

Oncenter Complex
List of Fixed and Variable Cost for Consolidated
For 2011 Forecast

Rev - Food	\$2,289,866
Rev - Beverage	\$919,911
Rev - Other	\$4,021,576
Total Revenue	\$7,231,352

Variable Cost List		\$ Amount	% of Prod. Revenue		Fixed Cost List		\$ Amount	%
1 Food Cost		629,811	27.5%	8.71%	14 Utilities - Electric, Gas & Water	886,244	12.3%	
11 Payroll Taxes & Benefits		582,608		8.06%	8 Payroll Taxes & Benefits	617,299	8.5%	
7 Direct Labor - LASTE		577,016		7.98%	1 Indirect Labor - Admin	555,285	7.7%	
10 Direct Labor - Operations		333,517		4.61%	3 Indirect Labor - Operations	474,231	6.6%	
24 Crunch Expense		259,540		3.59%	5 Indirect Labor - Food Service	458,474	6.3%	
9 Direct Labor - Catering (Servers/Barenders)		247,557		3.42%	2 Indirect Labor - Sales	301,247	4.2%	
12 Event Supplies		202,726		2.80%	17 Open Lot Expense	194,631	2.7%	
6 Direct Labor - Concessions		182,444		2.52%	15 (R) Ground and Equipment Repairs & Replacemen	184,250	2.5%	
2 Beverage Cost		167,712	28.8%	2.32%	16 (h) Service Contracts	201,785	2.8%	
8 Direct Labor - Attendance		156,098		2.16%	4 Indirect Labor - Security	127,143	1.8%	
3 Direct Labor - Security		143,245		1.98%	27 Depreciation	115,253	1.6%	
4 Direct Labor - Kitchen		125,914		1.74%	6 Indirect Labor - Parking Garage	97,138	1.3%	
23 Linens Expense		87,811		1.21%	20 Insurance	95,243	1.3%	
15 Credit Card Fees Expense		79,996		1.11%	7 Indirect Labor - Box Office Admin	88,988	1.2%	
5 Direct Labor - Admin		70,494		0.97%	10 Advertising/Marketing/Travel	80,663	1.1%	
19 Advertising Expense		54,715		0.76%	28 City of Syracuse Parking	74,020	1.0%	
22 Paper Supplies		62,488		0.86%	18 Scoreboard Expense	70,233	1.0%	
16 EMT Services		55,990		0.77%	13 Contracted Security	61,353	0.8%	
13 License Expense		13,434		0.19%	11 Cleaning Supplies	60,018	0.8%	
14 Event Decor Expense		12,494		0.17%	22 Taxes - RE Taxes	34,675	0.5%	
18 Piano Expense		2,388		0.03%	23 Computer Expense	41,448	0.6%	
25 Freight Expense		1,811		0.03%	12 Professional Fees - Legal/Accounting	31,579	0.4%	
21 Equipment Rental Expense		668		0.01%	19 Telephone	29,624	0.4%	
26 Merchandise Expense		100		0.00%	9 Office/Postage Expense	20,488	0.3%	
17 Security Services		-		0.00%	24 Uniform	17,423	0.2%	
20 Uniforms Expense		-		0.00%	21 Interest	16,303	0.2%	
27 Artist Expense		-		0.00%	25 Memberships	8,262	0.1%	
28		-		0.00%	26 Training	13,380	0.2%	
29		-		0.00%	29 Paper Expense	0	0.0%	
30		-		0.00%	30	0	0.0%	
		4,050,578		56.01%		4,956,682	68.5%	
						0		

g = Vehicle, trash, snow removal, ground repair, equipment repairs, building repair (garage), key supplies
fuel lubricants, painting supplies, parking bags, equipment replacement

h = consulting/outsourcing - EBS, Degroot, Seraph, DB&B, ADP eTime, ADP HR, Plants, Loomis,
Toshiba and Alliance

Sxh:bid