

## Arena

|                                    | 2014               | 2015               | 2016               | 2017               | 2018               |
|------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Rental Revenue                     | \$146,554          | \$102,526          | \$88,686           | \$122,480          | \$140,965          |
| Service Revenue                    | \$381,001          | \$213,896          | \$203,512          | \$228,557          | \$215,448          |
| Ancillary Revenue                  | \$1,147,821        | \$445,305          | \$461,162          | \$422,985          | \$189,933          |
| Marketing & Sponsoship Revenue     | \$171,919          | \$231,132          | \$241,348          | \$242,500          | \$206,511          |
| <b>Total Revenue</b>               | <b>\$1,847,295</b> | <b>\$992,859</b>   | <b>\$994,708</b>   | <b>\$1,016,522</b> | <b>\$752,857</b>   |
| <br>                               |                    |                    |                    |                    |                    |
| Cost of Services                   | \$421,128          | \$160,992          | \$186,831          | \$271,864          | \$181,355          |
| Cost of Ancillary                  | \$589,998          | \$268,076          | \$287,003          | \$237,776          | \$1,770            |
| Cost of Marketing                  | \$10,746           | \$17,727           | \$17,756           | \$28,211           | \$14,988           |
| <b>Total Cost of Events</b>        | <b>\$1,021,872</b> | <b>\$446,795</b>   | <b>\$491,590</b>   | <b>\$537,851</b>   | <b>\$198,113</b>   |
| <b>Net Events Revenue</b>          | <b>\$825,423</b>   | <b>\$546,064</b>   | <b>\$503,118</b>   | <b>\$478,671</b>   | <b>\$554,744</b>   |
| <br>                               |                    |                    |                    |                    |                    |
| Operating Expenditures             | \$1,271,221        | \$1,214,768        | \$1,149,962        | \$1,217,889        | \$1,126,102        |
| <b>Net Operating Income (Loss)</b> | <b>(\$445,798)</b> | <b>(\$668,704)</b> | <b>(\$646,844)</b> | <b>(\$739,218)</b> | <b>(\$571,358)</b> |
| <br>                               |                    |                    |                    |                    |                    |
| Other Revenue                      | \$9,015            | \$11,332           | \$14,988           | \$35,471           | \$84,269           |
| Other Expenses                     |                    |                    |                    |                    |                    |
| <b>Income (Loss)</b>               | <b>(\$436,783)</b> | <b>(\$657,372)</b> | <b>(\$631,856)</b> | <b>(\$703,747)</b> | <b>(\$487,089)</b> |

(Excludes City Operating Support in 2014)

## Canaries Ballpark

*Prior to 2018 - Stadium was included with Parks & Rec*

|                                | 2014 | 2015 | 2016 | 2017 | 2018        |
|--------------------------------|------|------|------|------|-------------|
| Rental Revenue                 |      |      |      |      | \$55,000    |
| Service Revenue                |      |      |      |      | \$0         |
| Ancillary Revenue              |      |      |      |      | \$23,716    |
| Marketing & Sponsoship Revenue |      |      |      |      | \$0         |
| Total Revenue                  | \$0  | \$0  | \$0  | \$0  | \$78,716    |
| Cost of Services               |      |      |      |      | \$736       |
| Cost of Ancillary              |      |      |      |      | \$0         |
| Cost of Marketing              |      |      |      |      | \$0         |
| Total Cost of Events           | \$0  | \$0  | \$0  | \$0  | \$736       |
| Net Events Revenue             | \$0  | \$0  | \$0  | \$0  | \$77,980    |
| Operating Expenditures         |      |      |      |      | \$312,532   |
| Net Operating Income (Loss)    | \$0  | \$0  | \$0  | \$0  | (\$234,552) |
| Other Revenue                  |      |      |      |      |             |
| Other Expenses                 |      |      |      |      |             |
| Income (Loss)                  | \$0  | \$0  | \$0  | \$0  | (\$234,552) |

## Combined Total Facilities

|                                    | 2014               | 2015                | 2016                | 2017                | 2018                |
|------------------------------------|--------------------|---------------------|---------------------|---------------------|---------------------|
| Rental Revenue                     | \$713,185          | \$1,029,895         | \$1,251,547         | \$1,006,478         | \$1,136,150         |
| Service Revenue                    | \$1,432,809        | \$2,539,433         | \$2,937,902         | \$3,004,689         | \$3,508,815         |
| Ancillary Revenue                  | \$3,225,932        | \$4,693,316         | \$4,831,927         | \$5,121,683         | \$4,934,100         |
| Marketing & Sponsoship Revenue     | \$1,086,010        | \$3,528,323         | \$3,792,451         | \$3,930,228         | \$3,817,663         |
| <b>Total Revenue</b>               | <b>\$6,457,936</b> | <b>\$11,790,967</b> | <b>\$12,813,827</b> | <b>\$13,063,078</b> | <b>\$13,396,728</b> |
| <br>                               |                    |                     |                     |                     |                     |
| Cost of Services                   | \$1,380,322        | \$2,956,123         | \$3,469,439         | \$3,850,056         | \$3,969,729         |
| Cost of Ancillary                  | \$689,656          | \$595,162           | \$584,150           | \$658,771           | \$383,493           |
| Cost of Marketing                  | \$430,565          | \$1,366,758         | \$1,355,974         | \$1,386,869         | \$1,346,465         |
| <b>Total Cost of Events</b>        | <b>\$2,500,543</b> | <b>\$4,918,043</b>  | <b>\$5,409,563</b>  | <b>\$5,895,696</b>  | <b>\$5,699,687</b>  |
| <b>Net Events Revenue</b>          | <b>\$3,957,393</b> | <b>\$6,872,924</b>  | <b>\$7,404,264</b>  | <b>\$7,167,382</b>  | <b>\$7,697,041</b>  |
| <br>                               |                    |                     |                     |                     |                     |
| Operating Expenditures             | \$4,352,099        | \$5,513,489         | \$5,958,138         | \$6,238,628         | \$6,512,468         |
| <b>Net Operating Income (Loss)</b> | <b>(\$394,706)</b> | <b>\$1,359,435</b>  | <b>\$1,446,126</b>  | <b>\$928,754</b>    | <b>\$1,184,573</b>  |
| <br>                               |                    |                     |                     |                     |                     |
| Other Revenue                      | \$45,635           | \$52,117            | \$58,790            | \$117,867           | \$149,523           |
| Other Expenses                     | \$0                | \$0                 | \$0                 | \$0                 | \$100,000           |
| <b>Income (Loss)</b>               | <b>(\$349,071)</b> | <b>\$1,411,552</b>  | <b>\$1,504,916</b>  | <b>\$1,046,621</b>  | <b>\$1,234,096</b>  |

(Excludes City Operating Support in 2014)

## Sioux Falls Convention Center

|                                    | 2014               | 2015               | 2016               | 2017               | 2018               |   |
|------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|---|
| Rental Revenue                     | \$465,870          | \$501,098          | \$505,029          | \$442,523          | \$525,138          |   |
| Service Revenue                    | \$392,211          | \$466,122          | \$428,960          | \$418,305          | \$536,989          |   |
| Ancillary Revenue                  | \$1,125,664        | \$1,292,943        | \$1,162,953        | \$1,113,604        | \$1,359,257        |   |
| Marketing & Sponsoship Revenue     | \$50,322           | \$207,300          | \$217,988          | \$219,537          | \$201,267          |   |
| <b>Total Revenue</b>               | <b>\$2,034,067</b> | <b>\$2,467,463</b> | <b>\$2,314,930</b> | <b>\$2,193,969</b> | <b>\$2,622,651</b> |   |
| Cost of Services                   | \$347,425          | \$541,626          | \$516,657          | \$636,329          | \$665,366          |   |
| Cost of Ancillary                  | \$13,350           | \$15,274           | \$20,398           | \$17,802           | \$21,650           |   |
| Cost of Marketing                  | \$2,847            | \$14,932           | \$20,010           | \$18,786           | \$14,530           |   |
| <b>Total Cost of Events</b>        | <b>\$363,622</b>   | <b>\$571,832</b>   | <b>\$557,065</b>   | <b>\$672,917</b>   | <b>\$701,546</b>   |   |
| <b>Net Events Revenue</b>          | <b>\$1,670,445</b> | <b>\$1,895,631</b> | <b>\$1,757,865</b> | <b>\$1,521,052</b> | <b>\$1,921,105</b> |   |
| Operating Expenditures             | \$1,579,549        | \$1,724,117        | \$1,790,839        | \$1,884,715        | \$2,041,421        | (Excludes City Operating Support in 2014) |
| <b>Net Operating Income (Loss)</b> | <b>\$90,896</b>    | <b>\$171,514</b>   | <b>(\$32,974)</b>  | <b>(\$363,663)</b> | <b>(\$120,316)</b> |   |
| Other Revenue                      | \$28,078           | \$13,646           | \$17,399           | \$23,277           | \$39,256           |   |
| Other Expenses                     |                    |                    |                    |                    |                    |   |
| <b>Income (Loss)</b>               | <b>\$118,974</b>   | <b>\$185,160</b>   | <b>(\$15,575)</b>  | <b>(\$340,386)</b> | <b>(\$81,060)</b>  |   |

## Denny Sanford Events Center

|                                    | 2014               | 2015               | 2016               | 2017               | 2018               |
|------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Rental Revenue                     | \$100,761          | \$426,271          | \$657,832          | \$441,475          | \$415,047          |
| Service Revenue                    | \$659,597          | \$1,859,415        | \$2,305,430        | \$2,357,827        | \$2,756,378        |
| Ancillary Revenue                  | \$952,447          | \$2,955,068        | \$3,207,812        | \$3,585,094        | \$3,361,194        |
| Marketing & Sponsoship Revenue     | \$863,769          | \$3,089,891        | \$3,333,115        | \$3,468,191        | \$3,409,885        |
| <b>Total Revenue</b>               | <b>\$2,576,574</b> | <b>\$8,330,645</b> | <b>\$9,504,189</b> | <b>\$9,852,587</b> | <b>\$9,942,504</b> |
| <br>                               |                    |                    |                    |                    |                    |
| Cost of Services                   | \$611,769          | \$2,253,505        | \$2,765,951        | \$2,941,863        | \$3,122,272        |
| Cost of Ancillary                  | \$86,308           | \$311,812          | \$276,749          | \$403,193          | \$360,073          |
| Cost of Marketing                  | \$416,972          | \$1,334,099        | \$1,318,208        | \$1,339,872        | \$1,316,947        |
| <b>Total Cost of Events</b>        | <b>\$1,115,049</b> | <b>\$3,899,416</b> | <b>\$4,360,908</b> | <b>\$4,684,928</b> | <b>\$4,799,292</b> |
| <b>Net Events Revenue</b>          | <b>\$1,461,525</b> | <b>\$4,431,229</b> | <b>\$5,143,281</b> | <b>\$5,167,659</b> | <b>\$5,143,212</b> |
| <br>                               |                    |                    |                    |                    |                    |
| Operating Expenditures             | \$1,501,329        | \$2,574,604        | \$3,017,337        | \$3,136,024        | \$3,032,413        |
| <b>Net Operating Income (Loss)</b> | <b>(\$39,804)</b>  | <b>\$1,856,625</b> | <b>\$2,125,944</b> | <b>\$2,031,635</b> | <b>\$2,110,799</b> |
| <br>                               |                    |                    |                    |                    |                    |
| Other Revenue                      | \$8,542            | \$27,139           | \$26,403           | \$59,119           | \$25,998           |
| Other Expenses                     |                    |                    |                    |                    | \$100,000          |
| <b>Income (Loss)</b>               | <b>(\$31,262)</b>  | <b>\$1,883,764</b> | <b>\$2,152,347</b> | <b>\$2,090,754</b> | <b>\$2,036,797</b> |

(Excludes City Operating Support in 2014)