

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY  
NOTICE OF PUBLIC MEETING  
REGULAR MEETING OF THE BOARD OF DIRECTORS  
Thursday, October 25, 2018  
9:00 A.M.  
Reno-Sparks Convention and Visitors Authority  
4001 S. Virginia Street, Board Room  
Reno, Nevada**

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**BOARD OF DIRECTORS:  
Commissioner Bob Lucey, Chairman**

Mr. Nat Carasali  
Mr. Lee Dillard  
Councilman Ed Lawson  
Mr. Rick Murdock

Mayor Hillary Schieve  
Mr. Mark Sterbens  
Mr. Bill Wood  
Mr. Vick Wowo

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THIS MEETING IS IN COMPLIANCE WITH THE NEVADA OPEN MEETING LAW AND HAS BEEN PROPERLY NOTICED AND POSTED AT THE FOLLOWING LOCATIONS:

Reno-Sparks Convention & Visitors Authority (RSCVA)  
Reno City Hall  
Sparks City Hall  
National Bowling Stadium  
RSCVA Website: [www.rscva.com/public-meetings](http://www.rscva.com/public-meetings)

Reno-Sparks Convention Center  
Washoe County Administration Bldg.  
Washoe County Courthouse  
Online at <http://notice.nv.gov/>

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Items on the agenda are for possible action by the Board of Directors unless stated otherwise. Items will not necessarily be considered in the order listed. The Board may combine two or more agenda items for consideration, may remove an item from the agenda or may delay discussion relating to an item on the agenda at any time. Support materials are made available when they are provided to the Board, or if provided during the meeting, support materials will be made available at the meeting at the same time as they are made available to the Board. Support materials are also available at the RSCVA administrative offices and at the scheduled meeting. The designated contact to obtain support materials is Corie Carlsen, 4001 South Virginia Street, Suite G, Reno, NV (775) 827-7618.

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## **AGENDA**

### **A. OPENING CEREMONIES**

Call to Order  
Pledge of Allegiance  
Roll Call

### **B. COMMENTS FROM THE FLOOR BY THE PUBLIC**

Public comment is limited to three minutes. The public is encouraged to comment on all agenda items as well as issues not on the agenda during the Public Comment period, or on "action" items immediately before board discussion of such "action" items. Members of the public desiring to speak must complete a "Request to Speak" form and return it to the RSCVA clerk at the meeting. No action may be taken on a matter raised under this item of the agenda until the matter itself has been specifically included on an agenda as an item upon which action will be taken. Public comments may not be accepted after the Chairman closes any period for public comment.

**C. APPROVAL OF THE AGENDA**

For possible action.

**D. APPROVAL OF MINUTES OF SEPTEMBER 27, 2018 BOARD OF DIRECTORS' REGULAR MEETING**

For possible action.

**E. PRESENTATIONS**

**E1. Hobbs Ong and Associates Presentation**

Guy Hobbs of Hobbs/Ong & Associates will present a report on potential financial strategies and data and return on investment models regarding the possible expansion of the Reno Sparks Convention Center.

This is an information item. Not an action item.

**E2. SMG Presentation**

Gregg Caren, Executive Vice President of SMG, will provide the Board with a report on the current state of the national trade show industry with an emphasis on the western United States. Several case studies of other cities, their economic revitalization, and how convention centers play a role in the economic vitality of a tourism-based community will be addressed.

This is an information item. Not an action item.

**E3. OnStrategy Presentation**

Erica Olsen, COO/Co-Founder of OnStrategy, will discuss the upcoming RSCVA Board Retreat and solicit Board Member input regarding items to be included on the agenda for the Board Retreat. The Board retreat is currently scheduled for December 6, 2018.

This is an information item. Not an action item.

**E4. RSCVA Staff Update**

Phil DeLone, President/CEO, and RSCVA staff will deliver updates on Executive Office, Marketing, Sales, and Finance, including the Corporate Scorecard.

This is an information item. Not an action item.

**F. FINANCE DIVISION**

**F1. Review and possible approval of joinder to contract for foodservice equipment**

The Board is being asked to review and approve the RSCVA's joinder to the National Cooperative Purchasing Alliance contract for foodservice equipment, small wares, parts, design and/or installation with TriMark in accordance with NRS 332.195, and to authorize the Finance Department to execute purchase orders related to the foregoing not to exceed the previously budgeted amount of \$500,000.

For discussion and possible action.

**F2. Review and possible approval of roofing repairs at the Reno-Sparks Livestock Event Center**

The Board is being asked to review and approve of a bid award and contract for RFP 2019-02 (PWP WA 2018 214) to Kodiak Roofing & Waterproofing for the repair of the Main Arena Roof and Pavilion Roof at the at the Reno-Sparks Livestock Events Center in the amount not to exceed Two Hundred Ninety-Nine Thousand Five Hundred Sixty Dollars (\$299,560).

For discussion and possible action.

**G. HUMAN RESOURCES DIVISION**

**G1. Review and possible approval of RSCVA 2019 Benefit Plan.**

The Board is being asked to review and approve the of the Employee Benefit plans for 2019.

For discussion and possible action.

**H. RSCVA COMMITTEE MEMBER REVIEW**

**H1. Review of RSCVA Committees and Committee Members.**

The Board is being asked to review the existing RSCVA committee structure and the RSCVA's use of committees. The RSCVA Board has previously formed the following advisory committees: (i) Personnel/Finance; (ii) Facilities; (iii) Marketing; and (iv) Legislative. The Board will discuss and may take action to: define and/or revise the subject matter addressed by each committee; create one or more new committees as the Board deems necessary; abolish existing committees; bifurcate existing committees; combine existing and/or newly created committees; and/or implement policies/guidelines regarding committee meetings and operations on a going forward basis.

For discussion and possible action.

**I. BOARD MEMBER COMMENTS REGARDING ITEMS FOR FUTURE MEETINGS**

This is an information item. Not an action item.

**J. COMMENTS FROM THE FLOOR BY THE PUBLIC**

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**K. ADJOURNMENT**

For possible action.

Persons are invited to submit written remarks for all matters, both on and off the agenda. Written remarks presented for inclusion in the Board of Directors' minutes must be flat, unfolded, on paper of standard quality, and 8 ½ by 11 inches in size. Written remarks shall not exceed five (5) pages in length. The RSCVA will not accept for filing any submission that does not comply with this rule. On a case-by-case basis, the Board of Directors may permit the filing of noncomplying written remarks, documents, and related exhibits under NRS 241.035(1)(e). Board of Directors' meeting rooms are accessible to persons with disabilities. If special arrangements are required, please contact Corie Carlsen at 775-827-7618.

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For information or questions regarding this agenda, please contact:  
The RSCVA Executive Office  
P.O. Box 837, Reno, NV 89504  
775-827-7618



**RSCVA BOARD  
MEETING MINUTES  
SEPTEMBER 27, 2018**



P.O. Box 837  
Reno, NV 89504 USA  
t: 775.827.7600  
[VisitRenoTahoe.com](http://VisitRenoTahoe.com)

**Reno-Sparks Convention & Visitors Authority  
Board of Directors Meeting Minutes  
September 27, 2018**

The Regular Meeting of the Board of Directors of the Reno-Sparks Convention & Visitors Authority met at 9:00 a.m., September 27, 2018, at the Reno-Sparks Convention and Visitors Authority, 4001 S. Virginia Street, Reno, NV. The meeting was properly noticed and posted in compliance with the Nevada Open Meeting Law.

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**A. OPENING CEREMONIES**

**Call to Order**

Chairman Bob Lucey called the meeting to order at 9:01 a.m.

**Pledge of Allegiance led by Vick Wowo**

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**Board Members Present:**

Nat Carasali  
Lee Dillard  
Councilman Ed Lawson  
Rick Murdock  
Mayor Hillary Schieve (via telephone)  
Mark Sterbens  
Vick Wowo

**Board Members Absent:**

Commissioner Bob Lucey  
Bill Wood

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**RSCVA Executive Staff Present:**

Phil DeLone, President/Chief Executive Officer  
Jennifer Cunningham, Executive Vice President  
Michael Larragueta, Vice President of Sales  
Robert Chisel, Director of Finance  
Sheri Nill, Director of Human Resources  
Esther Isaac, Director of Marketing  
Ben Kennedy, Legal Counsel  
Molly Rezac, Legal Counsel

**RSCVA Executive Staff Absent:**

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**B. COMMENTS FROM THE FLOOR BY THE PUBLIC**

**C. APPROVAL OF THE AGENDA**

**MOTION:** Member Rick Murdock made a motion to approve the September 27, 2018 agenda. Seconded by Member Mark Sterbens. **Motion carried unanimously.**

**D. APPROVAL OF MINUTES OF AUGUST 23, 2018 REGULAR MEETING**

**MOTION:** Member Rick Murdock made a motion to approve the Minutes of July 26, 2018 Regular Meeting. Seconded by Member Vick Wowo. **Motion carried unanimously.**

***Mayor Hillary Schieve entered the meeting at 9:03 am***

## **E. PRESENTATIONS**

### **E1. RSCVA Staff Update**

Phil DeLone, President/CEO gave the board an update on the Interbike convention and tradeshow held September 16-20. Mr. DeLone stated that Lori Jenks, Senior Vice President of Emerald Expositions, the show's parent company, relayed that Interbike had an excellent experience, adding that Interbike had the easiest and most seamless move-in in the show history. He thanked the Airport Authority, Reno Chamber of Commerce, RTC, the City of Reno and Sparks, and the Reno cycling community for their support. Mr. DeLone recognized the RSCVA's Shelli Fine, Director of Sports Development, Esther Isaac, Director of Marketing and the entire sales and marketing staff for their efforts in making the Interbike show a huge success. Mr. DeLone brought the board up to speed on the progress of the newly formed Downtown Reno Business Improvement District (BID). He stated that the BID recently hired Mr. Alex Stettinski as Executive Director and "Street Plus", a company specializing in downtown ambassador programs that will ideally be in effect October 31, 2018.

Mr. DeLone touched on the RSCVA's Chinese tour operators program, and the Reno-Sparks Convention Center remodel. Mr. DeLone concluded by reminding the board of two important meeting dates. The first being the October 25<sup>th</sup> Board of Director's Meeting where Guy Hobbs, from Hobbs-Ong & Associates, will present their finding on the possible RSCC expansion. The second, the half-day Board Retreat scheduled for Thursday, December 6, 2018.

Ms. Jennifer Cunningham, Executive Vice President, presented an update on the RSCVA Corporate Scorecard. She stated that visitor volume was down 5.9%, while overall occupancy reflects a 5% decrease from last July. She added that this was offset by a 9% increase in Average Daily Rate (ADR) that came in at \$119.24 for July. Ms. Cunningham concluded by saying that the website numbers are down, however, the quarterly year-to-date numbers will be a more accurate representation.

Ms. Esther Isaac, Director of Marketing, gave the board a brief recap on the citywide Interbike Expo held last week at the Reno Sparks Convention Center. She showed several media posts and touched on the collaboration between the RSCVA marketing team and the show's production team. Ms. Isaac also introduced the board to the "out of home messaging" that the RSCVA ran this summer in San Francisco, Los Angeles, and Seattle.

Mike Larragueta, Vice President of Sales, presented an update on convention sales year-to-date. He began by covering direct room night growth. Stating that July gross produced room nights equaled 15,406 on a goal of 21,524. He added that convention produced room nights totaled 13,637 and Sports totaled 1,769. Mr. Larragueta stated that the sales staff produced 20 definite group bookings for July. He stated that gross produced room nights equaled 23,532 on a goal of 18,429 for August. Mr. Larragueta shared program updates including Biggest Little Site (BLS). This program brings meeting planners and third-party lead generators to the destination for 24-48 hours. The first program was held in September and coincided with the Great Reno Balloon Races. The additional three programs are scheduled for March, June and July 2019. Mr. Larragueta finished by providing the board with a staff update. He stated that the RSCVA Director of Tradeshow Sales, based in Las Vegas and one of our Regional Director of Convention Sales for the DC office submitted their resignations this month. He added that the RSCVA does not plan on replacing the Director of Tradeshow position. However, the interview process to replace the vacant DC position has begun.

Mr. Art Jimenez, Executive Director of Tourism Sales, gave the board an update on tourism sales. He stated that last fiscal year the RSCVA collected data from 11 properties as opposed to the 14 properties this fiscal year. This July closed with 85,611 reported room nights vs. 80,542 last July. He stated that the RSCVA will be part of the Brand USA Mega-Fam that will bring in 50 tour operators from China. He finished by announcing that the International Association of Golf Tour Operators Conference is confirmed for June 2019. This group will bring approximately 500 attendees, representing 1,500 room nights.

**E2. SMG July Financial Report and General Update**

Kelly Carr, General Manager of SMG - Reno, provided a financial report for July and an update on the SMG managed facilities found in the board packet materials.

This is an information item. Not an action item.

**E3. Washoe County Armory Update**

Phil DeLone, President/CEO gave the board an update on the proposed plans for the Armory building located on the south end of the Reno-Sparks Livestock Events Center (RSLEC). He stated that the RSCVA met with Washoe County Manager, John Slaughter, on June 5, 2018, to discuss the demolition of the Armory. He stated that the Armory is useless as a structure at this time. Mr. DeLone added that the Reno Rodeo Association (RRA) has shown interest in the space. He went on to say that Mr. Slaughter informed him that the time the County is not ready to drop the Armory. On July 2, 2018, the RSCVA met with the leadership of the RRA on a variety of subjects including the Armory. Mr. DeLone stated that this information was shared with the RRA at this meeting. He added that the money allocated for the demolition would remain in the budget for reallocation or use at a future date. Mr. DeLone finished by stating that Mr. Dave Solaro, Assistant County Manager, was in attendance to take any questions.

Member Rick Murdock asked if the Reno Livestock Event Center (RSLEC) and the Reno Rodeo Association (RRA) Legacy Project would be a discussion topic at the December 6, 2018, RSCVA Board Retreat.

Mr. DeLone answered by stating that the RSCVA has identified approximately \$8-\$10M in deferred maintenance to the RSLEC. He added that the RSCVA is looking to bond additional funds from the RSCC expansion, should it move forward, to cover the cost of the repairs and updates. Mr. DeLone added that according to the RRA, the Legacy Project is projected to cost \$125M. He added that the RSCVA leadership team encouraged the RRA to engage a third party to do a feasibility study and a five-year financial business plan to identify the true cost of the project. He said that at the July 2, 2018 meeting with the RRA, it was stated that they had not yet engaged a third party to produce feasibility study. He finished by stating that was where the discussion left off.

This is an information item. Not an action item.

**F. FINANCIAL DIVISION**

**F1. Review and possible approval of a point of sale system in the amount of \$90,668.**

Mr. Robert Chisel, Director of Finance, asked the board to review, discuss, and approve the purchase of a point of sale system from NCR Corporation for use in the RSCVA's facilities for sale and inventory of food and beverages in an amount not to exceed \$90,668.

**MOTION:** Member Lee Dillard made a motion to approve. Seconded by Member Vick Wowo.  
**Motion carried unanimously.**

**F2. Review and possible approval of upgrade to boardroom audio/visual system in the amount of \$56,198.**

Mr. Chisel asked the board to review, discuss, and approve the purchase of upgrades to the RSCVA boardroom audio/visual systems from Diversified Systems International in an amount not to exceed \$56,198.

**MOTION:** Member Vick Wowo made a motion to approve. Seconded by Member Rick Murdock.  
**Motion carried unanimously.**



**F3. Authorization for repair of the domestic hot water system at the Reno-Sparks Convention Center for the amount of \$63,950.**

Mr. Chisel asked the board to review, discuss, and approve the repair of the domestic hot water system at the Reno-Sparks Convention Center by Nevada Chiller & Boiler Incorporated in an amount not to exceed \$63,950.

**MOTION:** Member Lee Dillard made a motion to approve. Seconded by Member Rick Murdock.  
**Motion carried unanimously.**

**F4. Review and discussion on the Consolidated Summary of Interim Financials for the RSCVA.**

Mr. Chisel asked the board to review and discuss the consolidated summary of interim financials for the month of July.

This is an information item. Not an action item.

**G. BOARD MEMBER COMMENTS REGARDING ITEMS FOR FUTURE MEETINGS**

Member Lee Dillard asked the RSCVA staff to set up a Personnel/Finance Committee to discuss the need for roof repairs to the Reno-Sparks Livestock Event Center.

Member Dillard asked that the Downtown BID present its vision for the project.

**H. COMMENTS FROM THE FLOOR BY THE PUBLIC**

None

**I. ADJOURNMENT**

Meeting adjourned at 9:49 a.m.



# **RSCVA STAFF UPDATES**

Presentation by  
Phil DeLone and RSCVA Staff

## RSCVA Monthly Snapshot: August 2018

Strategic Plan Priority #1: Visitor Growth & Awareness					
OVERALL VISITOR GROWTH		August'18	August'17	Y/Y%	Monthly Goal
Marketing Goals	Visitor Volume	475,807	510,215	-6.7%	485,593
	# of Web Sessions - National Overall	313,911	342,445	-8.3%	352,718
	Number of web session partner referrals	5,469	4,258	28.4%	4,343
	SF: Web Sessions	70,281	64,839	8.4%	66,135
	Seattle: Web Sessions	18,947	31,982	-40.8%	32,941
	LA Basin: Web Sessions	54,356	78,380	-30.7%	81,736
	<b>MARKET PERFORMANCE/CASH OCCUPIED ROOMS</b>				
<b>Washoe County Total</b>					
	Room Inventory	717,933	729,381	-1.6%	723,797
	Cash Room Nights	344,127	378,365	-9.0%	357,469
	Comp Room Nights	82,381	82,781	-0.5%	81,137
	Overall Occupancy	76.9%	81.1%	-5.2%	79.1%
	Taxable Revenue	\$44,483,946	\$44,034,254	1.0%	\$41,834,282
	A.D.R.	\$129.27	\$116.38	11.1%	\$117.03
	Rev Par	\$67.34	\$65.98	2.1%	-
	Gaming Win	\$82,948,027	\$77,254,923	7.4%	-
<b>Hotel Market Segment</b>					
	Room Inventory	483,397	482,700	0.1%	485,668
	Cash Room Nights	288,808	316,080	-8.6%	295,019
	Comp Room Nights	82,050	82,178	-0.2%	80,534
	Overall Occupancy	79.2%	84.6%	-6.4%	79.4%
	Taxable Revenue	\$39,342,778	\$38,901,897	1.1%	\$36,540,256
	A.D.R.	\$136.22	\$123.08	10.7%	\$123.86
	Rev Par	\$83.21	\$82.60	0.01	-
<b>AIRLIFT</b>					
	Air Passengers	402,794	393,478	2.4%	-

  

Strategic Plan Priority #2: Direct Room Night Growth						
TOURISM SALES GOALS		August'18	August'17	Y/Y%	Monthly Goal	
Marketing	Travel Wholesaler	2,320	1,994	16.3%	2,114	
	International/Domestic Receptive Operators	1,994	3,478	-42.7%	3,687	
	Online Travel Agent	58,225	49,219	18.3%	52,172	
	Travel Agent	17,938	16,797	6.8%	17,805	
	Group Tour/Motorcoach	4,073	4,305	-5.4%	4,563	
	Ski and Golf Production	3,502	2,569	36.3%	2,723	
<b>TENTATIVE SALES PIPELINE</b>						
Sales Goals	# of Leads Issued	60	57	5.3%	55	
	# of Room Nights for Leads Issued	94,219	87,882	7.2%	-	
	# of Outstanding Leads in Sales Pipeline	298	269	10.8%	-	
	# of Room Nights in Sales Pipeline	597,779	671,671	-11.0%	776,000	
	<b>PRODUCED ROOM NIGHTS</b>					
	Gross Produced Room Nights	23,532	6,868	242.6%	18,429	
	Net Produced Room Nights	23,532	6,868	242.6%	18,429	
	Net Produced Room Nights % of Goal	127.7%	37.3%	242.6%	100%	
	Convention Produced Room Nights	13,779	5,068	171.9%	14,873	
	Sports Produced Room Nights	9,753	1,800	441.8%	3,556	
Bowling Produced Room Nights**	-	-	+/- 100%	-		
Equestrian Produced Room Nights**	-	-	+/- 100%	-		
<b>ACTUAL ROOM NIGHTS (RNs Realized This Year)</b>						
	Groups/Conventions Actual Room Nights	6,248	30,740	-79.7%	5,950	
	Sports Actual Room Nights	1,082	345	213.6%	1,082	
	Total Actual Room Nights	7,330	31,085	-76.4%	7,032	
	Number of concert events at REC	0	2	-100.00%	-	

  

Strategic Plan Priority #3: Facility Efficiency					
OPERATING MARGIN		August'18	August'17	Y/Y%	Monthly Goal
GM Goals	Reno-Sparks Convention Center	\$26,060	\$2,661	-879.3%	-\$20,427
	Reno Events Center	-\$109,668	-\$32,399	-238.5%	-\$18,254
	National Bowling Stadium	-\$120,953	-\$73,683	-64.2%	-\$146,900
	Reno-Sparks Livestock Events Center	-\$49,477	-\$21,298	-132.3%	-\$40,891

  

<b>Legend:</b>	
Comparison of current actual to the monthly goal	
Green	>= 95% of target
Yellow	80-95% of target
Red	< 80% of target
*Note that for goals without targets, color coding is based on the same period the previous year	
** Reporting method has changed. Data not available for August 2018	





**RSCVA**  
**INTERIM FINANCIALS**

Presentation by  
Financial Division



**Reno-Sparks Convention & Visitors Authority  
Fiscal Year 2018-19  
Interim Financial**

**August 2018**



# Consolidated Summary

Report of Operations  
For the Month of August 2018

## RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

	Current Month				Prior Year		
	Actual	Budget	Increase (Decrease)		Actual	Increase (Decrease)	
			Amount	%		Amount	%
<b>Revenues</b>							
Room Tax Collections	\$ 3,838,954	\$ 3,608,207	\$ 230,747	6.4%	\$ 3,798,964	\$ 39,989	1.1%
Tourism Surchage	495,672	530,015	(34,343)	-6.5%	524,138	(28,466)	-5.4%
<b>Facility Revenues</b>							
Reno-Sparks Convention Center	402,518	346,500	56,018	16.2%	346,007	56,511	16.3%
National Bowling Stadium	19,597	53,351	(33,754)	-63.3%	68,709	(49,112)	-71.5%
Reno Events Center	90,450	130,157	(39,707)	-30.5%	55,482	34,968	63.0%
Reno-Sparks Livestock Events Center	119,714	128,100	(8,386)	-6.5%	131,302	(11,588)	-8.8%
RSCVA Facilities	4,800	-	4,800	0.0%	-	4,800	0.0%
Wildcreek Golf Course	2,579	-	2,579	0.0%	185,309	(182,729)	-98.6%
<b>Total Facility Revenues</b>	<b>639,658</b>	<b>658,108</b>	<b>(18,449)</b>	<b>-2.8%</b>	<b>786,809</b>	<b>(147,151)</b>	<b>-18.7%</b>
<b>Other Income</b>	<b>217,965</b>	<b>145,303</b>	<b>72,662</b>	<b>50.0%</b>	<b>196,584</b>	<b>21,382</b>	<b>10.9%</b>
<b>Total Revenues</b>	<b>\$ 5,192,249</b>	<b>\$ 4,941,633</b>	<b>\$ 250,617</b>	<b>5.1%</b>	<b>\$ 5,306,495</b>	<b>\$ (114,246)</b>	<b>-2.2%</b>
<b>Operating Expenses</b>							
Payroll & Related	\$ 1,033,769	\$ 856,038	\$ 177,731	20.8%	\$ 544,697	\$ 489,072	89.8%
Supplies & Services	1,093,674	988,525	105,149	10.6%	892,876	200,798	22.5%
Travel & Entertainment	55,012	133,995	(78,983)	-58.9%	87,757	(32,745)	-37.3%
Promotion & Advertising	230,042	884,934	(654,892)	-74.0%	802,487	(572,445)	-71.3%
Special Projects	54,197	88,500	(34,303)	-38.8%	31,996	22,201	69.4%
Capital Outlay	2,356	68,000	(65,644)	-96.5%	12	2,344	18888.3%
<b>Total Operating Expenses</b>	<b>\$ 2,469,050</b>	<b>\$ 3,019,993</b>	<b>\$ (550,942)</b>	<b>-18.2%</b>	<b>\$ 2,359,825</b>	<b>\$ 109,225</b>	<b>4.6%</b>
<b>Non Operating Expenses</b>							
Debt Service	\$ -	\$ 2,000	(2,000)	-100.0%	\$ -	\$ -	0.0%
Incline Village/Cystal Bay Room Tax	267,565	263,227	4,338	1.6%	257,787	9,778	3.8%
Capital Improvements	77,453	77,453	(0)	0.0%	(10,856)	88,309	-813.5%
Insurance	39,970	64,683	(24,713)	-38.2%	100,355	(60,385)	-60.2%
Contingency	-	-	-	0.0%	-	-	0.0%
<b>Total Non Operating Expenses</b>	<b>\$ 384,988</b>	<b>\$ 407,363</b>	<b>\$ (22,375)</b>	<b>-5.5%</b>	<b>\$ 347,286</b>	<b>\$ 37,702</b>	<b>10.9%</b>
<b>Total Expenses</b>	<b>\$ 2,854,038</b>	<b>\$ 3,427,356</b>	<b>\$ (573,318)</b>	<b>-16.7%</b>	<b>\$ 2,707,111</b>	<b>\$ 146,927</b>	<b>5.4%</b>
<b>Profit/(Loss)</b>	<b>\$ 2,338,211</b>	<b>\$ 1,514,277</b>	<b>\$ 823,934</b>	<b>54.4%</b>	<b>\$ 2,599,384</b>	<b>\$ (261,172)</b>	<b>-10.0%</b>

# Consolidated Summary

## Report of Operations

Two Months Ended August 2018

### RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

	Current Year				Prior Year			Annual			
	Actual	Budget	Increase (Decrease)		Actual	Increase (Decrease)		FY 18-19 Outlook	FY 18-19 Budget	Increase (Decrease)	
			Amount	%		Amount	%			Amount	%
<b>Revenues</b>											
Room Tax Collections	\$ 7,412,431	\$ 7,243,055	\$ 169,376	2.3%	\$ 7,355,089	\$ 57,341	0.8%	\$ 35,087,497	\$ 34,918,122	\$ 169,375	0.5%
Tourism Surcharge	999,525	1,051,769	(52,244)	-5.0%	1,039,974	(40,449)	-3.9%	5,299,149	5,351,393	(52,244)	-1.0%
City Center Tax	-	-	-	0.0%	-	-	0.0%	1,187,195	1,187,195	-	0.0%
<b>Facility Revenues</b>											
Reno-Sparks Convention Center	491,236	433,750	57,486	13.3%	601,525	(110,289)	-18.3%	3,714,292	3,656,806	57,486	1.6%
National Bowling Stadium	52,416	96,702	(44,286)	-45.8%	107,129	(54,713)	-51.1%	257,726	302,012	(44,286)	-14.7%
Reno Events Center	124,500	195,107	(70,607)	-36.2%	63,893	60,607	94.9%	1,567,160	1,637,767	(70,607)	-4.3%
Reno-Sparks Livestock Events Center	160,010	213,360	(53,350)	-25.0%	184,361	(24,351)	-13.2%	977,950	1,031,300	(53,350)	-5.2%
RSCVA Facilities	4,800	-	4,800	0.0%	-	-	-	4,800	-	4,800	0.0%
Wildcreek Golf Course	2,579	-	2,579	0.0%	370,926	(368,347)	-99.3%	982,286	979,707	2,579	0.3%
<b>Total Facility Revenues</b>	<b>835,541</b>	<b>938,919</b>	<b>(103,377)</b>	<b>-11.0%</b>	<b>1,327,834</b>	<b>(492,293)</b>	<b>-37.1%</b>	<b>7,504,214</b>	<b>7,607,591</b>	<b>(103,378)</b>	<b>-1.4%</b>
Other Income	394,209	316,923	77,286	24.4%	434,180	(39,972)	-9.2%	2,057,715	2,044,949	12,766	0.6%
<b>Total Revenues</b>	<b>\$ 9,641,705</b>	<b>\$ 9,550,666</b>	<b>\$ 91,040</b>	<b>1.0%</b>	<b>\$ 10,157,078</b>	<b>\$ (515,372)</b>	<b>-5.1%</b>	<b>\$ 51,135,770</b>	<b>\$ 51,109,250</b>	<b>\$ 26,519</b>	<b>0.1%</b>
<b>Operating Expenses</b>											
Payroll & Related	\$ 1,294,200	\$ 1,134,129	\$ 160,071	0.0%	\$ 924,534	\$ 369,666	40.0%	\$ 6,853,517	\$ 6,690,886	\$ 162,630	2.4%
Supplies & Services	1,905,725	1,748,109	157,616	9.0%	1,507,107	398,618	26.4%	12,570,635	12,347,344	223,291	1.8%
Travel & Entertainment	95,874	242,340	(146,466)	-60.4%	125,576	(29,701)	-23.7%	1,150,888	1,149,022	1,866	0.2%
Promotion & Advertising	1,878,420	2,267,038	(388,618)	-17.1%	1,487,229	391,190	26.3%	12,302,451	12,258,270	44,181	0.4%
Special Projects	258,967	382,300	(123,333)	-32.3%	306,930	(47,963)	-15.6%	2,969,070	2,969,070	-	0.0%
Capital Outlay	4,704	75,000	(70,296)	-93.7%	2,705	1,998	73.9%	136,710	137,600	(890)	-0.6%
<b>Total Operating Expenses</b>	<b>\$ 5,437,888</b>	<b>\$ 5,848,915</b>	<b>\$ (411,027)</b>	<b>-7.0%</b>	<b>\$ 4,354,080</b>	<b>\$ 1,083,808</b>	<b>24.9%</b>	<b>\$ 35,983,271</b>	<b>\$ 35,552,192</b>	<b>\$ 431,079</b>	<b>1.2%</b>
<b>Non Operating Expenses</b>											
Debt Service	\$ 7,516,397	\$ 7,549,522	(33,125)	-0.4%	\$ 7,552,022	\$ (35,625)	-0.5%	\$ 11,372,419	\$ 11,403,544	\$ (31,125)	-0.3%
Incline Village/Cystal Bay Room Tax	442,505	444,706	(2,202)	-0.5%	410,571	31,934	7.8%	1,642,716	1,602,757	39,959	2.5%
Capital Improvements	158,199	158,200	(1)	0.0%	306,563	(148,364)	-48.4%	4,127,000	4,127,000	-	0.0%
Insurance	139,180	129,366	9,814	7.6%	198,104	(58,924)	-29.7%	814,459	881,645	(67,186)	-7.6%
Contingency	-	-	-	0.0%	-	-	0.0%	400,000	400,000	-	0.0%
<b>Total Non Operating Expenses</b>	<b>\$ 8,256,281</b>	<b>\$ 8,281,794</b>	<b>\$ (25,514)</b>	<b>-0.3%</b>	<b>\$ 8,467,259</b>	<b>\$ (210,979)</b>	<b>-2.5%</b>	<b>\$ 18,356,594</b>	<b>\$ 18,414,946</b>	<b>\$ (58,352)</b>	<b>-0.3%</b>
<b>Total Expenses</b>	<b>\$ 13,694,169</b>	<b>\$ 14,130,710</b>	<b>\$ (436,540)</b>	<b>-3.1%</b>	<b>\$ 12,821,340</b>	<b>\$ 872,829</b>	<b>6.8%</b>	<b>\$ 54,339,865</b>	<b>\$ 53,967,138</b>	<b>\$ 372,727</b>	<b>0.7%</b>
<b>Profit/(Loss)</b>	<b>\$ (4,052,464)</b>	<b>\$ (4,580,044)</b>	<b>\$ 527,580</b>	<b>11.5%</b>	<b>\$ (2,664,262)</b>	<b>\$ (1,388,201)</b>	<b>-52.1%</b>	<b>\$ (3,204,095)</b>	<b>\$ (2,857,888)</b>	<b>\$ (346,207)</b>	<b>-12.1%</b>



# Consolidated Summary

## Transient Lodging Tax Collections and Statistics

### For the Month of August 2018

#### RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

	Current Year				Prior Year		
	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	%		Amount	%
<b>Room Tax Collections</b>							
<b>Lodging</b>	2,948,761	2,771,521	177,240	6.4%	2,918,045	30,716	1.1%
<b>Convention Center</b>	890,192	836,686	53,506	6.4%	880,919	9,273	1.1%
<b>Tourism Surcharge</b>	495,672	530,015	(34,343)	-6.5%	524,138	(28,466)	-5.4%
<b>Total Tax Collections</b>	<b>4,334,626</b>	<b>4,138,222</b>	<b>196,404</b>	<b>4.7%</b>	<b>4,323,102</b>	<b>11,523</b>	<b>0.3%</b>
<b>Room Statistics</b>							
<b>Taxable Room Revenues</b>	<b>44,483,947</b>	<b>41,834,282</b>	<b>2,649,665</b>	<b>6.3%</b>	<b>44,034,254</b>	<b>449,693</b>	<b>1.0%</b>
<b>Occupied Rooms-Cash</b>	<b>344,127</b>	<b>357,469</b>	<b>(13,342)</b>	<b>-3.7%</b>	<b>378,365</b>	<b>(34,238)</b>	<b>-9.0%</b>
<b>Average Rate - Cash</b>	<b>\$129.27</b>	<b>\$117.03</b>	<b>\$12.24</b>	<b>10.5%</b>	<b>\$116.38</b>	<b>\$12.89</b>	<b>11.1%</b>
<b>Occupied Rooms</b>							
Cash	344,127	357,469	(13,342)	-3.7%	378,365	(34,238)	-9.0%
Comp	82,381	81,137	1,244	1.5%	82,781	(400)	-0.5%
28 Day	125,415	133,623	(8,208)	-6.1%	130,669	(5,254)	-4.0%
<b>Total Occupied Rooms</b>	<b>551,923</b>	<b>572,229</b>	<b>(20,306)</b>	<b>-3.5%</b>	<b>591,815</b>	<b>(39,892)</b>	<b>-6.7%</b>
<b>Percentage of Occupancy</b>							
Cash	47.9%	49.4%	(1.5)	-3.0%	51.9%	(4.0)	-7.7%
Comp	11.5%	11.2%	0.3	2.7%	11.3%	0.2	1.8%
28 Day	17.5%	18.5%	(1.0)	-5.4%	17.9%	(0.4)	-2.2%
<b>Total Percentage of Occupancy</b>	<b>76.9%</b>	<b>79.1%</b>	<b>(2.2)</b>	<b>2.7%</b>	<b>81.1%</b>	<b>(4.2)</b>	<b>-5.2%</b>

# Consolidated Summary

## Transient Lodging Tax Collections and Statistics

### Two Months Ended August 2018

#### RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

	Current Year				Prior Year			Annual			
	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		FY 18-19 Outlook	FY 18-19 Budget	Increase (Decrease)	
			Amount	%		Amount	%			Amount	%
<b>Room Tax Collections</b>											
Lodging	5,693,606	5,563,506	130,100	2.3%	5,649,561	44,045	0.8%	26,951,266	26,821,166	130,100	0.5%
Convention Center	1,718,824	1,679,549	39,275	2.3%	1,705,528	13,297	0.8%	8,136,231	8,096,956	39,275	0.5%
Tourism Surcharge	999,525	1,051,769	(52,244)	-5.0%	1,039,974	(40,449)	-3.9%	5,299,149	5,351,393	(52,244)	-1.0%
City Center Tax	-	-	(52,244)	100.0%	-	-	0.0%	1,187,195	1,187,195	-	0.0%
<b>Total Tax Collections</b>	<b>8,411,956</b>	<b>8,294,824</b>	<b>117,132</b>	<b>1.4%</b>	<b>8,395,063</b>	<b>16,892</b>	<b>0.2%</b>	<b>41,573,841</b>	<b>41,456,710</b>	<b>117,131</b>	<b>0.3%</b>
<b>Room Statistics</b>											
Taxable Room Revenues	85,908,163	83,977,445	1,930,718	2.3%	85,299,934	608,229	0.7%	406,298,955	404,375,720	1,923,235	0.5%
Occupied Rooms-Cash	691,528	739,147	(47,619)	-6.4%	755,188	(63,660)	-8.4%	3,845,080	3,892,802	(47,722)	-1.2%
Average Rate - Cash	\$124.23	\$113.61	\$10.62	9.3%	\$112.95	\$11.28	10.0%	\$105.67	\$103.88	\$1.79	1.7%
<b>Occupied Rooms</b>											
Cash	691,528	739,147	(47,619)	-6.4%	755,188	(63,660)	-8.4%	3,845,080	3,892,802	(47,722)	-1.2%
Comp	168,589	167,221	1,368	0.8%	170,616	(2,027)	-1.2%	865,079	863,711	1,368	0.2%
28 Day	251,431	270,232	(18,801)	-7.0%	264,314	(12,883)	-4.9%	1,590,745	1,610,971	(20,226)	-1.3%
<b>Total Occupied Rooms</b>	<b>1,111,548</b>	<b>1,176,600</b>	<b>(65,052)</b>	<b>-5.5%</b>	<b>1,190,118</b>	<b>(78,570)</b>	<b>-6.6%</b>	<b>6,300,904</b>	<b>6,367,484</b>	<b>(66,580)</b>	<b>-1.0%</b>
<b>Percentage of Occupancy</b>											
Cash	48.1%	51.3%	(3.2)	-6.2%	51.7%	(3.6)	-7.0%	44.5%	45.1%	(0.5)	-1.2%
Comp	11.7%	11.6%	0.1	0.9%	11.7%	-	0.0%	10.0%	10.0%	0.0	0.2%
28 Day	17.5%	18.7%	(1.2)	-6.4%	18.1%	(0.6)	-3.3%	18.4%	18.7%	(0.2)	-1.2%
<b>Total Percentage of Occupancy</b>	<b>77.3%</b>	<b>81.6%</b>	<b>(4.3)</b>	<b>-5.3%</b>	<b>81.5%</b>	<b>(4.2)</b>	<b>-5.2%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>-</b>	<b>0.0%</b>

# Consolidated Summary

## Departmental Margins

For the Month of August 2018

### RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

	Current Month				Prior Year		
	Actual	Budget	Increase (Decrease)		Actual	Increase (Decrease)	
			Amount	%		Amount	%
<b>Facilities</b>							
Reno-Sparks Convention Center	26,060	(20,427)	46,487	227.6%	2,661	23,399	879.4%
National Bowling Stadium	(120,953)	(146,900)	25,947	17.7%	(73,684)	(47,269)	-64.2%
Reno Events Center	(109,668)	(18,254)	(91,414)	-500.8%	(32,398)	(77,270)	-238.5%
RSCVA Facilities	(24,119)	-	-		-	-	
Reno-Sparks Livestock Events Center	(49,477)	(40,891)	(8,587)	-21.0%	(21,298)	(28,180)	-132.3%
Wildcreek Golf Course	(34,264)	(25,000)	(9,264)	-37.1%	33,089	(67,354)	-203.6%
<b>Total Facilities</b>	<b>(312,422)</b>	<b>(251,473)</b>	<b>(36,831)</b>	<b>-14.6%</b>	<b>(91,630)</b>	<b>(196,674)</b>	<b>-214.6%</b>
<b>Sales and Marketing</b>							
Convention Sales	(668,354)	(508,102)	(160,252)	-31.5%	(374,956)	(293,398)	-78.2%
Tourism Sales	(132,069)	(71,111)	(60,958)	-85.7%	(71,724)	(60,345)	-84.1%
Marketing	(210,470)	(1,069,958)	859,488	80.3%	(791,699)	581,229	73.4%
<b>Total Sales and Marketing</b>	<b>(1,010,892)</b>	<b>(1,649,171)</b>	<b>638,279</b>	<b>38.7%</b>	<b>(1,238,378)</b>	<b>227,486</b>	<b>18.4%</b>
<b>General and Administrative</b>	<b>(374,066)</b>	<b>(392,757)</b>	<b>18,691</b>	<b>4.8%</b>	<b>(155,009)</b>	<b>(219,057)</b>	<b>-141.3%</b>
<b>Room Tax Revenues</b>	<b>3,838,954</b>	<b>3,608,207</b>	<b>230,747</b>	<b>6.4%</b>	<b>3,798,964</b>	<b>39,989</b>	<b>1.1%</b>
<b>Tourism Surcharge</b>	<b>495,672</b>	<b>530,015</b>	<b>(34,343)</b>	<b>-6.9%</b>	<b>524,138</b>	<b>(28,466)</b>	<b>-5.4%</b>
<b>Total Operating Margins</b>	<b>2,637,244</b>	<b>1,844,821</b>	<b>816,542</b>	<b>44.3%</b>	<b>2,838,085</b>	<b>(176,722)</b>	<b>-6.2%</b>
<b>Capital and Debt Service</b>	<b>(299,033)</b>	<b>(330,544)</b>	<b>31,511</b>	<b>9.5%</b>	<b>(238,700)</b>	<b>(60,333)</b>	<b>-25.3%</b>
<b>Total Departmental Margins</b>	<b>2,338,211</b>	<b>1,514,277</b>	<b>823,934</b>	<b>54.4%</b>	<b>2,599,384</b>	<b>(261,173)</b>	<b>-10.0%</b>

# Consolidated Summary

## Departmental Margins

Two Months Ended August 2018

### RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

	Current Year				Prior Year			Annual			
	Actual	Budget	Increase (Decrease)		Actual	Increase (Decrease)		FY 18-19 Outlook	FY 18-19 Budget	Increase (Decrease)	
			Amount	%		Amount	%			Amount	%
<b>Facilities</b>											
Reno-Sparks Convention Center	(186,517)	(174,485)	(12,032)	-6.9%	43,779	(230,295)	-526.0%	(1,277,505)	(1,265,473)	(12,032)	-1.0%
National Bowling Stadium	(191,070)	(267,116)	76,046	28.5%	(130,734)	(60,336)	-46.2%	(1,577,950)	(1,653,996)	76,046	4.6%
Reno Events Center	(262,467)	(35,883)	(226,584)	-631.5%	(82,517)	(179,950)	-218.1%	(556,689)	(330,105)	(226,584)	-68.6%
Reno-Sparks Livestock Events Center	(165,683)	(62,827)	(102,856)	-163.7%	(51,709)	(113,974)	-220.4%	(893,023)	(790,168)	(102,856)	-13.0%
RSCVA Facilities	(24,119)	-	(24,119)	0.0%	-	(24,119)	0.0%	(24,118)	-	(24,118)	0.0%
Wildcreek Golf Course	(33,829)	(52,000)	18,171	34.9%	96,781	(130,609)	-135.0%	746,188	717,707	28,481	4.0%
<b>Total Facilities</b>	<b>(863,684)</b>	<b>(592,311)</b>	<b>(271,373)</b>	<b>-45.8%</b>	<b>(124,401)</b>	<b>(739,283)</b>	<b>-594.3%</b>	<b>(3,583,098)</b>	<b>(3,322,035)</b>	<b>(261,063)</b>	<b>-7.9%</b>
<b>Sales and Marketing</b>											
Convention Sales	(984,734)	(1,134,298)	149,564	13.2%	(822,698)	(162,036)	-19.7%	(7,055,895)	(6,947,105)	(108,790)	-1.6%
Tourism Sales	(214,125)	(386,687)	172,562	44.6%	(106,784)	(107,341)	-100.5%	(1,427,639)	(1,392,896)	(34,743)	-2.5%
Marketing	(1,837,279)	(2,138,021)	300,742	14.1%	(1,513,776)	(323,503)	-21.4%	(12,524,773)	(12,524,773)	-	0.0%
<b>Total Sales and Marketing</b>	<b>(3,036,138)</b>	<b>(3,659,006)</b>	<b>622,868</b>	<b>17.0%</b>	<b>(2,443,258)</b>	<b>(592,880)</b>	<b>-24.3%</b>	<b>(21,008,307)</b>	<b>(20,864,774)</b>	<b>(143,533)</b>	<b>-0.7%</b>
<b>General and Administrative</b>	<b>(425,590)</b>	<b>(483,233)</b>	<b>57,643</b>	<b>11.9%</b>	<b>(234,199)</b>	<b>(191,390)</b>	<b>-81.7%</b>	<b>(2,707,757)</b>	<b>(2,679,387)</b>	<b>(28,369)</b>	<b>-1.1%</b>
<b>Room Tax Revenues</b>	<b>7,412,431</b>	<b>7,243,055</b>	<b>169,376</b>	<b>2.3%</b>	<b>7,355,089</b>	<b>57,341</b>	<b>0.8%</b>	<b>36,274,692</b>	<b>36,105,317</b>	<b>169,375</b>	<b>0.5%</b>
<b>Tourism Surcharge</b>	<b>999,525</b>	<b>1,051,769</b>	<b>(52,244)</b>	<b>-5.0%</b>	<b>1,039,974</b>	<b>(40,449)</b>	<b>3.9%</b>	<b>5,299,149</b>	<b>5,351,393</b>	<b>(52,244)</b>	<b>-1.0%</b>
<b>Total Operating Margins</b>	<b>4,086,544</b>	<b>3,560,274</b>	<b>526,270</b>	<b>14.8%</b>	<b>5,593,205</b>	<b>(1,506,661)</b>	<b>-26.9%</b>	<b>14,274,679</b>	<b>14,590,513</b>	<b>(315,834)</b>	<b>-2.2%</b>
<b>Capital and Debt Service</b>	<b>(8,139,008)</b>	<b>(8,140,318)</b>	<b>1,311</b>	<b>0.0%</b>	<b>(8,257,468)</b>	<b>118,460</b>	<b>1.4%</b>	<b>(17,478,774)</b>	<b>(17,448,402)</b>	<b>(30,372)</b>	<b>-0.2%</b>
<b>Total Departmental Margins</b>	<b>(4,052,464)</b>	<b>(4,580,044)</b>	<b>527,580</b>	<b>11.5%</b>	<b>(2,664,262)</b>	<b>(1,388,201)</b>	<b>-52.1%</b>	<b>(3,204,095)</b>	<b>(2,857,889)</b>	<b>(293,962)</b>	<b>-10.3%</b>



**SMG**

**AUGUST FINANCIALS**

**& GENERAL UPDATE**

Presentation by  
Kelly Carr, General Manager, SMG Reno



## **SMG – RENO FACILITIES**

### **FINANCIAL STATEMENTS FOR THE MONTH ENDING AUGUST 31, 2018** September 25, 2018

#### **SMG**

*Bob McClintock, COO Convention Centers*

*John Adams, Regional Vice President*

#### **SMG - Reno Facilities**

*Kelly Carr, General Manager*

#### **Reno-Sparks Convention & Visitor Authority**

*Phil DeLone, President & CEO*

*Robert Chisel, Director of Finance*



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**SMG - RENO FACILITIES  
FINANCIAL STATEMENTS INDEX**

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SMG-Reno Facilities  
Financial Statement Highlights  
For the Two Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
Attendance	38,644	31,680	6,964	57,674	51,510	6,164
Attendance - Tickets Sold	0	4,980	(4,980)	0	16,350	(16,350)
Number of Performances	31	21	10	46	33	13
Event Days	82	51	31	119	81	38
Gross Ticket Sales	0	273,900	(273,900)	0	642,150	(642,150)
Direct Event Income	173,418	542,209	(368,791)	145,584	731,313	(585,729)
Ancillary Income	294,428	353,860	(59,432)	372,504	532,395	(159,891)
Other Event Income	0	26,511	(26,511)	0	36,726	(36,726)
Total Event Income	467,846	922,580	(454,734)	518,088	1,300,434	(782,346)
Other Operating Income	212	16,155	(15,943)	19,196	32,317	(13,121)
Adjusted Gross Income	468,058	938,735	(470,677)	537,284	1,332,751	(795,467)
Indirect Expenses	(740,506)	(930,017)	189,511	(1,344,441)	(1,860,030)	515,589
Net Income (Loss) From Operations	(272,448)	8,718	(281,166)	(807,157)	(527,279)	(279,878)



SMG-Reno Facilities  
Balance Sheet  
August 31, 2018

ASSETS

Current Assets		
Cash	\$	2,176,638
Accounts Receivable		415,104
Prepaid Assets		22,525
Inventory		92,940
		2,707,207
Total Current Assets		
Fixed Assets		
Fixed Assets		0
		0
Total Fixed Assets		
Other Assets		
Deposits		0
		0
Total Other Assets		
		0
Total Assets	\$	2,707,207

LIABILITIES AND EQUITY

Current Liabilities		
Accounts Payable	\$	843,964
Accrued Expenses		89,779
Deferred Income		20,002
Advance Ticket Sales/Deposits		1,550,683
Other Current Liabilities		0
		2,504,428
Total Current Liabilities		
Long-Term Liabilities		
		0
Total Long-Term Liabilities		
		0
Total Liabilities		
		2,504,428
Equity		
Contributions		0
Net Funds Received		1,009,936
Retained Earnings		0
Net Income (Loss)		(807,157)
		202,779
Total Equity		
		202,779
Total Liabilities & Equity	\$	2,707,207

SMG-Reno Facilities  
Balance Sheet Detail  
August 31, 2018

**ASSETS**

**Cash and Investments**

Cash - Depository	\$ 34,314
Cash - Disbursement	(120,126)
Cash - Concentration	741,484
Cash - Box Office	1,429,666
Change Fund - F&B RSCC	45,000
Change Fund - F&B REC	15,000
Change Fund - F&B NBS	10,000
Change Fund - F&B RSLEC	9,000
Change Fund - Box Office REC	2,300
Change Fund - Box Office NBS	1,000
Change Fund - Parking RSCC	5,000
Change Fund - Parking NBS	1,000
Change Fund - Parking RSLEC	3,000

Total Cash and Investments 2,176,638

**Accounts Receivable**

A/R Control	311,691
A/R-RSCVA	71,986
A/R-RSCVA Capital	27,239
A/R-SMG Corporate	4,188

Total Accounts Receivable 415,104

**Prepaid Assets**

Prepaid Insurance	22,525
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Total Prepaid Assets 22,525

**Inventory**

Inventory	92,940
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**Fixed Assets**

Fixed Assets	0
--------------	---

Total Fixed Assets 92,940

**Depreciation**

Total Depreciation 0

**Other Assets**

Total Other Assets 0

**Deposits**

Deposits	0
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Total Deposits 0

**Total Assets** \$ 2,707,207

SMG-Reno Facilities  
Balance Sheet Detail  
August 31, 2018

**LIABILITIES AND EQUITY**

<b>Accounts Payable</b>		
A/P Control	\$ 745,932	
A/P-Room Tax	2,595	
A/P-State Sales Tax	23,764	
A/P-Workers Compensation	10,960	
A/P-401(k) Withholding	7,695	
A/P-SMG Corporate	57,706	
A/P-Payroll Clearing	(4,688)	
Total Accounts Payable		843,964
<b>Accrued Expenses</b>		
Accrued Expenses	3,200	
Accrued Payroll	65,286	
Accrued Bonus	21,293	
Total Accrued Expenses		89,779
<b>Deferred Income</b>		
Deferred Ticket Rebates REC	19,147	
Deferred Ticket Rebates RSLEC	855	
Total Deferred Income		20,002
<b>Advance Ticket Sales/Deposits</b>		
Advance Ticket Sales REC	1,403,577	
Advance Ticket Sales RSLEC	6,087	
Advance Deposits RSCC	84,542	
Advance Deposits REC	24,728	
Advance Deposits NBS	1,772	
Advance Deposits RSLEC	8,113	
Advance Deposits F&B RSCC	12,582	
Advance Deposits F&B NBS	9,282	
Advance Ticket Sales/Deposits		1,550,683
<b>Other Current Liabilities</b>		
Other Current Liabilities	0	
Other Current Liabilities		0
<b>Long-Term Liabilities</b>		
Total Long-Term Liabilities		0
<b>Equity</b>		
CY Funds Received From City	1,009,936	
Retained Earnings	0	
Net Income (Loss)	(807,157)	
Equity		202,779
<b>Total Liabilities &amp; Equity</b>	<b>\$</b>	<b>2,707,207</b>

**SMG-Reno Facilities**  
**Aged Receivables**  
**As of August 31, 2018**

Customer ID	Customer	0-30	31-60	61-90	Over 90 days	Amount Due
AABA001	Asian American Bowling Association	9,240				9,240
ACRS001	Atlantis Casino Resort Spa	27,203				27,203
AMH001	American Miniature Horse Association		16,091			16,091
ANT001	Antique Antics	722				722
BRS001	Big Reno Show	8,155				8,155
CRO001	Crossroads of the West Gun Show		3,832			3,832
ELD001	Eldorado Resorts	1,200				1,200
GYM001	USA Gymnastics		16,800			16,800
HAN001	Hot August Nights	108,572				108,572
HOT001	Hot Productions	1,625				1,625
JOU001	Joulvert, LLC	300				300
KAR001	USA Karate		7,662			7,662
L&L001	L&L Nursery	1,500				1,500
MAG001	MAG/Motorsports Auction Group	44,715				44,715
NCBPA001	NorCal BPA	5,072				5,072
PCC001	Pacific Coast Cutting Horse Assoc.	21,500				21,500
PVL001	Pinole Valley Lanes	250				250
RKC001	Reno Kennel Club	11,226				11,226
RNR001	Rock N Roll on Reno League	930				930
RSC001	RSCVA	5,586				5,586
SCC001	Sophisticats Cat Club	1,927				1,927
TMD001	Truckee Meadows Dog Training Club		272			272
TMQ001	Truckee Meadows Quilters, Inc	490				490
USB001	USBC	4,210				4,210
WOR001	Worldwide Distributors	12,324				12,324
WWG001	World Wide Group, LLC	290				290
<b>Report Total</b>		<b>267,035</b>	<b>44,657</b>	<b>0</b>	<b>0</b>	<b>311,691</b>

SMG-Reno Facilities  
Income Statement  
For the Two Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
<b>EVENT INCOME</b>						
Direct Event Income						
Rental Income	\$ 306,940	\$ 490,600	(183,660)	\$ 393,722	\$ 733,400	(339,678)
Service Revenue	30,044	390,000	(359,956)	42,735	623,000	(580,265)
Service Expenses	(163,566)	(338,391)	174,825	(290,873)	(625,087)	334,214
<b>Total Direct Event Income</b>	<b>173,418</b>	<b>542,209</b>	<b>(368,791)</b>	<b>145,584</b>	<b>731,313</b>	<b>(585,729)</b>
Ancillary Income						
F & B Concessions	80,129	73,014	7,115	112,820	139,678	(26,858)
F & B Catering	93,397	86,405	6,992	101,095	108,740	(7,645)
Novelty Sales	0	828	(828)	0	828	(828)
Parking	73,087	115,863	(42,776)	108,757	182,099	(73,342)
Electrical Services	1,625	17,000	(15,375)	1,900	21,800	(19,900)
Audio Visual	44,315	53,750	(9,435)	45,095	68,750	(23,655)
Internet Services	1,875	7,000	(5,125)	2,837	10,500	(7,663)
<b>Total Ancillary Income</b>	<b>294,428</b>	<b>353,860</b>	<b>(59,432)</b>	<b>372,504</b>	<b>532,395</b>	<b>(159,891)</b>
Other Event Income						
Luxury Box Ticket Sales	0	0	0	0	0	0
Ticket Rebates	0	11,525	(11,525)	0	16,580	(16,580)
Facility Fees	0	14,986	(14,986)	0	20,146	(20,146)
<b>Total Other Event Income</b>	<b>0</b>	<b>26,511</b>	<b>(26,511)</b>	<b>0</b>	<b>36,726</b>	<b>(36,726)</b>
<b>Total Event Income</b>	<b>467,846</b>	<b>922,580</b>	<b>(454,734)</b>	<b>518,088</b>	<b>1,300,434</b>	<b>(782,346)</b>
<b>OTHER OPERATING INCOME</b>						
Non-Operating Parking	7,699	0	7,699	11,479	0	11,479
Luxury Box Agreements	(12,000)	12,500	(24,500)	0	25,000	(25,000)
Advertising	0	1,500	(1,500)	0	3,000	(3,000)
Ticket Rebates	447	0	447	447	0	447
Horse Stall Rentals	110	0	110	110	0	110
Business Center	(557)	0	(557)	(525)	0	(525)
Other Income	4,513	2,155	2,358	7,685	4,317	3,368
<b>Total Other Operating Income</b>	<b>212</b>	<b>16,155</b>	<b>(15,943)</b>	<b>19,196</b>	<b>32,317</b>	<b>(13,121)</b>
<b>Adjusted Gross Income</b>	<b>468,058</b>	<b>938,735</b>	<b>(470,677)</b>	<b>537,284</b>	<b>1,332,751</b>	<b>(795,467)</b>

SMG-Reno Facilities  
Income Statement  
For the Two Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
<b>INDIRECT EXPENSES</b>						
Salaries & Wages	355,672	484,021	(128,349)	662,224	968,042	(305,818)
Payroll Taxes & Benefits	63,937	108,122	(44,185)	117,852	216,244	(98,392)
Labor Allocations to Events	(118,436)	(100,208)	(18,228)	(231,222)	(200,416)	(30,806)
Net Salaries and Benefits	301,173	491,935	(190,762)	548,854	983,870	(435,016)
Contracted Services	90,291	124,097	(33,806)	167,567	248,194	(80,627)
General and Administrative	58,046	36,101	21,945	117,800	72,202	45,598
Operating	11,539	14,689	(3,150)	17,530	29,378	(11,848)
Repairs & Maintenance	14,758	33,338	(18,580)	44,353	66,676	(22,323)
Operational Supplies	16,767	21,873	(5,106)	37,791	43,746	(5,955)
Insurance	16,116	21,220	(5,104)	33,365	42,440	(9,075)
Utilities	167,547	153,428	14,119	286,532	306,856	(20,324)
Other	23,328	16,668	6,660	33,044	33,332	(288)
SMG Management Fees	40,941	16,668	24,273	57,605	33,336	24,269
Total Indirect Expenses	740,506	930,017	(189,511)	1,344,441	1,860,030	(515,589)
Net Income (Loss)	\$ (272,448)	\$ 8,718	(281,166)	\$ (807,157)	\$ (527,279)	(279,878)

SMG-Reno Facilities  
Income Statement  
For the Two Months Ending August 31, 2018

	Current Month RSCC	Current Month REC	Current Month NBS	Current Month RSLEC	TOTAL
<b>EVENT INCOME</b>					
Direct Event Income					
Rental Income	\$ 158,826	\$ 25,882	\$ 52,032	\$ 70,200	\$ 306,940
Service Revenue	20,759	0	520	8,765	30,044
Service Expenses	(76,674)	(10,211)	(25,603)	(51,078)	(163,566)
<b>Total Direct Event Income</b>	<b>102,911</b>	<b>15,671</b>	<b>26,949</b>	<b>27,887</b>	<b>173,418</b>
Ancillary Income					
F & B Concessions	53,320	5,151	13,917	7,741	80,129
F & B Catering	87,001	0	12,784	(6,388)	93,397
Novelty Sales	0	0	0	0	0
Parking	35,772	(90)	0	37,405	73,087
Electrical Services	1,625	0	0	0	1,625
Audio Visual	44,315	0	0	0	44,315
Internet Services	0	0	0	1,875	1,875
<b>Total Ancillary Income</b>	<b>222,033</b>	<b>5,061</b>	<b>26,701</b>	<b>40,633</b>	<b>294,428</b>
Other Event Income					
Luxury Box Ticket Sales	0	0	0	0	0
Ticket Rebates	0	0	0	0	0
Facility Fees	0	0	0	0	0
<b>Total Other Event Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Event Income</b>	<b>324,944</b>	<b>20,732</b>	<b>53,650</b>	<b>68,520</b>	<b>467,846</b>
<b>OTHER OPERATING INCOME</b>					
Non-Operating Parking	0	0	7,699	0	7,699
Luxury Box Agreements	0	(12,000)	0	0	(12,000)
Advertising	0	0	0	0	0
Ticket Rebates	0	447	0	0	447
Horse Stall Rentals	0	0	0	110	110
Business Center	(557)	0	0	0	(557)
Other Income	1,457	47	3,003	6	4,513
<b>Total Other Operating Income</b>	<b>900</b>	<b>(11,506)</b>	<b>10,702</b>	<b>116</b>	<b>212</b>
<b>Adjusted Gross Income</b>	<b>325,844</b>	<b>9,226</b>	<b>64,352</b>	<b>68,636</b>	<b>468,058</b>
<b>INDIRECT EXPENSES</b>					
Salaries & Wages	133,650	62,038	71,266	88,718	355,672
Payroll Taxes & Benefits	22,709	11,484	13,586	16,158	63,937
Labor Allocations to Events	(47,783)	0	(25,771)	(44,882)	(118,436)
<b>Net Salaries and Benefits</b>	<b>108,576</b>	<b>73,522</b>	<b>59,081</b>	<b>59,994</b>	<b>301,173</b>
Contracted Services	63,273	0	24,345	2,673	90,291
General and Administrative	22,392	10,066	14,983	10,605	58,046
Operating	4,674	1,165	4,468	1,232	11,539
Repairs & Maintenance	6,518	2,866	3,003	2,371	14,758
Operational Supplies	4,688	4,283	5,224	2,572	16,767
Insurance	4,029	4,029	4,029	4,029	16,116
Utilities	69,797	23,503	49,734	24,513	167,547
Other	5,832	5,832	5,832	5,832	23,328
SMG Management Fees	22,538	5,100	7,476	5,827	40,941

SMG-Reno Facilities  
Income Statement  
For the Two Months Ending August 31, 2018

	Current Month RSCC	Current Month REC	Current Month NBS	Current Month RSLEC	TOTAL
Total Indirect Expenses	312,317	130,366	178,175	119,648	740,506
Net Income (Loss)	\$ 13,527	\$ (121,140)	\$ (113,823)	\$ (51,012)	\$ (272,448)



SMG-Reno Facilities  
F&B Income Statement  
For the Month Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
Concessions Revenue						
Food & N/A Beverage	102,682	111,649	(8,967)	173,177	215,668	(42,491)
Alcohol	50,602	19,707	30,895	54,372	38,061	16,311
<b>Total Concessions Revenue</b>	<b>153,284</b>	<b>131,356</b>	<b>21,928</b>	<b>227,549</b>	<b>253,729</b>	<b>(26,180)</b>
Catering Revenue						
Food & N/A Beverage	94,696	132,566	(37,870)	124,104	167,435	(43,331)
Alcohol	22,065	23,394	(1,329)	22,803	29,547	(6,744)
Service Charges	24,005	0	24,005	30,083	0	30,083
<b>Total Catering Revenue</b>	<b>140,766</b>	<b>155,960</b>	<b>(15,194)</b>	<b>176,990</b>	<b>196,982</b>	<b>(19,992)</b>
<b>Total Gross Revenue</b>	<b>\$ 294,050</b>	<b>\$ 287,316</b>	<b>6,734</b>	<b>\$ 404,539</b>	<b>\$ 450,711</b>	<b>(46,172)</b>
Concessions COS						
Food & N/A Beverage	11,695	25,983	(14,288)	15,403	50,531	(35,128)
Alcohol	21,964	4,587	17,377	41,325	8,922	32,403
<b>Total Concessions COS</b>	<b>33,659</b>	<b>30,570</b>	<b>3,089</b>	<b>56,728</b>	<b>59,453</b>	<b>(2,725)</b>
Catering COS						
Catering: Food & N/A Bev COS	10,985	30,499	(19,514)	12,853	38,529	(25,676)
Catering: Alcohol COS	18,430	5,385	13,045	28,184	6,807	21,377
<b>Total Catering COS</b>	<b>29,415</b>	<b>35,884</b>	<b>(6,469)</b>	<b>41,037</b>	<b>45,336</b>	<b>(4,299)</b>
<b>Total Cost of Sales</b>	<b>63,074</b>	<b>66,454</b>	<b>(3,380)</b>	<b>97,765</b>	<b>104,789</b>	<b>(7,024)</b>
Direct Labor - Concessions	21,551	27,772	(6,221)	30,654	54,598	(23,944)
Direct Labor - Catering	17,954	33,671	(15,717)	34,858	42,906	(8,048)
<b>Total Direct Labor</b>	<b>39,505</b>	<b>61,443</b>	<b>(21,938)</b>	<b>65,512</b>	<b>97,504</b>	<b>(31,992)</b>
<b>Gross Margin</b>	<b>\$ 173,526</b>	<b>\$ 159,419</b>	<b>14,107</b>	<b>\$ 213,915</b>	<b>\$ 248,418</b>	<b>(34,503)</b>
Operating Expenses						
Salaries & Wages	\$ 103,345	\$ 118,281	(14,936)	\$ 185,936	\$ 236,562	(50,626)
Payroll Taxes & Benefits	19,825	15,756	4,069	30,791	31,512	(721)
Labor Allocations to Events	(39,505)	(44,145)	4,640	(65,513)	(88,290)	22,777

SMG-Reno Facilities  
F&B Income Statement  
For the Month Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
Net Salaries and Benefits	83,665	89,892	(6,227)	151,214	179,784	(28,570)
Contract Services	0	0	0	0	0	0
General & Administrative	3,152	0	3,152	3,132	0	3,132
Operating	125	517	(392)	125	1,034	(909)
Repairs & Maintenance	3,990	1,608	2,382	4,512	3,216	1,296
Operating Supplies	2,735	7,375	(4,640)	10,964	14,750	(3,786)
Insurance	0	0	0	0	0	0
Utilities	0	0	0	0	0	0
Other	0	0	0	0	0	0
SMG Management Fees	24,273	0	24,273	24,273	0	24,273
<b>Total Operating Expenses</b>	<b>117,940</b>	<b>99,392</b>	<b>18,548</b>	<b>194,220</b>	<b>198,784</b>	<b>(4,564)</b>
<b>Net Income (Loss)</b>	<b>\$ 55,586</b>	<b>\$ 60,027</b>	<b>(4,441)</b>	<b>\$ 19,695</b>	<b>\$ 49,634</b>	<b>(29,939)</b>

SMG-Reno Facilities  
F&B Income Statement  
For the Month Ending August 31, 2018

	YTD RSCC	YTD REC	YTD NBS	YTD RSLEC	Total
Concessions Revenue					
Food & N/A Beverage	117,293	10,983	22,112	22,789	173,177
Alcohol	33,636	1,761	14,105	4,870	54,372
Concessions: Other Sales	0	0	0	0	0
<b>Total Concessions Revenue</b>	<b>150,929</b>	<b>12,744</b>	<b>36,217</b>	<b>27,659</b>	<b>227,549</b>
Catering Revenue					
Food & N/A Beverage	111,072	2,322	10,710	0	124,104
Alcohol	17,822	0	4,981	0	22,803
Service Charges	26,362	479	3,242	0	30,083
<b>Total Catering Revenue</b>	<b>155,256</b>	<b>2,801</b>	<b>18,933</b>	<b>0</b>	<b>176,990</b>
<b>Total Gross Revenue</b>	<b>\$ 306,185</b>	<b>\$ 15,545</b>	<b>\$ 55,150</b>	<b>\$ 27,659</b>	<b>\$ 404,539</b>
Concessions COS					
Food & N/A Beverage	9,590	1,006	2,904	1,903	15,403
Alcohol	25,967	2,981	8,233	4,144	41,325
<b>Total Concessions COS</b>	<b>35,557</b>	<b>3,987</b>	<b>11,137</b>	<b>6,047</b>	<b>56,728</b>
Catering COS					
Catering: Food &N/A Bev COS	11,283	144	1,426	0	12,853
Catering: Alcohol COS	24,758	751	2,675	0	28,184
<b>Total Catering COS</b>	<b>36,041</b>	<b>895</b>	<b>4,101</b>	<b>0</b>	<b>41,037</b>
<b>Total Cost of Sales</b>	<b>71,598</b>	<b>4,882</b>	<b>15,238</b>	<b>6,047</b>	<b>97,765</b>
Direct Labor - Concessions	18,243	910	3,609	7,892	30,654
Direct Labor - Catering	21,576	1,690	4,359	7,233	34,858
<b>Total Direct Labor</b>	<b>39,819</b>	<b>2,600</b>	<b>7,968</b>	<b>15,125</b>	<b>65,512</b>
<b>Gross Margin</b>	<b>\$ 171,219</b>	<b>\$ 8,063</b>	<b>\$ 31,944</b>	<b>\$ 2,689</b>	<b>\$ 213,915</b>
Operating Expenses					
Salaries & Wages	\$ 95,618	\$ 30,106	\$ 30,106	\$ 30,106	\$ 185,936
Payroll Taxes & Benefits	15,965	4,942	4,942	4,942	30,791

SMG-Reno Facilities  
F&B Income Statement  
For the Month Ending August 31, 2018

	YTD RSCC	YTD REC	YTD NBS	YTD RSLEC	Total
Labor Allocations to Events	(39,818)	(2,601)	(7,967)	(15,127)	(65,513)
Net Salaries and Benefits	71,765	32,447	27,081	19,921	151,214
Contract Services	0	0	0	0	0
General & Administrative	3,093	114	(97)	22	3,132
Operating	125	0	0	0	125
Repairs & Maintenance	2,673	0	1,000	839	4,512
Operating Supplies	10,964	0	0	0	10,964
Insurance	0	0	0	0	0
Utilities	0	0	0	0	0
Other	0	0	0	0	0
SMG Management Fees	18,371	933	3,309	1,660	24,273
Total Operating Expenses	106,991	33,494	31,293	22,442	194,220
Net Income (Loss)	\$ 64,228	\$ (25,431)	\$ 651	\$ (19,753)	\$ 19,695

SMG-Reno Facilities  
Statement of Cash Flow  
For the two Months Ended August 31, 2018

	Current Month	Year to Date
Cash Flows from operating activities		
Net Income	\$ (272,448)	\$ (807,157)
Adjustments to reconcile net income to net cash provided by operating activities		
A/R Control	(238,420)	(311,691)
A/R-Internet	962	0
A/R-Suites	12,000	0
A/R-RSCVA	1,017,214	(71,986)
A/R-RSCVA Capital	0	(27,239)
A/R-SMG Corporate	(4,188)	(4,188)
Prepaid Insurance	716	(22,525)
Inventory Food Product	(6,283)	(27,543)
Inventory Beverage Products	(24,542)	(55,150)
Inventory Alcohol	(1,085)	(5,108)
Inventory Beer	(2,143)	(2,712)
Inventory Wine	(259)	(2,427)
A/P Control	354,241	745,932
A/P-Room Tax	566	2,595
A/P-State Sales Tax	14,828	23,764
A/P-State Unemployment	(9,964)	0
A/P-Workers Compensation	5,882	10,960
A/P-Medical/Dental Withholding	1,613	0
A/P-401(k) Withholding	6,268	7,695
A/P-SMG Corporate	(233,638)	57,706
A/P-Payroll Clearing	(3,485)	(4,688)
Accrued Expenses	(38,236)	3,200
Accrued Payroll	35,588	65,286
Accrued Bonus	10,647	21,293
Accrued Benefits	(21,882)	0
Deferred Ticket Rebates REC	12,394	19,147
Deferred Ticket Rebates RSLEC	806	855
Advance Ticket Sales REC	225,115	1,403,577
Advance Ticket Sales RSLEC	5,822	6,087
Advance Deposits RSCC	82,542	84,542
Advance Deposits REC	24,728	24,728
Advance Deposits NBS	1,772	1,772
Advance Deposits RSLEC	3,555	8,113
Advance Deposits F&B RSCC	8,534	12,582
Advance Deposits F&B NBS	9,282	9,282
	<hr/>	<hr/>
Total Adjustments	1,250,950	1,973,859
	<hr/>	<hr/>
Net Cash provided by Operations	978,502	1,166,702
	<hr/>	<hr/>
Cash Flows from investing activities		
Used For		
	<hr/>	<hr/>
Net cash used in investing	0	0
	<hr/>	<hr/>
Cash Flows from financing activities		
Proceeds From		
CY Funds Received From City	509,936	1,009,936
Used For		

SMG-Reno Facilities  
Statement of Cash Flow  
For the two Months Ended August 31, 2018

	Current Month	Year to Date
Net cash used in financing	509,936	1,009,936
Net increase <decrease> in cash	\$ 1,488,438	\$ 2,176,638
Summary		
Cash Balance at End of Period	\$ 2,176,638	\$ 2,176,638
Cash Balance at Beg of Period	(688,200)	0
Net Increase <Decrease> in Cash	\$ 1,488,438	\$ 2,176,638

SMG-Reno Facilities  
Event Income Statement  
For the Two Months Ending August 31, 2018

	Current Actual	Current Budget	Variance	YTD Actual	YTD Budget	Variance
Attendance	38,644	31,680	6,964	57,674	51,510	6,164
Attendance - Tickets Sold	0	4,980	(4,980)	0	16,350	(16,350)
Number of Performances	31	21	10	46	33	13
Event Days	82	51	31	119	81	38
Gross Ticket Sales	0	273,900	(273,900)	0	642,150	(642,150)
<b>Direct Event Income</b>						
Rental Income	306,940	490,600	(183,660)	393,722	733,400	(339,678)
Service Revenue	30,044	390,000	(359,956)	42,735	623,000	(580,265)
Service Expenses	(163,566)	(338,391)	174,825	(290,873)	(625,087)	334,214
<b>Total Direct Event Income</b>	<b>173,418</b>	<b>542,209</b>	<b>(368,791)</b>	<b>145,584</b>	<b>731,313</b>	<b>(585,729)</b>
<b>Ancillary Income</b>						
F & B Concessions	80,129	73,014	7,115	112,820	139,678	(26,858)
F & B Catering	93,397	86,405	6,992	101,095	108,740	(7,645)
Novelty Sales	0	828	(828)	0	828	(828)
Parking	73,087	115,863	(42,776)	108,757	182,099	(73,342)
Electrical Services	1,625	17,000	(15,375)	1,900	21,800	(19,900)
Audio Visual	44,315	53,750	(9,435)	45,095	68,750	(23,655)
Internet Services	1,875	7,000	(5,125)	2,837	10,500	(7,663)
<b>Total Ancillary Income</b>	<b>294,428</b>	<b>353,860</b>	<b>(59,432)</b>	<b>372,504</b>	<b>532,395</b>	<b>(159,891)</b>
<b>Other Operating Income</b>						
Luxury Box Ticket Sales	0	0	0	0	0	0
Ticket Rebates	0	11,525	(11,525)	0	16,580	(16,580)
Facility Fees	0	14,986	(14,986)	0	20,146	(20,146)
<b>Total Other Event Income</b>	<b>0</b>	<b>26,511</b>	<b>(26,511)</b>	<b>0</b>	<b>36,726</b>	<b>(36,726)</b>
<b>Total Event Income</b>	<b>467,846</b>	<b>922,580</b>	<b>(454,734)</b>	<b>518,088</b>	<b>1,300,434</b>	<b>(782,346)</b>

SMG-Reno Facilities  
YTD Event Income Summary  
August 31, 2018

	Assemblies	Consumer	Concerts	Entertainment	Meetings	Sporting	Bowling	Kingpin	Livestock	Total
Attendance	1,025	26,380	0	6,500	3,600	6,000	8,314	55	5,800	57,674
Number of Performances	4	11	0	2	1	3	18	2	5	46
Gross Ticket Sales	0	0	0	0	0	0	0	0	0	0
Direct Event Income										
Rental Income	5,150	140,072	0	6,600	1,350	40,800	118,142	2,700	78,908	393,722
Service Revenue	0	17,188	0	3,853	290	8,132	9,120	110	4,042	42,735
Service Expenses	(1,393)	(84,733)	(3,211)	(14,681)	(4,015)	(70,539)	(62,999)	(488)	(48,814)	(290,873)
<b>Total Direct Event Income</b>	<b>3,757</b>	<b>72,527</b>	<b>(3,211)</b>	<b>(4,228)</b>	<b>(2,375)</b>	<b>(21,607)</b>	<b>64,263</b>	<b>2,322</b>	<b>34,136</b>	<b>145,584</b>
Ancillary Income										
F & B Concessions	(2,850)	58,021	0	(3,516)	(1,990)	46,290	12,957	(32)	3,940	112,820
F & B Catering	(1,458)	4,362	0	(3,020)	4,411	17,888	83,360	(2,233)	(2,215)	101,095
Novelty Sales	0	0	0	0	0	0	0	0	0	0
Parking	175	88,055	0	0	0	11,159	4,310	0	54,890	158,589
<b>Total Ancillary Income</b>	<b>(4,133)</b>	<b>150,438</b>	<b>0</b>	<b>(6,536)</b>	<b>2,421</b>	<b>75,337</b>	<b>100,627</b>	<b>(2,265)</b>	<b>56,615</b>	<b>372,504</b>
Other Operating Income										
Luxury Box Ticket Sales	0	0	0	0	0	0	0	0	0	0
<b>Total Other Event Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Event Income</b>	<b>(376)</b>	<b>222,965</b>	<b>(3,211)</b>	<b>(10,764)</b>	<b>46</b>	<b>53,730</b>	<b>164,890</b>	<b>57</b>	<b>90,751</b>	<b>518,088</b>



SMG-Reno Facilities  
Event Income Statement: Assemblies  
For the Two Months Ending August 31, 2018

	Current Actual	Current Budget	Variance	YTD Actual	YTD Budget	Variance
Attendance	950	0	950	1,025	0	1,025
Attendance - Tickets Sold	0	0	0	0	0	0
Number of Performances	3	0	3	4	0	4
Event Days	7	0	7	8	0	8
Gross Ticket Sales	0	0	0	0	0	0
<b>Direct Event Income</b>						
Rental Income	5,150	0	5,150	5,150	0	5,150
Service Revenue	0	0	0	0	0	0
Service Expenses	(1,059)	0	(1,059)	(1,393)	0	(1,393)
<b>Total Direct Event Income</b>	<b>4,091</b>	<b>0</b>	<b>4,091</b>	<b>3,757</b>	<b>0</b>	<b>3,757</b>
<b>Ancillary Income</b>						
F & B Concessions	(2,804)	0	(2,804)	(2,850)	0	(2,850)
F & B Catering	(485)	0	(485)	(1,458)	0	(1,458)
Novelty Sales	0	0	0	0	0	0
Parking	0	0	0	0	0	0
Electrical Services	0	0	0	0	0	0
Audio Visual	175	0	175	175	0	175
Internet Services	0	0	0	0	0	0
<b>Total Ancillary Income</b>	<b>(3,114)</b>	<b>0</b>	<b>(3,114)</b>	<b>(4,133)</b>	<b>0</b>	<b>(4,133)</b>
<b>Other Operating Income</b>						
Luxury Box Ticket Sales	0	0	0	0	0	0
Ticket Rebates	0	0	0	0	0	0
Facility Fees	0	0	0	0	0	0
<b>Total Other Event Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Event Income</b>	<b>977</b>	<b>0</b>	<b>977</b>	<b>(376)</b>	<b>0</b>	<b>(376)</b>

SMG-Reno Facilities  
Event Income Statement: Consumer/Public Shows  
For the Two Months Ending August 31, 2018

	Current Actual	Current Budget	Variance	YTD Actual	YTD Budget	Variance
Attendance	19,700	17,500	2,200	26,380	23,500	2,880
Attendance - Tickets Sold	0	0	0	0	0	0
Number of Performances	7	6	1	11	8	3
Event Days	23	19	4	30	25	5
Gross Ticket Sales	0	0	0	0	0	0
<b>Direct Event Income</b>						
Rental Income	115,202	220,000	(104,798)	140,072	290,000	(149,928)
Service Revenue	14,136	210,000	(195,864)	17,188	283,000	(265,812)
Service Expenses	(69,366)	(185,000)	115,634	(84,733)	(250,000)	165,267
<b>Total Direct Event Income</b>	<b>59,972</b>	<b>245,000</b>	<b>(185,028)</b>	<b>72,527</b>	<b>323,000</b>	<b>(250,473)</b>
<b>Ancillary Income</b>						
F & B Concessions	62,253	18,633	43,620	58,021	27,402	30,619
F & B Catering	9,124	54,000	(44,876)	4,362	72,898	(68,536)
Novelty Sales	0	0	0	0	0	0
Parking	31,462	64,049	(32,587)	40,548	87,155	(46,607)
Electrical Services	1,625	12,000	(10,375)	1,625	16,000	(14,375)
Audio Visual	44,140	41,250	2,890	44,920	55,000	(10,080)
Internet Services	0	6,000	(6,000)	962	8,500	(7,538)
<b>Total Ancillary Income</b>	<b>148,604</b>	<b>195,932</b>	<b>(47,328)</b>	<b>150,438</b>	<b>266,955</b>	<b>(116,517)</b>
<b>Other Operating Income</b>						
Luxury Box Ticket Sales	0	0	0	0	0	0
Ticket Rebates	0	0	0	0	0	0
Facility Fees	0	0	0	0	0	0
<b>Total Other Event Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Event Income</b>	<b>208,576</b>	<b>440,932</b>	<b>(232,356)</b>	<b>222,965</b>	<b>589,955</b>	<b>(366,990)</b>

SMG-Reno Facilities  
Event Income Statement: Concerts  
For the Two Months Ending August 31, 2018

	Current Actual	Current Budget	Variance	YTD Actual	YTD Budget	Variance
Attendance	0	5,080	(5,080)	0	5,080	(5,080)
Attendance - Tickets Sold	0	4,980	(4,980)	0	4,980	(4,980)
Number of Performances	0	1	(1)	0	1	(1)
Event Days	0	1	(1)	0	1	(1)
Gross Ticket Sales	0	273,900	(273,900)	0	273,900	(273,900)
<b>Direct Event Income</b>						
Rental Income	0	25,000	(25,000)	0	25,000	(25,000)
Service Revenue	0	45,000	(45,000)	0	45,000	(45,000)
Service Expenses	(3,211)	(35,000)	31,789	(3,211)	(35,000)	31,789
<b>Total Direct Event Income</b>	<b>(3,211)</b>	<b>35,000</b>	<b>(38,211)</b>	<b>(3,211)</b>	<b>35,000</b>	<b>(38,211)</b>
<b>Ancillary Income</b>						
F & B Concessions	0	19,003	(19,003)	0	19,003	(19,003)
F & B Catering	0	507	(507)	0	507	(507)
Novelty Sales	0	828	(828)	0	828	(828)
Parking	0	2,597	(2,597)	0	2,597	(2,597)
Electrical Services	0	0	0	0	0	0
Audio Visual	0	0	0	0	0	0
Internet Services	0	0	0	0	0	0
<b>Total Ancillary Income</b>	<b>0</b>	<b>22,935</b>	<b>(22,935)</b>	<b>0</b>	<b>22,935</b>	<b>(22,935)</b>
<b>Other Operating Income</b>						
Luxury Box Ticket Sales	0	0	0	0	0	0
Ticket Rebates	0	11,525	(11,525)	0	11,525	(11,525)
Facility Fees	0	14,986	(14,986)	0	14,986	(14,986)
<b>Total Other Event Income</b>	<b>0</b>	<b>26,511</b>	<b>(26,511)</b>	<b>0</b>	<b>26,511</b>	<b>(26,511)</b>
<b>Total Event Income</b>	<b>(3,211)</b>	<b>84,446</b>	<b>(87,657)</b>	<b>(3,211)</b>	<b>84,446</b>	<b>(87,657)</b>

SMG-Reno Facilities  
Event Income Statement: Entertainment  
For the Two Months Ending August 31, 2018

	Current Actual	Current Budget	Variance	YTD Actual	YTD Budget	Variance
Attendance	6,500	0	6,500	6,500	6,000	500
Attendance - Tickets Sold	0	0	0	0	5,940	(5,940)
Number of Performances	2	0	2	2	1	1
Event Days	6	0	6	6	2	4
Gross Ticket Sales	0	0	0	0	178,200	(178,200)
<b>Direct Event Income</b>						
Rental Income	6,600	0	6,600	6,600	5,000	1,600
Service Revenue	3,853	0	3,853	3,853	22,000	(18,147)
Service Expenses	(14,681)	0	(14,681)	(14,681)	(15,000)	319
<b>Total Direct Event Income</b>	<b>(4,228)</b>	<b>0</b>	<b>(4,228)</b>	<b>(4,228)</b>	<b>12,000</b>	<b>(16,228)</b>
<b>Ancillary Income</b>						
F & B Concessions	(3,516)	0	(3,516)	(3,516)	23,850	(27,366)
F & B Catering	(3,020)	0	(3,020)	(3,020)	0	(3,020)
Novelty Sales	0	0	0	0	0	0
Parking	0	0	0	0	14,546	(14,546)
Electrical Services	0	0	0	0	0	0
Audio Visual	0	0	0	0	0	0
Internet Services	0	0	0	0	0	0
<b>Total Ancillary Income</b>	<b>(6,536)</b>	<b>0</b>	<b>(6,536)</b>	<b>(6,536)</b>	<b>38,396</b>	<b>(44,932)</b>
<b>Other Operating Income</b>						
Luxury Box Ticket Sales	0	0	0	0	0	0
Ticket Rebates	0	0	0	0	0	0
Facility Fees	0	0	0	0	0	0
<b>Total Other Event Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Event Income</b>	<b>(10,764)</b>	<b>0</b>	<b>(10,764)</b>	<b>(10,764)</b>	<b>50,396</b>	<b>(61,160)</b>

SMG-Reno Facilities  
Event Income Statement: Meetings  
For the Two Months Ending August 31, 2018

	Current Actual	Current Budget	Variance	YTD Actual	YTD Budget	Variance
Attendance	3,600	0	3,600	3,600	0	3,600
Attendance - Tickets Sold	0	0	0	0	0	0
Number of Performances	1	0	1	1	0	1
Event Days	1	0	1	1	0	1
Gross Ticket Sales	0	0	0	0	0	0
<b>Direct Event Income</b>						
Rental Income	1,350	0	1,350	1,350	0	1,350
Service Revenue	290	0	290	290	0	290
Service Expenses	(4,015)	0	(4,015)	(4,015)	0	(4,015)
<b>Total Direct Event Income</b>	<b>(2,375)</b>	<b>0</b>	<b>(2,375)</b>	<b>(2,375)</b>	<b>0</b>	<b>(2,375)</b>
<b>Ancillary Income</b>						
F & B Concessions	(1,990)	0	(1,990)	(1,990)	0	(1,990)
F & B Catering	4,411	0	4,411	4,411	0	4,411
Novelty Sales	0	0	0	0	0	0
Parking	0	0	0	0	0	0
Electrical Services	0	0	0	0	0	0
Audio Visual	0	0	0	0	0	0
Internet Services	0	0	0	0	0	0
<b>Total Ancillary Income</b>	<b>2,421</b>	<b>0</b>	<b>2,421</b>	<b>2,421</b>	<b>0</b>	<b>2,421</b>
<b>Other Operating Income</b>						
Luxury Box Ticket Sales	0	0	0	0	0	0
Ticket Rebates	0	0	0	0	0	0
Facility Fees	0	0	0	0	0	0
<b>Total Other Event Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Event Income</b>	<b>46</b>	<b>0</b>	<b>46</b>	<b>46</b>	<b>0</b>	<b>46</b>

SMG-Reno Facilities  
Event Income Statement: Sporting Events  
For the Two Months Ending August 31, 2018

	Current Actual	Current Budget	Variance	YTD Actual	YTD Budget	Variance
Attendance	0	0	0	6,000	5,530	470
Attendance - Tickets Sold	0	0	0	0	5,430	(5,430)
Number of Performances	0	0	0	3	2	1
Event Days	0	0	0	12	6	6
Gross Ticket Sales	0	0	0	0	190,050	(190,050)
<b>Direct Event Income</b>						
Rental Income	24,000	0	24,000	40,800	65,000	(24,200)
Service Revenue	0	0	0	8,132	76,000	(67,868)
Service Expenses	(3,914)	0	(3,914)	(70,539)	(155,000)	84,461
<b>Total Direct Event Income</b>	<b>20,086</b>	<b>0</b>	<b>20,086</b>	<b>(21,607)</b>	<b>(14,000)</b>	<b>(7,607)</b>
<b>Ancillary Income</b>						
F & B Concessions	2,022	0	2,022	46,290	14,904	31,386
F & B Catering	0	0	0	17,888	539	17,349
Novelty Sales	0	0	0	0	0	0
Parking	(90)	0	(90)	10,884	7,209	3,675
Electrical Services	0	0	0	275	800	(525)
Audio Visual	0	0	0	0	1,250	(1,250)
Internet Services	0	0	0	0	1,000	(1,000)
<b>Total Ancillary Income</b>	<b>1,932</b>	<b>0</b>	<b>1,932</b>	<b>75,337</b>	<b>25,702</b>	<b>49,635</b>
<b>Other Operating Income</b>						
Luxury Box Ticket Sales	0	0	0	0	0	0
Ticket Rebates	0	0	0	0	5,055	(5,055)
Facility Fees	0	0	0	0	5,160	(5,160)
<b>Total Other Event Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>10,215</b>	<b>(10,215)</b>
<b>Total Event Income</b>	<b>22,018</b>	<b>0</b>	<b>22,018</b>	<b>53,730</b>	<b>21,917</b>	<b>31,813</b>

SMG-Reno Facilities  
Event Income Statement: Bowling Events  
For the Two Months Ending August 31, 2018

	Current Actual	Current Budget	Variance	YTD Actual	YTD Budget	Variance
Attendance	2,539	2,400	139	6,514	3,600	2,914
Attendance - Tickets Sold	0	0	0	0	0	0
Number of Performances	12	8	4	17	12	5
Event Days	23	16	7	34	25	9
Gross Ticket Sales	0	0	0	0	0	0
<b>Direct Event Income</b>						
Rental Income	49,332	32,000	17,332	74,636	48,000	26,636
Service Revenue	410	40,000	(39,590)	410	60,000	(59,590)
Service Expenses	(25,115)	(39,600)	14,485	(49,209)	(59,400)	10,191
<b>Total Direct Event Income</b>	<b>24,627</b>	<b>32,400</b>	<b>(7,773)</b>	<b>25,837</b>	<b>48,600</b>	<b>(22,763)</b>
<b>Ancillary Income</b>						
F & B Concessions	13,949	20,880	(6,931)	6,242	31,320	(25,078)
F & B Catering	15,017	0	15,017	11,151	0	11,151
Novelty Sales	0	0	0	0	0	0
Parking	0	5,417	(5,417)	0	8,126	(8,126)
Electrical Services	0	0	0	0	0	0
Audio Visual	0	0	0	0	0	0
Internet Services	0	0	0	0	0	0
<b>Total Ancillary Income</b>	<b>28,966</b>	<b>26,297</b>	<b>2,669</b>	<b>17,393</b>	<b>39,446</b>	<b>(22,053)</b>
<b>Other Operating Income</b>						
Luxury Box Ticket Sales	0	0	0	0	0	0
Ticket Rebates	0	0	0	0	0	0
Facility Fees	0	0	0	0	0	0
<b>Total Other Event Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Event Income</b>	<b>53,593</b>	<b>58,697</b>	<b>(5,104)</b>	<b>43,230</b>	<b>88,046</b>	<b>(44,816)</b>

SMG-Reno Facilities  
Event Income Statement: Trade Shows  
For the Two Months Ending August 31, 2018

	Current Actual	Current Budget	Variance	YTD Actual	YTD Budget	Variance
Attendance	1,800	5,000	(3,200)	1,800	5,000	(3,200)
Attendance - Tickets Sold	0	0	0	0	0	0
Number of Performances	1	1	0	1	1	0
Event Days	10	3	7	10	3	7
Gross Ticket Sales	0	0	0	0	0	0
<b>Direct Event Income</b>						
Rental Income	43,506	80,000	(36,494)	43,506	80,000	(36,494)
Service Revenue	8,710	31,000	(22,290)	8,710	31,000	(22,290)
Service Expenses	(13,790)	(30,000)	16,210	(13,790)	(30,000)	16,210
<b>Total Direct Event Income</b>	<b>38,426</b>	<b>81,000</b>	<b>(42,574)</b>	<b>38,426</b>	<b>81,000</b>	<b>(42,574)</b>
<b>Ancillary Income</b>						
F & B Concessions	6,715	1,449	5,266	6,715	1,449	5,266
F & B Catering	72,209	26,098	46,111	72,209	26,098	46,111
Novelty Sales	0	0	0	0	0	0
Parking	4,310	15,800	(11,490)	4,310	15,800	(11,490)
Electrical Services	0	5,000	(5,000)	0	5,000	(5,000)
Audio Visual	0	12,500	(12,500)	0	12,500	(12,500)
Internet Services	0	1,000	(1,000)	0	1,000	(1,000)
<b>Total Ancillary Income</b>	<b>83,234</b>	<b>61,847</b>	<b>21,387</b>	<b>83,234</b>	<b>61,847</b>	<b>21,387</b>
<b>Other Operating Income</b>						
Luxury Box Ticket Sales	0	0	0	0	0	0
Ticket Rebates	0	0	0	0	0	0
Facility Fees	0	0	0	0	0	0
<b>Total Other Event Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Event Income</b>	<b>121,660</b>	<b>142,847</b>	<b>(21,187)</b>	<b>121,660</b>	<b>142,847</b>	<b>(21,187)</b>



SMG-Reno Facilities  
Event Income Statement: Kingpin Events  
For the Two Months Ending August 31, 2018

	Current Actual	Current Budget	Variance	YTD Actual	YTD Budget	Variance
Attendance	55	200	(145)	55	300	(245)
Attendance - Tickets Sold	0	0	0	0	0	0
Number of Performances	2	2	0	2	3	(1)
Event Days	2	3	(1)	2	4	(2)
Gross Ticket Sales	0	0	0	0	0	0
<b>Direct Event Income</b>						
Rental Income	2,700	13,600	(10,900)	2,700	20,400	(17,700)
Service Revenue	110	4,000	(3,890)	110	6,000	(5,890)
Service Expenses	(488)	(3,791)	3,303	(488)	(5,687)	5,199
<b>Total Direct Event Income</b>	<b>2,322</b>	<b>13,809</b>	<b>(11,487)</b>	<b>2,322</b>	<b>20,713</b>	<b>(18,391)</b>
<b>Ancillary Income</b>						
F & B Concessions	(32)	0	(32)	(32)	0	(32)
F & B Catering	(2,233)	5,800	(8,033)	(2,233)	8,698	(10,931)
Novelty Sales	0	0	0	0	0	0
Parking	0	0	0	0	0	0
Electrical Services	0	0	0	0	0	0
Audio Visual	0	0	0	0	0	0
Internet Services	0	0	0	0	0	0
<b>Total Ancillary Income</b>	<b>(2,265)</b>	<b>5,800</b>	<b>(8,065)</b>	<b>(2,265)</b>	<b>8,698</b>	<b>(10,963)</b>
<b>Other Operating Income</b>						
Luxury Box Ticket Sales	0	0	0	0	0	0
Ticket Rebates	0	0	0	0	0	0
Facility Fees	0	0	0	0	0	0
<b>Total Other Event Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Event Income</b>	<b>57</b>	<b>19,609</b>	<b>(19,552)</b>	<b>57</b>	<b>29,411</b>	<b>(29,354)</b>

SMG-Reno Facilities  
Event Income Statement: Livestock Events  
For the Two Months Ending August 31, 2018

	Current Actual	Current Budget	Variance	YTD Actual	YTD Budget	Variance
Attendance	3,500	1,500	2,000	5,800	2,500	3,300
Attendance - Tickets Sold	0	0	0	0	0	0
Number of Performances	3	3	0	5	5	0
Event Days	10	9	1	16	15	1
Gross Ticket Sales	0	0	0	0	0	0
<b>Direct Event Income</b>						
Rental Income	59,100	120,000	(60,900)	78,908	200,000	(121,092)
Service Revenue	2,535	60,000	(57,465)	4,042	100,000	(95,958)
Service Expenses	(27,927)	(45,000)	17,073	(48,814)	(75,000)	26,186
<b>Total Direct Event Income</b>	<b>33,708</b>	<b>135,000</b>	<b>(101,292)</b>	<b>34,136</b>	<b>225,000</b>	<b>(190,864)</b>
<b>Ancillary Income</b>						
F & B Concessions	3,532	13,049	(9,517)	2,445	21,750	(19,305)
F & B Catering	(1,626)	0	(1,626)	(2,215)	0	(2,215)
Novelty Sales	0	0	0	0	0	0
Parking	37,405	28,000	9,405	53,015	46,666	6,349
Electrical Services	0	0	0	0	0	0
Audio Visual	0	0	0	0	0	0
Internet Services	1,875	0	1,875	1,875	0	1,875
<b>Total Ancillary Income</b>	<b>41,186</b>	<b>41,049</b>	<b>137</b>	<b>55,120</b>	<b>68,416</b>	<b>(13,296)</b>
<b>Other Operating Income</b>						
Luxury Box Ticket Sales	0	0	0	0	0	0
Ticket Rebates	0	0	0	0	0	0
Facility Fees	0	0	0	0	0	0
<b>Total Other Event Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Event Income</b>	<b>74,894</b>	<b>176,049</b>	<b>(101,155)</b>	<b>89,256</b>	<b>293,416</b>	<b>(204,160)</b>

SMG-Reno Facilities  
Indirect Expenses Detail  
For the Two Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
<b>INDIRECT EXPENSES</b>						
<b>Empolyee Wages and Benefits</b>						
Salaries & Wages	\$ 419,609	\$ 592,143	172,534	\$ 780,076	\$ 1,184,286	404,210
Labor Allocations to Events	(118,436)	(100,208)	18,228	(231,222)	(200,416)	30,806
<b>Net Employee Wages and Benefits</b>	<b>301,173</b>	<b>491,935</b>	<b>190,762</b>	<b>548,854</b>	<b>983,870</b>	<b>435,016</b>
<b>Contracted Services</b>						
Contracted Security	43,614	72,029	28,415	82,868	144,058	61,190
Contracted Services	5,363	48,933	43,570	5,363	97,866	92,503
Other Contracted Services	41,314	3,135	(38,179)	79,336	6,270	(73,066)
<b>Total Contracted Services</b>	<b>90,291</b>	<b>124,097</b>	<b>33,806</b>	<b>167,567</b>	<b>248,194</b>	<b>80,627</b>
<b>General and Administrative Expenses</b>						
Professional Fees - Legal	31,916	0	(31,916)	34,084	0	(34,084)
Professional Fees - Other	0	2,200	2,200	0	4,400	4,400
Travel	150	10	(140)	1,882	20	(1,862)
Travel	1,787	0	(1,787)	1,787	0	(1,787)
Corporate Travel	6,524	20,000	13,476	39,480	40,000	520
Meals & Entertainment	143	1,616	1,473	143	3,232	3,089
Meals & Entertainment	182	0	(182)	182	0	(182)
Meetings & Conventions	0	305	305	0	610	610
Dues & Subscriptions	355	1,152	797	355	2,304	1,949
Postage	312	629	317	319	1,258	939
Other Equipment Maintenance	4,031	115	(3,916)	4,365	230	(4,135)
Office Supplies	4,720	1,750	(2,970)	5,138	3,500	(1,638)
Printing & Stationary	0	679	679	1,479	1,358	(121)
Printing & Stationary	1,543	0	(1,543)	1,543	0	(1,543)
Payroll Processing	0	0	0	1,091	0	(1,091)
Printing Marketing	0	50	50	0	100	100
Promotional	170	2,671	2,501	170	5,342	5,172
Licenses & Fees	1,324	1,243	(81)	16,063	2,486	(13,577)
Licenses & Fees	194	0	(194)	194	0	(194)
Credit Card Discounts	3,834	3,681	(153)	4,613	7,362	2,749
Over/Short	1,020	0	(1,020)	1,020	0	(1,020)
Over/Short	(554)	0	554	(574)	0	574
Computer Software	395	0	(395)	4,466	0	(4,466)
<b>Total General and Administrative Expens</b>	<b>58,046</b>	<b>36,101</b>	<b>(21,945)</b>	<b>117,800</b>	<b>72,202</b>	<b>(45,598)</b>

Operating Expenses

SMG-Reno Facilities  
Indirect Expenses Detail  
For the Two Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
Trash Removal	11,165	12,356	1,191	16,554	24,712	8,158
Vehicle Maintenance	0	1,016	1,016	100	2,032	1,932
Miscellaneous Operating Exp..	249	800	551	751	1,600	849
Miscellaneous Operating Exp..	125	517	392	125	1,034	909
<b>Total Operating Expenses</b>	<b>11,539</b>	<b>14,689</b>	<b>3,150</b>	<b>17,530</b>	<b>29,378</b>	<b>11,848</b>
<b>Repairs and Maintenance</b>						
General Building Repairs	1,606	18,033	16,427	10,946	36,066	25,120
General Building Repairs	755	0	(755)	755	0	(755)
Elevator/Escalator R&M	0	1,408	1,408	4,383	2,816	(1,567)
Fire Alarm	990	2,680	1,690	2,272	5,360	3,088
Floor Maintenance	0	575	575	0	1,150	1,150
Maintenance Agreements	2,865	1,726	(1,139)	5,403	3,452	(1,951)
Maintenance Agreements	562	1,275	713	1,084	2,550	1,466
Mechanical Systems	0	1,292	1,292	0	2,584	2,584
Other Repairs / Maintenance	1,191	1,150	(41)	10,370	2,300	(8,070)
Misc. Repair & Maint.	4,116	4,866	750	6,467	9,732	3,265
Misc. Repair & Maint.	2,673	333	(2,340)	2,673	666	(2,007)
<b>Total Repairs and Maintenance</b>	<b>14,758</b>	<b>33,338</b>	<b>18,580</b>	<b>44,353</b>	<b>66,676</b>	<b>22,323</b>
<b>Operational Supplies</b>						
General Building Supplies	1,067	1,583	516	1,541	3,166	1,625
Audio Visual	0	2,108	2,108	0	4,216	4,216
Fuel Propane	438	1,825	1,387	1,335	3,650	2,315
Telecommunication	0	333	333	0	666	666
Janitorial	12,527	8,649	(3,878)	23,951	17,298	(6,653)
Laundry & Linen	805	0	(805)	1,317	0	(1,317)
Uniforms	262	0	(262)	2,604	0	(2,604)
Other Operational Supplies	1,643	6,150	4,507	7,018	12,300	5,282
Misc. Operational Supplies	25	1,225	1,200	25	2,450	2,425
<b>Total Operational Supplies</b>	<b>16,767</b>	<b>21,873</b>	<b>5,106</b>	<b>37,791</b>	<b>43,746</b>	<b>5,955</b>
<b>Insurance</b>						
General Liability Insurance	0	2,691	2,691	0	5,382	5,382
General Liability Insurance	16,116	18,529	2,413	33,365	37,058	3,693
<b>Total Insurance</b>	<b>16,116</b>	<b>21,220</b>	<b>5,104</b>	<b>33,365</b>	<b>42,440</b>	<b>9,075</b>

SMG-Reno Facilities  
 Indirect Expenses Detail  
 For the Two Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
Utilities						
Electricity	158,904	119,667	(39,237)	266,490	239,334	(27,156)
Heating Fuel	0	17,988	17,988	0	35,976	35,976
Telephone	5,437	6,220	783	9,543	12,440	2,897
Water	3,206	5,153	1,947	10,499	10,306	(193)
Sewer	0	4,400	4,400	0	8,800	8,800
<b>Total Utilities</b>	<b>167,547</b>	<b>153,428</b>	<b>(14,119)</b>	<b>286,532</b>	<b>306,856</b>	<b>20,324</b>
Other Expenses						
Relocation Expense	23,328	16,668	(6,660)	33,044	33,332	288
<b>Total Other Expenses</b>	<b>23,328</b>	<b>16,668</b>	<b>(6,660)</b>	<b>33,044</b>	<b>33,332</b>	<b>288</b>
SMG Management Fees						
Base Fee	16,668	16,668	0	33,332	33,336	4
Incentive Fee	24,273	0	(24,273)	24,273	0	(24,273)
<b>Total SMG Management Fees</b>	<b>40,941</b>	<b>16,668</b>	<b>(24,273)</b>	<b>57,605</b>	<b>33,336</b>	<b>(24,269)</b>
Expense Allocations						
<b>Total Expense Allocations</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Net Indirect Expenses</b>	<b>\$ 740,506</b>	<b>\$ 930,017</b>	<b>189,511</b>	<b>\$ 1,344,441</b>	<b>\$ 1,860,030</b>	<b>515,589</b>

SMG-Reno Facilities  
Indirect Expenses Detail  
For the Two Months Ending August 31, 2018

	Executive	Finance	Sales & Events	Operations	Box Office	F&B	Overhead	Total
<b>INDIRECT EXPENSES</b>								
Empolyee Wages and Benefits								
Salaries & Wages	\$ 42,800	\$ 33,934	\$ 38,153	\$ 432,529	\$ 15,929	\$ 216,727	\$ 0	\$ 780,076
Labor Allocations to Events	0	0	0	(164,423)	(1,286)	(65,513)	0	(231,222)
<b>Net Employee Wages and Benefits</b>	<b>42,800</b>	<b>33,934</b>	<b>38,153</b>	<b>268,106</b>	<b>14,643</b>	<b>151,214</b>	<b>0</b>	<b>548,854</b>
Contracted Services								
Contracted Security	0	0	0	82,868	0	0	0	82,868
Contracted Services	0	0	0	5,363	0	0	0	5,363
Other Contracted Services	0	0	0	79,336	0	0	0	79,336
<b>Total Contracted Services</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>167,567</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>167,567</b>
General and Administrative Expenses								
Professional Fees - Legal	0	0	0	0	0	0	34,084	34,084
Travel	0	0	0	0	0	0	1,882	1,882
Travel	0	0	0	0	0	1,787	0	1,787
Corporate Travel	0	0	0	0	0	0	39,480	39,480
Meals & Entertainment	0	0	0	0	0	0	143	143
Meals & Entertainment	0	0	0	0	0	182	0	182
Dues & Subscriptions	0	0	0	0	0	0	355	355
Postage	0	0	0	0	0	0	319	319
Other Equipment Maintenance	0	0	0	4,365	0	0	0	4,365
Office Supplies	0	0	0	0	0	0	5,138	5,138
Printing & Stationary	0	0	0	0	0	0	1,479	1,479
Printing & Stationary	0	0	0	0	0	1,543	0	1,543
Payroll Processing	0	0	0	0	0	0	1,091	1,091
Promotional	0	0	0	0	0	0	170	170
Licenses & Fees	0	0	0	0	0	0	16,063	16,063
Licenses & Fees	0	0	0	0	0	194	0	194
Credit Card Discounts	0	0	0	0	0	0	4,613	4,613
Over/Short	0	0	0	0	0	0	1,020	1,020
Over/Short	0	0	0	0	0	(574)	0	(574)
Computer Software	0	0	0	0	0	0	4,466	4,466
<b>Total General and Administrative Expens</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>4,365</b>	<b>0</b>	<b>3,132</b>	<b>110,303</b>	<b>117,800</b>
Operating Expenses								
Trash Removal	0	0	0	16,554	0	0	0	16,554
Vehicle Maintenance	0	0	0	100	0	0	0	100
Miscellaneous Operating Exp..	0	0	0	751	0	0	0	751

SMG-Reno Facilities  
Indirect Expenses Detail  
For the Two Months Ending August 31, 2018

	Executive	Finance	Sales & Events	Operations	Box Office	F&B	Overhead	Total
Miscellaneous Operating Exp..	0	0	0	0	0	125	0	125
<b>Total Operating Expenses</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>17,405</b>	<b>0</b>	<b>125</b>	<b>0</b>	<b>17,530</b>
Repairs and Maintenance								
General Building Repairs	0	0	0	10,946	0	0	0	10,946
General Building Repairs	0	0	0	0	0	755	0	755
Elevator/Escalator R&M	0	0	0	4,383	0	0	0	4,383
Fire Alarm	0	0	0	2,272	0	0	0	2,272
Maintenance Agreements	0	0	0	5,403	0	0	0	5,403
Maintenance Agreements	0	0	0	0	0	1,084	0	1,084
Other Repairs / Maintenance	0	0	0	10,370	0	0	0	10,370
Misc. Repair & Maint.	0	0	0	6,467	0	0	0	6,467
Misc. Repair & Maint.	0	0	0	0	0	2,673	0	2,673
<b>Total Repairs and Maintenance</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>39,841</b>	<b>0</b>	<b>4,512</b>	<b>0</b>	<b>44,353</b>
Operational Supplies								
General Building Supplies	0	0	0	1,541	0	0	0	1,541
Fuel Propane	0	0	0	1,335	0	0	0	1,335
Janitorial	0	0	0	23,951	0	0	0	23,951
Laundry & Linen	0	0	0	0	0	1,317	0	1,317
Uniforms	0	0	0	0	0	2,604	0	2,604
Other Operational Supplies	0	0	0	0	0	7,018	0	7,018
Misc. Operational Supplies	0	0	0	0	0	25	0	25
<b>Total Operational Supplies</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>26,827</b>	<b>0</b>	<b>10,964</b>	<b>0</b>	<b>37,791</b>
Insurance								
General Liability Insurance	0	0	0	0	0	0	33,365	33,365
<b>Total Insurance</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>33,365</b>	<b>33,365</b>
Utilities								
Electricity	0	0	0	0	0	0	266,490	266,490
Telephone	0	0	0	0	0	0	9,543	9,543
Water	0	0	0	0	0	0	10,499	10,499
<b>Total Utilities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>286,532</b>	<b>286,532</b>
Other Expenses								

SMG-Reno Facilities  
 Indirect Expenses Detail  
 For the Two Months Ending August 31, 2018

	Executive	Finance	Sales & Events	Operations	Box Office	F&B	Overhead	Total
Relocation Expense	0	0	0	0	0	0	33,044	33,044
Total Other Expenses	0	0	0	0	0	0	33,044	33,044
SMG Management Fees								
Base Fee	0	0	0	0	0	0	33,332	33,332
Incentive Fee	0	0	0	0	0	24,273	0	24,273
Total SMG Management Fees	0	0	0	0	0	24,273	33,332	57,605
Expense Allocations								
Total Expense Allocations	0	0	0	0	0	0	0	0
Net Indirect Expenses	\$ 42,800	\$ 33,934	\$ 38,153	\$ 524,111	\$ 14,643	\$ 194,220	\$ 496,576	\$ 1,344,441



SMG-Reno Facilities  
 Indirect Statement: Executive  
 For the Two Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
<b>OPERATING EXPENSES</b>						
Salaries & Wages	\$ 18,836	\$ 18,504	(332)	\$ 37,672	\$ 37,008	(664)
Payroll Taxes & Benefits	3,118	3,192	74	5,128	6,384	1,256
Labor Allocations to Events	0	0	0	0	0	0
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Net Salaries and Benefits	21,954	21,696	(258)	42,800	43,392	592
Contract Services	0	0	0	0	0	0
General & Administrative	0	0	0	0	0	0
Operating	0	0	0	0	0	0
Repairs & Maintenance	0	0	0	0	0	0
Operating Supplies	0	0	0	0	0	0
Insurance	0	0	0	0	0	0
Utilities	0	0	0	0	0	0
Other	0	0	0	0	0	0
SMG Management Fees	0	0	0	0	0	0
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Total Operating Expenses	21,954	21,696	(258)	42,800	43,392	592
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>

SMG-Reno Facilities  
 Indirect Statement: Finance  
 For the Two Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
<b>OPERATING EXPENSES</b>						
Salaries & Wages	\$ 17,548	\$ 34,164	16,616	\$ 29,412	\$ 68,328	38,916
Payroll Taxes & Benefits	3,050	12,640	9,590	4,522	25,280	20,758
Labor Allocations to Events	0	0	0	0	0	0
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Net Salaries and Benefits	20,598	46,804	26,206	33,934	93,608	59,674
Contract Services	0	0	0	0	0	0
General & Administrative	0	0	0	0	0	0
Operating	0	0	0	0	0	0
Repairs & Maintenance	0	0	0	0	0	0
Operating Supplies	0	0	0	0	0	0
Insurance	0	0	0	0	0	0
Utilities	0	0	0	0	0	0
Other	0	0	0	0	0	0
SMG Management Fees	0	0	0	0	0	0
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Total Operating Expenses	20,598	46,804	26,206	33,934	93,608	59,674
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>

SMG-Reno Facilities  
 Indirect Statement: Sales & Marketing  
 For the Two Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
<b>OPERATING EXPENSES</b>						
Salaries & Wages	\$ 19,152	\$ 22,568	3,416	\$ 31,490	\$ 45,136	13,646
Payroll Taxes & Benefits	3,291	9,813	6,522	6,663	19,626	12,963
Labor Allocations to Events	0	0	0	0	0	0
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Net Salaries and Benefits	22,443	32,381	9,938	38,153	64,762	26,609
Contract Services	0	0	0	0	0	0
General & Administrative	0	0	0	0	0	0
Operating	0	0	0	0	0	0
Repairs & Maintenance	0	0	0	0	0	0
Operating Supplies	0	0	0	0	0	0
Insurance	0	0	0	0	0	0
Utilities	0	0	0	0	0	0
Other	0	0	0	0	0	0
SMG Management Fees	0	0	0	0	0	0
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Total Operating Expenses	22,443	32,381	9,938	38,153	64,762	26,609
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>

SMG-Reno Facilities  
 Indirect Statement: Operations  
 For the Two Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
<b>OPERATING EXPENSES</b>						
Salaries & Wages	\$ 189,928	\$ 275,181	85,253	\$ 364,421	\$ 550,362	185,941
Payroll Taxes & Benefits	33,262	63,573	30,311	68,108	127,146	59,038
Labor Allocations to Events	(78,931)	(50,959)	27,972	(164,423)	(101,918)	62,505
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Net Salaries and Benefits	144,259	287,795	143,536	268,106	575,590	307,484
Contract Services	90,291	124,097	33,806	167,567	248,194	80,627
General & Administrative	4,031	2,315	(1,716)	4,365	4,630	265
Operating	11,414	14,172	2,758	17,405	28,344	10,939
Repairs & Maintenance	10,768	31,730	20,962	39,841	63,460	23,619
Operating Supplies	14,032	12,390	(1,642)	26,827	24,780	(2,047)
Insurance	0	2,691	2,691	0	5,382	5,382
Utilities	0	0	0	0	0	0
Other	0	0	0	0	0	0
SMG Management Fees	0	0	0	0	0	0
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Total Operating Expenses	274,795	475,190	200,395	524,111	950,380	426,269

SMG-Reno Facilities  
 Indirect Statement: Box Office  
 For the Two Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
<b>OPERATING EXPENSES</b>						
Salaries & Wages	\$ 6,863	\$ 11,590	4,727	\$ 13,293	\$ 23,180	9,887
Payroll Taxes & Benefits	1,391	3,148	1,757	2,636	6,296	3,660
Labor Allocations to Events	0	(1,371)	(1,371)	(1,286)	(2,742)	(1,456)
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Net Salaries and Benefits	8,254	13,367	5,113	14,643	26,734	12,091
Contract Services	0	0	0	0	0	0
General & Administrative	0	0	0	0	0	0
Operating	0	0	0	0	0	0
Repairs & Maintenance	0	0	0	0	0	0
Operating Supplies	0	0	0	0	0	0
Insurance	0	0	0	0	0	0
Utilities	0	0	0	0	0	0
Other	0	0	0	0	0	0
SMG Management Fees	0	0	0	0	0	0
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Total Operating Expenses	8,254	13,367	5,113	14,643	26,734	12,091
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>

SMG-Reno Facilities  
 Indirect Statement: Food & Beverage  
 For the Two Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
<b>OPERATING EXPENSES</b>						
Salaries & Wages	\$ 103,345	\$ 118,281	14,936	\$ 185,936	\$ 236,562	50,626
Payroll Taxes & Benefits	19,825	15,756	(4,069)	30,791	31,512	721
Labor Allocations to Events	(39,505)	(44,145)	(4,640)	(65,513)	(88,290)	(22,777)
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Net Salaries and Benefits	83,665	89,892	6,227	151,214	179,784	28,570
Contract Services	0	0	0	0	0	0
General & Administrative	3,152	0	(3,152)	3,132	0	(3,132)
Operating	125	517	392	125	1,034	909
Repairs & Maintenance	3,990	1,608	(2,382)	4,512	3,216	(1,296)
Operating Supplies	2,735	7,375	4,640	10,964	14,750	3,786
Insurance	0	0	0	0	0	0
Utilities	0	0	0	0	0	0
Other	0	0	0	0	0	0
SMG Management Fees	24,273	0	(24,273)	24,273	0	(24,273)
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Total Operating Expenses	117,940	99,392	(18,548)	194,220	198,784	4,564

SMG-Reno Facilities  
 Indirect Statement: Overhead  
 For the Two Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance	Year to Date Actual	Year to Date Budget	Variance
<b>OPERATING EXPENSES</b>						
Salaries & Wages	\$ 0	\$ 0	0	\$ 0	\$ 0	0
Payroll Taxes & Benefits	0	0	0	0	0	0
Labor Allocations to Events	0	0	0	0	0	0
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Net Salaries and Benefits	0	0	0	0	0	0
Contract Services	0	0	0	0	0	0
General & Administrative	50,863	33,786	(17,077)	110,303	67,572	(42,731)
Operating	0	0	0	0	0	0
Repairs & Maintenance	0	0	0	0	0	0
Operating Supplies	0	2,108	2,108	0	4,216	4,216
Insurance	16,116	18,529	2,413	33,365	37,058	3,693
Utilities	167,547	153,428	(14,119)	286,532	306,856	20,324
Other	23,328	16,668	(6,660)	33,044	33,332	288
SMG Management Fees	16,668	16,668	0	33,332	33,336	4
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Total Operating Expenses	274,522	241,187	(33,335)	496,576	482,370	(14,206)



SMG Monthly Report

August 2018

Date: September 12, 2018



## **Financial Overview**

Concur Accounts Payable System Implementation: training for the roll out of online Purchase Order generation / Invoice approval has completed. In house training occurred 09/07 with Livestock with successful completion. Plan to roll out live with Livestock 09/17, roll out with other locations to follow. Further training in order for the Expense Reimbursement component of Concur

Recruitment: the past month has seen the addition of Chris Johnson as Accounting Manager, Mark Scott in Facilities as Operations Manager and Rob Sackett with Savor as F&B Manager. Non management positions still to be filled in Operations and F&B

ABI Time Keeping: Training occurring 09/25 – 27 with 10/07 the proposed date to go live utilizing time clocks

NCR / Quest POS: verbal approval to implement NCR / Quest POS system. Proposal to go to RSCVA board in September for full sign off

Company Cell Phones: phones have been allocated to the employees and set up assistance provided week of 09/10

## **Sales & Events Overview**

### **Sales**

The sales team generated **\$173,510** in contracts for the convention center that became definite within the month of August. The team consisted of one and a half people at the Convention Center. We are working on creating and putting together marketing materials to go out to the community and let them know about our product. Renee has attended three networking functions, the Economic Business Development Conference, the National Association for Entrepreneurial Technology, and the American Business Women's Association, informing them of the SMG brand and what we do. The rest of the team will begin to actively sell as we are able to put together the foundation of our program.

August brought in several groups and thousands of attendees through the Convention Center. MAG Auto Auction, during the citywide Hot August Nights event was a widely popular show with an opening celebration, concessions throughout and parking revenue. Worldwide Distributors followed and have a long history with the RSVCA. They provided exhibit space, meeting venues and concessions. It was very important to the SMG Team that we made this year's event seamless and kept communication open since this was a new partner. I'm happy to say that our contact was very happy with the outcome.

The Reno Sparks Livestock Event Center was busy all month, totaling **\$107,915** in revenue with the Cool Car Showroom and Drifting. There was significant damage to the parking lot, during the drifting event, and we have decided to not allow this event in the future. The Dog Show, Cat Show and Jurassic Tour brought in several attendees from all ranges of demographics, giving them new exposure to our property. I am working with the sales and events staff on how to best market this unique venue.

The Reno Event Center had the Big Boy Toy Store in August, bringing in **\$32,679** in revenue. We also had the Rod Stewart and Cindi Lauper concert scheduled for Tuesday, 8/28/18, which canceled at the last minute. Everyone was given direction on how to move forward and the cancellation was executed well by the entire team. It has since been rescheduled to Saturday, 11/03/18, which may be a better date for everyone. The team is gearing up for a busy September.

The National Bowling Stadium was very busy with smaller events throughout the month, totaling **\$73,317** in revenue.

Overall it was a consistently busy month.

#### **EXHIBIT HALL OCCUPANCY**

- Exhibit Hall Square Footage Available: 18,627,931
- Exhibit Hall Footage Occupied: 6,160,743
- Occupancy: 33.07%

#### **LOST BUSINESS REPORT**

Currently not keeping track of lost business. We will begin doing this as soon as access to EBMS and training take place.

#### **SALES/DEFINITES**

The following is a list of contracts returned and processed as definite for the month of July. It is listed by Sales Manager (TA – Theresa Andrews, RG – Rose Garton)

<b>Start Date</b>	<b>Event Name</b>	<b>Event Type</b>	<b>Sales Mgr.</b>
08/30/18	World Wide Group	708	RG
09/08/18	World Wide Group	708	RG
09/26/18	Savage & Son 125 Year Celebration	702	RG
12/15/18	Vasko Electrical Holiday Party	702	RG
08/16/18	Hot Tub & Swim Spa Show	703	TA

10/23/18	Mobile X Events	703	TA
03/08/19	NDOT	708	TA
03/09/19	Davis Phinney Foundation	708	TA
09/28/18	Emotions Entertainment	706	TA

### **SALES BUDGET/GOALS**

Waiting on total budget numbers.

### **LIVESTOCK EVENTS CENTER OCCUPANCY**

- Exhibit Hall Square Footage Available: 5,944,250
- Exhibit Hall Footage Occupied: 2,435,250
- Occupancy: 41%

### **LOST BUSINESS REPORT**

N/A

### **SALES/DEFINITES**

The following is a list of contracts returned and processed as definite for the month of July. It is listed by Assistant General Manager (RL – Rhonda Leach), and Events Manager, (ES – Erin Simonton)

<b>Start Date</b>	<b>Event Name</b>	<b>Event Type</b>	<b>Sales Mgr.</b>
12/26/18	Sierra Nevada Classic		RL
08/25/18	Ferr Parts, Inc. Exotic Auto Experience	703	RL
08/22/18	Dino Expeditions LLC, dba T-Rex Planet	703	ES

### **SALES BUDGET/GOALS**

Waiting on budgeted numbers.

### **Entertainment Sales Recap**

August was slower in the entertainment venues. Including a rescheduled show for Rod Stewart that was postponed due to Mr. Stewart's illness. We do have several concerts and events scheduled for September.

## **Event Services**

**Theresa Andrews, Event Services Manager**

### **MEETINGS**

- Weekly Operations Meeting
- RSCVA's Appreciation Event
- Sales Team Meeting

### **SITE TOURS**

- USA Boxing
- American Specialty Toy Retailing Association
- Department of Education FSATC 2019
- American Association of School Libraries and Young Adult Library Services Association
- Davis Phinney Foundation

### **EVENTS**

- Worldwide Distributors
- Big Reno Gun Show
- Handling all of the EBMS information and changes

### **TESTIMONIALS**

I spoke with Sue earlier this morning and asked if she would like to meet before leaving for an event review. She does not think we need to and is happy with the way the event is going.

*Sue Shaughnessy – Worldwide Distributors*

## **Event Services**

**Rose Garton, Event Services Manager**

### **MEETINGS**

- Weekly Operations Meeting
- RSCVA's Appreciation Event
- Pre-planning Meeting for Savage & Sons
- Sales Team Meeting

### **SITE TOURS**

- RSCVA Fun Fam

## **EVENTS**

- Big Reno Gun Show
- Joulvert
- Now You See Me
- World Wide Group

## **Event Services**

**Erin Simonton, Event Services Manager**

## **MEETINGS**

- Weekly Operations Meeting
- Sales Team Meeting

## **EVENTS**

- Tanner's Marketplace
- Hot August Nights Cool Car Showroom & Drifting
- SMG Event Operations Meeting
- Reno Kennel Club All Breed Dog Shows 2018
- Whisker Lickin' and Tail Twitchin' Cat Show
- Jurassic Tour
- Exotic Auto Experience

## **LOST BUSINESS**

N/A

## **TESTIMONIALS**

*Good Morning Erin,*

*And just like that another RKC show comes to a successful end. We had a great weekend and the exhibitors were most happy. Everything went quite smoothly and, as usual, your grounds crew was outstanding.*

*I will swing by late this afternoon to drop off the keys and radios.*

*Thank you again for all your help and support making our weekend a successful one.*

*Hope to see you this afternoon.*

*Matthew*

## **Event Services**

**Steve Markwell, Assistant General Manager, Reno Events Center**

## **MEETINGS**

- Monthly Directors Meeting
- Monthly Operations Meeting
- Rod Stewart Pre Con

## **SITE TOURS**

## **EVENTS**

- Hot August Nights Big Boy Toy Store

## **LOST BUSINESS**

N/A

## **Event Services**

**Steve Markwell, Assistant General Manager, National Bowling Stadium**

## **MEETINGS**

- Monthly Directors Meeting
- Monthly Operations Meeting
- Rod Stewart Pre Con

## **EVENTS**

- USBC Senior Championships
- California Bowlers Tour Tournament
- Jeff's Party
- C & S Wholesale Grocers
- SIRs Senior Tournament
- Rock and Roll Sweeper
- Windsor Bowl Sweeper
- L & L Nursery Staff Party
- Eldorado Resorts IT Summit
- Nor Cal Bowling Centers All Star Tournament
- Lava Lanes Sweeper
- Pacific Avenue Bowl Sweeper
- Pinole Valley Lanes Sweeper

## **Marketing**

### **ANNOUNCED**

Announcements include press releases, presale e-blasts, social media content, calendar of event listings, monitor graphics, etc.:

- Biggest Little Festival at REC on Sept. 8
- Rod Stewart postponed from Aug. 28 to Nov. 3 at REC
- GOOD VIBES with Jason Mraz and Brett Dennen on Sept. 11 at REC

#### **MEDIA BUYS, PR & PROMOTION**

- Social-media promotion of EnduroCross at RSLEC on Sept. 22
- Social-media promotion of Rod Stewart at REC on Aug. 28
- Social-media promotion of Jurassic Tour at RSLEC Aug. 25-26
- Assisted Bonnier Events on media buys with Sinclair Broadcasting Group, Spectrum Reach and Lamar Advertising for TV news, cable and digital billboard advertising, respectively, for Sept. 22 EnduroCross event at RSLEC
- Wrote and sent out a media alert for the Aug. 28 Rod Stewart concert
- Worked in conjunction with The ROW on crisis management on social media for Rod Stewart show postponement

#### **MISCELLANEOUS (SPONSORSHIPS, PROJECTS, ETC.)**

- Sponsorship updates:
  - Started researching advertising sponsorships and naming rights at the RSCC, RSLEC, Bowling Stadium and REC
  - Compiled sponsorship guide for RSCC with pricing, dimensions, deadlines and specs
- Started research for SMG Reno website
- Worked on SMG Reno logo buildout
- Worked on business card buildout
- Compiled staff biographies and photos into project for corporate office
- Researched Instagram account for SMG Reno's SAVOR team
- Worked with SAVOR food and beverage director to secure signage for Sept. 22 Rod Stewart concert at REC
- Compiled a list of society events and galas for Kelly Carr to attend
- Compiled a list of notable local people for Kelly Carr to have lunch with based on my personal contacts in the community
- Compiled and worked with Laura Olvera of eAutoFeedback to get Reno surveys going

#### **SITE TOURS**

- Interbike tour for Sept. 18-22

#### **EVENTS**

- RSCVA Community Celebration on Aug. 22 at the RSCC

#### **CROSS COVERAGE PROVIDED FOR:**

- EnduroCross at RSLEC on Sept. 22
- GOOD VIBES with Jason Mraz and Brett Dennen on Sept. 11 at REC

- Rod Stewart at REC on Aug. 28
- Jurassic Tour at RSLEC Aug. 25-26

## **Food & Beverage Recap**

### **GM's UPDATE**

- Written approval to fund the AcrobatAnt design work for the Concession Stands. Full funding for the Concessions project to be put in front of the Board at Sept's meeting.
- Verbal approval for the POS system. NCR/Quest won the bid. Full funding for the project will be also put in front of the Board at Sept's meeting.
- Introduced SAVOR...Reno-Spark's 2018 Organizational Goals and Strategic Measures (OGSM) to the SAVOR Management team for review. Much more to come on all 15 points of focus.
- Delay in the start of Food School for Managers, originally scheduled for Aug. 24th. It is still on our to-do list and we hope to hold our first 'class' near the end of Sept. A calendar of 'classes' will be emailed sometime in early to mid-Sept.
- Opened account with PeopleReady temp staffing, as they were introduced as a preferred vendor for SAVOR at the National Meeting. Their JobStack app was a major focus and looks groundbreaking in the field. Unfortunately, they were unable to provide any workers for the one day we needed them.

### **BANQUETS**

- 8/6 RSCC RSCVA Beverage Service 6 ppl
  - 8/7 RSCC RSCVA Breakfast 14 ppl
  - 8/8 RSCC Motorsport Auction Group – Reception 600ppl
  - 8/10 RSCC RSCVA Breakfast 19 ppl
  - 8/11 REC David Harty Bar Service & Dinner Buffet 15 ppl
  - 8/12 NBS C&S Wholesale Grocers Bar and Dinner Buffet 225 ppl
  - 8/22 RSCC RSCVA Community Celebration Reception 100 ppl
  - 8/23 RSCVA Bldg RSCVA Board Mtg Breakfast 15 ppl
  - 8/23-8/30 RSCC Worldwide Distributors Catering
  - 8/29 RSCC RSCVA Fun Fam Beverages for 20 ppl
- All events this month were a success. Our return clients were extremely happy and pleased with the transition to Savor.
  - Held planning meeting for InterBike, looking at staffing and ordering for all equipment and product.
  - Site Visit with American Specialty Toy Retailer
  - Site Visit with Breakfast with Dept of Education for their Nov/Dec 2019 Convention of 6500 attendees
  - Site Visit with Breakfast with American Assoc of School Librarians for their Nov 2019 convention of 500 attendees
  - Hired Robert Sackett as a Food & Beverage Manager who will oversee the Banquet department. He joins us September 4<sup>th</sup>



## CATERING SALES

- Had 9 Site tours
- Booked 2 Holiday Parties
- Had 2 in person meetings
- Made 8 cold phone calls
- Booked 3 future site appointments for holiday parties
- Started in person “cold calls” for holiday parties with 18 companies, dropping off fresh baked made breads & new holiday menus
- Jennifer Jones is on the Board of Directors for NACE (National Assoc of Catering & Events) and won the 2018 NACE Presidential award for the Reno/Tahoe Chapter
- Working with vendors and completing booth orders for Interbike Convention
- Jennifer Jones joined WIN (Western Industrial Nevada) Monthly Networking Breakfast

## CONCESSIONS

- Concessions were opened 42 times for events in August;
  - 4 Days for Horse cutting LEC
  - 3 Days for USBC Seniors NBS
  - 3 Days for California Bowlers NBS
  - 2 Days for SIRS NBS
  - 2 Days for Truckee Meadows Quilt Show RSCC
  - 4 Days Drifting HAN LEC
  - 4 Days Big Boy Toys HAN REC
  - 3 Days MAG Auction RSCC
  - 3 Days Kennel Club LEC
  - 3 Days Big Gun Show RSCC
  - 2 Days Cat Show LEC
  - 2 Days Jurassic Tour LEC Subcontractor
  - 3 Days Nor Cal Bowlers NBS
  - 4 Days Worldwide RSCC
- Sales for Hot August Nights: LEC \$7,838, REC \$7,399 and RSCC \$62,596 for all three days
- Working on hiring more employees. Challenging month with multiple properties open and small staff but we were able to work closely with temp agencies.
- Organizing stands to roll out new menus.
- Working on concessions packets to provide to staff to be used as a training tool and help them prepare for the transition over to the new menu.
- Got Quest back and running and starting to impute past events from July.

## CULINARY

- Finalized new concessions menus and completed recipes. Working closely with Purchasing to get everything order that is needed.
- Started planning for new concessions menu roll out and placing equipment needed. Made diagrams for stands and started training team on execution of cooking.
- Prepared for the “Wine & Dine” charity event that will be help September 12<sup>th</sup>

- Continued planning for upcoming fundraiser event in November “Chef’s Gone Wild!” that will be held at RSCC

### **COMMUNITY SERVICE**

- Both Chef Karl & Executive Sous Michelle attended the monthly ACF High Sierra Chef’s Association
- Discussed the Local Organic Farmers Advisory Board with Rob Holley and plan to go further into detail with him in late September, with the goal of having the board up-and-running by Jan 1, 2019.

### **TESTIMONIALS**

“Thank you and your staff for helping us make our Quilt Show a success. Your staff was extremely helpful and pleasant to work with. Your food vendor, SAVOR also gave excellent service and their food and prices were vey well received. We hope we can do this again next year”

**Terrie Schulte, TMQ President**

“What a special treat your ‘Evening of Application’ was! I’m so grateful that I was on your invitation list. You put out the most amazing spared that I’ve ever seen. Wow! The salmon, the short ribs, the chocolate fountain were all to die for!”

**Suzan Opyrchal, Diggie Print**

“The Food was GREAT and much better than last time.”

**Vicki Galam, C&S Wholesaler**

“Thank you again very much for your tremendous support today during the site experience at the Center for the American Association of School Librarians (AASL) and the Young Adult Library Services Association (YALSA). Each of you (and your teams) contributed immensely and we appreciate everything that you did to make our short time with the clients as impactful as possible.”

**Maddie Metcaft & Marcus Johnson, RSCVA**

## **Operations**

- BIG NEWS FOR AUGUST....
  - Very excited labor for Hot Aug. Nights in Aug. was down 43%. Due to reducing unnecessary temp labor. No longer will there be a temp scheduled to sit in the restrooms through the entire event. This was all done while still maintaining the high level of customer service the client expects and we always provide.
  - As we are getting the RSCC labor under control we are now going to focus on the other properties
- Hired an Operations Manager, Mark Scott. He has jumped right in and doing awesome
- We are not going to hire a Chief Engineer, instead we will hire an Engineer and one of the group will become the Lead Engineer
- We will be setting up Engineer cross training after Safari Club in Jan. while the bowling Stadium is doing a remodel.
- Will be doing OSHA training the beginning of Dec. in conjunction with corporate

- Starting to combine vendors so one vendor (where possible) would handle all properties
- Forklift training will happen after Interbike
- Operations team handled 2 large events in August, with no big issues even though we are down crew members.
- Finally, Home Depot and Grainger account are set up
- Finalized inter office mail system to begin after Interbike

## **Human Resources Recap**

### **STAFFING**

- 121 active employees.
  - 72 SMG Employees
  - 49 Savor... Employees
- Filled Director of Sales & Event Services, 2 Engineers, Operations Manager, Accounting Manager, Director of Facilities Accounting, Sales & Event Manager, Marketing Manager
- Hired several bartenders, stand leads, banquet servers, F&B runners, stagehands/runners
- Promoted a Vault Supervisor to Accountant
- Reposting all positions on Tuesday, September 3 to refresh and post on Facebook
- Made a connection with job connect to market positions and host a job fair
- Signed up for a job fair in October
- Able to print badges for team members

### **POSITIONS CURRENTLY RECRUITING**

- Steward/Dishwasher
- Operations Staff
- Scoreboard Operator
- Banquet Server
- Bartender
- Stand Lead
- Concessions Supervisor
- Stagehand
- Vault Staff
- Vault Supervisor
- Banquet Captain
- Cashier
- Warehouse Coordinator
- F&B Runner
- Sales Coordinator
- Ticket Seller

### **SAFETY**

- Actively preparing standardized time clock information boards with required postings
- Discuss safety program with Carla
- Provide Incident reporting forms to F&B team

## **EMPLOYEE RELATIONS**

- Regular conversations and check-ins with all RSCC team members.
- Several coaching conversations/documentations
- Employee Appreciation Pizza Party – August 31, 2018
- Early out for Labor Day
- Planning of employee relations events to include:
  - Monthly Birthday Celebration – Planning for September 9/20?
  - 1 Volunteer Event each quarter
  - Fun E-mail Blasts for National Holidays
  - End of Summer Celebration – Tropical Sno possibly
  - Holiday Party

## **COMPENSATION AND BENEFITS**

- Fixed error enrollments to ensure correct benefits
- New Hire Enrollment
- Distributed confirmation statements to confirm benefits for all employees who transitioned
- Utilized paper time sheets to process payroll and cut checks for errors
- ABI Initial Training Set-Up



**RSCVA FACILITIES  
JOINDER CONTRACT FOR  
FOODSERVICE EQUIPMENT**

Presentation by the  
Financial Division



To: RSCVA Board of Directors

From: Robert Chisel, Director of Finance

CC: Phil DeLone, President/CEO  
Bob Lucey, Board Chair

Date: October 25, 2018

Subject: **Board review and approval to utilize the National Cooperative Purchasing Alliance for foodservice equipment, smallwares, parts, design and/or installation from TriMark in accordance with NRS 332.195, and authorize the Finance Department to execute purchase orders**

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### **Executive Summary**

Staff is requesting approval to utilize the National Cooperative Purchasing Alliance (NCPA) for foodservice equipment, smallwares, parts, design and/or installation from TriMark (contract 13-02) as allowed under Nevada Revised Statutes (NRS) 332.195. The subject contract is valid through August 31, 2019. This will allow the Authority purchases to be completed in an efficient manner for foodservice equipment in accordance with the joinder provisions under NRS 332.195.

### **Background**

Staff has identified a contract through NCPA for the purchase of foodservice equipment. SMG, the professional management firm for the Authority's facilities, has also identified TriMark as a preferred vendor for foodservice equipment. The use of the NCPA contract and SMG's preference will allow that the Authority will receive pricing for foodservice equipment resulting from the competitive bidding process. The contract expires on August 31, 2019.

### **Fiscal Impact**

Capital items purchased will be expensed in accordance with approved budgets. In Fiscal Year 2018/19, the Authority budgeted \$500,000 for replacement of equipment in the kitchen and concession areas.



### **Recommendation**

Staff recommends the Board approve the use of the NCPA contract for foodservice equipment, smallwares, parts, design and/or installation from TriMark (contract 13-02) as allowed under NRS 332.195.



**RENO-SPARKS  
LIVESTOCK EVENT CENTER  
ROOF REPAIR**

Presentation by the  
Financial Division





To: RSCVA Board of Directors

From: Robert Chisel, Director of Finance

CC: Phil DeLone, President/CEO  
Bob Lucey, Board Chair

Date: October 25, 2018

Subject: **Board review and approval of bid award and contract for RFP 2019-02 (PWP WA 2018 214) to Kodiak Roofing & Waterproofing for the roofing repairs at the Reno-Sparks Livestock Events Center in the amount not to exceed Two Hundred Ninety-Nine Thousand Five Hundred Fifty-Seven Dollars (\$299,557)**

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### **Executive Summary**

Staff issued and advertised Bid 2019-02 on August 24, 2018, in accordance with NRS 338. This bid was for the roof replacement and repairs at the Reno-Sparks Livestock Events Center (RSLEC). Responses to the Bid were received on September 20, 2018, from one bidder.

The Bid was reviewed by the Personnel-Finance Committee on October 15, 2018, with a recommendation to the RSCVA Board that the award of the bid for the Main Arena Roof and Pavilion Roof to Kodiak Roofing & Waterproofing, as detailed in Bid 2019-02, for an amount of \$272,325 with 10% contingency of \$27,232 for a total not to exceed of \$299,557.

### **Background**

On August 24, 2018, staff issued and advertised Bid 2019-02 for the roof replacement and repairs at the RSLEC Main Arena, Pavilion, and Exhibit Hall. Responses to the Bid were received on September 20, 2018, from one bidder, Kodiak Roofing & Waterproofing. The bid has been reviewed and the bidder is a responsive bidder and met the bidding requirements.

Staff originally bid the projects for the roof repairs on May 29, 2018, with the bid opening on July 12, 2018. Although three contractors attended the pre-bid meeting, no contractors bid on the project.



Below is the bid summary.

	Main Arena Roof	Pavilion Roof	Exhibit Hall Roof
<b>Budget</b>	\$ 310,000	\$ 80,000	\$ 375,000
<b>Bid</b>	\$ 224,471	\$ 47,854	\$ 647,723
<b>10% Contingency</b>	\$ 22,447	\$ 4,785	\$ 64,772
<b>Total Estimated Cost</b>	\$ 271,918	\$ 62,639	\$ 742,495

Staff is recommending an approval of the award for the Main Arena roof and Pavilion roof and to delay the award of the Exhibit Hall roof until the disposition can be reviewed by the Personnel/Finance Committee. The Personnel/Finance Committee is scheduled to review the issue in November for a direction on the Exhibit Hall roof.

#### **Fiscal Impact**

The proposal to recommend the award of the bid to Kodiak Roofing & Waterproofing for the repair of the roofs of the Main Arena and Pavilion would result in an expenditure of an amount not to exceed \$299,560 to Kodiak Roofing. These funds are budgeted as part of the approved Fiscal Year 2018/19 capital budget.

#### **Recommendation**

Recommend to the RSCVA Board that the award of the bid for the Main Arena Roof and Pavilion Roof to Kodiak Roofing & Waterproofing, as detailed in Bid 2019-02, for an amount of \$272,325 with 10% contingency of \$27,232 for a total not to exceed of \$299,557.



**RSCVA**  
**2019 BENEFIT PLAN**

Presentation by the  
Human Resources Division



To: RSCVA Board of Directors

From: Sheri Nill, Director Human Resources

Cc: Phil DeLone, President & CEO  
Bob Lucey, Board Chair

Date: October 25, 2018

Subject: **RSCVA Employee Benefit Plan 2019 Plan Year**

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### **Executive Summary**

Staff is requesting the Board review and approve the RSCVA Employee health benefit plan for calendar year 2019. Staff and broker (LP Insurance) have negotiated with the current carrier United Health Care for a renewal of the current health insurance plan that has no increases for medical or vision. However, there will be a 16% increase in dental premiums, for a total cost of approximately \$8,657 per year. Staff is recommending approval of the renewal of the health benefit plan.

### **Background/Analysis**

In July of 2017, the RSCVA sent out Benefit Plans to bid, and the Board of Directors approved, a transition from Blue Cross to United Healthcare for the 2018 Benefit Plan year. This change resulted in cost savings for the RSCVA and their employees. For Fiscal Year 2018/19 RSCVA budgeted for an increase in health insurance premiums of 15% rate increase to insurance premiums for the 2019 Benefit Plan year. The national average insurance premium increases for the 2019 Plan year is approximately 5% nationally and 7-9% locally.

In June of 2018, the RSCVA transitioned facility staff to SMG World, Inc. This operational change resulted in a significant change to RSCVA benefit plan participants. Prior to the staffing change, the plan participants were at approximately a 1:2 ratio of active employee to retiree. Following the staffing change, retirees represent approximately 43% of plan participants, nearly a 1:1 ratio. Initially, United Health Care quoted LP Insurance a 9% rate increase for the 2019 Plan Year. However, due to benefit management, wellness initiatives and minimal utilization, LP was able to negotiate a 0% rate increase to medical premiums for 2019. The only benefit plan increase for 2019, will be Kansas City for Dental coverage.

Staff has reviewed the benefit plan quotes for the 2019 Plan year and recommends renewing benefit contracts.



### **Fiscal Impact**

The health insurance premium costs are included in the approved Fiscal Year 2018/19 budget.

### **Recommendation**

Recommend to the RSCVA Board that the health benefit plans for the employees, dependents, and retirees be renewed for calendar year 2019 to United Health Care for medical insurance, Kansas City for dental and disability insurance, and VSP for vision insurance.



**RSCVA**

**COMMITTEES AND**

**COMMITTEE REVIEW**

Presentation by the  
Molly Rezac, Ogletree Deakins



To: RSCVA Board of Directors

From: Phil DeLone, President/CEO

Date: October 25, 2018

Subject: **Board review of the existing RSCVA committee structure and the RSCVA's use of committees. The RSCVA Board has previously formed the following advisory committees: (i) Personnel/Finance; (ii) Facilities; (iii) Marketing; and (iv) Legislative. The Board will discuss and may take action to: define and/or revise the subject matter addressed by each committee; create one or more new committees as the Board deems necessary; abolish existing committees; bifurcate existing committees; combine existing and/or newly created committees; and/or implement policies/guidelines regarding committee meetings and operations on a going forward basis**

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### **Executive Summary**

The RSCVA has historically utilized advisory committees to analyze issues and provide recommendations to the full RSCVA Board as necessary or appropriate. In recent years, the Board of Directors has opted to hear matters at the Board level and has significantly reduced its reliance on the use of committees. Members of the Board have requested to again commence utilizing the advisory committees to review and consider issues in detail, for the purpose of providing recommendations and input to the entire Board.

The following committees have previously been formed and are currently in existence: (i) Personnel and Finance; (ii) Marketing; (iii) Facilities; and (iv) Legislative. Per the RSCVA Board Procedures (§§ 7.2,7.3) the Board Chair is tasked with appointing the members in each committee as well as appointing the committee chair. The Board Chair may likewise add or remove members from each committee at any time at his or her discretion (§ 7.4).

The Board is being requested to provide guidance to staff regarding the existing committee structure, as well as future use of the advisory committees.



## **Background**

Below is a description of each existing committee. Note that per the RSCVA Board Procedures (§7.2) committees are advisory only and all committee actions must be ratified by the full Board of Directors in order to be binding on the organization.

I. Personnel and Finance. The Personnel and Finance committee has historically been tasked with advising on two distinct subjects. The personnel issues typically involve review and recommendations regarding the CEO's contract, goals and bonus incentives. On the finance side, the committee has been used in the past to review and provide recommendations regarding the RSCVA's annual budget, monthly financials, and significant expenditures of RSCVA funds.

II. Marketing. Prior to implementation of the \$2/\$3 surcharge and retaining BVK to advise regarding the RSCVA's overall marketing strategies, the marketing committee was utilized to advise on the organization's marketing efforts. After retaining BVK, the marketing committee has been utilized to provide an initial review of proposed branding concepts and marketing campaigns.

III. Facilities. Historically, the Facilities committee has not been widely utilized. The purpose of the committee was to monitor the physical condition of the facilities, as well as the fiscal performance of each. This oversight activity was largely addressed by the Personnel/Finance committee and the Board of Directors as a whole. As such, this committee rarely convened meetings.

IV. Legislative. This committee was formed prior to the 2017 Legislative Session for the intended purpose of developing an RSCVA legislative platform and providing advice on legislative issues impacting the RSCVA. The committee has never convened a meeting.

Historically, committees have met on an as needed basis with the authority to call meetings vested in the various committee chairs, working in connection with executive staff.

## **Conclusion**

Staff is requesting that the Board review the existing committees and provide guidance regarding the structure of the committees including the potential formation of new committees, dissolution and/or the combination of existing committees. Staff further requests the Board provide direction regarding the types of issues the Board would like to see addressed by the subject committees on a going forward basis.