

	A	B	C	D	E	F	G	H	I	J
1	Greater Boise Auditorium District									
2	Budget - Boise Centre									
3	2017-2018									
4										
5	Change									
6			Budget		Forecast		Budget		Budget to Forecast	Forecast to Budget
7			2017	%	2017	%	2018	%	2017-2017	2017-2018
8	Sales		\$ 4,722,380	100.00%	\$ 5,113,400	100.00%	\$ 6,044,201	100.00%	\$ 391,020	\$ 930,801
9	Direct Labor		\$ 1,951,905	41.33%	\$ 2,096,069	40.99%	\$ 3,088,190	51.09%	\$ 144,164	\$ 992,121
10	Direct Costs		\$ 1,169,656	24.77%	\$ 1,213,547	23.73%	\$ 1,535,035	25.40%	\$ 43,891	\$ 321,488
11	Gross Profit		\$ 1,600,819	33.90%	\$ 1,803,784	35.28%	\$ 1,420,976	23.51%	\$ 202,965	\$ (382,808)
12									\$ -	\$ -
13	Marketing and Sales		\$ 1,099,356	23.28%	\$ 1,001,295	19.58%	\$ 1,160,412	19.20%	\$ (98,061)	\$ 159,117
14	Building Expenses		\$ 751,698	15.92%	\$ 426,425	8.34%	\$ 502,664	8.32%	\$ (325,273)	\$ 76,239
15	Employee Related Expenses		\$ 109,783	2.32%	\$ 102,629	2.01%	\$ 163,648	2.71%	\$ (7,154)	\$ 61,019
16	Labor Expenses		\$ 1,718,959	36.40%	\$ 1,699,381	33.23%	\$ 1,456,978	24.11%	\$ (19,578)	\$ (242,403)
17	Administration Expenses		\$ 205,656	4.35%	\$ 182,827	3.58%	\$ 214,375	3.55%	\$ (22,829)	\$ 31,548
18	Professional Fees		\$ 59,760	1.27%	\$ 60,771	1.19%	\$ 45,350	0.75%	\$ 1,011	\$ (15,421)
19	Utilities		\$ 279,312	5.91%	\$ 274,967	5.38%	\$ 273,914	4.53%	\$ (4,345)	\$ (1,053)
20	Total Operating		\$ 4,224,524	89.46%	\$ 3,748,295	73.30%	\$ 3,817,341	63.16%	\$ (476,229)	\$ 69,046
21									\$ -	\$ -
22	Income from Operations		\$ (2,623,705)	-55.56%	\$ (1,944,511)	-38.03%	\$ (2,396,365)	-39.65%	\$ 679,194	\$ (451,854)
23	Other Income		\$ 102,216	2.16%	\$ 109,556	2.14%	\$ 41,592	0.69%	\$ 7,340	\$ (67,964)
24	EBITDA		\$ (2,521,489)	-53.39%	\$ (1,834,955)	-35.89%	\$ (2,354,773)	-38.96%	\$ 686,534	\$ (519,818)
25									\$ -	\$ -
26									\$ -	\$ -
27	Interest		\$ 834,873	17.68%	\$ 797,489	15.60%	\$ 770,611	12.75%	\$ (37,384)	\$ (26,878)
28	Depreciation		\$ 1,380,000	29.22%	\$ 1,599,697	31.28%	\$ 2,244,000	37.13%	\$ 219,697	\$ 644,303
29	Amortization		\$ 10,968	0.23%	\$ 24,960	0.49%	\$ 24,960	0.41%	\$ 13,992	\$ -
30	Total Interest, Depr, Amort		\$ 2,225,841	47.13%	\$ 2,422,146	47.37%	\$ 3,039,571	50.29%	\$ 196,305	\$ 617,425
31									\$ -	\$ -
32	Revenues in Excess of Expenditures		\$ (4,747,330)	-100.53%	\$ (4,257,101)	-83.25%	\$ (5,394,344)	-89.25%	\$ 490,229	\$ (1,137,243)
33										
34										
35	Transfers									
36	Cash Transfers									
37	Operating Transfers		\$ 2,521,000		\$ 1,834,955		\$ 2,354,773		\$ (686,045)	\$ 519,818
38	Lease Payment Transfers		\$ 1,722,000		\$ 1,722,000		\$ 1,722,225		\$ -	\$ 225
39										
40	Capital Transfers		\$ 907,500		\$ 907,500		\$ 541,600		\$ -	\$ (365,900)
41	Moved to 2018-Chiller				\$ (350,000)		\$ 350,000		\$ (350,000)	\$ 700,000
42	Net Capital Transfers		\$ 907,500		\$ 557,500		\$ 891,600		\$ (350,000)	\$ 334,100
43										
44	Total Cash (Operating, Lease and Capital) Transfers		\$ 5,150,500		\$ 4,114,455		\$ 4,968,598		\$ (1,036,045)	\$ 854,143
45										
46	Asset Transfers		\$ 18,000,000		\$ 18,000,000				\$ -	\$ (18,000,000)
47	Moved to 2018-See District List				\$ (1,880,000)		\$ 1,880,000		\$ (1,880,000)	\$ 3,760,000
48	Total Asset Transfers		\$ 18,000,000		\$ 16,120,000		\$ 1,880,000		\$ (1,880,000)	\$ (14,240,000)
49										
50	Total Transfers		\$ 23,150,500		\$ 20,234,455		\$ 6,848,598		\$ (2,916,045)	\$ (13,385,857)
51										
52	Revenues and Transfers in Excess of Expenditures		\$ 18,403,170		\$ 15,977,354		\$ 1,454,254		\$ (2,425,816)	\$ (14,523,100)
53										
54										
55	Cell Reference	Comments								
56	J8	Sales: 18% increase in revenue based on increase in conventions and local events								
57	J9	Direct Labor: Increase due to increased revenues, moved Event Managers to Direct Labor from Marketing, plus additional staffing; also refer to Staffing Plan.								
58	J10	Direct Costs: Increase in liquor, food costs, and linen costs related to increased sales and linen charges								
59	J13	Marketing and Sales: Addition of sales manager and increase in BCVB by \$91K (from \$505K to \$596K),								
60	J14	Building Expense: Full year of escalator and elevator maintenance of \$82K								
61	J15	Employee Related Expenses: Increase in taxes, training, travel and benefits, with new positions								
62	J16	Labor Expense: Decrease due to moving Event Manager to Direct Labor; also, refer to staffing plan.								
63	J17	Administration Expenses: Increased expenses with increased revenues and staff								
64	J18	Professional Fees: Hire full time payroll and accounting assistant to reduce outside costs								
65	J23	Other Income: Special Project Manager was billed to District and this position has been eliminated; remainder is Grove Plaza management fees and expenses								