



CITY OF KINGSTON
INFORMATION REPORT TO COUNCIL

Report No.: 12-148

TO: Mayor and Members of Council

FROM: Desirée Kennedy, City Treasurer

RESOURCE STAFF: Stephen Dickey, Deputy Treasurer
Lana Foulds, Manager of Financial Planning

DATE OF MEETING: May 15, 2012

SUBJECT: First Quarter Operating Budget Status Report for 2012

EXECUTIVE SUMMARY:

This information report is to provide a financial status update of the general operating fund as at March 31, 2012, the end of the first fiscal quarter.

RECOMMENDATION:

This report is for information purposes only.

AUTHORIZING SIGNATURES:

ORIGINAL SIGNED BY DIRECTOR OF FINANCIAL SERVICES _____ Desirée Kennedy, City Treasurer
ORIGINAL SIGNED BY CHIEF ADMINISTRATIVE OFFICER _____ Gerard Hunt, Chief Administrative Officer

CONSULTATION WITH THE FOLLOWING COMMISSIONERS:

Cynthia Beach, <i>Sustainability & Growth</i>	√
Lanie Hurdle, <i>Community Services</i>	√
Denis Leger, <i>Transportation, Properties & Emergency Services</i>	√
Jim Keech, <i>President and CEO, Utilities Kingston</i>	√

(N/R indicates consultation not required)

OPTIONS/DISCUSSION:

The financial information provided in this report is from the financial accounting records of the corporation as at March 31, 2012. The report reflects the approved operating budget for the year 2012 together with 2012 actual year to date revenue and expenditure information. A variance column is provided for reference purposes and generally reflects the amount of revenues to be generated or expenditures to be spent over the balance of the year. With respect to the overall corporate results, three Exhibits are attached, reported by group and summarized by department. Board and agency transfers and municipal utilities are summarized as well. Exhibit A reflects the net operating information (revenues less expenditures). Exhibits B and C reflect gross revenues and gross expenditures respectively.

This report also includes the 2012 first quarter results for the Grand Theatre, INVISTA Centre and City Arenas and K-Rock Centre as provided in summary form by the departments in Exhibits D, E and F respectively.

From the information provided, we advise that overall the revenue and expenditures for the first quarter are tracking normally. With the exception of comments below, many of those reflecting otherwise are generally seasonal in nature and appear to be reasonable at this time.

Interest rates remain at historic lows and this impacts interest income earned on corporate investments and bank balances. The 2012 budget anticipated that interest rates would remain at lower rates for the calendar year.

Due to its seasonal nature, Public Works costs are slightly above 25% spent through the first quarter of 2012, though it has experienced lower than average winter control costs from the milder winter just ended. Overall annualized spending as compared to budget will be impacted by snow removal requirements for November and December 2012. Reduced snowplowing requirements have also resulted in lower fuel usage and have contributed to lower than projected fuel costs for the first quarter of 2012, offset somewhat by higher diesel prices. Current diesel prices are higher than budgeted and sustained higher prices for the balance of the year would impact total spending as compared to budget. Staff will continue to closely monitor fuel costs throughout the year.

Departments are continually working with finance staff to review variances on a regular basis with a goal to have a balanced budget by year end. At this time through a collective effort we are committed to the goal of a balanced 2012 budget.

EXISTING POLICY/BY LAW:

By-law 2012-34, "A By-Law to Adopt the 2012 Operating Budget"

NOTICE PROVISIONS:

There are no notice provisions under the *Municipal Act, 2001* for this report.

ACCESSIBILITY CONSIDERATIONS:

There are no accessibility considerations for this report.

May 15, 2012

- Page 4 -

FINANCIAL CONSIDERATIONS:

There are no financial considerations at this time. Comments are contained in the *Options/ Discussions* section of this report and in the Exhibits that are attached.

CONTACTS:

Stephen Dickey, Deputy Treasurer
Lana Foulds, Manager of Financial Planning

Ext. 2370
Ext. 2209

OTHER CITY OF KINGSTON STAFF CONSULTED:

Luke Follwell, Manager, Recreation Facilities
Denis Leger, Commissioner, Transportation, Properties & Emergency Services
Brian McCurdy, Director of Cultural Services
Bud Steele, Manager Fleet

EXHIBITS ATTACHED:

Exhibit A: Net Operating Report
Exhibit B: Gross Revenues
Exhibit C: Gross Expenditures
Exhibit D: Grand Theatre Quarterly Performance Report
Exhibit E: INVISTA & Arenas Quarterly Performance Report
Exhibit F: K-Rock Centre Quarterly Performance Report

CITY OF KINGSTON
Net Operating - Operating Fund - Municipal
2012-03-31

Council Report 12-148
 Exhibit A

	Actuals	Annual	Variance	Y-T-D = 25%
	Year to Date	Budget	\$	Actual to Budget
				%
<u>Municipal Operations</u>				
Mayor & Council	207,290	958,520	(751,230)	22%
Corporate Administration				
CAO's Office	114,179	440,080	(325,901)	26%
Office of the City Solicitor	313,054	225,454	87,600	139%
Office of the City Clerk	372,129	1,618,385	(1,246,256)	23%
Corporate Affairs	275,623	1,398,643	(1,123,020)	20%
Financial Services	407,503	1,789,080	(1,381,577)	23%
Human Resources & Organization Development	682,200	2,791,276	(2,109,076)	24%
Information Systems & Technology	550,486	2,962,216	(2,411,730)	19%
Total Corporate Administration	<u>2,715,173</u>	<u>11,225,134</u>	<u>(8,509,961)</u>	<u>24%</u>
Transportation, Properties & Emergency Services				
Commissioner's Office	75,168	286,073	(210,905)	26%
Fire & Rescue	5,218,292	21,377,593	(16,159,301)	24%
Real Estate & Construction Services	472,798	2,478,243	(2,005,445)	19%
Transportation Services	1,699,461	9,097,610	(7,398,149)	19%
Total Transportation, Properties & Emergency Services	<u>7,465,719</u>	<u>33,239,519</u>	<u>(25,773,800)</u>	<u>22%</u>
Public Works Services				
Engineering	853,119	4,350,226	(3,497,107)	20%
Public Works	5,075,207	17,796,270	(12,721,063)	29%
Solid Waste	1,653,069	6,692,618	(5,039,549)	25%
Total Public Works	<u>7,581,395</u>	<u>28,839,114</u>	<u>(21,257,719)</u>	<u>26%</u>
Community Services				
Commissioner's Office	46,227	224,866	(178,639)	21%
Social Services	1,928,125	9,064,895	(7,136,770)	21%
Housing	2,779,393	10,332,069	(7,552,676)	27%
Recreation & Leisure Services	803,326	5,758,922	(4,955,596)	14%
Residential Long Term Care-Rideaucrest	1,496,678	5,231,621	(3,734,943)	29%
Total Community Services	<u>7,053,748</u>	<u>30,612,373</u>	<u>(23,558,625)</u>	<u>23%</u>
Sustainability & Growth				
Commissioner's Office	150,050	647,792	(497,742)	23%
Building & Licensing	72,694	289,032	(216,338)	25%
Cultural Services	737,920	3,144,726	(2,406,806)	23%
Environment & Sustainable Initiatives	204,828	919,529	(714,701)	22%
Planning & Development	144,966	1,417,862	(1,272,896)	10%
Total Sustainability & Growth	<u>1,310,457</u>	<u>6,418,941</u>	<u>(5,108,484)</u>	<u>20%</u>
Total All Departments	<u>26,333,782</u>	<u>111,293,601</u>	<u>(84,959,819)</u>	<u>24%</u>
Fiscal Services	5,802,367	23,199,737	(17,397,370)	25%
Taxation Revenue	(92,921,324)	(194,725,631)	101,804,307	48%
Total	<u>(60,785,175)</u>	<u>(60,232,293)</u>	<u>(552,882)</u>	<u>101%</u>
Board & Agency Transfers	14,559,254	60,232,293	(45,673,039)	24%
Total Municipal Operations	<u>(46,225,921)</u>	<u>-</u>	<u>(46,225,921)</u>	<u>-</u>
<u>Municipal Utilities</u>				
Water	(216,417)	-	(216,417)	-
Wastewater	(502,325)	-	(502,325)	-
Gas	(1,280,329)	-	(1,280,329)	-
Appliance Rental Business	(16,934)	-	(16,934)	-
Total Municipal Utilities	<u>(2,016,006)</u>	<u>-</u>	<u>(2,016,006)</u>	<u>-</u>
<u>Boards</u>				
Police	(64,846)	-	(64,846)	-
Library	(114,717)	-	(114,717)	-
Total Boards	<u>(179,563)</u>	<u>-</u>	<u>(179,563)</u>	<u>-</u>
Net Operating	<u>(48,421,489)</u>	<u>-</u>	<u>(48,421,489)</u>	<u>-</u>

CITY OF KINGSTON
Gross Revenue - Operating Fund - Municipal
2012-03-31

Council Report 12-148
 Exhibit B

	Gross Revenue	Annual	Variance	Y-T-D = 25%
	Year to Date	Budget	\$	Actual to Budget
				%
<u>Municipal Operations</u>				
Mayor & Council	(105)	(120,000)	119,895	0%
Corporate Administration				
CAO's Office	(9,185)	(171,420)	162,235	5%
Office of the City Solicitor	(471,123)	(2,294,190)	1,823,067	21%
Office of the City Clerk	(38,415)	(262,550)	224,135	15%
Corporate Affairs	(218,055)	(1,117,625)	899,570	20%
Financial Services	(177,820)	(735,062)	557,242	24%
Human Resources & Organization Development	(46,376)	(335,504)	289,128	14%
Information Systems & Technology	(319,539)	(1,214,049)	894,510	26%
Total Corporate Administration	(1,280,514)	(6,130,400)	4,849,887	21%
Transportation, Properties & Emergency Services				
Commissioner's Office	-	-	-	0%
Fire & Rescue	(85,266)	(303,544)	218,278	28%
Real Estate & Construction Services	(1,022,282)	(4,081,936)	3,059,654	25%
Transportation Services	(3,894,063)	(15,654,731)	11,760,668	25%
Total Transportation, Properties & Emergency Services	(5,001,612)	(20,040,211)	15,038,599	25%
Public Works Services				
Commissioner's Office	-	-	-	0%
Engineering	(44,065)	(351,667)	307,602	13%
Public Works	1,461	(346,270)	347,731	0%
Solid Waste	(632,110)	(3,971,320)	3,339,210	16%
Total Public Works	(674,714)	(4,669,257)	3,994,543	14%
Community Services				
Commissioner's Office	-	-	-	0%
Social Services	(9,666,753)	(37,016,210)	27,349,458	26%
Housing	(2,969,420)	(6,818,203)	3,848,783	44%
Recreation & Leisure Services	(2,248,006)	(7,765,317)	5,517,312	29%
Residential Long Term Care-Rideaucrest	(2,739,992)	(10,709,245)	7,969,253	26%
Total Community Services	(17,624,170)	(62,308,976)	44,684,805	28%
Sustainability & Growth				
Commissioner's Office	(49,845)	(70,000)	20,155	71%
Building & Licensing	(998,164)	(4,121,135)	3,122,971	24%
Cultural Services	(592,974)	(2,168,365)	1,575,391	27%
Environment & Sustainable Initiatives	(5,220)	(443,830)	438,610	1%
Planning & Development	(211,969)	(827,100)	615,131	26%
Total Sustainability & Growth	(1,858,172)	(7,630,431)	5,772,259	24%
Total All Departments	(26,439,287)	(100,899,274)	74,459,987	26%
Fiscal Services	(261,440)	(1,466,903)	1,205,463	18%
Taxation Revenue	(93,243,245)	(198,705,529)	105,462,284	47%
Total	(119,943,972)	(301,071,706)	181,127,735	40%
Board & Agency Transfers	(131,229)	(1,720,683)	1,589,455	8%
Total Municipal Operations	(120,075,200)	(302,792,389)	182,717,189	-
<u>Municipal Utilities</u>				
Water	(4,904,572)	(20,452,792)	15,548,220	-
Wastewater	(6,053,752)	(25,311,266)	19,257,514	-
Gas	(10,805,507)	(49,125,000)	38,319,493	-
Appliance Rental Business	(480,426)	(1,880,000)	1,399,574	-
Total Municipal Utilities	(22,244,256)	(96,769,058)	74,524,802	-
<u>Boards</u>				
Police	(8,382,651)	(33,552,437)	25,169,786	-
Library	(1,766,249)	(6,935,359)	5,169,110	-
Total Boards	(10,148,900)	(40,487,796)	30,338,896	-
Gross Revenue	(152,468,356)	(440,049,243)	287,580,887	-

CITY OF KINGSTON
Gross Expenditure - Operating Fund - Municipal
2012-03-31

	Gross Expense Year to Date	Annual Budget	Variance \$	Actual to Budget %
Y-T-D = 25%				
Municipal Operations				
Mayor & Council	207,396	1,078,520	(871,124)	19%
Corporate Administration				
CAO's Office	123,364	611,500	(488,136)	20%
Office of the City Solicitor	784,177	2,519,644	(1,735,467)	31%
Office of the City Clerk	410,543	1,880,935	(1,470,392)	22%
Corporate Affairs	493,678	2,516,268	(2,022,590)	20%
Financial Services	585,323	2,524,142	(1,938,819)	23%
Human Resources & Organization Development	728,576	3,126,780	(2,398,204)	23%
Information Systems & Technology	870,025	4,176,265	(3,306,240)	21%
Total Corporate Administration	<u>3,995,687</u>	<u>17,355,534</u>	<u>(13,359,847)</u>	<u>23%</u>
Transportation, Properties & Emergency Services				
Commissioner's Office	75,168	286,073	(210,905)	26%
Fire & Rescue	5,303,558	21,681,137	(16,377,579)	24%
Real Estate & Construction Services	1,495,080	6,560,179	(5,065,099)	23%
Transportation Services	5,593,524	24,752,341	(19,158,817)	23%
Total Transportation, Properties & Emergency Services	<u>12,467,330</u>	<u>53,279,730</u>	<u>(40,812,400)</u>	<u>23%</u>
Public Works Services				
Commissioner's Office	-	-	-	0%
Engineering	897,184	4,701,893	(3,804,709)	19%
Public Works	5,073,746	18,142,540	(13,068,794)	28%
Solid Waste	2,285,178	10,663,938	(8,378,760)	21%
Total Public Works	<u>8,256,108</u>	<u>33,508,371</u>	<u>(25,252,263)</u>	<u>25%</u>
Community Services				
Commissioner's Office	46,227	224,866	(178,639)	21%
Social Services	11,594,878	46,081,105	(34,486,228)	25%
Housing	5,748,813	17,150,272	(11,401,459)	34%
Recreation & Leisure Services	3,051,331	13,524,239	(10,472,908)	23%
Residential Long Term Care-Rideaucrest	4,236,670	15,940,866	(11,704,196)	27%
Total Community Services	<u>24,677,919</u>	<u>92,921,349</u>	<u>(68,243,430)</u>	<u>27%</u>
Sustainability & Growth				
Commissioner's Office	199,895	717,792	(517,897)	28%
Building & Licensing	1,070,858	4,410,167	(3,339,309)	24%
Cultural Services	1,330,894	5,313,091	(3,982,198)	25%
Environment & Sustainable Initiatives	210,048	1,363,359	(1,153,311)	15%
Planning & Development	356,935	2,244,962	(1,888,027)	16%
Total Sustainability & Growth	<u>3,168,629</u>	<u>14,049,372</u>	<u>(10,880,742)</u>	<u>23%</u>
Total All Departments	<u><u>52,773,069</u></u>	<u><u>212,192,875</u></u>	<u><u>(159,419,806)</u></u>	<u><u>25%</u></u>
Fiscal Services	6,063,807	24,666,640	(18,602,833)	25%
Taxation Revenue	321,920	3,979,898	(3,657,978)	8%
Total	<u>59,158,797</u>	<u>240,839,413</u>	<u>(181,680,616)</u>	<u>25%</u>
Board & Agency Transfers	14,690,482	61,952,976	(47,262,494)	24%
Total Municipal Operations	<u><u>73,849,279</u></u>	<u><u>302,792,389</u></u>	<u><u>(228,943,110)</u></u>	<u><u>-</u></u>
Municipal Utilities				
Water	4,688,155	20,452,792	(15,764,637)	-
Wastewater	5,551,426	25,311,266	(19,759,840)	-
Gas	9,525,178	49,125,000	(39,599,822)	-
Appliance Rental Business	463,492	1,880,000	(1,416,508)	-
Total Municipal Utilities	<u>20,228,251</u>	<u>96,769,058</u>	<u>(76,540,807)</u>	<u>-</u>
Boards				
Police	8,317,805	33,552,437	(25,234,632)	-
Library	1,651,532	6,935,359	(5,283,827)	-
Total Boards	<u>9,969,337</u>	<u>40,487,796</u>	<u>(30,518,459)</u>	<u>-</u>
Gross Expenditure	<u><u>104,046,867</u></u>	<u><u>440,049,243</u></u>	<u><u>(336,002,377)</u></u>	<u><u>-</u></u>

GRAND THEATRE QUARTERLY PERFORMANCE REPORT

PERIOD: FIRST QUARTER: Three months ending March 31, 2012

FINANCIAL PERFORMANCE:

	<i>Notes</i>	ACTUALS TO DATE	2012 BUDGET	EXPECTED BY YE	VARIANCE	PREVIOUS YEAR COMPARATORS	
						TOTAL 2011	Q1 2011
INCOME							
Rental revenue		(49,271)	(140,454)	(140,454)	0	(143,305)	(46,025)
Own Productions		0	0	0	0		
Other Revenues and Recoveries		(270,075)	(825,880)	(825,880)	0	(881,158)	(282,533)
		(319,346)	(966,334)	(966,334)	0	(1,024,463)	(328,558)
EXPENDITURE							
Operational Expenditures		309,357	1,203,916	1,203,916	0	1,086,485	289,284
Contributions to Reserves		41,029	102,977	102,977	0	95,095	41,120
		350,386	1,306,893	1,306,893	0	1,181,581	330,404
NET		31,040	340,559	340,559	0	157,118	1,846

GRAND THEATRE QUARTERLY PERFORMANCE REPORT

PERIOD: FIRST QUARTER: Three months ending March 31, 2012

OPERATIONAL PERFORMANCE:

Key Indicators:							
Days of Use	Actual Days of Use		Projected Days of Use		Budgeted Days of Use		Projected Variance
	<i>Rosen</i>	<i>Baby Grand</i>	<i>Rosen</i>	<i>Baby Grand</i>	<i>Rosen</i>	<i>Baby Grand</i>	
Community Groups	13	41	40	92	38	94	0
Commercial	6	0	19	0	20	0	(1)
Grand Theatre Presents	17	5	50	10	48	10	2
Rehearsal / set up	9	15	23	30	24	32	(3)
Dark Days	0	6	10	25	9	25	1
Non Performance	0	0					
Total	45	67	142	157	139	161	
Grand Use Total	112		299		300		(1)

Ticket Sales	YTD Tickets Sold	Total expected by Year End	Ticket Sales per Budget	Projected Variance
Community Groups	7,391	17,191	17,000	191
Commercial	3,033	9,473	9,000	473
Grand Theatre Presents	6,204	18,874	18,500	374
Off Site Events	1,348	4,648	5,000	(352)
Baby Grand	2,034	4,778	5,000	(222)
Total	20,010	54,964	54,500	464

INVISTA & ARENAS QUARTERLY PERFORMANCE REPORT

PERIOD: FIRST QUARTER : Three months ending March 31, 2012

FINANCIAL PERFORMANCE: INVISTA

INCOME	<i>Notes</i>	ACTUALS TO DATE	2012 BUDGET	EXPECTED BY YE	VARIANCE	TOTAL 2011	Qtr 1 2011
Ice Rentals		(642,565)	(2,111,500)	(2,120,000)	(8,500)	(2,176,178)	(631,238)
Other Revenues and Recoveries		(46,252)	(417,596)	(412,596)	5,000	(397,139)	(46,237)
		(688,818)	(2,529,096)	(2,532,596)	(3,500)	(2,573,317)	(677,475)
EXPENDITURE		ACTUALS TO DATE	2012 BUDGET	EXPECTED BY YE	VARIANCE	TOTAL 2011	Qtr 1 2011
Operational Expenditures		478,309	2,111,564	2,111,564	0	2,151,399	518,547
Contributions to Reserves		330,564	1,322,255	1,322,255	0	1,283,743	320,936
		808,873	3,433,819	3,433,819	0	3,435,142	839,483
NET		120,056	904,723	901,223	(3,500)	861,825	162,008

SUMMARY OF ICE REVENUES - ALL ARENAS

PREVIOUS YEAR COMPARATOR

FACILITY	<i>Notes</i>	ACTUAL 2012	BUDGET 2012	EXPECTED BY YE	% 2012	TOTAL 2011	Qtr 1 2011
<i>INVISTA Centre</i>		(642,565)	(2,111,500)	(2,120,000)	30%	(2,176,178)	(631,238)
<i>Cataraqui-Kinsmen</i>		(263,340)	(551,050)	(551,050)	48%	(572,624)	(239,817)
<i>Memorial Centre</i>		(181,173)	(370,800)	(370,800)	49%	(378,630)	(180,510)
<i>C70</i>		(138,063)	(324,450)	(324,450)	43%	(286,605)	(139,940)
<i>Wally Elmer</i>		(9,732)	(15,000)	(15,000)	65%	(12,764)	0
TOTAL		(1,234,872)	(3,372,800)	(3,381,300)	37%	(3,426,800)	(1,191,505)

INVISTA & ARENAS QUARTERLY PERFORMANCE REPORT

PERIOD: FIRST QUARTER : Three months ending March 31, 2012

OPERATIONAL PERFORMANCE: ALL ARENAS

RENTALS	Notes	INVISTA		Cat/Kin, Memorial Centre, C70		Total ALL Arenas	
Available Ice & Floor		Hours	%	Hours	%	Hours	%
Prime		3,692	56%	3,692	75%	7,384	64%
Non-Prime	1	2,862	44%	1,222	25%	4,084	36%
TOTAL		6,554		4,914		11,468	
Booked Ice & Floor							
Prime		2,795	70%	2,589	79%	5,384	74%
Non-Prime		1,183	30%	703	21%	1,886	26%
TOTAL		3,978		3,292		7,270	
Vacant Ice & Floor							
Prime		897	35%	1,103	68%	2,000	48%
Non-Prime		1,678	65%	519	32%	2,197	52%
TOTAL		2,575		1,622		4,197	
Distribution of Ice & Floor							
Youth		3,100	78%	2,205	67%	5,305	73%
Adult		878	22%	1,087	33%	1,965	27%
TOTAL		3,978		3,292		7,270	

HALL RENTALS	Notes	INVISTA	
Halls Available		Hours	%
Booked		303	24%
Vacant		958	76%
TOTAL		1,260	
Distribution of Halls		Hours	%
Internal		103	34%
External		129	43%
Partner Groups		71	23%

NARRATIVE: (Notes)	NOTE REF	ACTION REQ'D?	ACTION PLANNED
Hours of Operation	1	No	Non prime hours at Catataqui, Kinsmen and Centre 70 are lower than INVISTA non prime hours due to building hours of operation (facility is closed Monday – Friday until 4pm)

K-ROCK CENTRE QUARTERLY PERFORMANCE REPORT

PERIOD: FIRST QUARTER: For the Three Months Ending March 31, 2012

FINANCIAL PERFORMANCE:

INCOME	<i>Notes</i>	ACTUALS TO DATE	2012 BUDGET	EXPECTED BY YE	VARIANCE	PREVIOUS YEAR COMPARATORS	
						TOTAL 2011	Q1 2011
SMG Events		(373,280)	(1,060,042)	(1,060,042)	0	(618,441)	(212,426)
Kingston Frontenacs Events		(113,083)	(384,390)	(384,390)	0	(278,147)	(173,997)
Other Revenues and Recoveries		(323,048)	(1,335,822)	(1,335,822)	0	(1,246,261)	(352,259)
		(809,411)	(2,780,254)	(2,780,254)	0	(2,142,849)	(738,682)
EXPENDITURE		ACTUALS TO DATE	2012 BUDGET	EXPECTED BY YE	VARIANCE	TOTAL 2011	Q1 2011
Operational Expenditures		481,353	1,980,254	1,980,254	0	1,728,823	489,488
Contributions to Reserves		25,000	100,000	100,000	0	100,000	25,000
		506,353	2,080,254	2,080,254	0	1,828,823	514,488
NET		(303,058)	(700,000)	(700,000)	0	(314,026)	(224,194)

K-ROCK CENTRE QUARTERLY PERFORMANCE REPORT

PERIOD: FIRST QUARTER: For the Three Months Ending March 31, 2012

Key Performance Indicators:

	2012 Actual	2012 Budget	Variance	% Achieved
Revenues				
SMG Spectator Events	(368,585)	(978,592)	(610,007)	38%
SMG Non-Spectator Events	(4,695)	(81,450)	(76,755)	6%
SMG Events	(373,280)	(1,060,042)	(686,762)	35%
Frontenacs Events	(113,083)	(384,390)	(271,307)	29%
Total Event Income	(486,363)	(1,444,432)	(958,069)	34%
Suites/Club Seats	(150,209)	(721,500)	(571,291)	21%
Naming/Advertising	(98,478)	(430,822)	(332,344)	23%
Ice Rentals	(71,475)	(170,000)	(98,525)	42%
Other	(2,886)	(13,500)	(10,614)	21%
	(809,411)	(2,780,254)	(1,970,843)	29%
Expenses				
Operating	481,353	1,980,254	1,498,901	24%
Contribution to Capital	25,000	100,000	75,000	25%
Net Income	(303,058)	(700,000)	(396,942)	43%

Number of Events				
SMG Spectator Events	17	42	25	40%
SMG Non-Spectator Events	13	24	11	54%
SMG Events	30	66	36	45%
Frontenacs Events	18	43	25	42%
Total Number of Events	48	109	61	44%

Attendance				
SMG Spectator Events	38,987	139,410	100,423	28%
SMG Non-Spectator Events	7,387	38,168	30,781	19%
SMG Events	46,374	177,578	131,204	26%
Frontenacs Events	35,042	110,717	75,675	32%
Total Attendance	81,416	288,295	206,879	28%

Note: Spectator Events include: Concerts, Family Shows, Entertainment Events, Performing Arts and Sporting Events
Non-Spectator Events include: Assemblies, Banquets, Consumer/Trade Shows, Conventions, Meetings, Other Events