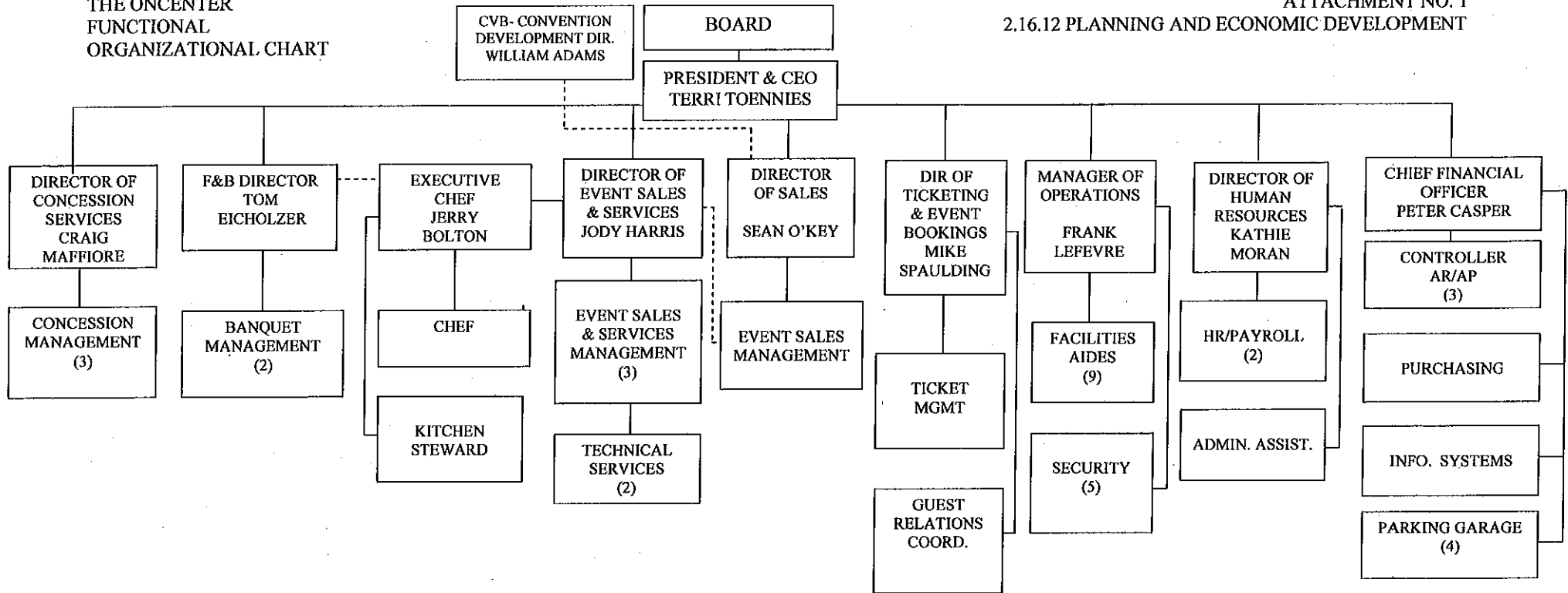


THE ONCENTER
FUNCTIONAL
ORGANIZATIONAL CHART

ATTACHMENT NO. 1
2.16.12 PLANNING AND ECONOMIC DEVELOPMENT



Attachment No. 2
2.16.12 Planning and Economic Development

Oncenter Complex
Balance Sheet Trend
2004 to 2011

Assets	2004	2005	2006	2007	2008	2009	2010	Pre-Audit 2011
Current Assets:								
Cash - Working Capital	244,647	392,181	830,726	986,965	325,230	80,045	144,800	330,308
Accounts Receivable	327,880	126,783	294,354	301,651	400,083	233,589	222,133	91,704
Other Current Assets	415,230	355,161	401,578	343,218	285,785	322,940	330,216	896,638
Total Current Assets	987,757	874,185	1,526,658	1,631,834	1,011,103	636,574	697,149	818,651
Net PP&E	194,872	195,109	173,834	934,010	852,359	1,117,065	482,716	416,076
Other Assets								
Cash Reserve - Box Office	573,633	485,884	819,449	1,034,496	571,418	2,083,899	412,138	762,205
Cash Reserve - Facilities Fees	-	-	-	-	-	8,239	59,861	128,265
Cash Reserve - Customer Advance Deposits	0	0	0	0	0	0	0	301,560
Total Cash Reserve	573,633	485,884	819,449	1,034,496	571,418	2,092,138	471,999	1,192,030
Total Assets	1,756,262	1,555,128	2,519,941	3,600,340	2,594,880	3,845,777	1,601,364	2,426,757
Liabilities & Net Assets								
Current Liabilities:								
Accounts Payable and Accrued Exp	884,526	896,143	849,987	1,056,956	1,060,634	1,471,611	985,272	464,988
Accrued Payroll and Related Exp	95,565	112,701	205,245	208,059	154,912	113,797	429,354	130,801
Short-Term Debt	-	-	-	87,054	94,805	183,567	21,792	20,495
Total Current Liabilities	980,091	1,008,844	1,054,232	1,362,069	1,310,351	1,768,975	1,436,418	616,283
Other Current Liabilities								
Advance Tickets Sales	573,633	485,884	819,449	1,034,496	517,536	2,280,460	528,031	871,864
Advance Customer Deposits	155,972	152,680	188,906	225,522	145,740	142,784	326,916	287,647
Total Other Current Liabilities	729,605	638,564	1,018,355	1,260,018	663,276	2,423,244	854,947	1,159,510
Long-Term Debt	-	-	18,750	660,475	554,415	776,353	53,820	933,331
Total Liabilities	1,709,696	1,647,408	2,091,337	3,272,562	2,528,042	4,968,572	2,345,185	2,709,125
Net Assets	46,566	(92,280)	428,604	327,778	6,838	(1,122,795)	(743,821)	(282,367)
Total Liabilities and Net Assets	1,756,262	1,555,128	2,519,941	3,600,340	2,594,880	3,845,777	1,601,364	2,426,757
							0	0
Cash & AR	572,527	518,974	1,125,080	1,288,616	725,318	813,634	366,933	422,013
Current Liabilities	980,091	1,008,844	1,054,232	1,362,069	1,310,351	1,768,975	1,436,418	616,283
Short-fall of Cash and AR for Cur Liab	(407,564)	(489,870)	70,348	(73,453)	(585,033)	(1,455,341)	(1,069,485)	(194,271)
Cash Reserves (excluding Facility Fees)	573,633	485,884	819,449	1,034,496	571,418	2,083,899	412,138	1,063,765
Advancement to Promoters								200,000
Other Current Liabilities	729,605	638,564	1,018,355	1,260,018	663,276	2,423,244	854,947	1,159,510
Short-fall of Cash Reserve for Other Cur. Liab	(155,972)	(132,680)	(198,906)	(225,522)	(91,858)	(839,345)	(442,809)	104,255
County Subsidy								
Original Request	1,535,000	1,535,000	1,930,000	1,830,000	1,830,000	1,938,997	1,939,018	1,229,742
Supplemental Subsidy						573,000	1,146,340	855,000
Total Subsidy	1,535,000	1,535,000	1,930,000	1,830,000	1,830,000	2,513,997	3,085,358	2,084,742

Note:
In 2006 ROTS increased by \$395,000

2.16.12 Planning and Economic Development

Oncenter Complex
Trend Income Statements
From 2002 to 2011

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Revenue												
Revenue - Space	1,152,958	1,161,549	1,221,906	1,192,604	1,186,194	1,200,269	1,278,895	1,435,886	1,342,836	1,154,235	1,282,060	1,079,747
Revenue - Service												
Revenue - Personnel	369,048	545,806	383,085	353,743	917,484	1,074,432	1,162,508	1,383,745	1,430,113	1,372,898	1,443,338	1,577,041
Revenue - Food	3,230,863	3,321,605	3,819,837	3,734,567	3,936,843	4,134,811	4,163,782	4,227,161	4,903,712	4,236,886	3,896,505	3,831,413
Revenue - Merchandise												111,001
Revenue - Parking	619,343	676,490	722,221	743,514	766,793	799,493	838,534	947,086	1,337,567	1,229,610	1,108,038	1,093,211
Revenue - Facility Fees											143,210	258,896
Revenue - Other	124,752	146,633	405,678	365,462	386,960	338,008	280,845	311,972	349,614	539,231	342,692	660,905
Total Revenue	5,496,964	5,852,083	6,552,727	6,389,890	7,194,274	7,547,013	7,724,564	8,305,850	9,363,842	8,532,860	8,215,843	8,612,213
Cost of Sales												
Food Services	1,465,018	1,514,343	1,748,179	1,650,951	1,767,574	1,792,777	1,843,533	1,945,938	2,015,602	1,807,484	1,678,448	2,065,515
Total COG's	1,465,018	1,514,343	1,748,179	1,650,951	1,767,574	1,792,777	1,843,533	1,945,938	2,015,602	1,807,484	1,678,448	2,065,515
	45.3%	45.6%	45.8%	44.2%	44.9%	43.4%	44.3%	46.0%	41.1%	42.7%	43.1%	53.9%
Gross Margnla	4,031,946	4,337,740	4,804,548	4,738,939	5,426,700	5,754,236	5,881,031	6,359,912	7,348,240	6,725,376	6,537,395	6,546,698
	73.3%	74.1%	73.3%	74.2%	75.4%	76.2%	76.1%	76.6%	78.5%	78.8%	79.6%	76.0%
Personnel Services/Benefits	3,555,348	3,812,790	4,122,992	4,136,766	4,751,013	5,176,519	5,118,442	5,612,758	6,228,869	6,501,478	6,229,366	5,934,309
Office/Event Supplies	89,203	93,053	106,323	110,706	102,549	111,175	115,487	129,500	267,316	401,580	387,210	103,902
Fees for Services	64,567	68,328	65,953	60,323	60,630	68,080	72,863	84,140	220,044	311,778	463,595	166,826
Travel & Training	68,334	86,853	86,923	86,470	89,100	81,067	77,473	90,481	113,639	80,278	35,618	45,648
Maintenance, Utilities & Rent	1,397,061	1,354,134	1,468,965	1,396,440	1,388,490	1,464,591	1,521,710	1,717,787	2,040,059	2,190,527	1,549,303	1,347,635
Printing/Advertising/Promotions	126,257	128,419	130,599	125,530	120,642	121,934	133,799	129,819	226,082	163,753	118,963	67,698
Other Expenses	345,198	376,543	406,878	423,974	477,982	430,393	295,612	321,748	422,326	694,153	699,323	532,671
Open Lot Fees												
Total Overhead Cost	5,645,968	5,920,120	6,388,633	6,340,209	6,990,406	7,453,759	7,335,386	8,086,233	9,518,335	10,343,547	9,483,378	8,198,689
	102.7%	101.2%	97.5%	99.2%	97.2%	98.8%	95.0%	97.4%	101.6%	121.2%	115.4%	95.2%
(Deficiency)Excess From Operations	(1,614,022)	(1,582,380)	(1,584,085)	(1,601,270)	(1,563,706)	(1,699,523)	(1,454,355)	(1,726,321)	(2,170,095)	(3,618,171)	(2,945,983)	(1,651,990)
Non-Operating Revenue												
County of Onondaga Subsidy	1,602,676	1,563,313	1,563,313	1,549,998	1,535,000	1,535,000	1,930,000	1,830,000	1,830,000	1,938,997	2,060,150	1,229,742
Supplemental Subsidy										575,000	1,311,180	853,000
Loss on disposed asset											(164,840)	
Interest Income	27,931	23,917	9,333	6,237	8,310	11,950	32,696	78,235	28,004	11,641	4,920	
Total Non-Operating Revenue	1,630,607	1,587,230	1,572,646	1,556,235	1,543,310	1,546,950	1,962,696	1,908,235	1,858,004	2,525,638	3,211,410	2,084,742
Change in Net Asset Before Capital	16,585	4,850	(11,439)	(45,035)	(20,396)	(152,573)	508,341	181,914	(312,091)	(1,092,533)	265,427	432,752

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**Oncenter Complex
 Consolidated P&L - Pre-Audit
 2012**

	2011 YTD Actual	2011 Budget
Sales	8,612,211	8,251,831
Cost of Sales	5,394,496	4,778,899
Gross Margin	3,217,715	3,472,932
Indirect Cost	4,869,703	4,847,924
Income Before ROTs	(1,651,988)	(1,374,992)
ROTs	2,084,743	1,260,445
Net Income	432,755	(114,547)

Attachment No. 5
2.16.12 Planning and Economic Development

Facility Fees Account Balance Report
As of December 31, 2011

	FF - Theater	FF - Convention Center	FF - War Memorial	Total
12/31/10 ending balance	55,512.22	1,306.56	28,147.55	84,966.33

2011 Sources:

Ticket Master	85,238.50	10,368.00	61,833.50	157,440.00
Oncenter Box Office	46,459.50	(770.00)	55,766.50	101,456.00
Interest Income	304.40	17.73	236.98	559.11
Total Sources	132,002.40	9,615.73	117,836.98	259,455.11

2011 Uses:

Scoreboard	-	-	(66,668.00)	(66,668.00)
Carpeting	-	-	(10,000.00)	(10,000.00)
Pipe & Drape	(56,680.25)	-	-	(56,680.25)
Stage Improvement	(11,968.66)	-	-	(11,968.66)
Concession Equipment	-	-	(22,860.00)	(22,860.00)
Soccer Goals	-	-	(8,900.00)	(8,900.00)
Dashboard Boards	-	-	(5,863.01)	(5,863.01)
Total Uses	(68,648.91)	-	(114,291.01)	(182,939.92)

November Fees not transferred

Balance	118,865.70	10,922.29	31,693.52	128,265.02
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Forecasted Uses:

-
-
-
-
-

Total Forecasted Uses

Forecasted Cash Balance

118,865.70	10,922.29	31,693.52	128,265.02
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Attachment No. 6
2.16.12 Planning and Economic Development

Oncenter Complex
Capital Reserve Account Balance Report
As of December 31, 2011

Date	Description	Current Balance Amount	Forecasted Amount
12/31/10 ending balance		322.25	322.25
Sources:			
	Capital Reserve Funding	250,000.00	250,000.00
	Generator Insurance Refund	17,389.19	17,389.16
	Fire Alarm System Refund	21,295.00	21,295.00
	Interest Income & Bank Fees	1,032.14	1,032.14
Uses:			
	Combi Oven Loan Payment	(23,325.24)	(23,325.24)
	Computer System Upgrade	(48,178.88)	(48,178.88)
	Fire Alarm System	(21,295.00)	(21,295.00)
	Spandex Linens		
	Wireless	(22,319.46)	(22,319.46)
	<u>RFP's awarded</u>		
	Stage Barriers	(39,614.00)	(39,614.00)
	Security Radio System	(18,896.50)	(18,896.50)
	Catering Supplies	(68,608.26)	(72,799.65)
	<u>Other Project in Process</u>		
	Outdoor Project	(10,011.09)	(16,151.84)
	Total Uses	(252,248.43)	(262,580.57)
	Account Balance As of December 31, 2011	37,790.15	27,457.98