catering Labor</b>							
Catering Variable Labor	58,726.00	58,726.00	27.7%	48,897.61	21.3%	(1,889.00)	7,771.38
Fixed	20,885.99	18,823.00	10.6%	15,881.77	7.8%	2,004.39	3,982.92
Kitchen	1,488.58	1,488.58	5.9%	1,488.58	1.4%	(0.00)	0.00
Catering Taxes & Benefits	11,353.80	11,353.80	5.8%	9,789.52	4.3%	(1,564.28)	1,854.80
Total Catering Labor	<b>83,122.80</b>	<b>79,473.50</b>	<b>33.3%</b>	<b>85,797.53</b>	<b>25.5%</b>	<b>(2,330.80)</b>	<b>9,525.87</b>
<b>Total Direct Labor</b>	<b>70,897.02</b>	<b>86,794.40</b>	<b>28.6%</b>	<b>67,789.03</b>	<b>21.6%</b>	<b>(18,197.28)</b>	<b>2,788.00</b>
<b>Gross Profit from Operations</b>	<b>133,893.02</b>	<b>173,565.60</b>	<b>62.9%</b>	<b>220,765.60</b>	<b>61.2%</b>	<b>(41,673.68)</b>	<b>(87,683.59)</b>
<b>Management Labor</b>							
Salaries & Wages	42,184.34	48,118.88	13.8%	40,056.78	11.1%	(3,833.34)	2,127.56
Travel	8,438.97	8,702.80	5.7%	8,071.30	2.2%	(10,333.59)	4,251.51
Total Management Labor	<b>50,623.31</b>	<b>56,821.68</b>	<b>10.3%</b>	<b>48,028.08</b>	<b>13.3%</b>	<b>(14,298.77)</b>	<b>2,353.07</b>
<b>Other Direct Expenses:</b>							
Event Supplies	0.00	0.00	0.0%	0.00	0.0%	0.00	0.00

10/13/2016

32

Total Direct Operating Expenses  
Operating Income Before GSA

	Current Period				Variance Over/Under			
	Actual	Budget	Prior Yr.	Budget	Prior Yr.			
License	2,572.03	2,572.03	2,572.03	0.00	0.00			
Uniforms	1,989.51	968.26	1,804.97	1,001.25	184.84			
Paper	370.81	1,145.62	154.43	(775.11)	283.36			
Men	9,892.00	5,371.00	10,468.00	1,125.10	283.36			
Commission Split	0.00	0.00	7,468.00	0.00	(7,468.00)			
	14,900.21	13,986.21	22,972.43	1,235.00	(7,977.97)			
	64,175.60	28.5%	\$6,856.91	28.1%	149,609.78	41.5%	(26,639.31)	(81,536.89)

	Current Period				Variance Over/Under			
	Actual	Budget	Prior Yr.	Budget	Prior Yr.			
	24,110.27	0.7%	23,148.27	0.7%	25,410.27	0.7%	962.00	(1,300.00)
	16,885.13	0.5%	6,714.54	0.2%	9,622.94	0.3%	8,010.48	(5,124.35)
	42,357.12	1.8%	55,881.00	1.6%	83,374.33	1.9%	8,563.10	(1,543.23)
	281,381.98	7.5%	258,512.00	7.8%	252,285.57	7.4%	4,848.68	9,088.11
	387,261.80	10.5%	354,753.89	10.5%	357,780.01	10.5%	12,536.01	10,131.88
	1,073,584.10	30.5%	880,581.80	28.3%	1,158,877.57	34.2%	188,402.30	(79,853.87)



The Oncenter Monthly Report

July 2016

Date: August 6, 2016

## **Financial Overview**

**June 2016**, The Oncenter finished the month approximately \$137k above the budgeted sales volume and \$98k above the zero balance budgeted net income.

**Sales** - Sales are above budget primarily due to the unplanned Bill Burr concert (\$60k) and RTI @ work conference (\$100K).

**Event Net Income** – finished the month \$77K above budget, driven mainly by the top line sales. In addition to exceeding the top line budget, the combined Equipment Rental/Linen expenses, as a percentage of sales, were over budget by 1.9%, and also above year to date by 1.6%.

**Indirect Expenses** – we finished the month \$18K under budget. The savings came from a reduction in labor cost among departments (\$8k) and utilities of \$12k (fixed pricing contract).

### **Projects:**

**IATSE Labor Import** – we are running live with the imports. The timesheets are being done by the Finance Department until 9/1/16. We are currently training the Union Steward on entering the data on the time sheets so you can take this process over by 9/1/16.

**Parking Garage Security Cameras & Emergency Call System** – We had a meeting with County IT Department and Tyco to discuss the delays in the system. County IT and Tyco are working on this.

**Parking Garage Engineering Report** - We have project manager in place but we need to meet with Contract Administrator on the funding.

### **Information Systems**

**War Memorial Press Box IT Re-Wire** – still working on the Tricaster System.

**Cell Tower for Venue** – need to work with the County Executive's office on drafting a law for the cell towers in the Oncenter for Legislators approval.

**Wireless System for Convention Center** – Mark Morrow sent his draft of the scope of services. We need to review and edit. Plan to have the RFP out by the end of June.

### **Box Office:**

## **Parking (Garage & Lot)**

Parking revenues finished June \$3.9k over budget and net income was approximately \$5.7k over budget. Year-To-Date sales are \$36.4k over budget and net income is \$41.5k over budget.

### **Life Safe Repairs open items:**

- Holes in concrete floor on second level
- Part of wall outside north entrance gate has broken off

### **Facility Repairs:**

- Rubber Expansion seams are leaking throughout garage
- Wall inside elevator control room is cracked
- Leak to right of pedestrian Bridge
- 2 Exterior doors of stairwells do not lock correctly
- Broken Door handle on 4<sup>th</sup> level of stairwell #4. Door will not open.
- There is a section of sidewalk on Adams St. that has shifted and is approximately 2 inches higher than the other section. This is causing a tripping hazard.

## **Sales Overview**

The month of July is typically slower but steady in the Sales Department with the holiday and vacation times. As a team we generated over **\$107,085.92** in contracts that became definite within the month. Linda Natoli, Senior sales manager traveled to Omaha, NE to attend CESSE's (Council of Engineering and Scientific Society Executives) Annual Conference where she represented Syracuse and SMG. Linda had the opportunity to meet with many members/leaders of the association. This is the 3<sup>rd</sup> year that Oncenter- SMG as well as Visit Syracuse has attended the conference.

Our monthly meeting with Visit Syracuse included representatives from the Marriott Downtown; we continue refining the client target list that we will work on together. Some Successful events for the month included the Nardone Trinity Motivation Conference with over 3200 attendees that generated over 1800 room nights, they will be returning in 2017. Trinity loved the Oncenter so much they brought their BWW Summer Conference with over 3600 attendees which added an additional 1600 room nights (also returning in 2017) and finishing the month we had AQS Quilt Week bringing in over 8,000 attendees and over 500 room nights. The War Memorial filled to almost capacity with the James Taylor in Concert. Civic Center Theaters entertained many with the show Cabaret throughout the month.

### **EXHIBIT HALL OCCUPANCY**

- Exhibit Hall Square Footage Available: 2,022,750
- Exhibit Hall Square Footage Occupied: **1,174,500**
- Occupancy: **58%**

**LOST BUSINESS REPORT**

<b>Start Date</b>	<b>Event</b>	<b>Cancelled Reason</b>
07/01/2016	Jazzfest	Went to SRC Arena
07/04/2016	Get Motivated Events -	Prices too high
07/07/2016	Concert Hold	
07/14/2016	Discover the Dinosaurs	Dates changed.
07/15/2016	Discover the Dinosaurs	Dates changed.
07/16/2016	Federal Employed Women	Chose a different city
07/17/2016	NYAPT	Chose a different city
07/19/2016	National Grid Meeting	Group did not materialize
07/22/2016	HOLD - 187 Battalion Ball	Dates changed.
07/23/2016	HOLD – Wedding	Dates changed.
07/24/2016	HOLD-Roller Derby	

**SALES/DEFINITES**

The following is a list of contracts returned and processed as definite for the month of July - it is listed by Sales Manager (LN-Linda Natoli, SALES / MS – Michael Spaulding, SALES / CH – Charlene Hart, SALES/ MB – Michael Bomasuto, SALES / JF – Julianna Filippi, BANQUETS).

<b>Start Date</b>	<b>Event Name</b>	<b>Event Type</b>	<b>Sales Mgr.</b>
12/05/2016	Heroes Breakfast	702 Banquets	JF
10/22/2016	Ms Orange Brunch 2016	702 Banquets	JF
09/27/2016	Stand Against Child Abuse Conf	708 Meetings	LN
07/19/2016	Aramark Training	708 Meetings	MS
07/15/2016	Jason Aldean	704 Concerts	MS
07/23/2016	Slipknot	704 Concerts	MS

03/10/2017	Snow White SCB - CASH SALES	707 Family Shows	MS
08/19/2016	Third Day Steven Curtis Chapman CS	704 Concerts	MS
09/02/2016	Florida Georgia Line	704 Concerts	MS
09/03/2016	ZZ Top	704 Concerts	MS

**SALES BUDGET GOALS YTD**

Category	Budget/Goal	Definite/Tentative	Inquiry	YTD Total %
<b>701</b> <b>Assemblies</b>	\$124,085.00	\$182,372.30	\$25,594.74	167% (\$83,882.04+)
<b>702</b> <b>Banquets</b>	\$2,195,000.00	\$2,226,411.96	\$102,561.00	109% (\$133,972+)
<b>703</b> <b>Consumer/Public</b>	\$381,214.00	\$514,256.18	\$12,370.00	180% (\$145,412.18+)
<b>704</b> <b>Concerts</b>	\$394,988.00	\$225,010.00	\$33,500.00	66% (\$136,387.00-)
<b>705</b> <b>Conventions</b>	\$1,258,381.00	\$1,097,069.64	\$91,587,01	93% (\$69,724.35-)
<b>706</b> <b>Entertainment</b>	\$446,353.00	\$334,245.19	\$21,000.00	78% (\$91,107.81-)
<b>707</b> <b>Family Shows</b>	\$419,826.00	\$173,528.50	\$71,000.00	60% (\$175,297,50-)
<b>708</b> <b>Meetings</b>	\$276,122.00	\$209,067.03	\$15,094.39	83% (\$51,960.58-)
<b>709</b> <b>Sporting Events</b>	\$602,337.00	\$511,230.47	\$19,850.00	87% (\$71,256.53-)
<b>710</b> <b>Trade Shows</b>	\$159,066.00	\$65,620.27	\$0.00	60% (\$93,445.73-)

711	\$385,632.00	\$377,701.40	\$127,520.00	140%
Performing Arts				(\$119,589.40+)

## **Entertainment Sales Recap**

- Confirmed Daniel Tiger for Mar 2017, rental in Crouse Hinds
- Confirmed Decades Rewind for Feb 2017, rental in Crouse Hinds
- Completed a 3 weekend run of Cabaret in Bevard. Local Theater Company dissolved and created a void in our summer programming. We contracted with the previous director to continue this programming in house. 87% of tickets were sold. Oncenter was able to retain the rental and bar sales. P&L will be completed in month of August. Looking to secure rights for another production(s) in 2017.
- Placed holds for Brantley Gilbert, Jan 2017.
- Placed holds for Josh Turner, Nov 2016.
- Placed holds for Mars Venus Live, Jan 2017.
- Symphoria completed first non-Live Nation concert at the Amphitheater. This concert will be a guide for expenses as related to other non-Live Nation concerts.
- Placed holds for Paw Patrol, Jan 2017.
- Issued Symphoria contracts for Sep-Dec 2016.
- Issued Library Lecture contracts for 2016-2017 season
- Submitted 2017 sales budget to finance

### **TESTIMONIALS**

**“Linda was helpful and professional in her communications with us. She answered all our questions when needed. Meghan was professional and helpful to me and our staff that she worked closely with”**

***Bonnie***

***Bonnie Browning  
AQS Quilt Show***

**“This is our 2<sup>nd</sup> year having our program at the Oncenter, Both Linda and Meghan did an excellent job!! Our attendees and vendors were very pleased”**

***Dan***

***Dan Elderbroom  
NYHMA***

## **ALLIANCE RECAP**

This month's meeting Visit Syracuse is developing a target list that would utilize both Oncenter and the Marriott with possible city wide potential. The hotel, Oncenter and Visit Syracuse will each divide the list and cold call to see where there is potential.

## **Event Services**

### **Charlene Hart –Interim Director of Event Services**

#### **SITE TOURS & MEETINGS**

- Weekly Staff Meeting
- Weekly Department Meeting
- Site visit with NASA

#### **EVENTS**

- Aramark Training - Amphitheater
- Emailed or called for May, June and July events

#### **DEPARTMENTAL DIRECTION**

- Created weekly schedule two weeks out.
- Continued formatting the Master Calendar.
- Created and issued License reports to GM
- Oversaw event assignments with a focus on distributing events evenly while developing talented and complete manager and coordinators.
- Begin standardized weekly training with an emphasis on event management and customer service.

### **Meghan Wells – Event Manager**

#### **MEETINGS**

- Met with team from Half Marathon for 2017 event

#### **EVENTS**

- 5 Seconds of Summer
- Phish
- Jason Aldean
- NY Bus Sales
- NY Head Mechanics Association (NYHMA)
- Slipknot
- AQS QuiltWeek
- Disturbed- Assistance

#### **TESTIMONIALS**

*"She did an excellent job!! Very pleased with her!" –Dan Elderbroom, NYHMA*

## **Katie Bristol – Event Service Coordinator**

### **MEETINGS**

- Crunch Team Meeting – weekly
- Weekly Staff Meeting 9am
- Weekly Staff Meeting 10am
- Post Staff Meeting 11am
- Tattoo Convention Walk Through
- Making Learning Happen Site Tour
- Making Learning Happen Meeting
- Zac Brown Advance Call
- SCSD-ECET Site Tour
- Go Red Meeting
- St Jude Tasting
- OCM Boces Summer Institute Meeting

### **EVENTS**

- Trinity BWW Gala
- 5 Seconds of Summer
- Trinity Motivation Coverage
- Disturbed
- Journey
- Jason Aldean
- Slipknot
- QPS Quilters Coverage

### Testimonials:

NA

## **Jennifer Casler – Event Coordinator**

### **MEETINGS**

- Met with Mike Spaulding and Garrett Heater, Cabaret
- Met with Michael Bomasuto and Jared Sylva, Star City Games

### **EVENTS**

- Trinity BWW - Coverage
- Trinity Motivation - Coverage
- Aramark Job Fair - Independent
- AQS Quilt Week - Coverage
- Cabaret - Independent
- Symphoria Rehearsal - Independent
- Onondaga County Administration Meeting - Independent
- Symphoria 4<sup>th</sup> of July - Assisting
- Phish- Assisting
- Journey- Assisting
- Zac Brown Band- Assisting

**Maggie Lovas**  
**Event Coordinator**

**Shadowed/Cross Coverage**

**MEETINGS**

- Quilt week Pre-con
- Crunch End of Year Meeting

**EVENTS**

- Phish
- Journey
- Slipknot
- Trinity Motivation
- AQS Quilt week

**SITE TOURS**

- Perspective Concert – M. Bomasuto (salesperson)

**Independent Events**

**MEETINGS**

- Invest-edu
- Aramark Training/Orientation

**EVENTS**

- Fight the Bite – Onondaga County
- Syracuse Children’s Theater
- Holy Day
- Bike Giveaway
- James Taylor

**Testimonials**

NA

**Marketing Recap**

**ANNOUNCED**

Announcements include press releases, presale e-blasts, social media content, calendar of event listings, monitor graphics, etc.:

- Disney LIVE (Oncenter)
- Syracuse City Ballet’s Nutcracker & Snow White dates (Oncenter)
- Shaping Sound (Oncenter)

### **MEDIA BUYS, PR & PROMOTION**

- James Taylor promotions in support of 7/30 show
- Disney LIVE promo/giveaway
- SCC3D Balcony 'Blowout' promo (BOGO Offer)
- Cabaret promos in support of July shows
- Reviewed media proposals for 3DD show in September

### **MISCELLANEOUS (SPONSORSHIPS, PROJECTS, ETC.)**

- Sponsorship updates:
  - Hofmann Hot Dogs (executed sponsorship elements)
  - Pepsi (Contract finalized)
  - Scheduled August meetings with Crowne Plaza, Peppinos & Paninis

- Created new signage for Traffic Circle to direct traffic more steadily during egress (LVamp)
- Responded to a high number of Amphitheater inquiries regarding logistical items, parking, etc.
- Scheduled media coverage for James Taylor show at The Oncenter
- Connected with County GIS Department to create an all-encompassing map of the venue, main gate & parking locations which can then be layered with various routes for driving/pedestrians – map drafted, now working on laying down various routes
- Processed updates to the Lakeview Amphitheater website, as needed
- Created schedule and assigned duties for McKenna who was covering a variety of marketing needs for the first two weeks of July
- Pre-scheduled social media promotions for month of August
- Drafted TIPS SHEET for amphitheater shows/website – published final sheets (per show) on venue website – shared with all staff members and Live Nation (for their day-of website)
- Created ‘no smoking’ graphics for LVamp monitors to keep smokers away from pavilion seating
- Assisted GM & AGM with scheduling of applicants for HR Manager position
- Met with new rep from Cumulus Broadcasting to discuss upcoming shows and updates with cluster stations
- Designed new F&B Banner for Quilter’s convention/build out in Parking Lot – “The Asian Noodle;” created menu boards for event

#### **SMG C.AR.E.S**

- Selection of Shining Star for June; discussion for July
- Organizing an Administrative Baseball Outing for August with assistance of Mgmt

## **Food & Beverage Recap**

### **FINANCIAL**

#### **Concessions**

- YTD Actual – (as of June, 2016): \$ **1,132,803** VS. Budget : \$ **1,262,382**

#### **Catering**

- YTD Actual – (as of May, 2016): \$ **1,345,945** VS. Budget : \$ **1,144,677**

#### **Total F & B Sales**

- YTD Actual – (as of May, 2016): \$ **2,782,266** VS. Budget : \$ **2,661,717**

### **BANQUETS**

33 - Total Functions, June 1 – June 30

- **7/2 – 7/3 - Trinity BWW Gala – 7/2** – Lunch Buffet , Afternoon Refreshment Break, Dinner Buffet and Late Night Refreshment Break – 28ppl. **7/3** - Lunch Buffet , Afternoon Refreshment Break – 28pp
- **7/8 – 7/10 – Trinity Motivation - 7/8** - VIP Dinner, Late Night Refreshment Break – 90ppl. **7/9** – VIP Breakfast, Lunch, AM, PM & Late Night Refreshment Break – 90ppl, Breakfast Buffet –

1750ppl, Family Style Dinner – 2790ppl, Plated Dinner – 380ppl. **7/10** – Breakfast Buffet – 1500ppl, VIP Breakfast, Lunch, AM & PM Refreshment Break – 90ppl

- **7/16 – The Wedding of Nicole Romano & Jack Harmatuk** – Reception, Plated Dinner & Late Night Snack. Per request of the bride & groom, we incorporated local vendors, Café Kubal Coffee & Gannon’s Ice Cream into the reception – 275ppl
- **7/20 – Internal – St. Judes Tasting** – Tasting for (7) ppl – Contracted Reception & Plated Dinner taking place April 1, 2017 for 650ppl.
- **7/20-7/21 – NY Bus Sales Meeting** – Continental Breakfast, Buffet Lunch and All Day refreshment break – 85ppl
- **7/21 – NYHMA (New York Head Mechanics Association)-** Continental Breakfast and Buffet Luncheon – 735ppl
- **7/23 - Wedding of Anne Marie Didio & Ian Hennessey** – Reception & Plated Dinner – 193ppl
- – 595ppl

## CATERING SALES

- Created (5) specific menus for clients
- Created (3) proposals for clients
- Created (10) EOP’s & contracts
- Created & edited (5) diagrams
- Created & edited (5) event orders
- Had (3) in person meetings
- Had (4) phone appointment

## CONCESSIONS

- Concessions opened for 19 events in July, which includes:
  - Two days of Trinity BWW Gala
  - Three days of Nardone Summer Conference
  - Two performances of Syracuse Children’s Theatre
  - Seven performances of Cabaret by Syracuse Summer Theatre at the Oncenter
  - Four days of American Quilter’s Society Quilt Week
  - James Taylor concert
- July 2<sup>nd</sup> and 3<sup>rd</sup> brought a first time group, the Trinity BWW Gala, one weekend ahead of the Nardone Summer Conference. The BWW Gala brought in revenue of \$5,386 doing limited hours with grab & go items. The Nardone Summer Conference brought in an additional \$17,894 for concessions, up about \$1600 from 2015.
- The former “Covey Theatre”, now converted to the “Syracuse Summer Theatre at the Oncenter” brought seven performances of Cabaret to the Bevard Studio. Total concession sales were \$3,443.50 for the seven shows, with a nice \$4.39 per cap for the run.
- July 27<sup>th</sup>-30<sup>th</sup> brought the return of the American Quilter’s Society Quilt Week. Total concession sales for the event were \$30,857. Concessions built an outdoor food court, while offering grab & go food and beverage options inside the facility. Concessions built five different stations, with food being produced by the executive kitchen staff. Five different stations were:
  - Taqueria Taco Salad tent – offered chicken or beef taco salad bowls.
  - Asian Noodle tent – offered Asian noodle salad with chicken or large vegetarian egg rolls, both with fortune cookies included.

- Sandwich Shoppe – offered three different sandwiches, turkey, ham, or grilled vegetable wrap, or chicken Caesar salad. Sides included a side salad, bowl of soup, or assorted Lays chips. This tent included in a pick 3 combo featured one entrée, one side, and a bag of chips for a reduced price for all 3.
- SAVOR Syracuse tent – offered some Syracuse local products such as Hofmann Hot Dogs and salt potatoes, as well as burgers, pulled pork sandwich, or French fries.
- Tasty Treats tent – offered desserts, such as cookies, chocolate chip, peanut butter, oatmeal raisin, or sugar, as well as brownies or ice cream. Six different flavors of Gifford’s ice cream was offered in a bowl or cone, with the flavors being chocolate, vanilla, strawberry, campfire smores, mint chocolate chip, or peanut butter pie.
- James Taylor returned for the first time since June 2012 for a performance on July 30<sup>th</sup>. Concession sales for the evening were \$31,158.50, despite a near capacity event. Per cap for the evening was \$5.86 as there was no opener and one short intermission between the sets.

### **CULINARY**

- Quality and taste of food reviews on all event surveys received in July was rated “Excellent”
- Chefs are researching the software ChefTec Ultra to replace the current software used (Cost Guard.) Chefs believe the new software will be a large upgrade over current system. Benefits include better inventory/waste management, recipe recording and organization, and will save time on daily tasks such as production sheets and food ordering.
- In preparation for new software Chefs have been streamlining all recipes.
- Chefs helped develop and execute menu for outside catering event for The Quilters. Event featured tent walk up stands that offered an assortment of meals including an Asian Station that featured a cold Soba Noodle Chicken Salad. Feedback was very positive.
- Kitchen executed high end Wedding reception and dinner. Dinner featured a Filet and Lobster dish as well as a seared Halibut with Artichoke/Olive Caponata. The kitchen staff had a lot of fun with the events menu and the reception and dinners food was very well received.

### **COMMUNITY SERVICE**

- Tom Eichelzer attended monthly meeting for Meals on Wheels

### **TESTIMONIALS**

**Wedding of Anne Marie Didio & Ian Hennessey – Per event evaluation, they rated their Catering Sales Manager, Julianna Filippi excellent in every category. They also rated their overall catering service, to include quality of food and service, as excellent in every category.**

**Wedding of Ryane Gagen & Sam Martino - Per event evaluation, they rate every category as excellent. They also included the following comments:**

**Julianna was very professional and such a true pleasure to work with. Very Very helpful and made you feel from the start that she had your best interest in hand.**

The guests could not say enough about how good the food was and they were all very surprised and impressed. Some of the best food ever at a wedding. WE ALL LOVED IT. GREAT FOOD FOR SPECIAL DIETS.

We and all the guests were very impressed with the staff. They were perfect and very impressed. EXCELLENT SERVICE AND WHAT A GREAT PRESENTATION OF THE SERVICE AND PEOPLE WORKING AT THE ONCENTER

## Operations

- Both Daily and Weekly cleaning checklists have been implemented within the Department. Operations Supervisors are responsible for assigning these daily/ weekly tasks to staff and checking the quality of the work performed. At that point the Supervisor will sign off on that particular task for the day/ week. This increased measure of accountability has resulted in a noticeable improvement to overall building cleanliness.
- Several deep cleaning projects were completed in July including a deep clean of the Exhibit Hall carpet, a strip and re-wax of both the ballroom atrium and the Harrison Street lobby and exterior power washing to the Convention Center and War Memorial sidewalks as well as the exterior brick walls at the Parking Garage.
- The windows in Memorial Hall in the War Memorial were cleaned both inside and out in July.
- All of the storage trailers are now in place with two 40 x 8 trailers staged in the Open Parking lot and one 28 x 8 trailer staged in Bay 5 of the Convention Center loading dock. These trailers will be used to stage seldom used pieces of equipment thus eliminating the clutter to the War Memorial basement.
- July saw a strong re-lamping effort throughout the complex as well as increased communication with the County for the purchase of needed bulbs. Have dedicated one Operations member to take the point on this project and have seen an efficient program developing.
- Operations Manager started working on a cost comparison to the cleaning chemicals/ dispensing units currently being utilized on site through Cintas. Expected conclusions and course of action in August.
- The professional landscaping around the complex began in July but vendor faced an unforeseen delay. Project expected to be completed in August with the day to day maintenance then being turned over to the Operations Department.
- Multiple rips and tears to the Exhibit Hall carpet were repaired utilizing the skills of in-house Operations staff. Professional quality results were attained.
- There were no lost time injuries or incidents in the Operations Department in the month of July.
- Purchased 1/3 of the amplifiers needed to replace equipment in the convention center exhibit hall sound system (was used in the War Memorial for 15 years before coming to the convention center for 20 more years). Will improve sound in exhibit hall B, install first week of August.
- Managed production for 8 shows at the Lakeview Amphitheater, plus 1 show at the Fairgrounds (labor only).
- Recommendations and supervision of several projects and modifications to existing conditions at the Lakeview Amphitheater. Including expanding the width of the loading door on the center of the stage, option for groups to hang feeder cable over the loading doors, change of locksets so dressing room doors can be opened for talent and storage rooms cannot be left unlocked, fence installs to separate lawn from pavilion areas, consolidation of rental equipment and facilities to reduce costs.

- Successful production and operations of (4) 3-6 day convention/conferences in the Convention Center, including the power and setup for the Quiltweek food court area in the parking lot.
- Managed production for the SMG promoted community theater performances of Cabaret throughout the month in the Bevard Theater.
- Hosted James Taylor concert in the main stage in the Arena, for the second show on the main stage in the arena this summer.
- Trained new Assistant Operations Manager at the Oncenter venues. Focuses on Day to Day management of staff and supervision of production for events on site. Assists with notifying the IATSE union of tentative schedule 45 days in advance. Assists with payroll data input.
- Continued implementation of payroll import sheets with the Finance department. Have started LIVE payroll import internally. Did initial training with Stewards from the union to go through the process, and gain some feedback. Will go LIVE with them once the new 3-yr IATSE-SMG contract is finalized.
- Started creating 'pick-sheet' documents based on event type to aid part-time staff in getting the right equipment for each event, and to be more tech specific to supplement the Event Order.
- Went through all Civic Center storage areas and created a list of equipment in each area that belongs to community theater groups and will work with them to remove them from our storage areas.
- The month of July had Syracuse Symphoria on the 4<sup>th</sup>, 5 Seconds of Summer on the 5<sup>th</sup>, Disturbed Moved in starting on the 6<sup>th</sup> with their concert on the 9<sup>th</sup>. July 10<sup>th</sup> we hosted Phish the following day and Journey came into town on the 13<sup>th</sup>. Jason Aldean performed on July 15<sup>th</sup>, and Zac Brown Band was at the Amp on the 21<sup>st</sup>. We ended the month of July with Slipknot on the 23<sup>rd</sup> and then had a two week break before our next concert in August. Some of the tasks that were completed by our Management staff and Conversion crew (not show related) during that time included:
  - Established a new and more efficient security checkpoint plan for the front gate
  - Installed and removed seats for the pit in the pavilion
  - Adjusted bike rack to help separate the lawn from the pavilion seating
  - Manage and clean the rented golf carts after shows
  - Ordered additional products to help assist with cleaning and maintaining the facility
  - Continued working with Waste Management and OCCRA on maintaining our recycling plan
- There were several issues that came up during the month which have now been working toward a resolution. One of them was the use of the paved hill on the loading dock that takes you up to the bike path/service road. It was established that no Trucks/Cars could use that service road, and can only be accessed by golf carts and ATV. The issue with that was the fence at the top was too tight of a turn for semi-trucks to make for Aramark deliveries, that fence has now been adjusted so trucks can enter the facility that way without using the service road ramp. Another issue was the fencing to help control the crowd between the Lawn and the Pavilion, which Atlas fence finished for us by the end of the month. There is still an issue of people coming down the side of the lawn to stand and watch the show but it is much more controlled now creating a separation between Lawn and Pavilion with checkpoints at the Pavilion seats.

- We have continued to work with ABM on the cleaning of the facility and their cleaning of the facility. The onsite contact was a bit resistant to the requests and expectations and we have met with his manager about establishing a new on site contact. There were just some conflicts with how we wanted it done and how he wanted to do it his own way which those issues have been resolved now.
- One cleaning issue we have been working on addressing is getting the parking lots cleaned after the show. We have had County parks on site the morning after to do the first few shows but since then we have been looking at establishing a volunteer program with local schools/organizations to come clean the parking lot and they keep the bottles/cans to recycle as a thank you for cleaning the lots. This will help with our community relations as well as give back to the local community and help out some programs which could use the money for their own resources.
- The end of the month gave us a two week break between shows. That allowed us to re-set and straighten out some storage areas, adjust the placement of products, deep clean the pavilion seats and floor, re-do some snow fencing we had set up and give the Event Center building a good through clean. It also gave time for the lawn to come back and grow again as with the limited rain we have been having and constant shows it was getting burnt out. Lastly another show was announced in the middle of July, Florida Georgia Line will be performing on September 2<sup>nd</sup> during the New York State fair bringing the concert series during the fair to 3.

## **Human Resources Recap**

### **STAFFING**

- 731 active employees.
- Human Resource Manager resigned effective 7/13/16.
- Director of Event Services resigned effective 7/21/16.

### **POSITIONS CURRENTLY RECRUITING**

- Banquet Barback
- Banquet Server
- Director of Event Services
- Event Attendant
- First Cook – Kitchen
- Human Resource Manager
- Parking Coordinator
- Stand Attendant
- Stand Runner
- Ticket Seller
- Utility Staff – Kitchen

### **COMMUNITY SUPPORT**

- In an effort to support our local community, The Oncenter is continuing to partner with Dr. King's Elementary School to collect Box Tops for Education® and Labels for Education, which the school can redeem for money and merchandise.

#### **EMPLOYEE RELATIONS**

- SMG CARES Committee met on 7/29/2016 to discuss employee relations activities for the remainder of the year.

#### **COMPENSATION AND BENEFITS**

- Met with three newly benefit eligible employees to discuss enrollment process.

#### **SAFETY**

- Human Resource Generalist and Senior Sales Manager to discuss Safety Committee for the remainder of the year.

#### **LABOR RELATIONS**

- Human Resource Generalist and Operations Manager met with Local 9 union representatives on 7/19/16 for step 3 of the grievance procedure.
- Next negotiation meeting between IATSE Local 9 and Oncenter/SMG is 8/2/16.
- Next negotiation meeting between UNITE HERE Local 150 and Oncenter/SMG TBD.

### **Evaluations**

For the Month of July SMG received 6 patron reviews. 5 of the 6 reviews were rated "Very Good or Excellent". One of the reviews did include a rating of "Fair" due to temperature issues in the venue. There was also a comment made by the Quilters group regarding the new hotel and several issues they faced while staying there.



The Oncenter Monthly Report

August 2016

Date: September 13, 2016

## **Financial Overview**

**July 2016**, The Oncenter finished the month approximately \$262k above the budgeted sales volume and \$86k above the zero balance budgeted net income.

**Sales** - Sales are above budget primarily due to the unplanned James Taylor concert (\$110k), the NYHMA conference (\$41K), the Romano wedding (\$77K), and parking revenue exceeding budget by \$33K.

**Event Net Income** – finished the month \$31K above budget, driven mainly by the top line sales. In addition to exceeding the top line budget, the combined Equipment Rental/Advertising expenses, as a percentage of sales, were over budget by 6.1%, and also above year to date by 3.9%.

**Indirect Expenses** – we finished the month \$37K under budget. The savings came from a reduction in labor cost among departments (\$31k) and utilities of \$14k (fixed pricing contract).

### **Projects:**

**IATSE Labor Import** – we are live with the imports. The timesheets are being done by the Finance Department until 9/1/16. We are currently training the Union Steward on entering the data on the time sheets so they can take this process over by 9/1/16.

**Parking Garage Security Cameras & Emergency Call System** – We had a meeting with County IT Department and Tyco to discuss the delays in the system. County IT and Tyco are working on this.

**War Memorial Surge Bars** – working with the County Facilities Department on installing a bar in the Montgomery Surge Area. The project should be completed by 1st game.

**War Memorial Stage** – Working with the County Facilities Department on upgrading the Stage to a VIP Area so the Crunch to host Corporate or Fan events before or during games.

**Parking Garage Engineering Report** - The City of Syracuse and County agreed to allow the SMG to use the City's annual commission of the Parking Garage revenue to fund the engineering projects over the next 3 years. The County's Site Representative has been notified of this and they are moving forward bidding phase 1.

### **Information Systems**

**War Memorial Press Box IT Re-Wire** – still working on the Tricaster System.

Cell Tower for Venue – need to work with the County Executive’s office on drafting a law for the cell towers in the Oncenter for Legislators approval.

Wireless System for Convention Center – We are meeting with one on the finalist for the wireless system on 9/8/16 to discuss operational processes. Plan on awarding by the end of the month.

### **Parking (Garage & Lot)**

Parking revenues finished June \$3.9k over budget and net income was approximately \$5.7k over budget. Year-To-Date sales are \$36.4k over budget and net income is \$41.5k over budget.

#### Life Safe Repairs open items:

- Holes in concrete floor on second level
- Part of wall outside north entrance gate has broken off

#### Facility Repairs:

- Rubber Expansion seams are leaking throughout garage
- Wall inside elevator control room is cracked
- Leak to right of pedestrian Bridge
- 2 Exterior doors of stairwells do not lock correctly
- Broken Door handle on 4<sup>th</sup> level of stairwell #4. Door will not open.
- There is a section of sidewalk on Adams St. that has shifted and is approximately 2 inches higher than the other section. This is causing a tripping hazard.

## **Sales Overview**

. The month of August was busy as the team we generated over **\$391,693.49** in contracts that became definite within the month. Linda Natoli, Senior sales manager traveled to Grapevine, TX to attend CONNECT Annual Tradeshow for Association/Specialty/Sports/Corporate markets. Here she represented Syracuse along with Visit Syracuse and 2 hotel partners. Linda had the opportunity to meet with many different planners and decision makers in the Specialty and Association markets. We were able to come back with 3 RFP’s in hand and 3 Potential Fam trips leads.

Our monthly meeting with Visit Syracuse included representatives from the Marriott Downtown; we continue refining the client target list that we will work on together. Some Successful events for the month included the PBL NY – Making Learning Happen Conference with over 500 attendees and they will be returning in 2017 and finishing the month we had a new event, the Tattoo convention that also will return in 2017. Civic Center Theaters entertained many with a show by Nick Offermen and Meghan Mullally.

**EXHIBIT HALL OCCUPANCY**

- Exhibit Hall Square Footage Available: 2,022,750
- Exhibit Hall Square Footage Occupied: **717,750**
- Occupancy: **35%**

**LOST BUSINESS REPORT**

<b>Start Date</b>	<b>Event</b>	<b>Cancelled Reason</b>
08/11/2016	Media Unit Summer Festival	No response from client
08/11/2016	White Coat Ceremony	Dates changed.
08/13/2016	ESMERALDS LLC Model Casting	Budget was very low
08/13/2016	Henna/Wedding - Wady	Group did not materialize
08/13/2016	Snoop Dogg	Entered in Error or Practice
08/16/2016	Spiderman	Dates changed.
08/20/2016	Extreme Midget Wrestling	Chose a different city
08/20/2016	Henna/Wedding - Wady	Group did not materialize
08/20/2016	New York District Kiwanis	Buffalo- Adams Mark
08/20/2016	NYS Kiwanis Club Int'l	Crowne plaza (one roof)
08/21/2016	EORA Summer Trade Show	Group did not materialize.
08/23/2016	Florida Georgia Line	Entered in Error or Practice
08/26/2016	Confirmed AMP Concert	Event cancelled
08/27/2016	Fashion Show	Moving into 201
08/27/2016	HOLD-Roller Derby	

**SALES/DEFINITES**

The following is a list of contracts returned and processed as definite for the month of July - it is listed by Sales Manager (LN-Linda Natoli, SALES / MS – Michael Spaulding, SALES / CH – Charlene Hart, SALES/ MB – Michael Bomasuto, SALES / JF – Julianna Filippi, BANQUETS).

<b>Start Date</b>	<b>Event Name</b>	<b>Event Type</b>	<b>Sales Mgr.</b>
10/28/2016	Fun Stampers Journey - Be Amazing Tour	703 Consumer/Publ	CH
09/24/2016	Syracuse City School District ECET2 Conf	708 Meetings	CH
04/07/2017	Pin Wheel Ball	702 Banquets	JF
10/20/2016	Economic Champions Luncheon	702 Banquets	JF
11/18/2016	100 Black Men Gala	702 Banquets	JF
07/15/2017	Wedding of Amanda Lalone & Andrew	702 Banquets	JF
11/26/2016	Wedding for Aisha Sindhu & Basel	702 Banquets	JF
11/12/2016	Hannah's Bat Mitzvah	702 Banquets	JF
11/11/2016	Evening of Jazz	702 Banquets	JF
10/26/2016	2016 Greater CNY School Library Systems	708 Meetings	LN
10/22/2016	WCNY Gala fundraiser	702 Banquets	LN
06/23/2017	Salt City -Pop Culture Convention	705 Conventions	MB
11/05/2016	Black Belt Spectacular	711 Performing Arts	MB
09/13/2016	Blood Drive	712 Other	MB
02/15/2017	Decades Rewind	711 Performing Arts	MS
10/21/2016	Syracuse International Film Festival	706 Entertainment	MS
08/24/2016	Nick Offermen & Megan Mullally	706 Entertainment	MS
05/18/2017	John Edward	706 Entertainment	MS
09/06/2016	Masterworks #1	722 Symphoria	MS
10/06/2016	Masterworks #2	722 Symphoria	MS
11/03/2016	Masterworks #3	722 Symphoria	MS
09/24/2016	Pops #1	722 Symphoria	MS
12/15/2016	Pops #2	722 Symphoria	MS

12/05/2016	Heroes Breakfast	702 Banquets	JF
10/22/2016	Ms Orange Brunch 2016	702 Banquets	JF
09/27/2016	Stand Against Child Abuse Conf	708 Meetings	LN
07/19/2016	Aramark Training	708 Meetings	MS
07/15/2016	Jason Aldean	704 Concerts	MS
07/23/2016	Slipknot	704 Concerts	MS
03/10/2017	Snow White SCB - CASH SALES	707 Family Shows	MS
08/19/2016	Third Day Steven Curtis Chapman CS	704 Concerts	MS
09/02/2016	Florida Georgia Line	704 Concerts	MS
09/03/2016	ZZ Top	704 Concerts	MS

### SALES BUDGET GOALS YTD

Category	Budget/Goal	Definite/Tentative	Inquiry	YTD Total %
<b>701</b> <b>Assemblies</b>	\$124,085.00	\$195,678.86	\$0.00	155% (\$71,593.86+)
<b>702</b> <b>Banquets</b>	\$2,195,000.00	\$2,107,365.97	\$75,100.50	99% (\$12,533.53-)
<b>703</b> <b>Consumer/Public</b>	\$381,214.00	\$508,391.23	\$4,000.00	135% (\$131,177.23+)
<b>704</b> <b>Concerts</b>	\$394,988.00	\$269,300.00	\$2,500.00	69% (\$123,188.00-)
<b>705</b> <b>Conventions</b>	\$1,258,381.00	\$1,130,825.37	\$54,534.66	94% (\$73,020.97-)
<b>706</b> <b>Entertainment</b>	\$446,353.00	\$356,328.63	\$13,880.00	83% (\$76,617.37-)
<b>707</b>	\$419,826.00	\$204,472.82	\$45,366.00	60%

Family Shows				(\$169,98.18-)
708	\$276,122.00	\$232,620.03	\$2,280.00	85%
Meetings				(\$41,221.97-)
709	\$602,337.00	\$511,230.47	\$19,550.00	88%
Sporting Events				(\$71,556.53-)
710	\$159,066.00	\$65,620.27	\$0.00	44%
Trade Shows				(\$93,445.73-)
711	\$385,632.00	\$409,130.80	\$115,905.00	140%
Performing Arts				(\$139,403.80+)

## Entertainment Sales Recap

- Placed holds for Brantley Gilbert, Jan 2017. DID NOT MATERIALIZE.
- Finalized 2016-2017 Syracuse Crunch hockey schedule.
- Issued Silver Knights 2016-2017 dates
- Issued Silver Knights their 2016-2017 season agreement. Implemented a slight increase in rental, \$150.00.
- Confirmed and put on sale comedian Sabastian Maniscalco for November 2016. Almost sold out during presale, promoter asked to do a second performance the same night.
- Working with AEG on two possible concerts, Green Day and Panic at the Disco, Possible target is Q1/Q2 2017.
- Confirmed John Edward for May 2017.
- Working with a promoter on a possible Wanda Sykes dates for Q2 2017. Promoter is trying to route around our limited availability.

## TESTIMONIALS

*"The event was awesome - your team did a wonderful job with everything. They were so attentive and thoughtful. We are looking forward to working with the Oncenter on future events!"*

*Kate Walters  
Office of Curriculum, Instruction & Assessment  
Network Team - PBL NY  
OCM BOCES*

*Hi Linda,*

*The event was amazing; everyone was so impressed with the venue, the food, the layout, the staff – so many compliments all around. Julianna was amazing to work with – so helpful and easy going ☺*

*We are definitely already thinking about next year's event, so I'll be in touch for sure!*

*Thanks again,*

*Becca*

*Rebecca Flint | Community Manager, Making Strides Against Breast Cancer  
Eastern Division | American Cancer Society, Inc.*

## **ALLIANCE RECAP**

This month's meeting Visit Syracuse is continuing to develop a target list that would utilize both Oncenter and the Marriott with possible city wide potential. The hotel, Oncenter and Visit Syracuse will each divide the list and cold call to see where there is potential. We will be working on Fam tour for end of September. Hotel still continues to bid on conventions on their own.

## **Event Services**

### **Charlene Hart –Interim Director of Event Services**

#### **SITE TOURS & MEETINGS**

- Weekly Staff Meeting
- Weekly Department Meeting
- Weekly One on One meetings with Event Manager/Event Coordinators
- Meeting with Syracuse Technologies re: online ordering form for utilities and process
- Conference call bi monthly with Leslie Phillips-Reserve Cloud
- Site visit with Environmental Design & Research, Landscape Architecture, Engineering & Environmental Services, D.P.C.
- Site tour with Finger Lakes Feis

#### **EVENTS-SUPERVISED EVENT MANAGEMENT**

- AQS Quilt Week 2016
- Roche Navigator Meeting
- NYS Tattoo Convention
- StarCity Games
- OCM Boces Summer Institute
- Castle Exam
- Keith Urban

#### **DEPARTMENTAL DIRECTION**

- Created weekly schedule three weeks out.
- Created and sent invoice due report, followed up on all invoices to ensure submission

- Oversaw event assignments to ensure turnover meetings happened, clients were contacted, EOs created in a timely manner, client contact onsite met SMG standards. Provided staff feedback on all events.
- Conducted the first in a series of meetings with Operations, Production and Security staff to determine the best flow of information in regards to EOs and diagrams and the use of the reserve system.
- Conducted one on one weekly training with all coordinators and managers to focus on specific training needs.
- Reserve updates: Updated reserve so staff can send EOs via esignature clients can now sign the Eos electronically, this is a benefit to our clients and the process is easier. EOs are approved faster and are downloaded in reserve so we have a paper trail back up for each event.
- Review all EOs and invoices prior to distribution.
- Prepared Monthly reports for the Finance department.
- Prepared Monthly Reserve reports for the Sales Department

## **Meghan Wells – Event Manager**

### **MEETINGS**

- Weekly Staff Meeting –Wednesdays 9am
- Weekly Event Operations Meeting –Thursdays 10am
- Weekly Event services/Sales Staff Meeting-Thursdays 11am
- One on One meeting –Wednesdays 12pm
- Met with Charlie Daly of Destinations Travel

### **SITE TOURS**

- Met with Donna and Andy Johnson of Vital Signs
- Met with Peter of Finger Lakes Feis

### **EVENTS**

- CNA Insurance
- Dierks Bentley
- Counting Crows- Assisted
- Snoop Dogg/Wiz Khalifa
- Third Day with Steven Curtis Chapman
- Blink-182
- Rob Zombie

## TESTIMONIALS

*"Meghan was professional and helpful to me and our staff that she worked closely with"*

-Bonnie Browning, American Quilter's Society QuiltWeek

*"GREAT JOB AND WONDERFUL TO WORK WITH"*

-John Johnston, NY Bus Sales

*"REALLY CAME THROUGH WHEN I HAD THOUGHT THAT I HAD ORDERED A CONTINENTAL BREAKFAST....MEGHAN, THE DINING MANAGER AND STAFF REALLY CAME THROUGH"*

-John Johnston, NY Bus Sales

## Katie Bristol – Event Coordinator

### MEETINGS

- Crunch Team Meeting – weekly
- Weekly Staff Meeting –Wednesdays 9am
- Weekly Event Operations Meeting –Thursdays 10am
- Weekly Event Services/Sales Staff Meeting-Thursdays 11am
- One on One meeting –Mondays 10am
- Go Red Meeting
- Dental Conference Call
- Counting Crows Advance
- Blink 182 VIP Advance
- Keith Urban Advance

### SITE TOURS

- N/A

### EVENTS

- OCM BOCES Making Learning Happen
- OCM BOCES Summer Institute
- Tattoo Convention
- Starcity Games Coverage
- Counting Crows
- Blink 182
- Keith Urban
- Symphoria

## TESTIMONIALS

- *"Thank you again for all of your hard work and that of your staff" Kate OCM Boces.*

## Maggie Lovas -Event Coordinator

### MEETINGS

- Weekly Staff Meeting –Wednesdays 9am
- Weekly Event Operations Meeting –Thursdays 10am
- Weekly Event services/Sales Staff Meeting-Thursdays 11am
- One on One meeting –Monday 10am
- Episcopal Church Bishop Retirement Celebration Conference Call
- Megan Mullally and Nick Offerman Advance
- ZZtop Event Order Review/Amphitheater Event Order Training
- Snoop Dogg VIP Advance
- Keith Urban VIP Advance

### EVENTS

- Syracuse Children's Theater 08/05
- Syracuse Children's Theater 08/19
- Syracuse Children's Theater 08/22-08/25
- Syracuse Children's Theater 08/26
- Megan Mullally and Nick Offerman
- Snoop Dogg VIP
- Keith Urban VIP
- Tattoo Convention Load in and first day

### TESTIMONIALS:

- N/A

## **Jennifer Casler – Event Coordinator**

### **MEETINGS**

- Weekly Staff Meeting –Wednesdays 9am
- Weekly Event Operations Meeting –Thursdays 10am
- Weekly Event services/Sales Staff Meeting-Thursdays 11am
- One on One meeting –Tuesdays 3pm
- Met with Victoria King from Symphoria
- Met with Julianna Filippi and Debbie Messina, Northwest Mutual

### **SITE TOURS**

- Sandra O’Connor-Civil Service Test
- 

### **EVENTS**

- Roche Navigator-Independent
- Star City Games-Independent
- Social Services Employee Picnic-Independent
- Jobs Plus Picnic-Independent
- Castle Exam-Independent
- Tattoo Convention-Coverage
- Dierks Bentley-Assist
- Korn, Rob Zombie-Assist (VIP)
- Symphoria (8-28) –Assist
- CNA Insurance-Coverage
- @ the Bevard-Independent
- Third Day-Shadow
- OCM Boces-Shadow
- Civil Service Test-Coverage

### **TESTIMONIALS**

- N/A

# Marketing Recap

## **ANNOUNCED**

Announcements include press releases, presale e-blasts, social media content, calendar of event listings, monitor graphics, etc.:

- Re-announced 3 Doors Down (Oncenter)
- Five Finger Death Punch (Oncenter)
- Sebastian Maniscalco (Oncenter)
- Shaping Sound – Cast Members (Oncenter)
- Disney On Ice presents Passport to Adventure (Oncenter)
- Symphoria’s 2016-2017 Season (Oncenter)
- Dasher’s Magical Gift (Oncenter)
- Syracuse Crunch 2016-2017 Season (Oncenter)
- Symphoria events during fair (LV Amp)

## **MEDIA BUYS, PR & PROMOTION**

- 3DD Media Buys
- Jack Hanna – Media Buys & Promos
- 5FDP – Media Buys & Promo
- 3DD PR – Interviews and special offers
- 

## **MISCELLANEOUS (SPONSORSHIPS, PROJECTS, ETC.)**

- Sponsorship updates:
  - Hofmann Hot Dogs (executed sponsorship elements)
  - Scheduled August meetings with Crowne Plaza, Peppinos & Paninis



- Processed updates to the Lakeview Amphitheater website, as needed
- Drafted TIPS SHEET for amphitheater shows/website – published final sheets (per show) on venue website – shared with all staff members and Live Nation (for their day-of website); emailed directly to ticket buyers for shows during NYS Fair
- Met with Ticketmaster reps to review account information, what’s working & what needs improvement and reviewed new TM Tools that are being launched
  - Improvements to list reporting is helping gather data on patrons to assist with targeting marketing efforts for future shows & sent out special offers to repeat clients
  - Improvements are launching for the e-blast content manager which should ease the development & time requirements to create weekly eblasts
- Created & launched Snapchat Geofilter for the Lakeview Amphitheater
- Met with design companies to discuss rebranding and new design concepts for War Memorial concession stands
- Completed Webinar: The New Facebook Advertising Playbook
- Completed Webinar/Training for tmMessenger’s new content builder; scheduled content builder upgrade for early September (new platform will create mobile-friendly eblasts)
- Completed SMG Sponsored Webinar: The Saucy Secrets to a Winning Wing Event

#### **SMG C.A.R.E.S**

- Administrative Baseball Outing 8/10
- Sent staff coupons for NYS Fair enjoyment
- Back-to-School Supplies Drive launched (to benefit Dr. Kings Elementary)

## **Food & Beverage Recap**

### **FINANCIAL**

#### **Concessions**

- YTD Actual – (as of June, 2016): \$ **1,216,516** VS. Budget : \$ **1,074,332**

#### **Catering**

- YTD Actual – (as of June, 2016): \$ **1,560,699** VS. Budget : \$ **1,337,599**

#### **Total F & B Sales**

- YTD Actual – (as of June, 2016): \$ **3,130,596** VS. Budget : \$ **2,882,779**

### **BANQUETS**

- **8/2 – 8/5 - Making Learning Happen PBLNY 2016 -**
- **8/9 – Roche Navigator Event** – Continental Breakfast, All Day Refreshment Break & Lunch Buffet – 25ppl
- **8/16 - Making Strides Against Breast Cancer Kick Off** Breakfast – Plated Breakfast – 220ppl
- **8/16 – Internal Tasting – Crouse Tribute Evening -** 10ppl

- **8/24 - Nick Offerman & Megan Mullally** – Backstage catering – 5ppl
- **8/26 – Auction Winner Chef Experience Dinner (Vera House)** Reception & Plated Dinner – 10ppl
- **8/27 – Upstate Medical White Coat Ceremony** – Refreshment Break – 700ppl **6/10 – Liverpool Senior Ball** – Dinner Buffet – 500ppl
- **8/30 – Internal Tasting - Wedding of Kayla Pickard & Zach Abulencia** – 7ppl

## CATERING SALES

- Created (4) specific menus for clients
- Created (4) proposals for clients
- Created (5) EOP's & contracts
- Created & edited (4) diagrams
- Created & edited (4) event orders
- Had (10) in person meetings
- Had (14) phone appointment
- Processing (4) PO's
- Events: (2)

## CONCESSIONS

- Concessions opened for 11 events in August, which includes:
  - Three days of 1<sup>st</sup> annual Upstate NY Tattoo Convention
  - Two days of Star City Games
  - Three Syracuse Children's Theatre performances
  - OCM BOCES Summer Institute
  - Third Day and Steven Curtis Chapman concert
  - Nick Offerman & Megan Mullally "Summer of 69: No Apostrophe" performance
- The Nicholas J. Pirro Convention Center hosted the 1<sup>st</sup> annual Upstate NY Tattoo Convention running August 12<sup>th</sup> – 14<sup>th</sup>. The first time event brought revenue of \$8,184 for the weekend.
- Star City Games returned for the first time since April 2015, which saw concession revenue up about 20% from their previous visit. Total sales for the two day card playing tournament were \$8,568.
- The Concession team did extensive cleaning to all areas during the month of August.
- Concessions managers have been meeting and planning menu additions, as well building and concession location enhancements, with F&B Director Jody Harris.

Started to receive and review applications to fill at least 15 stand attendant positions for the upcoming season.

## CULINARY

- Quality and taste of food reviews on all event surveys received in August was rated "Excellent"
- Chef Jerry attended a Chef Summit in California hosted by Markon. Below is an overview of the trips events:

### Field Tours

Attendees will walk alongside our inspectors as they review fields ready for harvest and get firsthand experience in processing plants

From our suppliers and Boots in the Field, you will learn how specific items are grown and processed and what inspectors are looking for during their daily reviews

### Produce Expo

This will be an exhibition where attendees can review new and trending products; Markon staff will be on hand to answer any questions you may have

### Varietal presentations

Learn about the latest trends in varieties along with taste testing of the newest varieties of grapes, melons, lettuces, and stone fruit

### Produce: Pain points, Challenges and Successes

This interactive panel discussion allows attendees to network with other member chefs and bounce struggles and solutions they have encountered

### Trends Presentation

Chef Gerry Ludwig will discuss current culinary trends in the foodservice industry

### R&D Session

Attendees will be given an opportunity to develop new blends and applications; you will be divided into three groups and collaborate with a designated grower and chef lead

Objective:

Each team will be encouraged to develop at least one new blend

Teams will also create a finished product applications incorporating that blend

- Kitchen prepared a Chef's Table Dinner for 10 guests. Menu featured many different techniques and influences from Asian Cuisine. Below is the menu for the event:

## **Appetizer's**

*Lobster Roll Bruschetta*

*Beef Carpaccio on Garlic Parmesan Crostini*

*Pan Seared Scallop and Pork Belly with an Asian BBQ Sauce*

## **1<sup>st</sup> Course**

*Chilled Melon Gazpacho Soup with Sliced Watermelon, Cucumber Ribbon, Crab and Vinegar Pearls*

## **2<sup>nd</sup> Course**

*Xiaolongbao (Chinese Soup Dumplings)*

## **3<sup>rd</sup> Course**

### **Land Air and Sea**

*Filet Mignon Medallion, Seared Foie Gras and Shrimp Encrusted Salmon*

*Accompanied by Wasabi Pea Puree, Pickled Wild Mushrooms and a Cherry Bourbon Sauce*

## **Dessert**

*Nutella Crepes with Amaretto Whipped Cream Filling and Mixed Fresh Berries*

### **COMMUNITY SERVICE**

- Tom Eicholzer attended monthly Board of Directors meeting for Meals on Wheels

### **TESTIMONIALS**

Meghan, The dining manager and staff really came through when I had thought that I had ordered a continental breakfast. **Per event evaluation, rated quality of food and quality of service very good.**

**John Johnson**

**NY Bus Sales Meeting**

**Per event evaluation, rated quality of food very good and quality of service excellent.**

**Rebecca Flint**

**Making Strides Against Breast Cancer Kick Off Breakfast**

## **Operations**

- Installed amplifiers in Convention Center sound room. System operational currently.
- Scheduled and planned with county facilities for Dasher and Ice install in the arena, and deadlines for Syracuse Crunch painting.
- Designed 'pull sheets' and supporting SOP documents to help technicians with equipment needs for event setups.
- Continued testing of ADP import document.
- Steward training documents developed and updated timesheets based on 1<sup>st</sup> training session feedback.
- Continued negotiations with IATSE for Oncenter Contract.

- Took full inventory of CHCT seating parts, fabric, etc. Connected with vendor to establish par amounts for parts and assemblies.
- Completed substantial painting projects in August utilizing Operations Department staff. Touched up walls and columns in the Ballroom and painted every metal interior and exterior door on all three levels of the Convention Center.
- Through consolidation of office and storage space two new rooms have been opened up as potential storage space on the mezzanine level of the Convention Center. Rooms are currently clean and clear.
- Received several quotes to professionally clean and Scotch Guard the 65,000 square foot Exhibit Hall carpet.
- Received a quote to replace all the tile flooring from the Security entrance to the loading dock, Exhibit Hall and Admin. offices....Operations Manager Frank LeFevre has been tasked to draft a scope of services for the project at which point it will be put out to bid. Anticipate Bid to go out in early to mid- September.
- Utilized Operations crew member to install new carpeting/ molding in dressing Room A-5 at the Civic Center.
- The professional landscaping project around the War Memorial has been completed and Operations Department is now responsible for the daily maintenance of these areas.
- On 8/1 County Facilities went live with their new work order system Q Ware CMMS. SMG Operations Managers now have the capability to track all work orders from submittal to assignment to completion. This is a vast improvement over the previous system and will be a valuable tool to track and close out outstanding work orders.
- The Operations Department had no lost time incidents or injuries in the month of August.

## **Human Resources Recap**

### **STAFFING**

- 737 active employees.
- Parking Coordinator hired effective 8/9/16.

### **POSITIONS CURRENTLY RECRUITING**

- Banquet Barback
- Banquet Server
- Director of Event Services
- Event Attendant
- First Cook – Kitchen
- Human Resource Manager
- Stand Attendant
- Stand Runner
- Utility Staff – Kitchen

### **COMMUNITY SUPPORT**

- In an effort to support our local community, The Oncenter conducted a “Back-to-School” Supplies Drive. Employees donated school supplies to benefit the students at Martin Luther King Elementary from 8/15/16 – 9/2/16.

### **EMPLOYEE RELATIONS**

- SMG CARES Committee met on 8/10/2016 to discuss employee relations activities for the remainder of the year.

### **COMPENSATION AND BENEFITS**

- Worked with Corporate HR on determining action plan of new FLSA regulations.

### **SAFETY**

- Human Resource Generalist and Senior Sales Manager to discuss Safety Committee for the remainder of the year.

### **LABOR RELATIONS**

- Human Resource Generalist and Operations Manager met with Local 9 union representatives on 8/11/16 for step 3 of the grievance procedure.
- Negotiation meetings between IATSE Local 9 and Oncenter/SMG were held on 8/2/16, 8/10/16, 8/16/16 and 8/22/2016. Next meeting is scheduled for 9/20/16.
- Next negotiation meeting between UNITE HERE Local 150 and Oncenter/SMG TBD.

## **Evaluations**

For the Month of August SMG received 4 patron reviews. All 4 reviews were rated "Very Good or Excellent". One of the reviews did include a rating of "Fair" due to repairs needed in one of the men's restrooms. The repairs have been noted and sent to County Facilities for repair.



The Oncenter Monthly Report  
September 2016

Date: October 10, 2016

## **Financial Overview**

**August 2016**, The Oncenter finished the month approximately \$54.5k under the budgeted sales volume and \$60.6k below the zero balance budgeted net income.

**Sales** - Sales are primarily due to us not contracting forecasted events in banquets (\$29k) and conventions (\$27k). Note - sales on a year-to-date basis is \$743k over budget.

**Event Net Income** – finished the month \$49K below budget due to the lower sales volume mentioned above and events contracted with lower margins to get business during slow month.

**Indirect Expenses** – we finished the month \$11K under budget. Labor is under budget \$12k primarily due to the outsourcing of Security. This outsource caused contracted services to be over budget \$12k. General and Administration is over budget primarily due to the annual invoice for sales training classes.

### **Projects:**

**IATSE Labor Import** – we are live with the imports. The timesheets are being done by the AV-Operations Department. They are working on training the Union Steward on entering the data on the time sheets.

**Parking Garage Security Cameras & Emergency Call System** – We had a meeting with County IT Department and Tyco to discuss the delays in the system. County IT and Tyco are working on this.

**War Memorial Surge Bars** – working with the County Facilities Department on installing a bar in the Montgomery Surge Area. The project should be completed by 1st game.

**War Memorial Stage** – this project will begin 10/3/16 and be completed in time for the first game.

**Parking Garage Engineering Report** - The County's Site Representative is working on creating Bid Documents and Scope of Service.

**Service Area Floors** – working with Operations Manager on a Bid Document to replace the floors in the back service hall between Loading Dock, Exhibit Halls and Security.

### **Information Systems**

**War Memorial Press Box IT Re-Wire** – still working on the Tricaster System.

Cell Tower for Venue – need to work with the County Executive’s office on drafting a law for the cell towers in the Oncenter for Legislators approval.

Wireless System for Convention Center – We awarded the Project to Syracuse Technologies and are working on installation date and project schedule.

**Box Office:**

**Parking (Garage & Lot)**

Parking revenues finished June \$7.9k over budget and net income was approximately \$9.1k over budget. Year-To-Date sales are \$77.2k over budget and net income is \$90.1k over budget.

**Life Safe Repairs open items:**

- Holes in concrete floor on second level
- Part of wall outside north entrance gate has broken off

**Facility Repairs:**

- Rubber Expansion seams are leaking throughout garage
- Wall inside elevator control room is cracked
- Leak to right of pedestrian Bridge
- 2 Exterior doors of stairwells do not lock correctly
- Broken Door handle on 4<sup>th</sup> level of stairwell #4. Door will not open.
- There is a section of sidewalk on Adams St. that has shifted and is approximately 2 inches higher than the other section. This is causing a tripping hazard.

**Sales Overview**

The month of September was busy as the team we generated over **\$543,945.44** in contracts that became definite within the month. Linda Natoli, Senior sales manager traveled to Albany, NY to attend an MPI (Meeting Planners International) event. Linda had the opportunity to make connections with a few new Association meeting planners and introduce the Oncenter to them.

Our monthly meeting with Visit Syracuse included representatives from the Marriott Downtown; we continue refining the client target list that we will work on together. Some Successful events for the month included the PBL NY – Making Learning Happen Conference with over 500 attendees and they will be returning in 2017 and finishing the month we had a new event, the Tattoo convention that also will return in 2017. Civic Center Theaters entertained many with a show by Nick Offermen and Meghan Mullally.

**EXHIBIT HALL OCCUPANCY**

- Exhibit Hall Square Footage Available: 1,957,500
- Exhibit Hall Square Footage Occupied: **783,000**

- Occupancy: 40%

## LOST BUSINESS REPORT

Start Date	Event	Cancelled Reason
09/01/2016	Everson Yoga Event	Dates changed.
09/01/2016	Symphoria	error rebook
09/02/2016	Hold - Wedding	Dates changed.
09/03/2016	HOLD - Wedding of Lauren & Chris	Dates changed.
09/04/2016	HOLD- Salvation Army	Dates changed.
09/08/2016	HOLD-PromiseLand Church	Dates changed.
09/09/2016	Esmeralda Fashion Show	Went to other venue
09/09/2016	WWE Holds	Dates changed
09/10/2016	Holy Day	Date not available
09/10/2016	WWE Holds	Dates changed
09/14/2016	Hold - Salvation Army	Moved event to Xhall
09/14/2016	Keller Williams Meeting	Group did not materialize
09/15/2016	Comedy Hold	Chose a different city
09/15/2016	Live Nation Concert Hold	Dates changed
09/15/2016	US Foods Product Launch	Group did not materialize
09/16/2016	Concert Hold	Group did not materialize
09/16/2016	Make a Wish Gala 2016	Went to Marriott
09/16/2016	Outback Comedy Hold	Chose a different city
09/17/2016	Concert Hold	Chose a different city
09/17/2016	Hold- Bharatanatyam Dance	Dates changed.
09/18/2016	Wedding of Kayleigh & Brian	Dates changed.

09/19/2016	NYS Dept of Health	Lost to Marriott
09/23/2016	DARE Karate Demonstration	Dates changed
09/25/2016	AEG Concert Hold	Chose a different city
09/26/2016	Concert Hold	Chose a different city
09/27/2016	Lacrosse Tournament Hold	Group did not materialize

### SALES/DEFINITES

The following is a list of contracts returned and processed as definite for the month of September- it is listed by Sales Manager (LN-Linda Natoli, SALES / MS – Michael Spaulding, SALES / CH – Charlene Hart, SALES/ MB – Michael Bomasuto, SALES / JF – Julianna Filippi, BANQUETS).

Start Date	Event Name	Event Type	Sales Mgr.
	UNY Annual Methodist Conf 2017	05/30/2017 705 Conventions	LN
	Syracuse International Christian Church	10/02/2016 701 Assemblies	MB
	Award Ceremony	02/09/2017 701 Assemblies	MB
	United Way-Hope Summit	09/29/2016 702 Banquets	MB
	Syracuse Crunch CNS October Ice Rentals	10/05/2016 709 Sporting	MS
	Elf, The Musical - CASH SALES	11/25/2016 711 Performing	MS
	UNY Annual Methodist Conference 2017	05/30/2017 705 Conventions	LN
	Syracuse International Christian Church	10/02/2016 701 Assemblies	MB
	Award Ceremony	02/09/2017 701 Assemblies	MB
	United Way-Hope Summit	09/29/2016 702 Banquets	MB
	Elf, The Musical	12/01/2016 711 Performing	MS
	Syracuse Crunch CNS October Ice Rentals	10/05/2016 709 Sporting	MS
	Once	10/18/2016 711 Performing	MS

Rent	11/15/2016	711 Performing	MS
2016 Finger Lakes Feis - CASH SALES	11/04/2016	709 Sporting	MS
2016 Syracuse Catholic Women's Conf	10/28/2016	705 Conventions	CH
UTM 2016 Conference	11/07/2016	705 Conventions	CH
Liverpool Senior Ball	06/08/2017	702 Banquets	JF
F-M Senior Ball	06/10/2017	702 Banquets	JF
12th Annual Engineering Expo 2016	11/07/2016	705 Conventions	LN
NYS Society of CPA's Annual Meeting	12/06/2016	708 Meetings	LN
UNY Annual Methodist Conference 2017	05/30/2017	705 Conventions	LN
Award Ceremony	02/09/2017	701 Assemblies	MB
Retro Game Conn	11/05/2016	703 Consumer/Pub	MB
United Way-Hope Summit	09/29/2016	702 Banquets	MB
Syracuse International Christian Church	10/02/2016	701 Assemblies	MB
Elf, The Musical	12/01/2016	711 Performing	MS
FOCL-Elizabeth George Lecture	09/27/2016	701 Assemblies	MS
Anthony Doerr Lecture	04/12/2017	701 Assemblies	MS
Bryan Stevenson Lecture	05/02/2017	701 Assemblies	MS
Chris Bohjalian Lecture	03/14/2017	701 Assemblies	MS
Emily St John Mandel Lecture	11/01/2016	701 Assemblies	MS
FOCL - Daniel James Brown Lecture	10/06/2016	701 Assemblies	MS
Dasher's Magical Gift 2016	12/05/2016	707 Family Shows	MS

**SALES BUDGET GOALS YTD**

Category	Budget/Goal	Definite/Tentative	Inquiry	YTD Total %
<b>701</b>	\$124,085.00	\$194,781.02	\$0.00	156%

<b>Assemblies</b>				(\$70,696.02+)
<b>702</b>	\$2,195,000.00	\$2,141,813.64	\$63,821.00	102%
<b>Banquets</b>				(\$10,634.64+)
<b>703</b>	\$381,214.00	\$406,736.28	\$0.00	105%
<b>Consumer/Public</b>				(\$25,522.28+)
<b>704</b>	\$394,988.00	\$265,935.00	\$2,500.00	70%
<b>Concerts</b>				(\$126,553-)
<b>705</b>	\$1,258,381.00	\$1,129,908.75	\$34,944.50	93%
<b>Conventions</b>				(\$93,527.75-)
<b>706</b>	\$446,353.00	\$379,396.13	\$13,880.00	90%
<b>Entertainment</b>				(\$53,076.87-)
<b>707</b>	\$419,826.00	\$250,610.22	\$0.00	60%
<b>Family Shows</b>				(\$169,215.18-)
<b>708</b>	\$276,122.00	\$227,224.90	\$13,040.00	88%
<b>Meetings</b>				(\$35,857.10-)
<b>709</b>	\$602,337.00	\$514,855.47	\$17,550.00	90%
<b>Sporting Events</b>				(\$69,931.53-)
<b>710</b>	\$159,066.00	\$63,574.39	\$0.00	43%
<b>Trade Shows</b>				(\$95,491.61-)
<b>711</b>	\$385,632.00	\$548,453.44	\$4,705.00	142%
<b>Performing Arts</b>				(\$167,526.44+)

## Entertainment Sales Recap

- Finalized Syracuse Silver Knights Soccer schedule for 2016-2017 season.
- Working on 2017-2018 Broadway schedules. When talking to Famous Artists, we discovered that Lion King will be at the Landmark November of 2017, the last week of LK will be the week of Cirque in the War Memorial. M. Spaulding had to move Disney on Ice as to not compete for market share from Dec 2017 to Jan 2018. M. Spaulding called Cirque to confirm their dates for November 2017, at which time Cirque re-confirmed their intentions to play the market at this time.
- Working with Symphoria on their 2017-2018 schedules.
- Working with Opera on their 2017-2018 schedules.
- Working with FOCL on their 2017-2018 schedules.
- Placed hold for Christian concert on December 4, 2016 in arena. Lead came from Bob Belber with SMG. More details to follow.
- Adjusted holds and submitted scaling for Brit Floyd Q1 2017.
- Submitted payment for musical rights to Spring Awakening. We produced Cabaret in August 2016 with the assistance from various members of a locally disbanded theater company. We previously worked with this theater company for about 5 years. Typical margins we received on their rental events were around \$1,000 per year. Taking this event in house, Cabaret, we tripled our margins to \$3,000. We will work with them again during the summer of 2017 on Spring Awakening.
- Placed holds for Daniel O'Donnell for May 2017 in Crouse Hinds

## TESTIMONIALS

*Hi Meghan – Thank you so much for all of your hard work on this event. We really appreciate the assistance from you, Linda, and The Oncenter team. Please send the updated invoice once completed.*

*Best regards,*

*Lyndsey Clark*

*lclark@alonmarketing.com*

*ALON Marketing Group - Destinations NY*

## ALLIANCE RECAP

This month's meeting Visit Syracuse is continuing to develop a target list that would utilize both Oncenter and the Marriott with possible city wide potential. The hotel, Oncenter and Visit Syracuse will each divide the list and cold call to see where there is potential. Visit Syracuse FAM Tour was a very successful event – 11 planners from across the country were hosted at the Marriott Downtown, and treated to tours, meals, and treats of all our downtown properties, the Oncenter convention Center, War Memorial and Civic Center Theaters - as well as outlining community areas. Marriott Downtown Hotel still continues to bid on conventions on their own.

# **Event Services**

## **Charlene Hart –Director of Event Services**

### **SITE TOURS & MEETINGS**

- Weekly Staff Meeting
- Weekly Department Meeting
- Weekly One on One meetings with Event Manager/Event Coordinators
- Meeting with Syracuse Technologies re: online ordering form for utilities and process
- Conference call bi monthly with Leslie Phillips-Reserve Cloud
- Preplanning meeting – Syracuse Catholic Women’s Conference
- Discover Syracuse FAM Trip

### **EVENTS-SUPERVISED**

- Destinations Group Travel Show
- CNY Dental Conference
- NYS Division of Homeland Security
- Northwestern Mutual Agency Day
- Charitable Giving Campaign
- Northeast Apparel Show

### **DEPARTMENTAL DIRECTION**

- Created weekly schedule three weeks out.
- Created and sent invoice due report, followed up on all invoices to ensure submission
- Oversaw event assignments to ensure turnover meetings happened, clients were contacted, EOs created in a timely manner, client contact onsite met SMG standards. Provided staff feedback on all events.
- Conducted the first in a series of meetings with Operations, Production and Security staff to determine the best flow of information in regards to EOs and diagrams and the use of the reserve system.
- Created a checklist to add to all invoices of events that do not settled through the box office to standardize the billing process.
- Created and event changes and additions form. This form will be used with groups on site that make changes that have an event cost to them i.e. adding bottled water to a meeting. The event manager will record the item and have the client sign the form to confirm the charge. This will assist with the final invoice and ensure the client approves additional charges.
- Created a signature form and worked with the Director of Entertainment Sales to have all contracts submitted for approval prior to being sent to the client.
- Created a new template in Reserve for Sales to note contract concessions and discounts.
- Worked with Food and Beverage to standardize how to enter f/b notes, timing and location instructions in reserve so all EM/ECs are entering the items in the same format.
- Launched new online utility order form so it is more client friendly and fixed paypal issue as clients were not receiving confirmations.
- Adjusted pricing for the wireless internet system that exists in the Convention center to lock down the system pricing increased to \$250.00 from \$30.00.
- Review all EOs and invoices prior to distribution.
- Prepared Monthly reports for the Finance department and Sales
- Revised Sales SOP

- Conducted one on one weekly training with all coordinators and managers to focus on specific training needs.

## **Meghan Wells – Event Manager**

### **MEETINGS**

- Met with Colleen of I-Day
- Met with Sharon, Chuck and Cheryl of SUNY Upstate to discuss the 2018 commencement

### **SITE TOURS**

- Assisted with site tour for Carrie Lazarus

### **EVENTS**

- Florida Georgia Line
- Destinations Travel Group
- I Love NY
- Big Picture Tourism
- CVB Press Conference (within Destinations Travel)
- Big East Powersports
- ZZ Top/ Charlie Daniels- assisted
- Peppa Pig- assisted
- Crouse Gala- assisted

### **TESTIMONIALS**

***“Great job in paying attention to detail and in taking care of the entire event”***  
**-Charlie Daley, Destinations Group Travel**

***“Your staff was wonderful!”*** –Cindy Kimble, Big Picture Tourism

## **Katie Bristol – Event Coordinator**

### **MEETINGS**

- Crunch Team Meeting – weekly
- Weekly Staff Meeting 9am
- Weekly Staff Meeting 10am
- Post Staff Meeting 11am
- One on One meeting Monday at 10am
- Go Red Tasting
- ECET2 Conference Meeting
- Jungle Jack Hanna Advance Call
- Tax Auction Meeting
- Homeland Conference Call
- Charitable Giving Meeting/Conference Call
- Peppa Pig Advance

- Dental Conference Meeting
- Manhattan Dance Call
- Amy Schumer Advance
- Church Group Calls

#### **EVENTS**

- Peppa Pig
- Dental Conference
- Syracuse Church Group Each Sunday
- Charitable Giving
- Homeland Security
- Crouse Assistant
- ECET2 Conference
- Manhattan Dance
- Amy Schumer

#### **TESTIMONIALS**

- N/A

### **Jennifer Casler – Event Coordinator**

#### **MEETINGS**

- Weekly Staff Meeting –Wednesdays 9am
- Weekly Event Operations Meeting –Thursdays 10am
- Weekly Event services/Sales Staff Meeting-Thursdays 11am
- One on One meeting –Tuesdays 3pm
- Met with Syracuse City Ballet and Mike Spaulding
- Call with JJ Lorence and Robby McLean from Shaping Sound
- 

#### **SITE TOURS**

- N/A

#### **EVENTS**

- Symphoria, Amphitheater – Independent
- Florida Georgia Line – VIP, Assist
- O Yoga Studio (Everson)
- Everson September Movies
- Volunteer Usher Training - Independent
- Symphoria, Masterworks #1 – Independent
- Blood Drive - Independent
- DARE - Coverage
- Peppa Pig – Coverage
- Syracuse City Ballet, Season Kick off – Independent
- More than a Market – Independent
- Northwestern Mutual - Independent
- Symphoria, Pops #1 – Independent

## **TESTIMONIALS**

- N/A

## **Maggie Lovas - Event Coordinator**

### **MEETINGS**

- Event Services/Operations Meeting
- Weekly EO Meeting
- Event Services/Sales Meeting
- One on One Meeting
- Episcopal Church Bishop Retirement Celebration Conference Call
- Megan Mullally and Nick Offerman Advance
- ZZtop Event Order Review/Amphitheater Event Order Training
- Snoop Dogg VIP Advance
- Keith Urban VIP Advance

### **EVENTS**

- Syracuse Children's Theater 08/05
- Syracuse Children's Theater 08/19
- Syracuse Children's Theater 08/22-08/25
- Syracuse Children's Theater 08/26
- Megan Mullally and Nick Offerman
- Snoop Dogg VIP
- Keith Urban VIP
- Tattoo Convention Load in and first day

## **TESTIMONIALS**

- N/A

## **Marketing Recap**

### **ANNOUNCED**

Announcements include press releases, presale e-blasts, social media content, calendar of event listings, monitor graphics, etc.:

- Disney On Ice – Presale
- John Edward
- Celtic Woman
- Brian Regan
- Syracuse CominCon 2017
- Syracuse Crunch 2016-2017 season
- Rosamond Gifford Lecture Series 2016-2017



### **MEDIA BUYS, PR & PROMOTION**

- Jack Hanna – Media Buys & Promos
- Shaping Sound – Media Buys
- 3DD PR – Interviews and special offers
- Jeff Dunham – media buys in advance of show announcement

### **MISCELLANEOUS (SPONSORSHIPS, PROJECTS, ETC.)**

- Sponsorship updates:
  - Resigned Solvay Bank Box Office agreement for additional year
  - Resigned Allen & Associates
  - Drafted addendum to Gifford's Ice Cream agreement for upcoming season
  - Increased Panini's sponsorship agreement
  - Working on re-signing of Peppinos and Beak & Skiff
  - Invoiced Pepsi, AFV

- Processed numerous questions/concerns/complaints for Lakeview Amphitheater during NYS Fair (mainly related to parking)
- Finalized TIPS SHEET for last two amphitheater shows/website – published final sheets (per show) on venue website – shared with all staff members and Live Nation (for their day-of website); emailed directly to ticket buyers for shows during NYS Fair
- Updated wedding advertisement for Syracuse Wedding Magazine
- Explored marketing options for Sales Team before the end of the year; \$10k budget – recommended Small Markets Meeting publication that I found
- Met with client for Syracuse Comic Con in June 2017 to discuss event marketing & sponsorship opportunities; launched venue marketing for show and assisting with local contacts
- Attended SMG specialty call with POLLSTAR
- Completed webinar: Secrets to eCommerce Social Sharing
- Coordinated mailing of Shaping Sound materials to local dance studios
- Assisted GM in scheduling interviews
- Attended SMG/Lakeview Amphitheater review meeting – assigned multiple projects for completion by November 15<sup>th</sup>
- Attended SMG specialty call with TICKETMASTER to review new content builder platform
- Designing new email template that is compatible with new TM platform which is mobile friendly & responsive
- Began work on RFP Scope of Services for new website project

#### **SMG C.A.R.E.S**

- Back-to-School Supplies Drive; donation given to Dr. King’s Elementary School
- National IT Professional’s Day – 9/20 – Thank you card & gift for Matt from Syr. Tech
- National Coffee Day (Coffee display in main lobby) 9/29
- Caught up with Shining Star recognition:
  - May: Bob Dwyer
  - June: Cindy Shippers
  - July – Mike Jennings
  - August – Michael Bomasuto Sr.
- Began discussion & work on holiday parties

## **Food & Beverage Recap**

### **FINANCIAL**

#### **Concessions**

- YTD Actual – (as of August, 2016): \$ **1,241,257** VS. Budget : \$ **1,301,511**

#### **Catering**

- YTD Actual – (as of August, 2016): \$ **1,616,812** VS. Budget : \$ **1,447,849**

#### **Total F & B Sales**

- YTD Actual – (as of August, 2016): \$ **3,222,693** VS. Budget : \$ **3,050,188**

### **BANQUETS**

47 total banquet functions September 1 – 30:

- 9/12 – 9/13 - **Destinations Group Travel Show 2016** –Staff Lunch & PM Refreshment Break – 50ppl, PM Beverage Service – 100ppl. September 13 - Exhibitor Continental Breakfast – 50ppl, PM Refreshment Break – 100ppl, Exhibitor Boxed Lunch – 100ppl
- 9/13 – **ILNY Seminar** – PM Refreshment Break – 120ppl
- 9/13 - **Big Picture Tourism/ Wine Water and Wonders** – Continental Breakfast – 6ppl
- 9/14 - **Salvation Army's 45th Annual Civic Luncheon** – Plated Lunch – 790ppl
- 9/15-9/16 - **2016 Central New York Dental Conference** – **9/15** - Exhibitor PM Refreshment Break – 50pp, Reception, 198ppl, PM Refreshment Break – 155ppl. **9/16** - 2016 Central New York Dental Conference – Continental Breakfast – 400ppl, Buffet Lunch – 481ppl, PM Refreshment Break – 400ppl
- 9/17 - **The Wedding of Caitlin Manion & Tom Kraus** – Reception & Plated Dinner – 220ppl
- 9/21 - **Successful Business Women Award** – Breakfast Stations – 200ppl
- 9/22 - **NYS Division of Homeland Security Regional Workshop** – Continental Breakfast, AM & PM Refreshment Break, Buffet Lunch – 100ppl
- 9/23 - **Northwestern Mutual Agency Day** – Continental Breakfast, Buffet Lunch, AM & PM Beverage Break – 145ppl
- 9/23 – **Crouse Tribute Evening** – Crew Breakfast & Lunch- 20ppl, Entertainment Buffet Dinner – 20ppl , Reception & Plated Dinner - 1140ppl
- 9/25 – 9/26 – **New England Fall Apparel** – Exhibitor Continental Breakfast Daily – 100ppl
- 9/27 - **Stand Against Child Abuse Conference** – Continental Breakfast, AM & PM Refreshment Breaks, Plated Lunch – 235ppl
- **FOCL (Friends of the Central Library)** – Elizabeth George – Reception – 60ppl

### **CATERING SALES**

- Created (2) specific menus for clients
- Created (2) proposals for clients
- Created (2) EOP's & contracts
- Created & edited (6) diagrams
- Created & edited (6) event orders
- Had (12) in person meetings
- Had (8) phone appointment
- Processing (1) PO's
- Acquisition: (3) Items for VIP event
- Events: (5)

## CONCESSIONS

- Concessions opened for 10 events in September, which includes:
  - Symphoria Masterworks performance
  - 3 Doors Down concert
  - Peppa Pig Live
  - DARE Karate demonstration
  - Syracuse Ballet season kickoff
  - Symphoria Pops performance
  - Two days of New England Apparel
  - Friends of the Central Library: Elizabeth George lecture
- The 3 Doors Down concert on September 13<sup>th</sup> almost \$10,000 with an excellent per cap of \$11.59.
- Peppa Pig Live on September 15<sup>th</sup> was a near capacity event, which brought in just over \$5,000 in revenue with a per cap of \$2.83. Concessions featured specials for the show, “Peppa Juice” and “Peppa Snacks” were available at the stands.
- Concessions team has been reviewing applications and conducting interviews to fill openings for stand attendant positions.
- In conjunction with the culinary team, discussed and sampled new products as potential ideas for menu additions in the War Memorial.

The concession team assisted in multiple capacities with the Crouse Tribute dinner. Nick Allen assisted with décor and FOH, while Bryan Atkins assisted the culinary team with BOH needs.

## CULINARY

- Chef’s attended monthly ACF Meeting
- Donated time to help prepare food for Center for Arts show, held in Homer Ny on September 24<sup>th</sup>. Proceeds went towards Church supported Charities.
- Hired individual for new position, Kitchen Coordinator.
- Started business side operation training of individual hired for Kitchen Coordinator.
- Started process of streamlining all recipes for integration into new kitchen and inventory program.
- Also streamlining pictures of finished product to implement in new production sheets and recipes.
- Developed menu and held tasting for new concession items for the War Memorial.
- Met with Maines Corporate Chef, Eamon Lee, to discuss integrating new produce items, concession needs, new food trends and our future projecting of bee keeping on the roof.

## COMMUNITY SERVICE

- Tom Eicholzer was elected to the Meals on Wheels of Syracuse Board of Directors for a 2<sup>nd</sup> three year term

## TESTIMONIALS

Jody and Tom,

THANK YOU!!!!

I can't thank you enough for EVERYTHING each of you did to make our Tribute Evening such a SUCCESS! We have received many compliments about the event and guests' enjoyment of the evening.

Putting on this event is a team effort and I feel so blessed to have each of you working closely with us during our many months of preparation and finally the night of execution. Every aspect of Tribute Evening went smoothly this year and it was because of your hard work and striving for perfection. So many people have said to us, they've never attended a charitable event as well done as ours was on Friday evening.

I am especially grateful for each of your patience with me in my stressful moments. As you've come to know, I'm a detailed organizer...sometimes a curse and sometimes a blessing. 😊 Each of you are wonderful about listening to my suggestions, finding solutions when an issue arises, and responding so creatively, skillfully and positively to my many questions/asks. We really have assembled an awesome team who works well together to achieve our common goal...an enjoyable, memorable evening that raises funds to benefit Crouse patients.

So, please "pat yourselves on the back" and pause to savor our success. What a privilege it is to work with such talented people! Thank you for being part of my Tribute Evening "inner circle." I COULD NOT do it without you! 😊

P.S., Please pass along our most sincere THANK YOU to everyone at The Oncenter, B&W SSI, WCNY and Upstate Printing who worked on Tribute Evening

**Phyllis Devlin  
Manager, Special Events & Donor Engagement  
Crouse Health Foundation**

**Per Event Survey – Quality of Food – Excellent, Quality of Food – Very Good  
Jody Harris is the BEST. We love working with her. Jody's attention to detail, creativity and commitment to quality are awesome. Our Tribute Evening would not be what it is without Jody and Tom. They make an amazing team.**

**Tom Eichelzer is the BEST as well and we love working with him. Tom has our best interests at heart and is very creative. We so appreciate Tom's passion for quality and the BEST customer service. Our Tribute Evening would not be what it is without Tom and Jody. They make an amazing team.**

Tom,

Thank you so much for everything that you as well as your team accomplished to help us make this event a success. It was a pleasure working with you. I hope we have the opportunity to work together in the future.

**Adrienne N Morton, Ph.D.  
Director of Program Development  
United Way Hope Summit**

## Operations

- Received substantial Ops equipment back from the Lakeview Amphitheater at the conclusion of the season. Equipment has been cleaned and put back into stock. All inventories were updated to reflect this equipment returning.
- County finalized scheduling of two projects to commence the first week of October. The lower dock drain replacement at the Convention Center and the installation of more flow meters to the Exhibit Hall ceiling area. The latter project is in conjunction with Syracuse University and the Onondaga County Save the Rain project.
- Utilized the County WEP heavy mechanical garage to repair numerous issues with the Oncenter pick-up truck with no expense incurred to SMG .
- Continued utilizing Operations Department staff to do touch up painting in the venues. Focus has been shifted to the War Memorial in anticipation of the impending hockey season.
- Drafted an RFB for the floor replacement project to the Security Vestibule area. Project encompasses replacing approximately 1056 square feet of flooring in a high traffic/ high visibility area.
- Operations Department began preparation for snow removal season with Preventative Maintenance completed for the pick –up/plow truck and scheduled for the Bobcat. Also have pricing for ice melt locked in for the season. All other equipment ( shovels, salt spreaders etc. ) are still in good working order from last season.
- Posted open positions for Facility Aide 2 positions. Received numerous applications and looking to expand the Operation Department by 6 part time workers by early October.
- Did a walk through with vendor to quote a professional deep cleaning of the old trash compactor/ trash can storage rooms. Once completed will open up substantial storage space. Older equipment that was stored in this area is now housed in one of the newly purchased storage pods.
- Did a complete re-lamping of the Ballroom and Exhibit Hall atriums prior to the Big East Sports show. Ballroom atrium fixtures are operating at 100% and the two faulty fixtures in the Exhibit Hall atrium have work orders placed for them . Work order status is currently at “ Scheduled “ so expecting repairs to be made soon.
- Operations Department Facilities Aide 1 Mike Jennings was named SMG Shining Star of the Month. Mike is a dedicated and reliable employee evidenced by a perfect attendance record in his 10 year career at the Oncenter.
- The Operations Department had no lost time incidents or injuries in the month of September.
- Departmental testing and internal implementation of payroll system.
- Wrote two SOPs, for standardizing internal billing and event IT ordering processes. Used for training multiple employees and documenting procedures for others as needed.
- Replaced ambient gel throughout exhibit hall scoop lighting in exhibit hall A, will continue in exhibit hall B in October.
- Continued IATSE negotiations, first agreement was not ratified by union. Negotiations will continue.
- Installed arena dasher boards for season.
- Prepared annual operations plan for production department.
- Worked with Director of Event Services to improve event services department's knowledge of IT services, updating pricing structure of event IT and A/V, updated equipment lists for their department's use.
- Awarded two shining star awards to production department employees from the past couple months.
- Moved most all equipment back to Oncenter facilities from amphitheater.

# **Human Resources Recap**

## **STAFFING**

- 1082 active employees.
  - 390 Lakeview Employees
  - 691 Oncenter Employees
- Peter Casper promoted to Assistant General Manager effective 8/1/16.
- Charlene Hart promoted to Director of Event Services effective 9/1/16.
- Closed Amphitheater Positions effective 9/8/16.
- New Recruitment Strategy:
  - Each position will be closed out after 30 days of opening to keep the most relevant candidates in our pool and improve consistency.
  - Positions will be assessed as to whether the position should be reopened after the 30 days have expired.
- Implemented a new Job Requisition Form to fit our new strategy.

## **POSITIONS CURRENTLY RECRUITING**

- Banquet Barback
- Banquet Captain
- Beverage Inventory Controller
- Human Resources Generalist
- Human Resources Manager
- Parking Attendant

## **COMMUNITY SUPPORT**

- In an effort to support our local community, The Oncenter conducted a “Back-to-School” Supplies Drive. Employees donated school supplies to benefit the students at Martin Luther King Elementary from 8/15/16 – 9/2/16.
- Company Jeans Day on 9/9/16—if an employee wore jeans, they donated a dollar and the money went to Martin Luther King Elementary.

## **EMPLOYEE RELATIONS**

- SMG CARES Committee met on 9/30/16 to discuss employee relations activities for the remainder of the year.

## **COMPENSATION AND BENEFITS**

- Worked with Corporate HR on determining action plan of new FLSA regulations.

## **SAFETY**

- Human Resource Generalist and Senior Sales Manager to discuss Safety Committee for the remainder of the year.

## **LABOR RELATIONS**

- Human Resource Coordinator attended the 12<sup>th</sup> Annual Labor and Employment Law Symposium on 9/20/16.
- Negotiation meetings between IATSE Local 9 and Oncenter/SMG were held on 9/20/16 and 9/26/16.

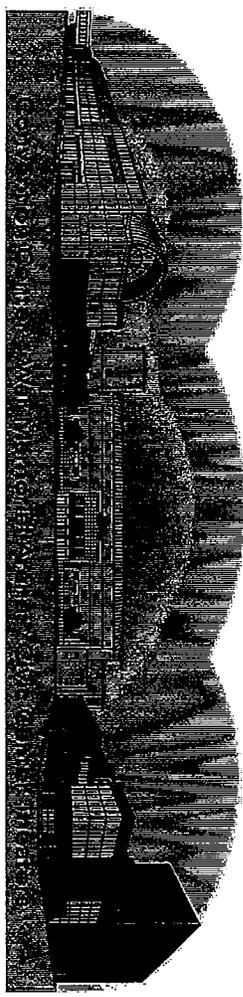
- Next negotiation meeting between UNITE HERE Local 150 and Oncenter/SMG on 10/3/16.

## **Evaluations**

For the Month of August SMG received 4 patron reviews. All 4 reviews were overall rated "Very Good or Excellent". One review did include a rating of "Poor" and one review did include a rating of "Fair" due to temperatures in the building. Onondaga County Steam Station was contacted numerous times for assistance in conditioning the space, but it was not done in a timely fashion according to the patrons.

# THE ONCENTER

Meet. Play. Celebrate. Syracuse



A **SMG** Managed Facility

Month Ending September 30, 2016

**Monthly Corporate Distribution List:**

- Craig Liston - Regional General Manager
- John Szudzik - Regional Director of Finance
- Kelly Carr - SMG/The Oncenter General Manager
- SMG Financial Directors - 3

**Monthly County Distribution List:**

- William Fisher - Contract Administrator
- Steve Morgan - County CFO

**Quarterly County Distribution List:**

- Bob Antonacci - County Comptroller
- James Maturro - Deputy Comptroller/Accounting
- Debbie Maturro - Legislature Clerk
- Onondaga County Legislatures

**SMG ONCENTER COMPLEX**  
**Financial Statement Index**

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Financial Statement Commentary  
SMG – The Oncenter - Syracuse, NY  
September 30, 2016

**September 2016**, The Oncenter finished the month approximately \$54.6k under the budgeted sales volume and \$62.1k below the zero balance budgeted net income.

Sales - Sales are primarily under budget due concert forecasted events not materializing into contracts.

Event Net Income – finished the month \$71K below budget due to the lower sales volume mentioned above and events contracted with lower margins to get business during slow month and increased competition by local venues.

Indirect Expenses – we finished the month \$10K under budget. Labor is under budget \$20k primarily due to the outsourcing of Security. This outsourcing of services has caused contracted services to be over budget \$15k.

**The Oncenter - SMG**  
**Balance Sheet for Period Ending Period 9, 2016**

**Assets**

<b>Current Asset</b>	
Cash	\$1,273,858.59
Accounts Receivable	566,440.06
Prepaid Expense	96,845.67
Inventory	117,172.93
<b>Total Current Assets</b>	<b>\$2,054,317.25</b>
PP&E	195,487.96
Total Other Assets	2,040,869.67
<b>Total Assets</b>	<b>\$4,290,674.88</b>

**LIABILITIES AND EQUITY**

<b>Current Liabilities</b>	
Accounts Payable	\$88,594.83
Accrued Expenses	305,699.87
Deferred Income	1,038,253.43
Advance Deposits	335,117.85
<b>Total Current Liabilities</b>	<b>\$1,767,665.98</b>
Other Liabilities	347,154.48
<b>Net Assets</b>	<b>635,203.89</b>
Contributed Capital	125,732.00
Deferred Room Occupancy Tax Subsidies	1,115,842.66
Cumulative Fund Balance	299,075.87
Current Year Fund Balance	
<b>Total Net Assets</b>	<b>2,175,854.42</b>
<b>Total Liabilities and Equity</b>	<b>\$4,290,674.88</b>
	<b>\$0.00</b>

**The Oncenter - SMG  
Balance Sheet for Period Ending Period 9, 2016**

YTD
2015

**Current Assets**

Cash - Working Capital		1,222,489.39
1000-00-00	20	Cash - Operating Account
		(30,219.90)
1010-00-00	20	Cash - Investments
		1,252,709.29
1060-00-00	20	Cash - Payroll
		0.00

**Cash - Non Working (Vault, Petty Cash)**

1033-00-00	20	TM Credit Card Clearing Account	51,369.20
1034-00-00	20	Crunch Clearing	0.00
1035-00-00	20	Soccer Clearing	(0.00)
1036-00-00	20	TM Outlet Clearing	0.00
1037-00-00	20	AR Clearing	(1,184.35)
1080-00-00	20	Petty Cash	553.55
1082-00-00	20	Vault - Box Office	1,000.00
1084-00-00	20	Vault - Parking Garage	10,000.00
1088-00-00	20	Vault - Finance Office	1,000.00
1090-00-00	20	Vault - WAM Cash Room	20,000.00
1020-00-00	20	ATM - State Street	20,000.00
1030-00-00	20	ATM - Montgomery Street	0.00
1031-00-00	20	ATM - Civic Theater	0.00
1032-00-00	20	ATM - Gallagher Hall	0.00

**Accounts Receivable**

1800-00-00	20	Accounts Receivable	549,383.26
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**Other Receivables**

1801-00-00	20	Receivable Trade	17,056.80
1802-00-00	20	Advancement to Promoters	239.80
1803-00-00	0	Note Receivable - Amp	500.00
1883-00-00	20	Account Receivable - Consignment	0.00
1884-00-00	20	Due from Employee Flex	16,317.00
			0.00

10/11/2016

Inventory			117,172.93
1500-00-07	20	Inv Paper-CATER	1,500.36
1500-00-08	20	Inv Paper-Concess	0.00
1502-00-07	20	Inv Food-CATER	37,755.45
1502-00-08	20	Inv Food-Concess	12,474.69
1503-00-07	20	Inv Beer-CATER	1,547.59
1503-00-08	20	Inv Beer-Concess	20,000.36
1504-00-07	20	Inv Wine-CATER	4,073.88
1504-00-08	20	Inv Wine-Concess	2,198.70
1505-00-07	20	Inv Liq-CATER	7,478.65
1505-00-08	20	Inv Liq-Concess	2,797.12
1506-00-07	20	Inv NOA-CATER	2,724.37
1506-00-08	20	Inv NOA-Concess	16,966.08
1507-00-03	20	Inv Clean-OPERA	7,655.68
1507-00-07	20	Inv Clean-CATER	0.00
1507-00-08	20	Inv Clean-Concess	0.00

Prepaid Expense			96,845.67
1508-00-00	20	Deferred Event Cost	(544.86)
1600-00-00	20	Prepaid - Health Insurance	0.00
1601-00-00	20	Prepaid - Property Tax	8,652.68
1602-00-00	20	Prepaid - Insurance	0.00
1604-00-00	20	Prepaid - Liquor License	64,390.11
1606-00-00	20	Prepaid - Workers Comp	0.00
1607-00-00	20	Prepaid - Deposit Bottles/Cans/Kegs	0.00
1609-00-00	20	Prepaid - Other	24,347.74
<b>Total Current Assets</b>			<b>2,054,317.25</b>

<b>Fixed Assets</b>			
Capital Assets (net depreciation)			195,487.96
1900-00-00	24	Smallwares/F & F/Lea	621,067.68
1901-00-00	24	Software & Computers	383,399.86
1903-00-00	24	Leasehold Improvements	94,914.40
1910-00-00	24	Decoration & Equipment	195,019.57
1911-00-00	24	Accum. Depreciation & Amort.	(1,098,913.55)

**Other Assets**

Restricted Cash - Box Office		1,130,317.65	
1050-00-00	20	Cash - B/O	1,130,317.65
Restricted Cash - Capital Reserve		641,995.01	
1070-00-00	20	Cash - Capital Reserve	641,995.01
Restricted Cash - Advanced Deposits		0.00	
1045-00-00	20	Cash - Adv Customer Deposits	0.00
Restricted Cash - Facilities Fees		125,043.98	
1055-00-00	20	Cash - Facilities Fees	125,043.98
Restricted Cash - Parking Garage		143,513.03	
1075-00-00	20	Cash - Parking Garage	143,513.03
Note Receivable Amp		0.00	
1885-00-00	20	Note Receivable Amp	0.00
<b>Total Other Assets</b>		<b>2,040,869.7</b>	

**Total Assets**

**4,290,674.88**

**Current Liabilities**

Accounts Payable		88,594.83	
2000-00-00	28	Accounts Payable	88,594.83
Accrued Payroll and Related Expenses		85,679.15	
2200-00-00	28	SUI Charges Accrual	0.00
2201-00-00	28	Soc. Sec./Medicare P	0.05
2202-00-00	28	Federal W/H Payable	0.00
2203-00-00	28	State W/H Payable	0.00
2204-00-00	28	Due to Flex Plan	1,311.13
2205-00-00	28	IATSE Union Dues Lia	(0.00)
2206-00-00	28	Income Executions	0.00
2206-CV-00	28	Income Executions:CONVE	0.00
2207-00-00	28	Operating Engineers	0.00
2208-00-00	28	Charity United Way	0.00
2209-00-00	28	Due to 401K Plan	18,975.34
2210-00-00	28	Local 150 Union Dues	0.00

2211-00-00	28	Local 150 Union Pens	0.00
2212-00-00	28	Accrued Wages/Payrol	9,051.04
2213-00-00	28	Payroll Clearing Job Costing	21,266.20
2214-00-00	28	Local 150 Union Dues	0.00
2215-00-00	28	SCT Annuity	26,456.25
2216-00-00	28	SCT Annuity Payable	(22,288.36)
2217-00-00	28	Non-Resident Alien NRA W/H	0.00
2218-00-00	28	Workman's Comp. Liab	22,370.84
2219-00-00	28	Dependent Life Withholding	0.00
2220-00-00	28	Supplemental Life Withholding	0.00
2221-00-00	28	NYS Disability Withholding	(3,442.73)
2222-00-00	28	Voluntary STD Withholding	0.00
2223-00-00	28	Critical Illness Withholding	0.00
2224-00-00	28	Voluntary AD&D Life Withholding	0.00
2225-00-00	28	403(b) Employee Loan	0.00
2226-00-00	28	Payroll Advance	0.00
2229-00-00	28	IATSE Health Ins Cont	47,141.21
2030-00-00	28	Payroll Clearing	0.00
2231-00-00	28	IATSE Health Ins Pay	(35,161.82)
Accrued Expense			220,020.72
2012-00-00	28	NYS Sales Tax - Operation	3,611.26
2013-00-00	28	NYS Sales Tax - F&B	6,775.42
2227-00-00	28	Voluntary ID Theft Assist Withholding	0.00
2228-00-00	28	Safety Shoes	10,000.00
2230-00-00	28	Public Transportatio	0.00
2046-00-00	28	City of Syracuse Par	124,500.00
2006-00-00	28	Purchase Clearing	0.00
2006-CV-00	28	Finance Charge Accru:CONVE	0.00
2001-00-00	28	Accrued Expense	75,134.04
2002-00-00	28	Accounts Payable	0.00
2994-00-00	28	Deferred Revenue	0.00
Current Portion of Long-Term Debt			0.00
2010-00-00	28	Short-Term NP - Combi Owens	0.00
Deferred Revenue			20,150.88
2065-00-00	28	Deferred Vending Revenue	0.00

10/11/2016

2055-00-00	28	Crunch Season Passes	525.00
2185-00-00	28	Deposits - Utilities	300.92
2186-00-00	28	Deposits - Telephone	0.00
2187-00-00	28	Deposits - AV	0.00
2188-00-00	28	Deposits - Machinery	0.00
2189-00-00	28	Deposits - Parking Passes	450.00
2014-00-00	28	Deferred Sponsorship- Advertising Fees	18,874.96
		Total AP and Accrued Expense	414,445.58

Advanced Ticket Sales			
2040-00-00	28	Advance Tickets Sales	959,417.54
2043-00-00	28	Deferred BO Fees	5,044.95
2042-00-00	28	Deferred TM Rebates	53,640.06
Advanced Customer Deposits			
2060-00-00	28	Customer Advance Deposits	335,117.85
Transition Fund			
2020-00-00	28	Transition Fund	0.00
Arts Incentive Fund			
2031-00-00	28	Arts Fund	0.00
Facility Fees			
2041-00-00	28	Deferred Facility Fees	91,673.98
Parking Garage Fund			
2045-00-00	28	Project Reserve Parking Garage	143,435.00
Due To Onondaga County			
3021-00-00	28	Due To The Fire Alarm	112,045.50
3022-00-00	28	Due to County of Onondaga	0.00
		Total Other Current Liabilities	1,700,374.88

Total Current Liabilities			
			2,114,820.46
Long-Term Debt			
3050-00-00	28	Long-Terms NP - Combi Oven	0.00
		Total Liabilities	2,114,820.46

**Net Asset**

Contributed Capital			635,203.89
3020-00-00	28	Reserve For Capital	635,203.89
Deferred Room Occupancy Tax Subsidies			125,732.00
2998-00-00	28	Def. Room Occ. Tax S	125,732.00
Invested In Capital Assets			1,115,842.66
3900-00-00	36	Fund Balance	1,190,918.64
3300-00-00	36	Asset Transfer 2013	(75,075.98)
Unrestricted/2011 YTD Income/(Loss)			299,075.87
RETINC	36	Retained Income Current Year	299,075.87
3200-00-00	36	Retained Earnings	0.00
		Total Net Assets	2,175,854.42

**Total Liabilities & Net Asset**

<b>4,290,674.88</b>
<b>0.00</b>

The Orcenter - SMG  
 Unaudited Statement of Cash Flows  
 As of September 30, 2016

	9/30/2016	YTD
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Reconciliation of deficiency from operation of net cash utilized in operating activities:	(62,146)	299,076
Deficiency from operations		
Depreciation Expense	7,122	61,818
Bad Debt		
PP&E items expensed		
ROTS subsidy revenue	(109,865)	(849,268)
<b>Change in assets and liabilities:</b>		
Account Receivable	877	256,686
Other Receivables	29,256	215,756
Inventory	(20,274)	(9,094)
Deferred Event Cost	-	(21,778)
Other Current Assets	(7,035)	(33,247)
Account Payable and Accrued Expense	(12,215)	(258,384)
Advanced Ticket Sales	439,896	(281,337)
Accrued Expense	130,373	(242,087)
Accrued Payroll and Related Expense	(136,609)	(69,203)
Art Fund	-	-
Parking Garage Reserve	-	143,435
Facility Fees	8,529	10,373
Due to Onondaga County	-	-
Deposits	(22,538)	(88,185)
Deferred Revenue	14,297	(56,667)
Net Cash Utilized in Operating Activities	259,669	(922,105)
<b>CASH FLOW FROM NONCAPITAL FINANCING ACTIVITIES:</b>		
Operating Subsidy/Net Cash Provided by Noncapital	-	975,000

CASH FLOW FROM CAPITAL AND RELATED FINANCING

ACTIVITIES:

	9/30/2016	YTD
Cash Received for Capital Reserve Projects	-	250,000
Payments from Capital Reserve for Projects and Combi	-	-
Purchase of Capital Assets	(4,821)	(39,112)
Payments on Long-Term Debt	268,506	-
Assets Transferred to Onondaga County	-	-
Net Cash Utilized in Noncapital Financing Activities	263,685	210,888

CASH FLOWS FROM INVESTING ACTIVITIES:

Interest Received/Net Cash Provided by Investment Activities		
Cash non working - (Adv. Ticket Sales)	(410,965)	(85,781)
Cash non working - (Capital Reserve)	(69)	(500,122)
Cash non working - (Adv. Customer Deposits)	-	-
Cash non working - (Facility Fees)	(4,048)	1,558
Cash non working - (Vaults, Petty Cash)	-	-
Cash non working - (Parking Garage)	(12)	(143,513)
Net Cash Utilized in Capital and Related Financing Activities	(415,093)	(727,858)

CASH FLOWS FROM INVESTING ACTIVITIES:

Interest Received/Net Cash Provided by Investment Activities

NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	108,261	(464,076)
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	1,165,597	1,737,934
CASH AND CASH EQUIVALENTS - As of September 30, 2016	1,273,859	1,273,859

**The Oncenter - SMG**  
**Income Statement Summary**  
**Income Statement for Period Ending Period 9, 2016**

	Current Period		Prior				
	Actual	Budget					
Attendance	12,139	13,346	20,698				
Event Days	35	22	27				
<b>Event Net Income</b>				352,486	298,981	325,282	365
Rental Income	84,041.20	62,679.00	80,404.15				
Service Revenue	84,841.21	69,829.00	172,815.80				
Service Expenses	(132,077.07)	(91,481.80)	(195,503.54)	1,232,746.88	1,163,475.00	894,388.31	
<b>Total Direct Event Net Income</b>	16,805.34	41,016.40	57,714.81	(2,129,956.71)	(1,595,924.40)	(1,672,388.59)	
<b>Ancillary Income</b>				520,178.18	652,856.50	351,106.70	
Concession	10,197.03	48,314.20	52,934.71	522,087.89	602,307.40	518,878.39	
Catering	123,124.18	126,570.40	160,200.46	1,139,288.80	1,030,127.00	1,193,248.46	
Novelty	3,652.00	2,830.00	3,707.11	38,464.94	27,074.00	21,466.02	
Event Parking	11,286.00	14,191.00	9,508.00	238,981.57	272,410.00	220,324.85	
<b>Total Food &amp; Beverage Net Income</b>	148,269.21	192,005.60	226,350.28	1,936,823.30	1,931,918.40	1,953,937.72	
<b>Other Event Income</b>				42,397.66	190,683.00	60,150.86	
Other Event Related Income	866.25	20,417.00	11,549.75	203,791.48	0.00	180,057.94	
Facilities Fees	0.00	0.00	0.00	0.00	0.00	0.00	
<b>Total Other Event Income</b>	13,148.60	20,417.00	34,559.98	246,189.15	190,683.00	240,208.80	
<b>Total Event Net Income</b>	178,224.15	253,438.00	318,624.87	2,703,180.63	2,775,458.00	2,545,253.22	
<b>Other Income</b>				887,297.50	766,811.09	926,206.77	
Adjusted Gross Income	267,013.95	338,362.00	400,399.57	3,600,488.13	3,542,269.00	3,471,459.89	
<b>Indirect Expense</b>				2,361,032.73	2,636,848.63	2,232,360.23	
Net Salaries, Benefits & Taxes	245,780.23	265,526.37	221,292.19	140,255.28	74,250.00	74,043.15	
Contracted Services	23,781.06	8,250.00	5,997.82	219,873.46	258,301.53	217,157.48	
General & Administrative	22,668.23	26,099.17	30,744.33	285,217.20	234,344.37	203,860.56	
Operational	23,689.98	22,804.83	28,674.38	4,443.79	6,000.03	7,052.11	
Repairs & Maintenance	-	666.67	2,907.80	6,813.20	6,937.56	11,826.86	
Operational Supplies	337.50	770.84	496.54	147,262.99	143,594.67	137,170.33	
Insurance	16,480.71	18,019.37	16,811.76	491,020.11	539,538.03	486,844.30	
Utilities	59,508.43	59,948.67	48,735.74	453,143.97	434,740.87	427,943.63	
Other	39,898.55	41,771.88	35,881.43	4,088,862.73	4,334,555.79	3,807,958.45	
<b>Total Indirect Cost</b>	431,902.67	441,857.70	391,140.87	(488,374.60)	(792,286.79)	(396,498.46)	
<b>Net Income before other income and expenses</b>	(164,888.72)	(103,495.70)	9,258.60	(61,817.53)	(56,979.00)	(56,977.37)	
<b>Other Income/(Expenses)</b>				849,288.00	849,288.71	463,499.00	
Depreciation	(7,121.99)	(6,331.00)	(6,330.82)	787,450.47	792,289.71	406,521.63	
ROTS	109,865.00	109,865.13	(62,019.00)	299,075.87	2.92	70,023.17	
<b>Total Other Income/(Expenses)</b>	102,743.01	103,534.13	(68,349.82)	-0.00	0.00	0.00	
<b>Net Income</b>	(62,145.71)	38.43	(59,091.22)				

**The Oncenter - SMG**  
**Direct Event Net Income - Detail**  
**Income Statement for Period Ending Period 9, 2016**

	Current Period				Prior						
	Actual	Budget	Prior		Actual	Budget	Prior				
<b>Direct Event Net Income</b>											
Rental Income	64,041.20	62,679.00	80,404.15		1,232,746.88	1,163,475.00	894,388.31				
<b>Total Rental Income</b>	<u>64,041.20</u>	<u>62,679.00</u>	<u>80,404.15</u>		<u>1,232,746.88</u>	<u>1,163,475.00</u>	<u>894,388.31</u>				
<b>Service Revenue</b>											
Event Labor & Cleaning Bill	28,273.33	0.00	79,271.83		759,241.89	0.00	632,486.47				
Security Billed	567.56	0.00	10,488.74		89,967.56	0.00	99,166.12				
Waste Removal Billed											
City, Fire, Police, & EMT Billed											
Insurance Billed											
Equipment Rental Billed	27,645.00	0.00	(1,250.00)		206,207.43	0.00	29,255.00				
Damages Billed	28,355.32	69,829.00	84,305.23		361,871.33	1,085,306.00	366,209.39				
Other Services Billed											
<b>Total Services Revenue</b>	<u>84,841.21</u>	<u>69,829.00</u>	<u>172,815.80</u>		<u>1,417,288.01</u>	<u>1,085,306.00</u>	<u>1,129,116.98</u>				
<b>Service Expenses</b>											
Event Labor & Cleaning Expense	(81,014.36)	(84,845.60)	(126,715.01)		(1,569,363.27)	(1,289,234.40)	(1,240,906.89)				
Security Labor	(277.50)	(3,473.00)	(5,783.49)		(70,150.90)	(82,389.00)	(90,892.07)				
Waste Removal Expense											
City, Fire, Police, & EMT Expense	(3,457.00)	(1,651.00)	(1,836.00)		(92,935.78)	(38,140.00)	(65,588.90)				
Insurance Expense											
Damages Expense											
Other Service Expense	(47,328.21)	(21,522.00)	(61,170.84)		(397,406.76)	(206,161.00)	(275,010.73)				
<b>Total Service Expenses</b>	<u>(132,077.07)</u>	<u>(91,491.60)</u>	<u>(195,505.34)</u>		<u>(2,129,856.71)</u>	<u>(1,595,924.40)</u>	<u>(1,672,398.59)</u>				
<b>Total Direct Event Net Income</b>	<u>16,805.34</u>	<u>41,016.40</u>	<u>57,714.61</u>		<u>520,178.18</u>	<u>662,856.60</u>	<u>351,106.70</u>				
<b>Food &amp; Beverage Net Income</b>											
Concessions	10,197.03	48,314.20	52,934.71		522,087.89	602,307.40	521,761.92				
Catering	123,124.18	126,570.40	160,200.46		1,139,288.90	1,030,127.00	1,190,364.93				
<b>Total Food &amp; Beverage Net Income</b>	<u>133,321.21</u>	<u>174,884.60</u>	<u>213,135.17</u>		<u>1,661,376.79</u>	<u>1,632,434.40</u>	<u>1,712,126.85</u>				
<b>Ancillary Income</b>											
Novelty	3,652.00	2,930.00	3,707.11		56,824.04	27,074.00	21,486.02				
Novelty Income											

	Current Period		
	Actual	Budget	Prior
Novelty Expense	0.00	0.00	0.00
Total Novelty	3,652.00	2,930.00	3,707.11

Event Parking	11,296.00	14,191.00	9,508.00
Parking Income	11,296.00	14,191.00	9,508.00
Total Event Parking	148,269.21	192,005.60	226,350.28

Total Ancillary Income	148,269.21	192,005.60	226,350.28
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	Current Period		
	Actual	Budget	Prior
Other Event Income	57.60	20,417.00	8,471.70
Other Event Related Income	0.00	0.00	0.00
Box Office Fees	0.00	0.00	1,010.00
Group Sales	102.00	0.00	1,826.75
Ticket Sellers	0.00	0.00	241.30
Phone Charges	706.65	0.00	866.25
Handling fees	866.25	20,417.00	11,549.75
Total Other Event Related Income	12,283.35	0.00	23,010.23
Ticket Rebate Income	12,283.35	0.00	23,010.23
Ticket Rebate	12,283.35	0.00	23,010.23
Total Ticket Rebate Income	0.00	0.00	0.00

Facilities Fees Income	0.00	0.00	0.00
Facilities Fees	0.00	0.00	0.00
Total Facility Fees Income	13,149.60	20,417.00	34,569.98
Total Other Event Income	178,224.15	253,439.00	318,624.87

Other Income	339.85	0.00	327.13
Interest Income	0.00	5,417.00	0.00
Vending Exclusivity	5,316.68	0.00	6,137.74
Sponsorship	79,896.35	79,506.00	77,780.15
Non-Event Parking	3,236.92	0.00	(2,470.32)
Other Income	88,789.80	84,923.00	81,774.70
Total Other Income	267,013.96	338,362.00	400,399.67

Adjusted Gross Income	267,013.96	338,362.00	400,399.67
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(18,359.10)	0.00	0.00
38,464.94	27,074.00	21,486.02

226,981.57	272,410.00	220,324.85
236,981.57	272,410.00	220,324.85
1,936,823.30	1,931,918.40	1,953,937.72

21,585.31	190,683.00	31,040.37
0.00	0.00	3,673.54
6,890.35	0.00	6,868.00
11,823.80	0.00	16,132.60
2,098.20	0.00	2,436.35
42,397.66	190,683.00	60,150.86
203,791.49	0.00	180,057.94
203,791.49	0.00	180,057.94
0.00	0.00	0.00
0.00	0.00	0.00

246,189.15	190,683.00	240,208.80
2,703,190.63	2,775,458.00	2,545,253.22

3,240.09	0.00	2,891.57
0.00	48,753.00	0.00
45,847.99	0.00	65,321.04
828,265.03	718,058.00	777,133.26
18,944.39	0.00	80,860.90
897,297.50	766,811.00	926,206.77
3,600,488.13	3,542,269.00	3,471,459.99

3,600,488.13	3,542,269.00	3,471,459.99
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Current Period		
Actual	Budget	Prior



**Net Salaries, Benefits, & Taxes**  
**Salary & Wages**  
 Salaries Administration  
**Total Salaries & Wages**

181,541.67	186,851.88	165,396.51
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1,692,389.21	1,846,028.00	1,632,387.53
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**Payroll Taxes & Employee Benefits**  
 Payroll Taxes  
 Benefits

12,014.02	15,877.73	12,018.08
52,207.54	62,796.76	43,878.60
64,218.56	79,674.49	55,896.68

153,179.02	206,719.13	158,828.80
515,464.50	585,101.50	441,143.90
668,643.52	791,820.63	599,972.70

**Total Payroll Taxes & Employee Benefits**

245,760.23	265,526.37	221,292.19
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2,361,032.73	2,636,948.63	2,232,360.23
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**Contracted Services**

Contracted Security  
 Contracted Services

18,001.95	500.00	0.00
5,779.11	7,750.00	5,997.62
23,781.06	8,250.00	5,997.62

67,095.98	4,500.00	5,546.87
73,159.30	69,750.00	68,496.28
140,255.28	74,250.00	74,043.15

**Total Contracted Services**

23,781.06	8,250.00	5,997.62
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140,255.28	74,250.00	74,043.15
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**General & Administration**

Professional Fees - Legal  
 Professional Fees - Accounting  
 Bad Debt Expense  
 Bank Service Charges  
 Corporate Travel  
 Meals & Entertainment  
 Dues & Subscriptions  
 Postage  
 Rental Office Equipment  
 Office Supplies  
 Printing & Stationary  
 Advertising  
 Licenses/Fees/Permits  
 Employment Costs  
 PR Activities  
 Promotional  
 Relocation Expense  
 License/Fees/Permits  
 Credit Card Discounts  
 Over & Short  
 Computer Expense  
 Computer Replacement Provision  
 Employee Training  
 Interest Expense  
 Miscellaneous G&A

0.00	833.33	0.00
0.00	0.00	0.00
19.76	0.00	0.00
(25.00)	33.33	(9.73)
1,648.27	4,104.16	7,460.70
339.60	770.83	1,821.42
0.00	1,004.17	1,611.00
601.20	733.33	551.45
1,897.90	2,349.99	6,684.30
0.00	0.00	0.00
7,628.97	3,051.33	2,791.67
2,572.03	2,572.03	2,572.03
0.00	0.00	0.00
0.00	0.00	0.00
1,997.99	208.33	308.14
5,952.51	7,825.84	6,696.34
0.00	2,579.17	249.00
0.00	0.00	0.00
35.00	33.33	8.01

2,710.00	7,499.97	0.00
0.00	0.00	371.25
19.76	0.00	0.00
214.83	299.97	752.56
42,025.54	39,437.44	36,967.19
15,149.67	6,937.47	9,626.37
8,351.27	9,037.53	14,281.43
6,032.52	6,599.97	5,869.32
27,330.48	21,149.91	25,304.83
0.00	0.00	0.00
32,231.44	48,370.97	33,069.50
24,110.27	23,148.27	25,410.27
0.00	0.00	0.00
0.00	0.00	0.00
3,046.47	1,874.97	1,350.39
58,231.22	70,432.56	59,163.04
185.00	23,212.53	4,685.29
0.00	0.00	85.12
34.99	299.97	220.92

			Current Period		Prior
Actual	Budget				

**Total General & Administrative Expenses**

22,668.23	26,099.17			30,744.33
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219,673.48	259,301.53			217,157.48
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**Operational**

Trash Removal	2,312.04	2,933.00		2,463.55
Landscaping	0.00	708.34		0.00
Snow Removal	0.00	0.00		0.00
Extermination	270.00	375.00		270.00
Paper Supplies	1,743.97	2,039.92		1,185.45
Decorations				
Cleaning Supplies	3,273.90	5,563.33		5,954.37
Laundry & Lines	2,585.40	1,665.34		2,222.31
Repairs & Maintenance	8,307.20	7,375.00		10,084.94
Employee Meals				
Operational Equipment	5,177.45	2,125.00		6,493.74
<b>Total Operational</b>	<b>23,669.96</b>	<b>22,804.93</b>		<b>28,674.36</b>

25,372.14	26,397.00			22,891.62
2,426.44	6,375.06			4,270.00
21,897.68	29,100.00			29,973.85
2,430.00	3,375.00			2,668.00
30,072.14	18,359.28			14,128.97
60,942.71	50,249.97			53,099.41
22,955.19	14,988.06			14,298.11
52,577.97	66,375.00			43,854.98
46,542.93	19,125.00			18,675.62
<b>266,217.20</b>	<b>234,344.37</b>			<b>203,860.56</b>

**Repairs & Maintenance**

Building Repairs	0.00	666.67		2,907.00
<b>Total Repairs &amp; Maintenance</b>	<b>0.00</b>	<b>666.67</b>		<b>2,907.00</b>

4,443.79	6,000.03			7,052.11
<b>4,443.79</b>	<b>6,000.03</b>			<b>7,052.11</b>

**Operational Supplies**

Vehicle Expense	0.00	0.00		0.00
Key Supplies	0.00	62.50		0.00
Fuel Lubricants	207.90	166.67		175.50
Operating Supplies	129.60	541.67		321.04
Security System				
Parking Bags/ Radio Maintenance				
<b>Total Operational Supplies</b>	<b>337.50</b>	<b>770.84</b>		<b>496.54</b>

0.00	0.00			0.00
16.50	562.50			0.00
1,562.31	1,500.03			1,812.04
5,234.39	4,875.03			10,014.62
<b>6,813.20</b>	<b>6,937.56</b>			<b>11,826.66</b>

**Insurance & RE Taxes**

Insurance Expense	11,104.00	10,729.10		11,614.50
Real Estate Taxes	5,376.71	5,290.27		4,997.26
<b>Total Insurance &amp; RE Taxes</b>	<b>16,480.71</b>	<b>16,019.37</b>		<b>16,611.76</b>

99,439.00	96,561.90			91,976.50
47,823.99	47,032.77			45,193.83
<b>147,262.99</b>	<b>143,594.67</b>			<b>137,170.33</b>

**Utilities**

Electric	42,704.13	48,386.00		42,404.58
Gas	8,179.11	3,177.55		310.85
Telephone	5,079.43	4,528.34		3,834.98
Water	3,545.76	3,867.78		2,185.33
<b>Total Utilities</b>	<b>69,508.43</b>	<b>69,948.67</b>		<b>48,735.74</b>

405,384.09	435,465.00			407,258.74
16,407.11	28,587.95			9,858.70
39,280.59	40,755.06			48,563.96
29,948.32	34,720.02			30,962.90
<b>491,020.11</b>	<b>539,538.03</b>			<b>486,644.30</b>

**Other Expenses**

County Open Lot	7,964.47	15,419.09		11,250.73
Scoreboard Expense	0.00	0.00		0.00
Management Fee	16,742.08	17,082.91		16,625.70
City of Syracuse	15,000.00	9,269.68		7,805.00
<b>Total Other Expenses</b>	<b>39,696.55</b>	<b>41,771.68</b>		<b>35,681.43</b>

157,965.25	183,001.92			154,643.33
20,000.00	20,000.00			20,000.00
150,678.72	153,746.19			149,631.30
124,500.00	97,992.86			103,569.00
<b>453,143.97</b>	<b>434,740.97</b>			<b>427,843.63</b>

Total Indirect Expenses  
 Other Income/(Expenses)  
 Depreciation Expense  
 Onondaga County Subsidy  
 Total Other Income/(Expenses)  
 Net Income

	Current Period				Prior			
	Actual	Budget			Actual	Budget		
Total Indirect Expenses	431,902.67	441,857.70	(0.00)	391,140.97	4,088,862.73	4,334,555.79	(0.00)	3,807,958.45
Other Income/(Expenses)								
Depreciation Expense	(7,121.99)	(6,331.00)	(6,330.82)	(6,330.82)	(61,817.53)	(56,979.00)	(56,977.37)	(56,977.37)
Onondaga County Subsidy	109,865.00	109,865.13	(62,019.00)	(62,019.00)	849,268.00	849,268.71	463,499.00	463,499.00
Total Other Income/(Expenses)	102,743.01	103,534.13	(68,349.82)	(68,349.82)	787,450.47	792,289.71	406,521.63	406,521.63
Net Income	(62,145.71)	38.43	(59,091.22)	(59,091.22)	299,075.87	2.92	70,023.17	70,023.17
	0.00			0.00	(0.00)		0.00	0.00

**The Oncenter - SMG**  
**Departmental Expense Summary**  
**Income Statement for Period Ending Period 9, 2016**

	Current Period			Prior		
	Actual	Budget				
Executive	34,636.45	52,967.78	40,201.36	423,821.24	531,828.15	361,408.76
Finance	32,947.09	31,624.06	29,134.96	295,407.37	309,423.05	254,013.09
Sales & Marketing	22,094.99	22,134.68	34,082.66	263,090.91	218,965.84	304,469.36
Box Office	10,125.56	9,161.71	7,048.10	94,914.27	94,401.04	80,645.41
Security	21,168.79	23,502.68	19,501.63	191,680.89	236,107.65	209,104.52
Parking	46,294.98	50,524.95	38,479.49	514,462.70	532,381.63	488,810.41
Food & Beverage	71,942.44	76,618.20	73,777.81	700,435.61	753,874.19	630,131.44
Event Services CV	16,321.51	21,610.05	11,485.62	192,392.63	215,605.81	191,713.80
Event Services A&T	78,183.00	63,957.66	57,042.99	617,523.08	614,744.72	505,755.21
Overhead	98,187.86	89,755.93	80,376.35	795,134.03	827,223.71	781,906.45
	<u>431,902.67</u>	<u>441,857.70</u>	<u>391,140.97</u>	<u>4,088,862.73</u>	<u>4,334,555.79</u>	<u>3,807,958.45</u>
	0.00	0.00	0.00	0.00	0.00	0.00

**The Oncenter - SMG**  
**Exec - Indirect Expenses - Detailed**  
**Income Statement for Period Ending Period 9, 2016**

	Current Period		
	Actual	Budget	Prior
<b>Net Salaries, Benefits, &amp; Taxes</b>			
Salary & Wages			
Salaries Administration	19,827.88	24,954.38	18,884.12
<b>Total Salaries &amp; Wages</b>	19,827.88	24,954.38	18,884.12
<b>Payroll Taxes &amp; Employee Benefits</b>			
Payroll Taxes	1,497.71	1,989.70	1,409.07
Benefits	5,066.09	11,055.71	4,543.28
<b>Total Payroll Taxes &amp; Employee Benefits</b>	6,563.80	13,045.41	5,952.35
<b>Total Net Salaries, Benefits &amp; Taxes</b>	26,391.68	37,999.79	24,836.47
<b>Contracted Services</b>			
Contracted Security	5,779.11	7,750.00	5,997.62
Contracted Services	5,779.11	7,750.00	5,997.62
<b>Total Contracted Services</b>	5,779.11	7,750.00	5,997.62
<b>General &amp; Administration</b>			
Professional Fees - Legal	0.00	833.33	0.00
Professional Fees - Accounting	0.00	0.00	0.00
Corporate Travel	499.60	1,333.33	6,456.82
Meals & Entertainment	87.09	208.33	116.78
Dues & Subscriptions	0.00	625.00	0.00
Rental Office Equipment	0.00	0.00	0.00
Office Supplies	0.00	291.67	0.00
Computer Expense	0.00	0.00	0.00
Printing & Stationary	0.00	0.00	0.00
Advertising	1,878.97	2,968.00	2,791.67
Computer Replacement Provision	0.00	833.33	0.00
Employee Training	0.00	0.00	0.00
<b>Total General &amp; Administrative Expenses</b>	2,465.66	7,092.99	9,367.27
<b>Operational</b>			
Laundry/linens/Uniforms	0.00	125.00	0.00
<b>Total Operational Supplies</b>	0.00	125.00	0.00
<b>Total Indirect Expenses</b>	34,636.45	52,967.78	40,201.36

Current Period		
Actual	Budget	Prior
216,112.15	249,122.96	180,007.31
14,853.73	24,320.77	15,910.82
58,561.19	102,763.51	39,185.91
73,414.92	127,084.28	55,096.73
289,527.07	376,207.24	235,104.04
73,159.30	69,750.00	68,496.28
73,159.30	69,750.00	68,496.28
2,710.00	7,499.97	0.00
0.00	0.00	371.25
20,104.38	11,999.97	14,250.95
9,919.17	1,874.97	2,299.94
200.00	5,625.00	10,705.50
0.00	0.00	0.00
1,512.00	2,625.03	1,475.00
0.00	0.00	0.00
25,832.67	47,621.00	28,236.51
0.00	7,499.97	414.29
60,275.22	84,745.91	57,753.44
859.65	1,125.00	55.00
859.65	1,125.00	55.00
423,821.24	531,828.15	361,408.76

**The Oncenter - SMG**  
**Finance - Indirect Expenses - Detailed**  
**Income Statement for Period Ending Period 9, 2016**

	Current Period			Prior	
	Actual	Budget		Actual	Budget
<b>Net Salaries, Benefits, &amp; Taxes</b>					
Salary & Wages					
Salaries Administration	21,803.10	17,475.91	16,547.26	185,417.59	174,459.09
<b>Total Salaries &amp; Wages</b>					
<b>Payroll Taxes &amp; Employee Benefits</b>					
Payroll Taxes	1,866.65	1,408.51	1,040.79	16,624.49	17,918.44
Benefits	5,051.25	6,337.97	3,528.30	42,893.71	59,430.49
<b>Total Payroll Taxes &amp; Employee Benefits</b>	<b>6,917.90</b>	<b>7,746.48</b>	<b>4,569.09</b>	<b>59,518.20</b>	<b>77,348.93</b>
<b>Total Net Salaries, Benefits &amp; Taxes</b>	<b>28,721.00</b>	<b>25,222.39</b>	<b>21,116.35</b>	<b>244,935.79</b>	<b>251,808.02</b>
<b>General &amp; Administration</b>					
Corporate Travel	0.00	300.00	0.00	1,336.37	2,700.00
Meals & Entertainment	53.92	50.00	130.70	525.51	450.00
Dues & Subscriptions	0.00	0.00	0.00	0.00	0.00
Office Supplies	369.13	41.67	2,284.97	3,400.69	375.03
Computer Expense	3,750.65	5,750.00	5,577.73	44,467.72	51,750.00
Employee Training	0.00	125.00	0.00	0.00	1,125.00
<b>Total General &amp; Administrative Expenses</b>	<b>4,173.70</b>	<b>6,266.67</b>	<b>7,983.40</b>	<b>49,730.29</b>	<b>56,400.03</b>
<b>Operational</b>					
Laundry/Linens/Uniforms	0.00	25.00	0.00	0.00	225.00
<b>Total Operational Supplies</b>	<b>0.00</b>	<b>25.00</b>	<b>0.00</b>	<b>0.00</b>	<b>225.00</b>
<b>Utilities</b>					
Telephone	52.39	110.00	25.21	741.29	990.00
<b>Total Utilities</b>	<b>52.39</b>	<b>110.00</b>	<b>25.21</b>	<b>741.29</b>	<b>990.00</b>
<b>Total Indirect Expenses</b>	<b>32,947.09</b>	<b>31,624.06</b>	<b>29,134.96</b>	<b>295,407.37</b>	<b>309,423.05</b>

**The Oncenter - SMG**  
**Sales - Indirect Expenses - Detailed**  
**Income Statement for Period Ending Period 9, 2016**

	Current Period		Prior				
	Actual	Budget					
<b>Net Salaries, Benefits, &amp; Taxes</b>							
Salary & Wages							
Salaries Administration							
<b>Total Salaries &amp; Wages</b>	17,237.19	13,751.91	23,018.70	186,624.16	137,219.11	216,639.71	
<b>Payroll Taxes &amp; Employee Benefits</b>							
Payroll Taxes	1,303.34	1,052.02	1,695.39	18,259.39	14,017.26	20,474.97	
Benefits	2,668.60	3,811.58	4,272.69	27,520.96	36,056.94	34,944.63	
<b>Total Payroll Taxes &amp; Employee Benefits</b>	3,971.94	4,863.60	5,968.08	45,780.35	50,074.20	55,419.60	
<b>Total Net Salaries, Benefits &amp; Taxes</b>	21,209.13	18,615.51	28,986.78	232,404.51	187,293.31	272,059.31	
<b>General &amp; Administration</b>							
Corporate Travel	0.00	1,804.17	2,081.90	10,641.22	16,237.53	14,017.79	
Meals & Entertainment	0.00	300.00	347.74	2,792.10	2,700.00	5,248.33	
Dues & Subscriptions	0.00	166.67	1,500.00	7,976.27	1,500.03	2,824.93	
Rental Office Equipment							
Office Supplies	0.00	83.33	187.96	1,271.46	749.97	1,157.34	
Computer Expense	686.78	790.00	681.53	6,417.71	7,110.00	6,329.00	
Printing & Stationary							
Employee Training	0.00	100.00	0.00	0.00	900.00	1,098.00	
<b>Total General &amp; Administrative Expenses</b>	686.78	3,244.17	4,799.13	29,098.78	29,197.53	30,675.39	
<b>Operational</b>							
Laundry/Linens/Uniforms	0.00	0.00	0.00	0.00	0.00	0.00	
<b>Total Operational Supplies</b>	0.00	0.00	0.00	0.00	0.00	0.00	
<b>Utilities</b>							
Telephone	199.08	275.00	296.75	1,587.62	2,475.00	1,734.66	
<b>Total Utilities</b>	199.08	275.00	296.75	1,587.62	2,475.00	1,734.66	
<b>Total Indirect Expenses</b>	22,094.99	22,134.68	34,082.66	263,090.91	218,965.84	304,469.36	

The Orcenter - SMG  
 Box Office - Indirect Expenses - Detailed  
 Income Statement for Period Ending Period 9, 2016

	Current Period			Prior	7/19		
	Actual	Budget			Budget		
<b>Net Salaries, Benefits, &amp; Taxes</b>							
Salary & Wages							
Salaries Administration	6,094.08	6,347.59		4,567.26	62,909.48	63,475.91	55,309.69
<b>Total Salaries &amp; Wages</b>							
<b>Payroll Taxes &amp; Employee Benefits</b>							
Payroll Taxes	479.96	604.12		503.16	7,283.96	7,801.19	6,997.59
Benefits	1,822.03	2,009.17		1,701.39	20,166.75	18,816.47	14,679.18
<b>Total Payroll Taxes &amp; Employee Benefits</b>	<b>2,301.99</b>	<b>2,613.29</b>		<b>2,204.55</b>	<b>27,459.71</b>	<b>26,617.66</b>	<b>21,676.77</b>
<b>Total Net Salaries, Benefits &amp; Taxes</b>	<b>8,396.07</b>	<b>8,960.88</b>		<b>6,771.81</b>	<b>90,369.19</b>	<b>90,093.57</b>	<b>76,986.46</b>
<b>General &amp; Administration</b>							
Corporate Travel	0.00	0.00		0.00	1,674.45	2,500.00	2,204.01
Meals & Entertainment	0.00	25.00		0.00	41.81	225.00	0.00
Dues & Subscriptions	0.00	0.00		111.00	0.00	0.00	111.00
Office Expense	21.49	100.00		0.00	457.50	900.00	557.47
Employee Training	0.00	0.00		0.00	0.00	0.00	0.00
<b>Total General &amp; Administrative Expenses</b>	<b>21.49</b>	<b>125.00</b>		<b>111.00</b>	<b>2,170.76</b>	<b>3,625.00</b>	<b>2,872.48</b>
<b>Operational</b>							
Laundry/linens/Uniforms	0.00	20.83		0.00	0.00	187.47	259.78
Operational Equipment	1,630.00	0.00		0.00	1,630.00	0.00	0.00
<b>Total Operational Supplies</b>	<b>1,630.00</b>	<b>20.83</b>		<b>0.00</b>	<b>1,630.00</b>	<b>187.47</b>	<b>259.78</b>
<b>Utilities</b>							
Telephone	78.00	55.00		165.29	744.32	495.00	526.69
<b>Total Utilities</b>	<b>78.00</b>	<b>55.00</b>		<b>165.29</b>	<b>744.32</b>	<b>495.00</b>	<b>526.69</b>
<b>Total Indirect Expenses</b>	<b>10,125.56</b>	<b>9,161.71</b>		<b>7,048.10</b>	<b>94,914.27</b>	<b>94,401.04</b>	<b>80,645.41</b>

The Oncenter - SMG  
 Event Services CV - Indirect Expenses - Detailed  
 Income Statement for Period Ending Period 9, 2016

	Current Period		
	Actual	Budget	Prior
<b>Net Salaries, Benefits, &amp; Taxes</b>			
Salary & Wages			
Salaries Administration	11,527.57	15,165.74	14,632.98
<b>Total Salaries &amp; Wages</b>	11,527.57	15,165.74	14,632.98
<b>Payroll Taxes &amp; Employee Benefits</b>			
Payroll Taxes	568.46	1,160.18	1,065.39
Benefits	3,914.95	4,349.14	(4,363.61)
<b>Total Payroll Taxes &amp; Employee Benefits</b>	4,483.41	5,509.32	(3,298.22)
<b>Total Net Salaries, Benefits &amp; Taxes</b>	16,010.98	20,675.06	11,334.76
<b>General &amp; Administration</b>			
Corporate Travel	0.00	208.33	0.00
Meals & Entertainment	0.00	20.83	0.00
Dues & Subscriptions	0.00	0.00	0.00
Office Supplies	0.00	125.00	0.00
Computer Expense	0.00	223.33	0.00
Employee Training	0.00	125.00	0.00
<b>Total General &amp; Administrative Expenses</b>	0.00	702.49	0.00
<b>Operational</b>			
Laundry/Linens/Uniforms	0.00	12.50	0.00
<b>Total Operational</b>	0.00	12.50	0.00
<b>Repairs &amp; Maintenance</b>			
Building Repairs	0.00	0.00	0.00
<b>Total Repairs &amp; Maintenance</b>	0.00	0.00	0.00
<b>Utilities</b>			
Telephone	310.53	220.00	160.86
<b>Total Utilities</b>	310.53	220.00	160.86
<b>Total Indirect Expenses</b>	16,321.51	21,610.05	11,495.62

**The Oncenter - SMG**  
**Event Services AT - Indirect Expenses - Detailed**  
**Income Statement for Period Ending Period 9, 2016**

	Current Period		
	Actual	Budget	Prior
<b>Net Salaries, Benefits, &amp; Taxes</b>			
<b>Salary &amp; Wages</b>			
Salaries Administration	45,235.48	31,775.47	19,844.93
<b>Total Salaries &amp; Wages</b>	45,235.48	31,775.47	19,844.93
<b>Payroll Taxes &amp; Employee Benefits</b>			
Payroll Taxes	1,337.67	2,430.82	902.77
Benefits	16,918.25	14,778.37	17,856.51
<b>Total Payroll Taxes &amp; Employee Benefits</b>	18,255.92	17,209.19	18,759.28
<b>Total Net Salaries, Benefits &amp; Taxes</b>	63,491.40	48,984.66	38,604.21
<b>General &amp; Administration</b>			
Corporate Travel	599.00	333.33	(1,080.02)
Meals & Entertainment	0.00	41.67	1,226.20
Dues & Subscriptions	0.00	41.67	0.00
Office Supplies	0.00	83.33	0.00
Computer Expense	0.00	41.67	250.00
Employee Training	0.00	250.00	0.00
<b>Total General &amp; Administrative Expenses</b>	599.00	791.67	396.18
<b>Operational</b>			
Trash Removal	2,312.04	2,993.00	2,463.55
Landscaping	0.00	291.67	0.00
Snow Removal	0.00	0.00	0.00
Extermination	270.00	375.00	270.00
Paper Supplies	1,743.97	1,375.00	1,185.45
Decorations			
Cleaning Supplies	3,394.27	4,583.33	3,491.51
Laundry/Linens/Uniforms	370.79	208.33	224.44
Repairs & Maintenance	2,490.30	2,916.66	3,415.25
Employee Meals			
Operational Equipment	12.70	625.00	3,335.00
<b>Total Operational</b>	10,594.07	13,307.99	14,385.20
<b>Repairs &amp; Maintenance</b>			
Building Repairs	3,000.00	0.00	3,000.00
	143,645.10	129,971.91	110,748.40
	3,731.95	0.00	4,781.26



**Total Repairs & Maintenance**

	Current Period		Prior
	Actual	Budget	
	3,000.00	0.00	3,000.00

	3,731.95	0.00	4,781.26
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**Operational Supplies**

Vehicle Expense	0.00	0.00	0.00
Fuel Lubricants	207.90	166.67	175.50
Operating Supplies	129.60	541.67	321.04

	0.00	0.00	0.00
	1,562.31	1,500.03	1,812.04
	5,234.39	4,875.03	10,094.62

**Total Operational Supplies**

	337.50	708.34	496.54
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	6,796.70	6,375.06	11,826.66
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**Utilities**

Telephone	161.03	165.00	160.86
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	1,181.19	1,485.00	1,917.65
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**Total Utilities**

	161.03	165.00	160.86
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	1,181.19	1,485.00	1,917.65
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**Total Indirect Expenses**

	78,183.00	63,957.66	57,042.99
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	617,523.08	614,744.72	505,755.21
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The Oncenter - SMG  
Security - Indirect Expenses - Detailed  
Income Statement for Period Ending Period 9, 2016

	Current Period		Prior	Period Ending 9/2016		
	Actual	Budget		Actual	Budget	Actual
<b>Net Salaries, Benefits, &amp; Taxes</b>						
<b>Salary &amp; Wages</b>						
Salaries Administration	3,148.52	17,379.83	15,495.04	99,623.07	173,798.29	161,802.15
<b>Total Salaries &amp; Wages</b>						
<b>Payroll Taxes &amp; Employee Benefits</b>						
Payroll Taxes	241.08	1,959.10	1,441.18	13,933.98	23,110.99	21,769.50
Benefits	304.64	2,909.99	2,362.14	15,910.04	27,914.53	21,023.42
<b>Total Payroll Taxes &amp; Employee Benefits</b>						
<b>545.72</b>	<b>4,889.09</b>	<b>3,803.32</b>	<b>29,844.02</b>	<b>51,025.52</b>	<b>42,792.92</b>	<b>42,792.92</b>
<b>Total Net Salaries, Benefits &amp; Taxes</b>	<b>3,694.24</b>	<b>22,248.92</b>	<b>19,298.36</b>	<b>129,467.09</b>	<b>224,823.81</b>	<b>204,595.07</b>
<b>Contracted Services</b>						
Contracted Security	17,293.20	125.00	0.00	59,577.73	1,125.00	318.88
Contracted Services	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Contracted Services</b>	<b>17,293.20</b>	<b>125.00</b>	<b>0.00</b>	<b>59,577.73</b>	<b>1,125.00</b>	<b>318.88</b>
<b>General &amp; Administration</b>						
Corporate Travel	0.00	0.00	0.00	0.00	0.00	0.00
Meals & Entertainment	0.00	0.00	0.00	309.82	0.00	0.00
Dues & Subscriptions	0.00	62.50	0.00	0.00	562.50	0.00
Office Supplies	0.00	0.00	41.40	453.79	0.00	386.88
Employee Training	0.00	416.67	0.00	0.00	3,750.03	1,500.00
<b>Total General &amp; Administrative Expenses</b>	<b>0.00</b>	<b>479.17</b>	<b>41.40</b>	<b>763.61</b>	<b>4,312.53</b>	<b>1,886.88</b>
<b>Operational</b>						
Laundry/Linens/Uniforms	101.80	185.42	76.76	1,166.90	1,668.78	710.30
Repairs & Maintenance	0.00	291.67	0.00	0.00	2,625.03	831.33
Employee Meals						
<b>Total Operational</b>	<b>101.80</b>	<b>477.09</b>	<b>76.76</b>	<b>1,166.90</b>	<b>4,293.81</b>	<b>1,541.63</b>
<b>Operational Supplies</b>						
Key Supplies	0.00	62.50	0.00	16.50	562.50	0.00
Security System						
Parking Bags/ Radio Maintenance						
<b>Total Operational Supplies</b>	<b>0.00</b>	<b>62.50</b>	<b>0.00</b>	<b>16.50</b>	<b>562.50</b>	<b>0.00</b>
<b>Utilities</b>						
<b>Total Utilities</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

Telephone  
**Total Utilities**

	Current Period		
	Actual	Budget	Prior
Telephone	79.55	110.00	85.11
<b>Total Utilities</b>	<b>79.55</b>	<b>110.00</b>	<b>85.11</b>

	690.06	990.00	762.06
	690.06	990.00	762.06

**Total Indirect Expenses**

	21,168.79	23,502.68	19,501.63
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	191,680.89	236,107.65	209,104.52
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**The Oncenter - SMG**  
**Parking - Indirect Expenses - Detailed**  
**Income Statement for Period Ending Period 9, 2016**

	Current Period		Prior
	Actual	Budget	



<b>Net Salaries, Benefits, &amp; Taxes</b>			
Salary & Wages			
Salaries Administration	14,483.51	13,881.37	12,348.44
<b>Total Salaries &amp; Wages</b>			

	125,570.31	138,813.71	131,083.53
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<b>Payroll Taxes &amp; Employee Benefits</b>			
Payroll Taxes	1,496.77	1,449.33	1,085.89
Benefits	2,785.63	2,597.98	2,163.76
<b>Total Payroll Taxes &amp; Employee Benefits</b>			

	15,976.42	17,828.66	15,483.33
	22,879.10	24,676.98	18,172.94
	38,855.52	42,505.64	33,656.27

<b>Total Net Salaries, Benefits &amp; Taxes</b>	18,765.91	17,928.68	15,598.09
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	164,425.83	181,319.35	164,739.80
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<b>Contracted Services</b>			
Contracted Security	708.75	375.00	0.00
Contracted Services			
<b>Total Contracted Services</b>			

	7,518.25	3,375.00	5,227.99
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<b>General &amp; Administration</b>			
Corporate Travel	0.00	0.00	0.00
Meals & Entertainment	0.00	0.00	0.00
Dues & Subscriptions	0.00	25.00	0.00
Office Supplies	0.00	458.33	725.59
Printing & Stationary	0.00	0.00	0.00
Advertising	0.00	83.33	0.00
Employee Training	0.00	62.50	0.00
<b>Total General &amp; Administrative Expenses</b>			

	0.00	629.16	725.59
	0.00	0.00	0.00
	0.00	0.00	0.00
	0.00	25.00	0.00
	0.00	458.33	725.59
	0.00	0.00	0.00
	0.00	83.33	0.00
	0.00	62.50	0.00
	6,780.21	5,662.44	3,384.11

<b>Operational</b>			
Landscaping	0.00	416.67	0.00
Snow Removal	0.00	0.00	0.00
Cleaning Supplies	0.00	0.00	0.00
Laundry/Linens/Uniforms	143.30	120.00	116.44
Repairs & Maintenance	117.80	2,666.67	75.94
Operational Equipment	1,389.00	0.00	0.00
<b>Total Operational</b>			

	1,850.10	3,203.34	192.38
	1,820.00	3,750.03	4,270.00
	14,875.00	18,900.00	18,835.00
	0.00	0.00	0.00
	1,201.36	1,080.00	1,034.48
	4,586.35	24,000.03	1,395.14
	1,389.00	0.00	660.00
	23,871.71	47,730.06	26,194.62

Utilities

	Current Period		
	Actual	Budget	Prior
Electric	2,144.99	3,408.33	2,813.97
Gas			
Telephone	39.39	191.67	53.62
Water	31.37	100.00	40.11
<b>Total Utilities</b>	<b>2,215.75</b>	<b>3,700.00</b>	<b>2,907.70</b>
<b>Other Expenses</b>			
County Open Lot	7,984.47	15,419.09	11,250.73
City of Syracuse	15,000.00	9,269.68	7,805.00
<b>Total Other Expenses</b>	<b>22,984.47</b>	<b>24,688.77</b>	<b>19,055.73</b>
<b>Total Indirect Expenses</b>	<b>46,294.98</b>	<b>50,524.95</b>	<b>38,479.49</b>

	28,880.40	30,674.97	29,451.64
	386.35	1,725.03	1,195.69
	134.70	900.00	404.23
	29,401.45	33,300.00	31,051.56
	157,965.25	163,001.92	154,643.33
	124,500.00	97,992.86	103,569.00
	282,465.25	260,994.78	258,212.33
	514,482.70	532,381.63	488,810.41

The Oncenter - SMG  
 Food & Beverage - Indirect Expenses - Detailed  
 Income Statement for Period Ending Period 9, 2016

	Current Period		
	Actual	Budget	Prior
<b>Net Salaries, Benefits, &amp; Taxes</b>			
<b>Salary &amp; Wages</b>			
Salaries Administration	42,184.34	46,119.68	40,056.78
<b>Total Salaries &amp; Wages</b>	42,184.34	46,119.68	40,056.78
<b>Payroll Taxes &amp; Employee Benefits</b>			
Payroll Taxes	3,219.38	3,823.95	2,874.44
Benefits	13,676.10	14,946.85	11,814.14
<b>Total Payroll Taxes &amp; Employee Benefits</b>	16,895.48	18,770.80	14,688.58
<b>Total Net Salaries, Benefits &amp; Taxes</b>	59,079.82	64,890.48	54,745.36
<b>General &amp; Administration</b>			
Corporate Travel	549.67	125.00	0.00
Meals & Entertainment	198.59	0.00	0.00
Dues & Subscriptions	0.00	83.33	0.00
Office Supplies	0.00	125.00	1,268.63
Computer Expense	1,515.08	729.17	187.08
Employee Training	0.00	666.67	249.00
Licenses/Fees/Permits	2,572.03	2,572.03	2,572.03
<b>Total General &amp; Administrative Expenses</b>	4,835.37	4,426.20	4,276.74
<b>Operational</b>			
Paper Supplies	0.00	664.92	0.00
Decorations	(120.37)	1,000.00	2,462.86
Cleaning Supplies	1,969.51	968.26	1,804.67
Laundry/Linens/Uniforms	2,699.10	1,500.00	3,593.75
Repairs & Maintenance	2,145.75	1,500.00	3,158.74
Operational Equipment	6,693.99	5,633.18	11,020.02
<b>Total Operational</b>	12,167.08	11,668.16	23,038.44
<b>Repairs &amp; Maintenance</b>			
Building Repairs	0.00	666.67	2,907.00
<b>Total Repairs &amp; Maintenance</b>	0.00	666.67	2,907.00
<b>UTILITIES</b>			
Telephone	1,333.26	1,001.67	828.69
<b>Total Utilities</b>	1,333.26	1,001.67	828.69
	90,257.89	50,998.62	60,146.87
	4,443.79	6,000.03	7,052.11
	4,443.79	6,000.03	7,052.11
	5,150.64	9,015.03	8,834.32
	5,150.64	9,015.03	8,834.32

Total Indirect Expenses

		Current Period		Prior
Actual		Budget		
71,942.44		76,618.20		73,777.81

		Current Period		Prior
Actual		Budget		
700,436.61		759,874.19		630,131.44

The Oncenter - SMG  
 Overhead - Indirect Expenses - Detailed  
 Income Statement for Period Ending Period 9, 2016

	Current Period		Prior
	Actual	Budget	

	Actual		Budget		Prior
	Actual	Budget	Actual	Budget	

<b>General &amp; Administration</b>					
Bad Debt Expense	19.76	0.00	0.00	0.00	0.00
Bank Service Charges	(25.00)	33.33	(9.73)	214.83	752.56
Postage	601.20	733.33	551.45	6,032.52	5,869.32
Rental Office Equipment					
Office Supplies	1,507.28	1,333.33	2,175.75	11,966.39	12,848.57
Printing & Stationary					
Advertising	5,750.00	0.00	0.00	6,076.30	4,822.70
Relocation Expense	0.00	0.00	0.00	0.00	0.00
Over & Short	1,997.99	208.33	308.14	3,046.47	1,350.39
Computer Expense	0.00	0.00	0.00	0.00	0.00
Computer Replacement Provision					
Interest Expense	0.00	0.00	0.00	0.00	85.12
Miscellaneous G&A	35.00	33.33	8.01	34.99	220.92
<b>Total General &amp; Administrative Expenses</b>	<b>9,886.23</b>	<b>2,341.65</b>	<b>3,033.62</b>	<b>27,393.26</b>	<b>25,949.58</b>

<b>Insurance &amp; RE Taxes</b>					
Insurance Expense	11,104.00	10,729.10	11,614.50	99,438.00	91,976.50
Real Estate Taxes	5,376.71	5,290.27	4,997.26	47,823.99	45,193.83
<b>Total Insurance &amp; RE Taxes</b>	<b>16,480.71</b>	<b>16,019.37</b>	<b>16,611.76</b>	<b>147,262.99</b>	<b>137,170.33</b>

<b>Utilities</b>					
Electric	40,559.14	44,976.67	39,590.61	376,503.69	377,807.10
Gas	8,179.11	3,177.55	310.85	16,407.11	9,858.70
Telephone	2,826.20	2,400.00	2,058.59	27,074.64	30,930.77
Water	3,514.39	3,757.76	2,145.22	29,813.62	30,568.67
<b>Total Utilities</b>	<b>55,078.84</b>	<b>54,312.00</b>	<b>44,105.27</b>	<b>449,799.06</b>	<b>449,155.24</b>

<b>Other Expenses</b>					
Scoreboard Expense	0.00	0.00	0.00	20,000.00	20,000.00
Management Fee	16,742.08	17,082.91	16,625.70	150,678.72	149,631.30
<b>Total Other Expenses</b>	<b>16,742.08</b>	<b>17,082.91</b>	<b>16,625.70</b>	<b>170,678.72</b>	<b>169,631.30</b>

<b>Total Indirect Expenses</b>	<b>98,187.86</b>	<b>89,755.93</b>	<b>80,376.35</b>	<b>795,134.03</b>	<b>781,906.45</b>
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**The Oncenter**  
**Monthly Event Income Statement - 701 Assemblies**  
**For the Period Ending - Period 9, 2016**

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
Attendance	1,059	-	917	34,714	26,977	25,341
Attendance - Tickets Sold	5	-	2	24	16	22
Number of Performances	2,970	-	3,955	2,970	-	27,440
Gross Ticket Sales						
Direct Event Income						
Rent Income	2,750	-	1,810	67,609	49,800	48,690
Service Revenue	2,435	-	2,833	85,695	48,290	55,906
Service Expense	(4,235)	-	(3,860)	(77,616)	(80,769)	(59,563)
Total Direct Event Income	950	-	783	75,688	17,321	45,032
Ancillary Income						
F&B Concession	(19)	-	40	11,634	8,162	4,472
F&B Catering	487	-	293	12,851	3,641	16,207
Novelty Sales	-	-	-	-	-	1,341
Parking	-	-	-	12,903	-	7,456
Total Ancillary Income	468	-	333	37,388	11,803	29,476
Other Event Income						
Other Event Related Income	160	-	188	1,432	-	5,000
Luxury/Box Tickets	-	-	-	-	-	-
Ticket Rebate	70	-	155	504	-	1,633
Facility Fees	-	-	-	-	-	-
Total Other Event Income	230	-	343	1,936	-	6,633
Total Event Income	1,648	-	1,459	115,013	29,124	81,141
Margin %	26.7%	#DIV/0!	14.8%	56.7%	23.5%	55.3%
Total Sales	6,178	-	9,830	202,858	124,086	146,604

**The Oncenter**  
**Monthly Event Income Statement - 702 Banquets**  
**For the Period Ending - Period 9, 2016**

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
Attendance	2,680	2,800	2,615	32,172	24,016	28,321
Attendance - Tickets Sold	7	8	7	66	63	70
Number of Performances	-	-	-	-	-	-
Gross Ticket Sales	-	-	-	-	-	-
<b>Direct Event Income</b>						
Rent Income	14,079	20,000	14,746	109,296	121,000	71,861
Service Revenue	46,284	35,000	47,424	204,262	150,342	166,599
Service Expense	(54,143)	(57,823)	(52,435)	(289,864)	(260,078)	(238,418)
Total Direct Event Income	6,220	(2,823)	9,735	23,695	11,264	42
<b>Ancillary Income</b>						
F&B Concession	-	-	-	(174)	-	(1,455)
F&B Catering	94,125	84,100	113,965	708,729	610,965	759,486
Novelty Sales	-	-	-	250	-	-
Parking	7,881	3,250	2,000	31,098	27,266	23,769
Total Ancillary Income	102,006	87,350	115,965	739,902	638,231	781,800
<b>Other Event Income</b>						
Other Event Related Income	-	-	-	400	-	-
Luxury Box Tickets	-	-	-	-	-	-
Ticket Rebate	-	-	-	-	-	-
Facility Fees	-	-	-	-	-	-
Total Other Event Income	-	-	-	400	-	-
<b>Total Event Income</b>	<u>108,225</u>	<u>84,528</u>	<u>125,700</u>	<u>763,998</u>	<u>649,495</u>	<u>781,842</u>
Margin %	42.6%	91.2%	123.8%	44.1%	51.0%	59.1%
Total Sales	254,174	92,650	101,538	1,732,211	1,274,332	1,322,475

**The Oncenter**  
**Monthly Event Income Statement - 703 Consumer/Public Shows**  
**For the Period Ending - Period 9, 2016**

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
Attendance	500	-	1,200	27,555	20,400	23,940
Attendance - Tickets Sold	1	-	2	23	22	27
Number of Performances	-	-	-	-	-	-
Gross Ticket Sales	-	-	-	-	-	-
<b>Direct Event Income</b>						
Rent Income	4,515	-	1,900	171,594	137,140	132,000
Service Revenue	1,482	-	1,395	112,945	65,217	64,528
Service Expense	(3,243)	-	(1,279)	(137,690)	(124,441)	(120,551)
Total Direct Event Income	2,754	-	2,016	146,849	77,916	75,977
<b>Ancillary Income</b>						
F&B Concession	-	-	-	30,344	36,025	25,271
F&B Catering	1,699	-	-	30,137	3,131	12,455
Novelty Sales	-	-	-	-	-	-
Parking	550	-	-	22,706	17,548	19,581
Total Ancillary Income	2,249	-	-	83,187	56,704	57,307
<b>Other Event Income</b>						
Other Event Related Income	-	-	18	2,383	-	1,442
Luxury Box Tickets	-	-	-	-	-	-
Ticket Rebate	-	-	178	733	-	178
Facility Fees	-	-	-	-	-	-
Total Other Event Income	-	-	196	3,116	-	1,620
<b>Total Event Income</b>	<u>5,002</u>	<u>-</u>	<u>2,212</u>	<u>233,152</u>	<u>134,619</u>	<u>134,904</u>
Margin %	40.8%	#DIV/0!	63.4%	54.6%	47.2%	47.8%
Total Sales	12,247	-	3,491	426,655	285,213	282,390

**The Oncenter**  
**Monthly Event Income Statement - 704 Concerts**  
**For the Period Ending - Period 9, 2016**

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
Attendance	831	4,400	-	20,180	16,474	13,270
Attendance - Tickets Sold	1	1	-	9.00	6	6
Number of Performances	44,719	-	-	#####	-	610,555
Gross Ticket Sales						
Direct Event Income						
Rent Income	-	-	-	36,870	8,500	12,600
Service Revenue	8,810	12,187	-	125,396	59,524	59,766
Service Expense	(18,826)	(10,688)	(119)	(217,337)	(53,129)	(129,982)
Total Direct Event Income	(10,017)	1,499	(119)	(55,070)	14,895	(57,616)
Ancillary Income						
F&B Concession	6,743	39,250	-	89,433	132,043	105,273
F&B Catering	-	174	-	478	348	7,850
Novelty Sales	1,077	2,930	-	19,471	11,333	9,468
Parking	-	6,894	-	21,195	31,728	13,582
Total Ancillary Income	7,820	49,248	-	130,576	175,452	136,173
Other Event Income						
Other Event Related Income	-	-	192	9,169	-	6,459
Luxury Box Tickets	-	-	-	-	-	-
Ticket Rebate	3,947	-	7,988	71,910	-	62,222
Facility Fees	-	-	-	-	-	-
Total Other Event Income	3,947	-	8,180	81,079	-	68,681
Total Event Income	1,751	50,747	8,061	156,585	190,347	147,238
	(0)	-	-	-	-	-
Margin %	7.7%	230.5%	98.5%	37.0%	73.5%	47.5%
Total Sales	22,763	22,011	8,180	423,721	258,933	309,949

**The Oncenter**  
**Monthly Event Income Statement - 705 Conventions**  
**For the Period Ending - Period 9, 2016**

	Current Month	Current Month	Current Month	Year to Date	Year to Date	Year to Date
	Actual	Budget	Prior Year	Actual	Budget	Prior Year
Attendance	15	600	540	26,227	16,695	19,287
Attendance - Tickets Sold	1	1	1	29	28	30
Number of Performances	-	-	-	-	-	-
Gross Ticket Sales	-	-	-	-	-	-
<b>Direct Event Income</b>						
Rent Income	-	11,430	9,688	203,802	231,460	98,831
Service Revenue	121	2,575	7,890	119,789	92,040	129,122
Service Expense	(1,807)	(4,606)	(6,074)	(216,532)	(139,487)	(178,328)
Total Direct Event Income	(1,686)	9,399	11,504	107,060	184,014	49,625
<b>Ancillary Income</b>						
F&B Concession	-	-	-	33,277	-	30,334
F&B Catering	-	19,064	11,785	297,663	343,444	304,678
Novelty Sales	-	-	-	-	-	-
Parking	(80)	1,860	1,210	31,757	25,360	36,713
Total Ancillary Income	(80)	20,924	12,995	362,697	368,804	371,725
<b>Other Event Income</b>						
Other Event Related Income	-	-	-	-	-	-
Luxury Box Tickets	-	-	-	-	-	-
Ticket Rebate	-	-	-	-	-	-
Facility Fees	-	-	-	-	-	-
Total Other Event Income	-	-	-	-	-	-
<b>Total Event Income</b>	<b>(1,766)</b>	<b>30,323</b>	<b>24,499</b>	<b>469,756</b>	<b>552,818</b>	<b>421,350</b>
					0.00	0.00
Margin %	-4350.5%	15.0%	16.4%	47.2%	62.2%	54.0%
Total Sales	41	201,527	149,442	995,499	888,429	779,669

**The Orcenter**  
**Monthly Event Income Statement - 706 Entertainment**  
**For the Period Ending - Period 9, 2016**

	Current Month	Current Month	Current Month	Year to Date	Year to Date	Year to Date
	Actual	Budget	Prior Year	Actual	Budget	Prior Year
Attendance	1,452	700	2,785	15,135	20,076	19,365
Attendance - Tickets Sold	2	1	1	10	12	12
Number of Performances	42,361	-	104,275	397,128	-	977,711
Gross Ticket Sales						
Direct Event Income						
Rent Income	4,666	-	19,500	41,866	58,250	82,990
Service Revenue	6,138	3,514	28,783	108,951	109,939	118,590
Service Expense	(5,425)	(2,985)	(36,721)	(122,046)	(96,586)	(139,084)
Total Direct Event Income	5,379	529	11,562	28,771	71,603	62,496
Ancillary Income						
F&B Concession	-	6,136	4,691	64,088	86,799	59,131
F&B Catering	15,034	-	(157)	15,091	-	3,337
Novelty Sales	-	-	3,707	8,769	12,318	8,896
Parking	1,025	8	1,000	19,501	18,794	17,595
Total Ancillary Income	16,059	6,144	9,241	107,449	117,911	88,958
Other Event Income						
Other Event Related Income	-	-	517	3,709	-	12,085
Luxury Box Tickets	-	-	-	-	-	-
Ticket Rebate	217	-	6,216	45,430	-	75,703
Facility Fees	-	-	-	-	-	-
Total Other Event Income	217	-	6,733	49,139	-	87,788
Total Event Income	24,655	6,673	27,535	185,359	189,514	239,243
Margin %	57.2%	189.5%	35.9%	53.7%	64.9%	67.0%
Total Sales	37,868	3,522	76,679	345,188	292,029	357,280

**The Oncenter**  
**Monthly Event Income Statement - 707 Family Shows**  
**For the Period Ending - Period 9, 2016**

	Current Month	Current Month	Current Month	Year to Date	Year to Date	Year to Date
	Actual	Budget	Prior Year	Actual	Budget	Prior Year
Attendance	1,768	-	149	32,156	35,469	21,433
Attendance - Tickets Sold	1	-	1	17	16	13
Number of Performances	66,111	-	-	1,475,196	-	551,936
Gross Ticket Sales						
Direct Event Income						
Rent Income	-	-	320	142,123	98,615	56,025
Service Revenue	4,193	-	968	179,677	133,004	72,152
Service Expense	(8,976)	-	(4,659)	(230,235)	(180,956)	(100,964)
Total Direct Event Income	(4,783)	-	(3,371)	91,564	50,663	27,213
Ancillary Income						
F&B Concession	3,250	-	167	63,883	66,264	28,016
F&B Catering	323	-	-	197	121	99
Novelty Sales	2,575	-	-	6,740	1,830	205
Parking	550	-	-	16,754	46,070	10,670
Total Ancillary Income	6,699	-	167	87,573	114,285	38,990
Other Event Income						
Other Event Related Income	707	-	237	15,787	-	13,366
Luxury Box Tickets	-	-	-	-	-	-
Ticket Rebate	8,049	-	444	43,818	-	1,763
Facility Fees	-	-	-	-	-	-
Total Other Event Income	8,755	-	681	59,605	-	15,129
Total Event Income	10,670	-	(2,523)	238,742	164,948	81,332
Margin %	50.5%	#DIV/0!	-111.9%	46.9%	41.1%	40.5%
Total Sales	21,131	-	2,255	508,845	401,370	200,724

**The Oncenter**  
**Monthly Event Income Statement - 708 Meetings**  
**For the Period Ending - Period 9, 2016**

	Current Month	Current Month	Current Month	Year to Date	Year to Date	Year to Date
	Actual	Budget	Prior Year	Actual	Budget	Prior Year
Attendance	523	798	658	5,827	5,369	4,619
Attendance - Tickets Sold						
Number of Performances	5	5	4	34	32	30
Gross Ticket Sales	-	-	-	-	-	-
<b>Direct Event Income</b>						
Rent Income	10,501	7,274	6,375	50,985	45,475	27,920
Service Revenue	9,944	7,068	12,883	32,046	27,674	36,400
Service Expense	(8,890)	(5,081)	(6,993)	(33,194)	(20,386)	(25,229)
Total Direct Event Income	11,555	9,261	12,265	49,837	52,763	39,091
<b>Ancillary Income</b>						
F&B Concession	-	-	(241)	(7)	-	(241)
F&B Catering	15,386	22,673	23,297	62,157	66,913	67,088
Novelty Sales	-	-	-	-	-	-
Parking	1,100	1,205	540	5,611	6,215	3,338
Total Ancillary Income	16,486	23,878	23,596	67,761	73,128	70,185
<b>Other Event Income</b>						
Other Event Related Income	-	-	-	-	-	-
Luxury Box Tickets	-	-	-	-	-	-
Ticket Rebate	-	-	-	-	-	-
Facility Fees	-	-	-	-	-	-
Total Other Event Income	-	-	-	-	-	-
<b>Total Event Income</b>	<u>28,041</u>	<u>33,139</u>	<u>35,861</u>	<u>117,597</u>	<u>125,891</u>	<u>109,276</u>
<b>Margin %</b>	57.4%	213.2%	163.7%	57.7%	74.9%	79.3%
<b>Total Sales</b>	48,867	15,546	21,911	203,733	168,145	137,813

**The Oncenter**  
**Monthly Event Income Statement - 709 Sporting Events**  
**For the Period Ending - Period 9, 2016**

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
Attendance	300	750	7,232	22,504	25,750	34,678
Attendance - Tickets Sold	1	1	3	31	28	39
Number of Performances	-	-	107,091	-	-	107,091
Gross Ticket Sales	-	-	-	-	-	-
<b>Direct Event Income</b>	<b>1,250</b>	<b>1,250</b>	<b>1,250</b>	<b>159,409</b>	<b>181,968</b>	<b>134,670</b>
Rent Income	(2,819)	-	57,646	108,318	136,725	147,490
Service Revenue	(1,000)	(53)	(46,608)	(109,638)	(155,962)	(137,467)
Service Expense	(2,569)	1,198	12,288	158,089	162,731	144,694
<b>Total Direct Event Income</b>	<b>-</b>	<b>1,198</b>	<b>12,288</b>	<b>158,089</b>	<b>162,731</b>	<b>144,694</b>
<b>Ancillary Income</b>	<b>139</b>	<b>182</b>	<b>45,691</b>	<b>46,002</b>	<b>89,929</b>	<b>93,967</b>
F&B Concession	-	-	9,038	22,266	-	22,981
F&B Catering	-	-	-	950	500	500
Novelty Sales	-	-	-	-	-	-
Parking	-	39	4,069	16,460	39,490	26,869
<b>Total Ancillary Income</b>	<b>139</b>	<b>221</b>	<b>58,798</b>	<b>85,678</b>	<b>129,919</b>	<b>144,317</b>
<b>Other Event Income</b>	<b>-</b>	<b>-</b>	<b>2,450</b>	<b>503</b>	<b>-</b>	<b>2,633</b>
Other Event Related Income	-	-	-	-	-	-
Luxury Box Tickets	-	-	7,008	-	-	9,244
Ticket Rebate	-	-	-	-	-	-
Facility Fees	-	-	9,458	503	-	11,877
<b>Total Other Event Income</b>	<b>-</b>	<b>-</b>	<b>9,458</b>	<b>503</b>	<b>-</b>	<b>11,877</b>
<b>Total Event Income</b>	<b>(2,430)</b>	<b>1,419</b>	<b>80,544</b>	<b>244,270</b>	<b>292,650</b>	<b>300,888</b>
<b>Margin %</b>	<b>199.5%</b>	<b>110.1%</b>	<b>59.8%</b>	<b>61.4%</b>	<b>56.2%</b>	<b>67.4%</b>
<b>Total Sales</b>	<b>(1,218)</b>	<b>1,289</b>	<b>134,676</b>	<b>397,768</b>	<b>521,161</b>	<b>446,560</b>

**The Orcenter**  
**Monthly Event Income Statement - 710 Trades Show**  
**For the Period Ending - Period 9, 2016**

	Current Month	Current Month	Current Month	Year to Date	Year to Date	Year to Date
	Actual	Budget	Prior Year	Actual	Budget	Prior Year
Attendance	750	900	1,900	1,700	4,600	5,200
Attendance - Tickets Sold	1	3	1	4	7	4
Number of Performances	-	-	-	-	-	-
Gross Ticket Sales	-	-	-	-	-	-
<b>Direct Event Income</b>						
Rent Income	20,300	19,000	19,000	48,600	75,250	66,878
Service Revenue	1,885	1,352	1,619	10,104	23,137	20,007
Service Expense	(2,466)	(1,381)	(1,605)	(9,184)	(14,648)	(14,264)
Total Direct Event Income	19,719	18,970	19,014	49,520	83,739	72,620
<b>Ancillary Income</b>						
F&B Concession	302	1,571	676	1,025	11,645	1,621
F&B Catering	2,154	557	3,127	5,125	5,221	12,927
Novelty Sales	-	-	-	-	-	-
Parking	270	685	690	1,363	5,032	3,536
Total Ancillary Income	2,726	2,813	4,493	7,512	21,898	18,084
<b>Other Event Income</b>						
Other Event Related Income	-	-	-	-	-	-
Luxury Box Tickets	-	-	-	-	-	-
Ticket Rebate	-	-	-	-	-	-
Facility Fees	-	-	-	-	-	-
Total Other Event Income	-	-	-	-	-	-
<b>Total Event Income</b>	<u>22,445</u>	<u>21,783</u>	<u>23,507</u>	<u>57,032</u>	<u>105,637</u>	<u>90,704</u>
<b>Margin %</b>	85.4%	103.5%	105.4%	79.7%	78.0%	83.7%
<b>Total Sales</b>	26,297	21,037	22,307	71,592	135,414	108,420

**The Oncenter**  
**Monthly Event Income Statement - 711 Performing Arts**  
**For the Period Ending - Period 9, 2016**

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
Attendance	208	400	200	29,049	20,200	26,547
Attendance - Tickets Sold	2	1	1	50	16	48
Number of Performances	-	-	-	539,849.30	-	667,682
Gross Ticket Sales	-	-	-	-	-	-
<b>Direct Event Income</b>	<b>960</b>	<b>725</b>	<b>820</b>	<b>69,951</b>	<b>55,218</b>	<b>57,440</b>
Rent Income	401	1,500	-	213,861	150,957	161,899
Service Revenue	(1,534)	(1,774)	(2,252)	(232,384)	(177,555)	(183,758)
Service Expense	(173)	451	(1,432)	51,428	28,619	35,580
<b>Total Direct Event Income</b>	<b>103</b>	<b>250</b>	<b>-</b>	<b>1,361</b>	<b>1,478</b>	<b>1,118</b>
<b>Ancillary Income</b>	<b>157</b>	<b>326</b>	<b>-</b>	<b>33,840</b>	<b>28,748</b>	<b>33,600</b>
F&B Concession	(54)	-	-	1,553	582	1,814
F&B Catering	-	-	-	1,678	484	484
Novelty Sales	-	-	-	-	-	-
Parking	-	250	-	1,361	1,478	1,118
<b>Total Ancillary Income</b>	<b>103</b>	<b>576</b>	<b>-</b>	<b>38,432</b>	<b>31,292</b>	<b>37,016</b>
<b>Other Event Income</b>	<b>-</b>	<b>-</b>	<b>367</b>	<b>8,444</b>	<b>-</b>	<b>10,101</b>
Other Event Related Income	-	-	-	-	-	-
Luxury Box Tickets	-	-	849	25,101	-	17,985
Ticket Rebate	-	-	-	-	-	-
Facility Fees	-	-	-	-	-	-
<b>Total Other Event Income</b>	<b>-</b>	<b>-</b>	<b>1,216</b>	<b>33,545</b>	<b>-</b>	<b>28,086</b>
<b>Total Event Income</b>	<b>(70)</b>	<b>1,027</b>	<b>(216)</b>	<b>123,405</b>	<b>59,911</b>	<b>100,682</b>
<b>Margin %</b>	<b>-4.3%</b>	<b>29.6%</b>	<b>-10.6%</b>	<b>32.2%</b>	<b>23.3%</b>	<b>33.0%</b>
<b>Total Sales</b>	<b>1,637</b>	<b>3,475</b>	<b>2,036</b>	<b>382,935</b>	<b>257,519</b>	<b>304,925</b>

**The Oncenter**  
**Monthly Event Income Statement - 712 Other**  
**For the Period Ending - Period 9, 2016**

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
Attendance	235	-	110	1,346	-	9,378
Attendance - Tickets Sold	-	-	-	-	-	-
Number of Performances	5	-	2	17	-	16
Gross Ticket Sales	-	-	-	-	-	-
Direct Event Income	-	-	-	1,325	-	-
Rent Income	20	-	1,464	2,737	-	5,472
Service Revenue	(5,798)	-	(22,062)	(62,813)	-	(61,336)
Service Expense	(5,777)	-	(20,598)	(58,750)	-	(55,864)
Total Direct Event Income	-	-	-	47	-	481
Ancillary Income	-	-	-	-	-	-
F&B Concession	(1,233)	-	(154)	(46,047)	-	(38,341)
F&B Catering	(6,586)	-	(1,144)	(20,916)	-	(38,401)
Novelty Sales	-	-	-	-	-	-
Parking	-	-	-	-	-	-
Total Ancillary Income	(7,819)	-	(1,298)	(66,916)	-	(76,262)
Other Event Income	-	20,417	7,584	-	183,750	8,241
Other Event Related Income	-	-	-	-	-	-
Luxury Box Tickets	-	-	-	-	-	-
Ticket Rebate	-	-	-	-	-	2,399
Facility Fees	-	-	-	-	-	-
Total Other Event Income	-	20,417	7,584	-	183,750	10,640
Total Event Income	(13,596)	20,417	(14,313)	(125,667)	183,750	(121,485)
	0	-	-	(0)	-	(0.00)
Margin %	-2161.9%	100.0%	-158.2%	-2579.1%	100.0%	-672.8%
Total Sales	629	20,417	9,047	4,873	183,750	18,057
	-	-	-	0	-	-

**The Oncenter**  
**Monthly Event Income Statement - 721 Crunch**  
**For the Period Ending - Period 9, 2016**

	Current Month	Current Month	Current Month	Year to Date	Year to Date	Year to Date
	Actual	Budget	Prior Year			
Attendance	-	-	-	73,535	61,600	71,177
Attendance - Tickets Sold	-	-	-	32	22	28
Number of Performances	-	-	-	239,257	-	884,465
Gross Ticket Sales	-	-	-	-	-	-
Direct Event Income	-	-	510	48,563	41,800	47,445
Rent Income	-	-	-	47,186	29,600	31,230
Service Revenue	(7,964)	-	(3)	(238,406)	(167,374)	(163,571)
Service Expense	(7,964)	-	507	(142,657)	(95,974)	(84,896)
Total Direct Event Income	-	-	-	-	-	-
Ancillary Income	-	-	-	150,914	108,811	145,245
F&B Concession	-	-	-	2,201	(3,960)	15,981
F&B Catering	-	-	-	-	-	-
Novelty Sales	-	-	-	-	-	-
Parking	-	-	-	52,361	49,503	53,107
Total Ancillary Income	-	-	-	205,476	154,354	214,333
Other Event Income	-	-	(0)	261	6,930	352
Other Event Related Income	-	-	-	-	-	-
Luxury Box Tickets	-	-	171	15,897	-	8,710
Ticket Rebate	-	-	-	-	-	-
Facility Fees	-	-	171	-	-	-
Total Other Event Income	-	-	171	16,158	6,930	9,062
Total Event Income	(7,964)	-	678	78,976	65,310	138,499
Margin %	#DIV/0!	#DIV/0!	99.6%	11.0%	10.3%	20.0%
Total Sales	-	-	681	715,776	636,033	692,915

**The Orcenter**  
**Monthly Event Income Statement - 722 Symphoria**  
**For the Period Ending - Period 9, 2016**

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
Attendance	1,817	2,000	2,392	12,247	8,400	7,935
Attendance - Tickets Sold						
Number of Performances	3	1	2	17	7	10
Gross Ticket Sales	-	-	-	-	-	-
<b>Direct Event Income</b>						
Rent Income	5,020	3,000	4,485	25,415	19,000	14,217
Service Revenue	5,948	7,000	9,912	36,965	30,000	28,858
Service Expense	(7,770)	(7,466)	(10,838)	(44,715)	(32,220)	(33,505)
<b>Total Direct Event Income</b>	<b>3,198</b>	<b>2,534</b>	<b>3,560</b>	<b>17,665</b>	<b>16,780</b>	<b>9,570</b>
<b>Ancillary Income</b>						
F&B Concession	857	808	2,067	8,333	5,650	4,576
F&B Catering	557	-	-	1,134	-	1,000
Novelty Sales	-	-	-	-	-	-
Parking	-	-	-	-	-	-
<b>Total Ancillary Income</b>	<b>1,414</b>	<b>808</b>	<b>2,067</b>	<b>9,467</b>	<b>5,650</b>	<b>5,576</b>
<b>Other Event Income</b>						
Other Event Related Income	-	-	-	-	-	(0)
Luxury Box Tickets	-	-	-	-	-	-
Ticket Rebate	-	-	-	-	-	50
Facility Fees	-	-	-	-	-	-
<b>Total Other Event Income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>50</b>
<b>Total Event Income</b>	<b>4,612</b>	<b>3,342</b>	<b>5,627</b>	<b>27,131</b>	<b>22,430</b>	<b>15,196</b>
<b>Margin %</b>	<b>34.4%</b>	<b>33.4%</b>	<b>32.3%</b>	<b>34.0%</b>	<b>36.8%</b>	<b>30.8%</b>
<b>Total Sales</b>	<b>13,404</b>	<b>10,000</b>	<b>17,412</b>	<b>79,755</b>	<b>61,000</b>	<b>49,290</b>

**The Oncenter**  
**Monthly Event Income Statement - 723 Silver Knights**  
**For the Period Ending - Period 9, 2016**

	Current Month	Current Month	Current Month	Year to Date	Year to Date	Year to Date
	Actual	Budget	Prior Year	Actual	Budget	Prior Year
Attendance	-	-	-	15,136	9,855	11,787
Attendance - Tickets Sold	-	-	-	9	6	7
Number of Performances	-	-	-	28,072	-	114,986
Gross Ticket Sales	-	-	-	-	-	-
<b>Direct Event Income</b>	-	-	-	44,800	30,000	34,500
Rent Income	-	-	-	2,432	900	2,726
Service Revenue	-	-	-	(76,859)	(51,740)	(55,810)
Service Expense	-	-	-	(29,627)	(20,840)	(18,584)
<b>Total Direct Event Income</b>	-	-	-	31,741	25,254	28,159
<b>Ancillary Income</b>	-	-	-	(312)	(288)	1,383
F&B Concession	-	-	-	607	609	592
F&B Catering	-	-	-	-	-	-
Novelty Sales	-	-	-	-	-	-
Parking	-	-	-	3,868	3,856	2,442
<b>Total Ancillary Income</b>	-	-	-	35,903	29,431	32,575
<b>Other Event Income</b>	-	-	-	-	-	-
Other Event Related Income	-	-	-	309	-	481
Luxury Box Tickets	-	-	-	-	-	-
Ticket Rebate	-	-	-	399	-	101
Facility Fees	-	-	-	-	-	-
<b>Total Other Event Income</b>	-	-	-	708	-	582
<b>Total Event Income</b>	-	-	-	6,985	8,591	14,573
	-	-	-	(0)	-	(0.00)
<b>Margin %</b>	#DIV/0!	#DIV/0!	#DIV/0!	5.6%	9.5%	13.9%
<b>Total Sales</b>	-	-	-	125,232	90,285	105,152

**The Oncenter**  
**Monthly Event Income Statement - 724 Syracuse Opera**  
**For the Period Ending - Period 9, 2016**

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
Attendance	-	-	-	3,003	3,000	3,004
Attendance - Tickets Sold	-	-	-	4	2	-
Number of Performances	-	-	-	-	-	3
Gross Ticket Sales	-	-	-	-	-	305
<b>Direct Event Income</b>						
Rent Income	-	-	-	10,540	10,000	8,320
Service Revenue	-	-	-	26,923	30,000	28,671
Service Expense	-	-	-	(31,346)	(42,632)	(30,586)
<b>Total Direct Event Income</b>	-	-	-	6,117	(2,632)	6,405
<b>Ancillary Income</b>						
F&B Concession	-	-	-	3,801	2,978	2,136
F&B Catering	-	-	-	936	-	1,165
Novelty Sales	-	-	-	-	-	-
Parking	-	-	-	-	71	71
<b>Total Ancillary Income</b>	-	-	-	4,738	3,049	3,372
<b>Other Event Income</b>						
Other Event Related Income	-	-	-	-	-	7
Luxury Box Tickets	-	-	-	-	-	-
Ticket Rebate	-	-	-	-	-	55
Facility Fees	-	-	-	-	-	-
<b>Total Other Event Income</b>	-	-	-	-	-	62
<b>Total Event Income</b>	-	-	-	10,855	417	9,839
Margin %	#DIV/0!	#DIV/0!	#DIV/0!	24.3%	0.9%	22.8%
Total Sales	-	-	-	44,762	46,071	43,068

The OrcaCenter - SMC

Rolling Forecast  
Based on Actuals Results through December 31, 2016

	Actual		Forecast		2016		2017		2018	
	30-Sep	373	Oct To Dec 15	FYE 216	Budget	Variance	Under	Over	Actual	Actual
Attendance # of Events	348,955	373	111,674	460,829	407,382	53,447	84		470,353	808

<b>Event Net Income</b>										
Rental Income	1,232,747		430,090	1,662,837	1,502,228	160,611			1,201,405	
Service Revenue	1,417,288		429,493	1,848,781	1,373,874	472,907			1,817,828	
Service Expense	(2,128,887)		(887,486)	(2,827,342)	(2,078,378)	(748,964)			(2,482,128)	
<b>Total Direct Event Net Income</b>	<b>620,178</b>		<b>162,098</b>	<b>682,276</b>	<b>797,722</b>	<b>(115,446)</b>			<b>337,103</b>	

<b>Annultery Income</b>										
Concession	622,088		231,590	753,848	795,102	(41,454)			750,481	
Catering	1,139,289		283,984	1,403,173	1,462,174	(48,001)			1,812,847	
Novelty	38,465		-	38,465	28,702	9,763			34,003	
Event Parking	238,982		43,312	280,294	387,828	(87,292)			308,888	
<b>Total Annultery Net Income</b>	<b>1,039,823</b>		<b>638,768</b>	<b>2,476,578</b>	<b>2,643,804</b>	<b>(137,925)</b>			<b>2,706,277</b>	

<b>Other Event Income</b>										
Other Event Related Income	42,398		86,738	109,194	258,855	(14,521)			77,197	
Facility Fees	203,791		-	203,791	-	203,791			224,420	
<b>Total Other Event Income</b>	<b>246,189</b>		<b>86,738</b>	<b>312,925</b>	<b>258,855</b>	<b>61,270</b>			<b>301,617</b>	
<b>Total Event Net Income</b>	<b>2,703,191</b>		<b>797,590</b>	<b>3,470,780</b>	<b>3,697,881</b>	<b>(227,101)</b>			<b>3,344,987</b>	

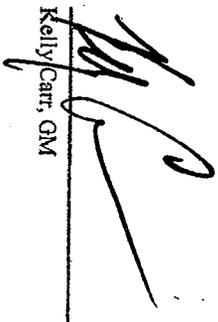
<b>Other Income</b>										
Adjusted Gross Income	897,288		289,884	1,167,162	1,095,958	131,208			1,220,275	
<b>Total Adjusted Gross Income</b>	<b>3,600,489</b>		<b>1,037,454</b>	<b>4,637,942</b>	<b>4,733,837</b>	<b>(95,885)</b>			<b>4,566,272</b>	

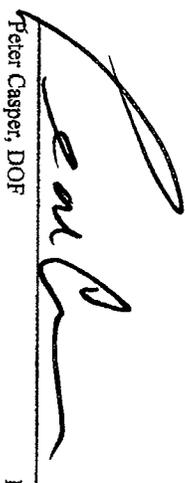
<b>Indirect Expense</b>										
Net Salaries, Benefits & Taxes	2,361,033		825,393	3,286,428	3,516,872	(229,169)			3,128,115	
Contracted Services	140,255		24,750	166,008	99,000	66,5			104,284	
General & Administrative	218,673		84,038	303,711	343,123	(39,4)			340,828	
Operational	265,217		78,415	343,632	310,888	32,773			322,013	
Repairs and Maintenance	4,444		2,000	6,444	8,000	(1,566)			7,052	
Operational Supplies	6,813		2,313	9,126	9,250	(124)			18,021	
Insurance	147,263		-	147,263	191,855	(44,392)			185,828	
Utilities	491,020		179,848	670,868	719,384	(48,518)			691,048	
Other	453,144		332,786	785,930	780,724	25,208			791,183	
<b>Total Other Direct Expenses</b>	<b>4,099,863</b>		<b>1,829,540</b>	<b>5,718,403</b>	<b>5,987,887</b>	<b>(238,484)</b>			<b>5,526,032</b>	
<b>Net Income Before Other Income &amp; Expenses</b>	<b>(489,375)</b>		<b>-582,087</b>	<b>(1,080,461)</b>	<b>(1,224,030)</b>	<b>143,589</b>			<b>(969,760)</b>	

<b>Other Income/(Expenses)</b>										
Depreciation	(61,818)		-21,388	(63,183)	(75,970)	7,213			(77,198)	
ROTS	849,258		450,732	1,300,000	1,300,000	0			1,300,000	
<b>Total Other Income/(Expenses)</b>	<b>787,450</b>		<b>429,366</b>	<b>1,216,817</b>	<b>1,224,030</b>	<b>7,213</b>			<b>1,222,834</b>	
<b>Net Income</b>	<b>298,076</b>		<b>-162,720</b>	<b>136,356</b>	<b>0</b>	<b>136,356</b>			<b>283,074</b>	
	(0)					0			0	

**SMG – The Oncenter - Syracuse, NY  
Rolling Forecast to Budget Variances  
December 31, 2016**

**2016 Forecast as September 2016.** The Oncenter is projecting to exceed our budgeted sales and net income. Currently our sales forecast is 106.6% (contracted or tentative) of our 2016 Budget. Sales are primarily over budget due to Consumers Show (\$311k) and Family Shows (\$251k). As of September, we are forecasting our net income to be \$137k over budget but feel that we will be closer to \$150k to \$160k.

  
 \_\_\_\_\_  
 Kelly Carr, GM                      Date      10.12.16

  
 \_\_\_\_\_  
 Peter Casper, DOF                      Date      10/12/16

# SMG Worksheet

**Facility:** Oncenter      **City/Client:** Onondaga County  
**Gen Mgr:** Kelly Carr      **Contract Expiration:** 12/31/2016

	FYE	FYE	FYE	FYE
	2014 Actual	2015 Actual	2016 Act/Proj	2016/Bud
<b>SMG Management &amp; Incentive Fees</b>				
Base Fee -	197,925	199,508	200,905	204,995
Incentive Fee- Attach a calc on 2nd tab	186,750	199,508	190,860	183,034
F&B Fee (if applicable) **				
F&B Incentive Fee (if applicable) ** Attach a calc on 3rd tab				
Other Fee 1 -				
Other Fee 2 -				
** Not P&L Accounts				

**General Comments-Describe any unusual situations with regards to your incentive fee calculation**

**Accounts Receivable Aged Invoice Report**  
**All Open Invoices - Aged as of 9/30/2016**  
**The Oncenter - SMG (SMG)**

Customer/	Invoice	Due Invoice	DI	J	Discount	30 Days	60 Days	90 Days	Retention	Days
Customer	0000002	SMG Cash	9/10/2016	Co	0.00	0.04	0.00	0.00	0.00	0.00
	0000389-IN	9/12/2016	CC17408	0.00	0.04	0.00	0.00	0.00	0.00	18
	0000389-DM	9/12/2016	CC17408	0.00	12.28	0.00	0.00	0.00	0.00	17
	0000390-IN	9/13/2016	CC15535	0.00	12.28	0.00	0.00	0.00	0.00	15
	0000390-DM	9/15/2016	CC15535	0.00	17.40	0.00	0.00	0.00	0.00	15
	0000391-IN	9/15/2016	CC14838	0.00	0.04	0.00	0.00	0.00	0.00	10
	0000391-DM	9/17/2016	CC14838	0.00	17.40	0.00	0.00	0.00	0.00	10
	0000393-IN	9/20/2016	CC14446	0.00	0.04	0.00	0.00	0.00	0.00	10
	0000393-DM	9/20/2016	CC14446	0.00	5.64	0.00	0.00	0.00	0.00	10
	0000396-IN	9/23/2016	CC15535	0.00	1.03	0.00	0.00	0.00	0.00	5
	0000396-DM	9/24/2016	CC15535	0.00	1.03	0.00	0.00	0.00	0.00	5
	0000398-IN	9/25/2016	CC15561	0.00	5.64	0.00	0.00	0.00	0.00	3
	0000398-DM	9/27/2016	CC17413	0.00	5.64	0.00	0.00	0.00	0.00	3
	0000397-IN	9/27/2016	CC17413	0.00	1.03	0.00	0.00	0.00	0.00	3
	0000397-DM	9/27/2016	CC17413	0.00	1.03	0.00	0.00	0.00	0.00	3
	0000398-IN	9/27/2016	CC15467	0.00	0.01	0.00	0.00	0.00	0.00	3
	0000398-DM	9/27/2016	CC15467	0.00	0.01	0.00	0.00	0.00	0.00	3
	0000404-IN	9/30/2016	CC000191	0.00	10,957.66	0.00	0.00	0.00	0.00	21
	0000404-DM	9/30/2016	CC000191	0.00	10,957.66	0.00	0.00	0.00	0.00	21
Customer	0000008	Orondaga County Health Dep/VIC	9/9/2016	Co	0.00	64.00	0.00	0.00	0.00	21
	0080916-IN	9/9/2016	CC15535	0.00	64.00	0.00	0.00	0.00	0.00	21
Customer	0000008	Orondaga Galleries, LLC	9/9/2016	Co	0.00	10,234.00	0.00	0.00	0.00	21
	0080916-IN	9/9/2016	CC15535	0.00	10,234.00	0.00	0.00	0.00	0.00	21
Customer	0000011	Syracuse Convention & Visitors	9/21/2016	Co	0.00	89.40	0.00	0.00	0.00	21
	CV17767-IN	9/21/2016	CC15535	0.00	89.40	0.00	0.00	0.00	0.00	21
Customer	0000020	Syracuse Council	5/4/2016	Co	0.00	363.00	0.00	0.00	0.00	149
	0200513-IN	6/14/2016	CC15535	0.00	363.00	0.00	0.00	0.00	0.00	108
	0200516-IN	7/15/2016	CC15535	0.00	363.00	0.00	0.00	0.00	0.00	77
	0200816-IN	8/12/2016	CC15535	0.00	363.00	0.00	0.00	0.00	0.00	49
	0200916-IN	9/9/2016	CC15535	0.00	363.00	0.00	0.00	0.00	0.00	21
Customer	0000029	Crouse Health Foundation, Inc.	9/30/2016	Co	0.00	133,558.79	0.00	0.00	0.00	21
	CV13561-IN	9/30/2016	CC15535	0.00	133,558.79	0.00	0.00	0.00	0.00	21
Customer	0000030	Northwestern Mutual	9/30/2016	Co	0.00	10,633.93	0.00	0.00	0.00	21
	CV13566-IN	9/30/2016	CC15535	0.00	10,633.93	0.00	0.00	0.00	0.00	21
Customer	0000032	New Endland Apparel Cldo	9/30/2016	Co	0.00	25,603.83	0.00	0.00	0.00	21
	CV13487-IN	9/30/2016	CC15535	0.00	25,603.83	0.00	0.00	0.00	0.00	21
Customer	0000047	Syracuse City School District	9/30/2016	Co	0.00	173.54	0.00	0.00	0.00	21
	CV15380-IN	9/30/2016	CC15535	0.00	173.54	0.00	0.00	0.00	0.00	21
Customer	0000059	Syracuse Police Department	9/21/2016	Co	0.00	1,250.00	0.00	0.00	0.00	9
	CV14446-IN	9/21/2016	CC15535	0.00	1,250.00	0.00	0.00	0.00	0.00	9
Customer	0000082	Friends of the Central Library	9/30/2016	Co	0.00	1,578.86	0.00	0.00	0.00	21
	CC16646-IN	9/30/2016	CC16646	0.00	1,578.86	0.00	0.00	0.00	0.00	21
Customer	0000093	United Way of Central New York	9/30/2016	Co	0.00	347.43	0.00	0.00	0.00	21
	WM17991-IN	9/30/2016	WM17991	0.00	347.43	0.00	0.00	0.00	0.00	21
Customer	0000098	Syracuse Opera Company	4/28/2013	Co	0.00	3,911.49	0.00	0.00	0.00	1,251
	CC1918-IN	4/28/2013	CC000191	0.00	3,911.49	0.00	0.00	0.00	0.00	1,251

Customer	Date	Name	ID	Amount	Ph	Ch	Pay	Ch	Balance	Ch	Balance	Ch
0000078	10/5/2013	Musical Associates of CNY	CC1192C-IN	0.00					14,514.37	0.00	14,514.37	0.00
	2/9/2014		CC1097C-IN	0.00					200.00	0.00	200.00	0.00
	4/6/2014		CC451-IN	0.00					15,024.15	0.00	15,024.15	0.00
	9/7/2014		CC1495A-IN	0.00					555.00	0.00	555.00	0.00
	10/26/2014		CC452A-IN	0.00					17,535.95	0.00	17,535.95	0.00
0000089	9/29/2016	Blz-Events, Inc.	CV15875-IN	0.00					51,761.96	0.00	51,761.96	0.00
0000092	8/17/2016	Onondaga County Dept of Social	CV16971-IN	0.00					0.00	0.00	0.00	0.00
0000183	4/30/2016	Sweet Adelines International	CC13454-IN	0.00					5,374.58	0.00	5,374.58	0.00
0000223	9/29/2016	Ballet & Dance of Utawata NY	CC15309-IN	0.00					936.28	0.00	936.28	0.00
0000225	12/1/2014	Victory Temple Church	CV4069-IN	0.00					150.00	0.00	150.00	0.00
0000261	7/25/2016	The Islamic Society of CNY	CV15540-IN	0.00					423.70	0.00	423.70	0.00
0000265	9/21/2016	Fifth District Dental Society	CV13945-IN	0.00					32,117.23	0.00	32,117.23	0.00
0000267	8/23/2016	Solvey Bank	SOLVAY5-IN	0.00					15,000.00	0.00	15,000.00	0.00
0000277	8/31/2016	SUNY Upstate Medical University	CC13911-IN	0.00					8,215.76	0.00	8,215.76	0.00
0000324	9/30/2016	Everson Museum	CV16321-IN	0.00					500.00	0.00	500.00	0.00
0000373	7/25/2016	TriCity Motivallon LLC	CV14144-IN	0.00					11.96	0.00	11.96	0.00
0000387	9/30/2016	EPG Media, LLC	CV13284-IN	0.00					3,941.21	0.00	3,941.21	0.00
0000408	11/5/2015	Onondaga County - County Ex Of	CV05898-IN	0.00					7,709.18	0.00	7,709.18	0.00
0000483	9/30/2016	McMahn/Ryan Child Advocacy	CV16130-IN	0.00					11,549.12	0.00	11,549.12	0.00
0000503	5/27/2016	SUNOCO	CV13448-IN	0.00					2,754.15	0.00	2,754.15	0.00



Allowance for Bad Debt - Opera	(52,750.96)
AR Other	3,302.40
Trade Receivable	239.80
Advance to Promoter	500.00
AR Consignments	16,317.00
Total AR	586,440.08

Accounts Receivable Aged Invoice Report  
 Sorted by Customer Number  
 Only Invoices 90 Days Past Due - Aged as of 9/30/2016

The Oncenter - SMG (SMG)

Customer/ Invoice Date	Invoice Number	Invoice Date	Due Dates	Discount	Job Number	Discount Amount	Balance	Current	30 Days	60 Days	90 Days	Retention	Days Delq	
0000020	Syracuse Church	5/4/2016			Contact: Vance Ledeman	0.00	363.00	0.00	0.00	0.00	0.00	Credit Limit:	0.00	
5/4/2016	0200516-IN	5/4/2016				0.00	363.00	0.00	0.00	0.00	0.00	0.00	149	
6/14/2016	0200516-IN	6/14/2016				0.00	363.00	0.00	0.00	0.00	0.00	0.00	108	
Customer 0000020 Totals:							726.00	0.00	0.00	0.00	0.00	726.00	0.00	
0000078	Musical Associates of CNY				Contact: Robert Deino	0.00	1,066.00	0.00	0.00	0.00	0.00	Credit Limit:	0.00	
2/20/2016	C13842-IN	3/1/2016				0.00	1,066.00	0.00	0.00	0.00	0.00	0.00	213	
3/1/2016	CC15168-IN	3/21/2016				0.00	1,046.41	0.00	0.00	0.00	0.00	0.00	193	
6/14/2016	0780816-IN	6/24/2016				0.00	324.00	0.00	0.00	0.00	0.00	0.00	98	
Customer 0000078 Totals:							2,436.41	0.00	0.00	0.00	0.00	2,436.41	0.00	
0000193	Sweet Adelines International				Contact: April Storness	0.00	5,374.58	0.00	0.00	0.00	0.00	Credit Limit:	0.00	
4/30/2016	CC13454-IN	4/30/2016				0.00	5,374.58	0.00	0.00	0.00	0.00	0.00	153	
Customer 0000193 Totals:							5,374.58	0.00	0.00	0.00	0.00	5,374.58	0.00	
0000225	Victory Temple Church				Contact: Faye Brown	0.00	150.00	0.00	0.00	0.00	0.00	Credit Limit:	0.00	
12/1/2014	CV4069-IN	12/1/2014				0.00	150.00	0.00	0.00	0.00	0.00	0.00	669	
Customer 0000225 Totals:							150.00	0.00	0.00	0.00	0.00	150.00	0.00	
0000409	Onondaga County - County Ex Of				Contact: William Fisher	0.00	7,709.18	0.00	0.00	0.00	0.00	Credit Limit:	0.00	
11/5/2015	CV5686A-IN	11/6/2015				0.00	7,709.18	0.00	0.00	0.00	0.00	0.00	330	
Customer 0000409 Totals:							7,709.18	0.00	0.00	0.00	0.00	7,709.18	0.00	
0000503	SUNOCO				Contact: Michael Murray	0.00	2,754.15	0.00	0.00	0.00	0.00	Credit Limit:	0.00	
5/27/2016	0134482-IN	5/27/2016				0.00	2,754.15	0.00	0.00	0.00	0.00	0.00	126	
Customer 0000503 Totals:							2,754.15	0.00	0.00	0.00	0.00	2,754.15	0.00	
0000543	NYS Dept of Agriculture				Contact: Kevin King	0.00	119,035.88	0.00	0.00	0.00	0.00	Credit Limit:	0.00	
#####	OSS506C-IN	12/31/2015				0.00	119,035.88	0.00	0.00	0.00	0.00	0.00	274	
Customer 0000543 Totals:							119,035.88	0.00	0.00	0.00	0.00	119,035.88	0.00	
0000571	Onon County Dept of Economic				Contact: Julie Carlo	0.00	20.00	0.00	0.00	0.00	0.00	Credit Limit:	0.00	
6/30/2016	CC16211-IN	6/30/2016				0.00	20.00	0.00	0.00	0.00	0.00	0.00	92	
Customer 0000571 Totals:							20.00	0.00	0.00	0.00	0.00	20.00	0.00	
0000627	Emily Bailey				Contact: Emily Bailey	0.00	852.75	0.00	0.00	0.00	0.00	Credit Limit:	0.00	
4/30/2016	CV14000-IN	4/30/2016				0.00	852.75	0.00	0.00	0.00	0.00	0.00	153	
Customer 0000627 Totals:							852.75	0.00	0.00	0.00	0.00	852.75	0.00	
0000634	Aramark				Contact: Dawn Thompson	0.00	728.20	0.00	0.00	0.00	0.00	Credit Limit:	0.00	
5/31/2016	CV16441-IN	5/31/2016				0.00	728.20	0.00	0.00	0.00	0.00	0.00	122	
Customer 0000634 Totals:							728.20	0.00	0.00	0.00	0.00	728.20	0.00	
0000641	Visual Technologies				Contact: David Fior	0.00	1,451.71	0.00	0.00	0.00	0.00	Credit Limit:	0.00	
6/30/2016	0013443-IN	6/30/2016				0.00	1,451.71	0.00	0.00	0.00	0.00	0.00	92	
Customer 0000641 Totals:							1,451.71	0.00	0.00	0.00	0.00	1,451.71	0.00	
0000643	The Vape Association LLC				Contact: Chris Whitney	0.00	42,512.88	0.00	0.00	0.00	0.00	Credit Limit:	0.00	
6/30/2016	CV13934-IN	6/30/2016				0.00	42,512.88	0.00	0.00	0.00	0.00	0.00	92	
Customer 0000643 Totals:							42,512.88	0.00	0.00	0.00	0.00	42,512.88	0.00	
Report Totals:							183,751.74	0.00	0.00	0.00	0.00	183,751.74	0.00	
Number of Customers:							13							

Musical Associates of CNY - following up with client

Sweet Adelines - invoice dispute, sent revised invoice  
Victory Temple Church - currently on a payment method and they are current with payments  
Onondaga County- following up with client  
Sinoco - check was mailed  
NYS Dept of Ag - waiting for State to pay  
Ononda County -  
Emily Bailey- on payment plan  
Aramark - following up with the client  
Visual Technologies -  
The Vape Assoc - may need to go onto a payment plan

Oncenter Complex  
Capital Reserve Account Balance Report  
As of September 30, 2016

Date	Description	Current Balance Amount	Forecasted Amount	County Funds
<b>12/31/15 ending balance</b>		141,873.12	141,873.12	414,933.24
<b>Sources:</b>				
	Capital Reserve Funding	500,000.00	750,000.00	500,000.00
	Grant Funding			100,000.00
	Interest Income & Bank Fees	511.89	511.89	

Uses:

<b>2014 Forecasted Projects</b>				
	Parking Garage Cameras & EBS	(390.00)	(227,557.00)	
	Oncenter Signage		(12,753.00)	
<b>2015 Forecasted Projects</b>				
	Ballroom Lights		(394,783.67)	(92,000.00)
	Roof - phase II			(2,850.00)
	State Street Door System			(113,417.87)
	Harrison St Doors System			(56,783.66)
	Parking Garage Guardrails			(63,015.50)
	Montgomery Street Doors			(1,745.00)
	Crunch Laundry Facilities			
	Ice Expansion			(677,120.00)

**2016 Forecasted Projects**

Total Uses		(390.00)	(635,093.67)	(1,006,932.03)
Account Balance As of September 30, 2016		641,995.01	257,291.34	8,001.21
				(0.00)

**Facility Fees Cash Balance Report**  
As of September 30, 2016

FF -

	FF - Civic Theater	Convention Center	FF - War Memorial	Total
<b>12/31/15 ending balance</b>	<b>155,956.46</b>	<b>(126,404.99)</b>	<b>94,348.89</b>	<b>123,900.36</b>

**2016 Sources:**

Ticket Master	52,800.00	6,112.00	83,601.50	142,513.50
Oncenter Box Office	14,860.30	979.00	(2,784.73)	13,054.57
Interest Income			122.99	122.99
<b>Total Sources</b>	<b>67,660.30</b>	<b>7,091.00</b>	<b>80,939.76</b>	<b>155,691.06</b>
			0.00	(0.00)

**2016 Uses:**

<b>2015 Project Into 2015</b>				
Catering Smallwares			(36,572.08)	(36,572.08)
Parking Garage			(4,597.85)	(4,597.85)

**Total 2015 Projects**

			<b>(41,169.93)</b>	<b>(41,169.93)</b>
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**2016 Projects**

Hobart Dishwasher	(19,675.13)			(19,675.13)
Cubicals Upper Admin	(3,379.25)			(3,379.25)
WAM Steel Beam	(32,000.00)			(32,000.00)
Mobile Mini Storage	(3,750.00)			(3,750.00)
Syracuse Tech- Yogas, MS Surface	(9,553.13)			(9,553.13)
Mobile Mini Storage	(3,750.00)			(3,750.00)
Brown's Storage	(850.00)			(850.00)

FF -

ADP IATSE Timesheet  
 Circle of Image WAM Landscaping  
 Crunch Stage Project for Grant  
 WAM Wiring Project  
 AMP

**Total 2016 Projects**

	FF - Civic Theater	Convention Center	FF - War Memorial	Total
			(8,800.00)	(8,800.00)
			(3,800.00)	(3,800.00)
			(12,320.91)	(12,320.91)
			(5,136.00)	(5,136.00)
			(903.00)	(903.00)
				-
			(103,917.42)	(103,917.42)
				-

**Total Uses**

	-	-	(145,087.35)	(145,087.35)
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**Cash Balance before Reconciling Items**

223,616.76	(119,313.99)	30,201.30	134,504.07
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Prior Month Fees not transferred  
 AP Invoices not Paid

(27,820.00)	18,359.91	0.00	
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**Cash Balance As of September 30, 2016**

223,616.76	(119,313.99)	30,201.30	125,043.98
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**Forecasted Uses:**

WAM Stage & Furniture  
 WAM Wraps  
 CV WIFI System

(7,679.09)	(7,679.09)		
(30,000.00)	(30,000.00)		
(48,000.00)	(48,000.00)		

**Total Forecasted Uses**

-	-	(85,679.09)	(85,679.09)
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**Forecasted Cash Balanced**

223,616.76	(119,313.99)	(55,477.79)	48,824.98
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10/11/2016