



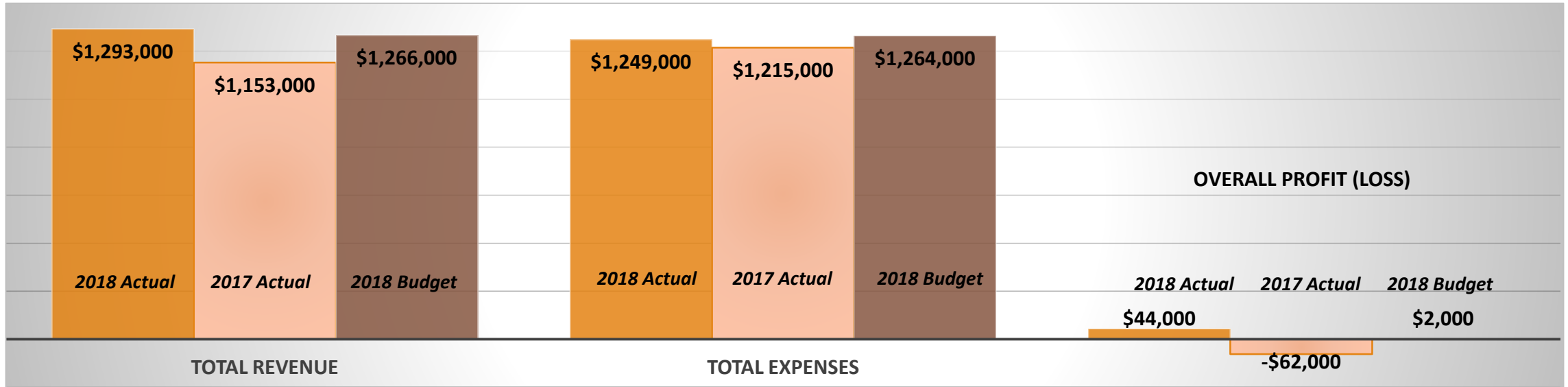
# Branson Convention Center 2018 Third Quarter Review

**SAVOR...**Branson

at Branson Convention Center

at Branson Convention Center

# 3rd Quarter 2018 - Comparison of Actuals & Budget



## TOTAL REVENUE:

2018= \$1.29M / 2017=\$1.15M / 2018 Budget \$1.27M

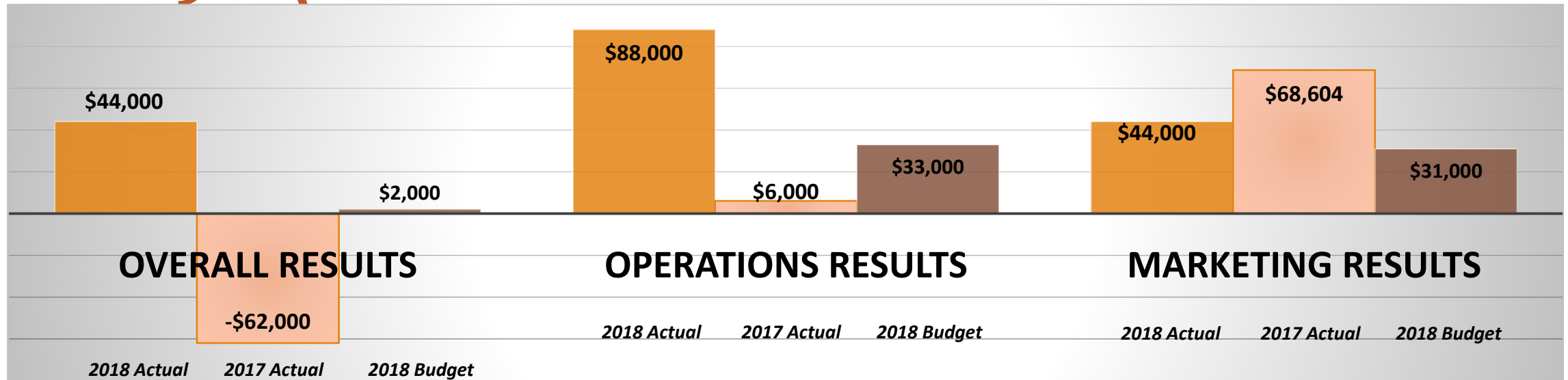
## TOTAL EXPENSES:

2018= \$1.25M / 2017 = \$1.22M / 2018 Budget = \$1.26M

## OVERALL PROFIT & (LOSS)

2018= \$44K / 2017 = \$(62)K/ 2018 Budget = \$2k

# 3rd Quarter 2018 - Overall Financial Performance



## BCC General Operating Results (Loss)

2018= \$88K/ 2017 = \$6K/ 2018 Budget = \$33K

## BCC Marketing Results (Expense)

2018= \$44K / 2017 = \$69K/ 2018 Budget = \$31K

## BCC Overall (Operating & Marketing) Results (Loss)

2018= \$44K/ 2017 = \$(62)K/ 2018 Budget = \$2K

# 3rd Quarter 2018 - Results

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## REVENUES

**CATERING:** Strong core business including DL Rogers, Associated Wholesale Grocers, MO EMS, MO Health Care Association, MO Municipal League, MO Pharmacy Association and Senior Adult Ministries Conference.

- 2017 Revenues: \$712K
- 2018 Revenues: \$800K

**CONCESSIONS:** Star Power Dance Competition was held in July of 2017 (Moved to June 2018). We also held once MMA Fight in July 2017. None in Third Quarter of 2018.

- 2017 Revenues: \$16K
- 2018 Revenues: \$4K

# 3rd Quarter 2018 - Results

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## REVENUES

### EVENT SPACE RENTAL:

- 2018 Net Room Rental Revenue of \$43K vs Budget of \$61K.
- 2017 Net Room Rental Revenue: \$56K (Dance Group Shifted into 2<sup>nd</sup> Quarter)

### ANCILLARY REVENUES:

- Audio Visual, Equipment Rental and Internet Service.
- Net revenues combining to surpass the \$40K vs Budget of \$38K.

**PARKING REVENUE:** Generated over \$61K to a budget of \$49K. LY \$14K

**\*\*\*New Equipment installed and Paid Parking begin July 2018!**

# 3rd Quarter 2018 - Results

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## EXPENSES

**MARKETING:** Down from year prior. Some Tradeshows have shifted dates that are attended.

- 2017: \$69K Actual Marketing Expenses
- 2018: \$44K Actual Marketing Expense.
- 2018 Programs consist of heavy trade show activity, individual client meetings and SMG partnered events.

**INDIRECT EXPENSES:** All indirect expenses were inline with budget or below including salaries & wages, contracted services and operating supplies for the year.

**\*\*\*\*Budget of \$911K vs Actual of \$939K**

# 3rd Quarter 2018 - Results

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## General Overview Items

### Estimated Group Attendance:

- 2017 (12K)
- 2018 (9K) \*\*\*Dance Group Shifted into June from July

### Groups:

- 2017(38)
- 2018 (39)