

**GALVESTON ISLAND CONVENTION CENTER
2020 BUDGET**

	<u>Standard Operations</u>	<u>Special Expenses</u>	<u>TRUE NET INCOME/(LOSS)</u>	<u>Liquidity Loan Repayments</u>	<u>FINAL NET INCOME/(LOSS)</u>
Operating Revenues	954,566		954,566		954,566
Preliminary HOT (1)	777,522		777,522		777,522
Excess HOT - Repay Liquidity Loan			0	(4) 250,000	250,000
Operating Expenses (2)	(1,831,813)		(1,831,813)		(1,831,813)
Special Operating Expenses (3)		(145,115)	(145,115)		(145,115)
Totals	(99,725)	(145,115)	(244,840)	250,000	5,160

(1) - \$ 40,000 per month + 1/8th + interest income

(2) - All payroll and other expenses except special expenses

(3) - Business Incentives and Marketing Expenses per special agreements

(4) - Liquidity Loans to repay \$ 250,000

**GALVESTON ISLAND CONVENTION CENTER
BUDGET
2020**

**Summary Income Statement
Page 1**

	Budget Jan 2020	Budget Feb 2020	Budget Mar 2020	Budget Apr 2020	Budget May 2020	Budget Jun 2020	Budget Jul 2020	Budget Aug 2020	Budget Sep 2020	Budget Oct 2020	Budget Nov 2020	Budget Dec 2020	Budget 2020	%	Act/Forecast 2019	%
Revenue																
Hotel/Motel Tax	65,158	40,461	54,017	47,555	83,305	71,345	61,178	91,497	60,852	89,405	298,409	64,341	1,027,522	51.8%	1,012,740	54.9%
Rentals/Other	137,144	69,895	121,318	96,605	45,881	105,991	74,089	87,269	53,020	116,625	29,356	17,374	954,566	48.2%	830,522	45.1%
Total Revenue	202,302	110,356	175,335	144,160	129,186	177,336	135,267	178,766	113,872	206,030	327,765	81,714	1,982,088	100.0%	1,843,261	100.0%
Payroll Expenses																
Direct	47,442	24,179	41,967	33,419	15,872	36,665	25,630	30,189	18,341	40,344	10,155	6,010	330,213	16.7%	307,026	16.7%
Allocated	6,091	6,091	6,091	6,091	6,091	6,091	6,091	6,091	6,091	6,091	6,091	6,091	73,092	3.7%	73,092	4.0%
Benefits	8,030	4,540	7,209	5,926	3,294	6,413	4,758	5,442	3,665	6,965	2,437	1,815	60,496	3.1%	44,425	2.4%
Total Payroll Expenses	61,563	34,810	55,267	45,436	25,257	49,170	36,479	41,722	28,097	53,400	18,683	13,916	463,801	23.4%	424,544	23.0%
Other Expenses																
Concessions	3,510	1,789	3,105	2,472	1,174	2,712	1,896	2,233	1,357	2,985	751	445	24,428	1.2%	21,273	1.2%
Equipment Rent/Lease	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	27,600	1.4%	27,608	1.5%
Cleaning Supplies	875	875	875	875	875	875	875	875	875	875	875	875	10,500	0.5%	10,463	0.6%
Operating Supplies	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	19,200	1.0%	22,155	1.2%
Technology Expense	11,300	11,300	11,300	11,300	11,300	11,300	11,300	11,300	11,300	11,300	11,300	11,300	135,600	6.8%	135,557	7.4%
Transportation Costs - Attendees	31,323	16,576	10,696	13,866	1,792	12,859	7,619	5,999	4,235	6,574	5,634	3,335	120,507	6.1%	148,021	8.0%
Misc Operating Expense	925	925	925	925	925	925	925	925	925	925	925	925	11,100	0.6%	11,055	0.6%
Office Supplies	10	10	10	10	10	10	10	10	10	10	10	10	120	0.0%	50	0.0%
Admin Commissions/Fees	395	395	395	395	395	395	395	395	395	395	395	395	4,740	0.2%	4,713	0.3%
Landscaping	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	29,160	1.5%	29,149	1.6%
Service Contracts	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	1.2%	23,990	1.3%
Elevators	4,420	4,420	4,420	4,420	4,420	4,420	4,420	4,420	4,420	4,420	4,420	4,420	53,040	2.7%	52,966	2.9%
Electrical	3,540	3,540	3,540	3,540	3,540	3,540	3,540	3,540	3,540	3,540	3,540	3,540	42,480	2.1%	42,375	2.3%
Mechanical	30	30	30	30	30	30	30	30	30	30	30	30	360	0.0%	300	0.0%
Paint	20	20	20	20	20	20	20	20	20	20	20	20	240	0.0%	200	0.0%
HVAC	2,990	2,990	2,990	2,990	2,990	2,990	2,990	2,990	2,990	2,990	2,990	2,990	35,881	1.8%	44,748	2.4%
Kitchen Equipment	1,504	1,504	1,504	1,504	1,504	1,504	1,504	1,504	1,504	1,504	1,504	1,504	18,043	0.9%	24,496	1.3%
Plumbing/Heating	1,220	1,220	1,220	1,220	1,220	1,220	1,220	1,220	1,220	1,220	1,220	1,220	14,640	0.7%	14,605	0.8%
Building	3,570	3,570	3,570	3,570	3,570	3,570	3,570	3,570	3,570	3,570	3,570	3,570	42,840	2.2%	42,851	2.3%
Lighting & Sound	1,010	1,010	1,010	1,010	1,010	1,010	1,010	1,010	1,010	1,010	1,010	1,010	12,120	0.6%	12,058	0.7%

**GALVESTON ISLAND CONVENTION CENTER
BUDGET
2020**

Summary Income Statement Page 2	Budget <u>Jan 2020</u>	Budget <u>Feb 2020</u>	Budget <u>Mar 2020</u>	Budget <u>Apr 2020</u>	Budget <u>May 2020</u>	Budget <u>Jun 2020</u>	Budget <u>Jul 2020</u>	Budget <u>Aug 2020</u>	Budget <u>Sep 2020</u>	Budget <u>Oct 2020</u>	Budget <u>Nov 2020</u>	Budget <u>Dec 2020</u>	Budget <u>2020</u>	%	<u>Act/Forecast 2019</u>	%
Misc Maintenance	2,260	2,260	2,260	2,260	2,260	2,260	2,260	2,260	2,260	2,260	2,260	2,260	27,118	1.4%	35,248	1.9%
Security Allocation	940	940	940	940	940	940	940	940	940	940	940	940	11,280	0.6%	11,275	0.6%
Resort Advertising Fees	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	-	0.0%
Waste Removal	6,340	6,340	6,340	6,340	6,340	6,340	6,340	6,340	6,340	6,340	6,340	6,340	76,080	3.8%	76,014	4.1%
Electricity	36,812	45,815	43,786	(3,687)	24,313	25,136	35,779	24,009	25,891	35,391	41,224	41,709	376,177	19.0%	367,445	19.9%
Gas	986	1,040	1,063	462	732	747	752	394	150	733	1,093	827	8,979	0.5%	9,220	0.5%
Water	10,379	8,232	4,507	10,573	13,446	12,761	18,175	14,532	11,841	14,805	10,724	9,804	139,778	7.1%	136,913	7.4%
Insurance	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	90,000	4.5%	89,890	4.9%
Professional Fees	-	2,000	10,000	-	-	-	-	-	-	-	-	-	12,000	0.6%	12,000	0.7%
Interest Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	5,802	0.3%
Total Other Expenses	140,188	132,630	130,335	80,865	98,636	111,394	121,399	104,345	100,653	117,665	116,605	113,297	1,368,012	69.0%	1,413,345	76.7%
Preliminary Net Income/(Loss)	551	(57,084)	(10,268)	17,859	5,294	16,772	(22,611)	32,698	(14,878)	34,964	192,477	(45,499)	150,275	7.6%	5,373	0.3%
Business Incentives (note 1)	28,270	6,560	22,960	17,960	-	29,740	10,050	-	7,850	15,225	-	-	138,615	7.0%	198,707	10.8%
Marketing & Special Events Expenses	500	500	1,000	500	500	500	500	500	500	500	500	500	6,500	0.3%	4,821	0.3%
Misc Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	-	-
Final Net Income/(Loss)	(28,219)	(64,144)	(34,228)	(601)	4,794	(13,468)	(33,161)	32,198	(23,228)	19,239	191,977	(45,999)	5,160	0.3%	(198,156)	-10.8%

note 1 Monthly budget subject to change based on the list of definite commitments and forecasted business.

Reconciliation of Net Income/(Loss)

True Net Income/(Loss)	(28,219)	(64,144)	(34,228)	(601)	4,794	(13,468)	(33,161)	32,198	(23,228)	19,239	(58,023)	(45,999)	(244,840)		(448,156)	
Add Back: Excess HOT repay advances (note 2)	-	-	-	-	-	-	-	-	-	-	250,000	-	250,000		250,000	
Final Net Income/(Loss)	(28,219)	(64,144)	(34,228)	(601)	4,794	(13,468)	(33,161)	32,198	(23,228)	19,239	191,977	(45,999)	5,160		(198,156)	

note 2 Includes repayment of \$250 K loan occurring in fiscal year 2020

**GALVESTON ISLAND CONVENTION CENTER
BUDGET
2020**

Summary Income Statement Page 3	Budget <u>Jan 2020</u>	Budget <u>Feb 2020</u>	Budget <u>Mar 2020</u>	Budget <u>Apr 2020</u>	Budget <u>May 2020</u>	Budget <u>Jun 2020</u>	Budget <u>Jul 2020</u>	Budget <u>Aug 2020</u>	Budget <u>Sep 2020</u>	Budget <u>Oct 2020</u>	Budget <u>Nov 2020</u>	Budget <u>Dec 2020</u>	Budget <u>2020</u>	%	<u>Act/Forecast 2019</u>	%
Revenue																
Space Rental	68,675	35,000	60,750	48,375	22,975	53,075	37,100	43,700	26,550	58,400	14,700	8,700	478,000	24.1%	415,991	22.6%
Equipment	4,258	2,170	3,767	2,999	1,424	3,291	2,300	2,709	1,646	3,621	911	539	29,636	1.5%	25,689	1.4%
Technology	1,854	945	1,640	1,306	620	1,433	1,002	1,180	717	1,577	397	235	12,906	0.7%	11,343	0.6%
Concessions	12,980	6,615	11,482	9,143	4,342	10,031	7,012	8,259	5,018	11,038	2,778	1,644	90,342	4.6%	78,663	4.3%
Electrical	12,636	6,440	11,178	8,901	4,227	9,766	6,826	8,041	4,885	10,746	2,705	1,601	87,952	4.4%	76,729	4.2%
Billable Labor	21,839	11,130	19,319	15,383	7,306	16,878	11,798	13,897	8,443	18,571	4,675	2,767	152,004	7.7%	132,143	7.2%
Business Center	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	35	0.0%
Misc	1,442	735	1,276	1,016	482	1,115	779	918	558	1,226	309	183	10,038	0.5%	8,536	0.5%
Commissions	13,460	6,860	11,907	9,482	4,503	10,403	7,272	8,565	5,204	11,446	2,881	1,705	93,688	4.7%	81,392	4.4%
Total Operating Revenue	137,144	69,895	121,318	96,605	45,881	105,991	74,089	87,269	53,020	116,625	29,356	17,374	954,566	48.2%	830,522	45.1%
HOT Received																
Venue	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	240,000	12.1%	240,000	13.0%
City	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	240,000	12.1%	240,000	13.0%
1/8th	23,535	432	13,113	7,067	40,512	29,323	19,812	48,175	19,507	46,218	7,867	22,771	278,332	14.0%	269,716	14.6%
Venue Reserve													-	0.0%	-	0.0%
City Reserve													-	0.0%	-	0.0%
Loan Repayment	-	-	-	-	-	-	-	-	-	-	250,000	-	250,000	12.6%	250,000	13.6%
Interest Income	1,623	30	904	487	2,793	2,022	1,366	3,322	1,345	3,187	542	1,570	19,191	1.0%	13,024	0.7%
Total HOT Revenue	65,158	40,461	54,017	47,555	83,305	71,345	61,178	91,497	60,852	89,405	298,409	64,341	1,027,522	51.8%	1,012,740	54.9%
Total Revenue	202,302	110,356	175,335	144,160	129,186	177,336	135,267	178,766	113,872	206,030	327,765	81,714	1,982,088	100.0%	1,843,261	100.0%

**GALVESTON ISLAND CONVENTION CENTER
BUDGET
2020**

Summary Income Statement Page 4	Budget Jan 2020	Budget Feb 2020	Budget Mar 2020	Budget Apr 2020	Budget May 2020	Budget Jun 2020	Budget Jul 2020	Budget Aug 2020	Budget Sep 2020	Budget Oct 2020	Budget Nov 2020	Budget Dec 2020	Budget 2020	%	Act/Forecast 2019	%
Direct Payroll																
Concessions	2,147	1,094	1,899	1,512	718	1,659	1,160	1,366	830	1,826	460	272	14,942	4.5%	13,011	4.2%
Housekeeping	13,653	6,958	12,077	9,617	4,568	10,552	7,376	8,688	5,278	11,610	2,922	1,730	95,029	28.8%	91,867	29.9%
Set Up	10,544	5,374	9,327	7,427	3,528	8,149	5,696	6,710	4,076	8,967	2,257	1,336	73,392	22.2%	63,854	20.8%
Security	15,643	7,973	13,838	11,019	5,233	12,090	8,451	9,954	6,048	13,303	3,349	1,982	108,884	33.0%	105,261	34.3%
Maintenance	5,455	2,780	4,825	3,842	1,825	4,216	2,947	3,471	2,109	4,639	1,168	691	37,967	11.5%	33,033	10.8%
Business Center	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	-	0.0%
Total Wages	47,442	24,179	41,967	33,419	15,872	36,665	25,630	30,189	18,341	40,344	10,155	6,010	330,213	100.0%	307,025	100.0%
Allocated Payroll																
Total Management Allocation	6,091	6,091	6,091	6,091	6,091	6,091	6,091	6,091	6,091	6,091	6,091	6,091	73,092	3.7%	73,092	4.0%

**GALVESTON ISLAND CONVENTION CENTER
PROPOSED CAPITAL BUDGET
2020 BUDGET**

Carpet Replacement	\$ 300,000
Public area carpet needs to be replaced - Included in 5-yr capital plan	
Main Door Replacement	\$ 250,000
First floor entry doors - Included in 5 yr capital plan	
LED Lighting Upgrade	\$ 50,000
Bulbs are phased out; Included in 5 yr capital plan (\$50K 2019; \$50K 2020; \$50K 2021)	
Banquet Chairs	\$ 240,000
Included in 5 yr capital plan	
Paint Exterior of Building	\$ 25,000
Paint & seal exterior EIFS - Included in 5 yr capital plan	
Elevator and Escalator Upgrades	\$ 20,000
Major repairs to elevators and escalators - Included in 5 yr capital plan	
HVAC Major Repairs	\$ 50,000
Replacement of motors and dampers - Included in 5 yr capital plan	
Equipment Replacement	\$ 25,000
Replacement of operating equipment - Included in 5 yr capital plan	
Kitchen Equipment	\$ 25,000
Kitchen equipment upgrades - Included in 5 yr capital plan	
Digital Signage	\$ 15,000
Digital information board - Included in 5 yr capital plan	
Total Proposed Capital Budget	<u>\$1,000,000</u>