

Century Center

August 30, 2016



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Century Center Operating - 670

Fund Summary - Operating and Capital Budget

Description	2014 Actual	2015 Actual	2016 Amended Budget	30-Jun Actual	2017 Proposed Budget	Forecast				Budget Variance 2016-2017	% Change
						2018	2019	2020	2021		
REVENUES											
Property Taxes	-	-	-	-	-	-	-	-	-	-	-
Local Income Taxes	-	-	-	-	-	-	-	-	-	-	-
Other Taxes	1,313,450	1,313,450	1,313,436	656,725	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	(38,436)	-2.9%
Grants/Intergovernmental	-	-	-	-	-	-	-	-	-	-	-
Charges for Services	2,774,255	2,497,281	2,670,351	1,361,063	2,919,311	2,884,979	3,011,384	3,159,662	3,283,629	248,960	9.3%
Interfund Allocations	-	-	-	-	-	-	-	-	-	-	-
Fines & Forfeitures	-	-	-	-	-	-	-	-	-	-	-
Donations	-	-	-	-	-	-	-	-	-	-	-
Other Income	-	-	-	-	-	-	-	-	-	-	-
Transfers In	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	4,087,705	3,810,731	3,983,787	2,017,788	4,194,311	4,159,979	4,286,384	4,434,662	4,558,629	210,524	5.3%
EXPENDITURES BY PROGRAM											
1											
2											
3											
4											
5											
6											
7											
8											
9											
10											
EXPENDITURES BY TYPE											
Personnel											
Salaries & Wages	1,806,030	1,772,611	1,834,135	917,655	1,900,364	1,926,988	1,975,163	2,024,542	2,074,332	66,229	3.6%
Fringe Benefits	326,929	322,351	415,638	189,538	427,442	458,241	481,153	505,211	529,325	11,804	2.8%
Total Personnel	2,132,959	2,094,962	2,249,773	1,107,193	2,327,806	2,385,229	2,456,316	2,529,753	2,603,657	78,033	3.5%
Supplies	501,472	593,542	473,779	314,082	513,040	492,920	502,778	512,834	522,941	39,261	8.3%
Services & Charges											
Professional Services	418,909	543,963	414,536	233,479	450,803	457,026	479,877	503,871	523,979	36,267	8.7%
Printing & Advertising	41,158	59,673	60,500	30,283	60,500	66,701	70,036	73,538	77,421	-	0.0%
Utilities	319,232	318,446	270,000	150,146	263,350	297,675	312,559	328,187	345,245	(6,650)	-2.5%
Education & Training	4,168	5,356	24,500	2,528	24,500	27,011	28,362	29,780	31,057	-	0.0%
Travel	26,903	31,328	28,000	13,724	28,000	30,870	32,414	34,034	35,512	-	0.0%
Repairs & Maintenance	155,652	129,622	83,139	68,091	109,139	93,866	98,559	103,487	108,687	26,000	31.3%
Payment In Lieu of Taxes	-	-	-	-	-	-	-	-	-	-	-
Other Interfund Allocations	34,083	31,251	23,864	12,860	36,212	36,936	37,675	38,429	39,197	12,348	51.7%
Debt Service:											
Principal	-	-	-	-	-	-	-	-	-	-	-
Interest & Fees	-	-	-	-	-	-	-	-	-	-	-
Grants & Subsidies	-	-	-	-	-	-	-	-	-	-	-
Transfers Out	-	-	159,066	79,676	82,167	85,909	90,754	86,427	85,521	(76,899)	-48.3%
Other Services & Charges	184,384	211,460	170,559	93,373	254,431	185,836	177,054	194,322	185,412	83,872	49.2%
Total Services & Charges	1,184,489	1,331,099	1,234,164	684,160	1,309,102	1,281,830	1,327,290	1,392,075	1,432,031	74,938	6.1%
Capital	-	-	14,722	-	44,363	-	-	-	-	29,641	201.3%
Total Expenditures by Type	3,818,920	4,019,603	3,972,438	2,105,435	4,194,311	4,159,979	4,286,384	4,434,662	4,558,629	221,873	5.6%
Net Surplus / (Deficit)	268,785	(208,872)	11,349	(87,647)	(0)	(0)	(0)	0	(0)		
Beginning Cash Balance	887,475	892,876	1,096,892	1,096,892	1,108,241	1,108,241	1,108,241	1,108,241	1,108,241		
Cash Adjustments	5,400	204,017	-	-	-	-	-	-	-		
Ending Cash Balance	892,876	1,096,892	1,108,241	1,009,245	1,108,241	1,108,241	1,108,241	1,108,241	1,108,241		
Cash Reserves Target	954,730	1,004,901	993,110	526,359	1,048,578	1,039,995	1,071,596	1,108,665	1,139,657		25.00%

Explain Significant Revenue and Expenditure Changes Below:

Due to the anticipation of the new hotel and the renovations to downtown, an increase in revenues and, therefore, an increase in expenditures is expected for 2017. **Note:** The Cash Reserves Target for this fund is equal to 25% of annual expenditures.

Century Center Operating - 670

Fund Summary - Five-Year Capital Improvement Plan

Name	Funding Source	2016 Budget	Minimum Thresholds		FORECAST					Total	Justification
			Equipment \$10,000	Buildings \$100,000	BUDGET	2017	2018	2019	2020		
<u>Replacement Capital</u>		-			-	-	-	-	-	-	
		-			-	-	-	-	-	-	
		-			-	-	-	-	-	-	
		-			-	-	-	-	-	-	
		-			-	-	-	-	-	-	
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		-			-	-	-	-	-	-	
<u>Project Capital</u>		-			-	-	-	-	-	-	
Building Projects		-			44,363	-	-	-	-	44,363	
		-			-	-	-	-	-	-	
		-			-	-	-	-	-	-	
		-			-	-	-	-	-	-	
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		-			-	-	-	-	-	-	
		-			-	-	-	-	-	-	
Totals		-			44,363	-	-	-	-	44,363	

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Estimated Revenue
CENTURY CENTER								
670-0000-317.00-00	HOTEL/MOTEL TAX	1,313,450	1,313,450	1,313,436	1,313,436	656,725	656,725	1,275,000
LEVEL	TEXT		TEXT AMT					
02	ALLOCATION FROM SAINT JOSEPH COUNTY HOTEL/MOTEL TAX BOARD OF MANAGERS FOR 2017 - FUNDING FROM HOTEL/MOTEL TAX REVENUE - PAYMENT DIRECTLY FROM COUNTY TO CENTURY CENTER REDUCED AMOUNT REQUESTED FOR 2017		1,275,000					
			1,275,000					
*		1,313,450	1,313,450	1,313,436	1,313,436	656,725	656,725	1,275,000
670-0000-349.11-00	PARKING	100,634	115,550	100,033	100,033	73,022	69,394	100,033
LEVEL	TEXT		TEXT AMT					
02	DECREASED BASED ON TRENDING		100,033					
			100,033					
*		100,634	115,550	100,033	100,033	73,022	69,394	100,033
670-0000-360.00-00	MISCELLANEOUS REVENUE	48,593	22,368	5,630	5,630	8,707	7,655	10,000
LEVEL	TEXT		TEXT AMT					
02	MISCELLANEOUS REVENUE		10,000					
			10,000					
*		48,593	22,368	5,630	5,630	8,707	7,655	10,000
670-0000-371.01-00	FOOD/BEVERAGE COMMISSIONS	0	8,018	0	0	0	0	0
670-0000-371.02-00	ROOM RENTAL	322,416	463,668	388,647	388,647	265,816	253,080	457,846
LEVEL	TEXT		TEXT AMT					
02	BASED ON ANTICIPATED EVENTS		457,846					
			457,846					
670-0000-371.03-00	EQUIPMENT RENTAL	21,314	10,501	13,000	13,000	10,983	10,983	12,085
LEVEL	TEXT		TEXT AMT					
02	BASED ON CHARGES FOR EQUIP AND SERVICES (I.E. STAGING, DANCE FLOOR, ETC.)		12,085					
			12,085					
670-0000-371.05-00	ART CENTER RENT	65,000	0	65,000	65,000	0	0	65,000
LEVEL	TEXT		TEXT AMT					

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Estimated Revenue
02	PER CONTRACT WITH CITY		65,000 65,000					
	670-0000-371.06-00 SKYWALK RENT	0	7,000	7,000	7,000	7,136	7,136	7,000
LEVEL	TEXT		TEXT AMT					
02	ESTIMATED PER CONTRACT- CALCULATED RATE (DEPENDENT ON UTILITY RATE INCREASES OR ACTUAL SHARED COSTS)		7,000 7,000					
	670-0000-371.07-00 A/V TECH	195,173	225,441	212,273	212,273	140,569	128,053	243,808
LEVEL	TEXT		TEXT AMT					
02	CHARGES FOR AV SERVICES AT GROSS		243,808 243,808					
	670-0000-371.11-00 SECURITY EVENT	14,957	14,500	5,880	5,880	18,070	17,830	12,364
LEVEL	TEXT		TEXT AMT					
02	CHARGES FOR SECURITY SERVICES (GUEST SERVICES)		12,364 12,364					
	670-0000-371.14-00 OPERATION LABOR BILLED	2,025	10,280	10,000	10,000	9,779	9,134	4,500
LEVEL	TEXT		TEXT AMT					
02	LABOR BILLED FOR EVENTS/F&B		4,500 4,500					
	670-0000-371.15-00 CLEANING BILLED	0	0	10,000	10,000	0	0	4,500
LEVEL	TEXT		TEXT AMT					
02	CLEANING BILLED FOR EVENTS/F&B		4,500 4,500					
	670-0000-371.16-00 ELECTRICAL BILLED	8,320	34,195	25,500	25,500	26,227	25,192	43,300
LEVEL	TEXT		TEXT AMT					
02	USAGE CHARGE OF ELECIRIC FOR EVENT/F&B		43,300 43,300					
	670-0000-371.17-00 TELECOMM BILLED	3,240	13,482	5,000	5,000	9,384	7,484	12,500
LEVEL	TEXT		TEXT AMT					
02	TELECOMM BILLED		12,500 12,500					
	670-0000-371.18-00 INSURANCE BILLED	0	2,727	10,920	10,920	352	352	13,621
LEVEL	TEXT		TEXT AMT					

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Estimated Revenue
02	INSURANCE PER ATTENDANCE FOR EVENTS/F&B		13,621 13,621					
670-0000-371.19-00	DECORATING SERVICES	0	0	5,000	5,000	0	0	7,395
LEVEL	TEXT		TEXT AMT					
02	CHARGE FOR FLOORING, ETC PER EVENT/F&B		7,395 7,395					
670-0000-371.20-00	OTHER SERVICES	174,629	0	0	0	1,411	1,411	0
*		807,074	789,812	758,220	758,220	489,727	460,655	883,919
**	CENTURY CENTER	2,269,751	2,241,180	2,177,319	2,177,319	1,228,181	1,194,429	2,268,952

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Estimated Revenue
670-0420-371.01-00	FOOD/BEVERAGE COMMISSIONS	77,211	229,972	301,078	301,078	68,867	68,525	293,699
LEVEL 02	TEXT SERVICE FEE CHARGED ON CATERED EVENTS - 20%		TEXT AMT 293,699 293,699					
670-0420-371.13-00	FOOD & BEVERAGE REVENUE	1,740,743	1,339,579	1,505,390	1,505,390	872,533	754,834	1,631,660
LEVEL 02	TEXT CONCESSION AND CATERING REVENUE NET OF SALES TAX		TEXT AMT 1,631,660 1,631,660					
*		1,817,954	1,569,551	1,806,468	1,806,468	941,400	823,359	1,925,359
**	CNRY CNTR FOOD & BEVERAGE	1,817,954	1,569,551	1,806,468	1,806,468	941,400	823,359	1,925,359
***	CENTURY CENTER	4,087,705	3,810,731	3,983,787	3,983,787	2,169,581	2,017,787	4,194,311

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Proposed Expenditures
CENTURY CENTER								
670-0406-645.10-01	REGULAR	1,132,919	1,182,026	1,067,514	1,067,514	750,359	653,530	1,154,873
LEVEL	TEXT	TEXT AMT						
02	ALL FULL TIME BASED ON 2.5% WAGE INCREASE	1,154,873						
	TOTAL FTE - 24							
	1 - GENERAL MANAGER							
	1 - RECEPTIONIST							
	1 - ADMIN ASSISTANT							
	1 - HR DESIGNEE							
	1 - DIRECTOR OF FINANCE							
	1 - STAFF ACCOUNTANT							
	1 - DIRECTOR OF SALES							
	2 - SALES MANAGERS							
	1 - DIRECTOR OF EVENT SERVICES							
	4 - SET UP EMPLOYEES							
	1 - HOUSEKEEPER							
	3 - EVENT MANAGERS							
	1 - DIRECTOR OF OPERATIONS							
	1 - IT MANAGER							
	2 - ENGINEERS							
	2 - GUEST SERVICES OFFICERS							
		1,154,873						
670-0406-645.10-05	TEMPORARY SERVICES	14,453	4,078	0	0	127	127	0
670-0406-645.10-09	PERMANENT PART TIME	29,398	14,822	65,000	65,000	9,220	7,754	65,437
LEVEL	TEXT	TEXT AMT						
02	BASED ON BUSINESS VOLUME, INCLUDES HOSTESS PARKING ATTENDANTS, SECURITY, AND GROUNDS INCLUDES ADDING AN ADDITIONAL SHIFT FOR SECURITY	65,437						
		65,437						
670-0406-645.10-11	EMPLOYEE BONUSES	20,739	10,232	47,505	47,505	0	0	48,693
LEVEL	TEXT	TEXT AMT						
02	BASED ON ELIGIBLE EMPLOYEES BONUS POTENTIAL	48,693						
		48,693						
670-0406-645.11-01	FICA - REGULAR	85,716	86,922	90,271	90,271	53,552	46,473	97,079
LEVEL	TEXT	TEXT AMT						
02	7.65 % OF WAGES	97,079						
		97,079						
670-0406-645.11-08	GROUP INSURANCE - HEALTH	155,824	142,837	160,425	160,425	102,965	108,480	202,057
LEVEL	TEXT	TEXT AMT						

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Proposed Expenditures
02	ASSUMES A 15% INCREASE IN HEALTH INSURANCE (MED, DENTAL,VISION)		202,057					
			202,057					
	670-0406-645.11-09 GROUP INSURANCE - LIFE	538	0	0	0	0	0	0
	670-0406-645.11-11 401K RETIREMENT PLAN	6,182	11,541	31,220	31,220	13,287	12,739	13,747
LEVEL	TEXT		TEXT AMT					
02	401K		13,747					
			13,747					
	670-0406-645.11-13 STATE UNEMPLOYMENT TAX	9,076	3,844	9,443	9,443	3,664	3,486	13,207
LEVEL	TEXT		TEXT AMT					
02	STATE UNEMPLOYMENT		13,207					
			13,207					
	670-0406-645.11-14 FEDERAL UNEMPLOY TAX	8,058	2,651	4,410	4,410	1,411	1,339	0
LEVEL	TEXT		TEXT AMT					
02	FEDERAL UNEMPLOYMENT TAX - .05% OF WAGES							
	670-0406-645.11-99 OTHER FRINGE BENEFITS	853	0	650	650	0	0	0
LEVEL	TEXT		TEXT AMT					
02	EAP, HSA AND OTHER EMPLOYEE BENEFITS; BASED ON CURRENT ENROLLMENT							
*	PERSONNEL SERVICES	1,463,756	1,458,953	1,476,438	1,476,438	934,585	833,928	1,595,093
	670-0406-645.21-03 C.S. - OFFICE SUPPLIES	292	0	0	0	0	0	0
	670-0406-645.21-04 OTHER - OFFICE SUPPLIES	5,198	4,660	6,000	6,000	2,363	1,802	6,000
LEVEL	TEXT		TEXT AMT					
02	BASED ON CURRENT NEEDS		6,000					
			6,000					
	670-0406-645.22-01 CENTRAL SERVICE GASOLINE	769	396	500	500	62	42	500
LEVEL	TEXT		TEXT AMT					
02	NEED FOR FUEL GENERATORS, MOWERS, AND BOBCAT		500					
			500					
	670-0406-645.22-05 UNIFORMS	426	2,969	2,000	2,000	182	182	2,000
LEVEL	TEXT		TEXT AMT					
02	BASED ON CURRENT STAFFING LEVELS - SHIRTS FOR SETUP AND PERMANENT PART-TIMERS		2,000					
			2,000					

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Proposed Expenditures
670-0406-645.22-15	OTHER-CLEANING SUPPLIES	11,554	14,370	13,000	13,000	10,027	8,424	13,000
LEVEL	TEXT		TEXT AMT					
02	JANITORIAL SUPPLIES - BASED ON HISTORICAL TRENDS		13,000					
			13,000					
670-0406-645.23-01	BUILDING MATERIALS	30,956	41,713	40,000	40,000	27,883	23,071	40,000
LEVEL	TEXT		TEXT AMT					
02	BASED ON PRICE INCREASES		40,000					
			40,000					
670-0406-645.23-20	SMALL TOOLS & EQUIPMENT	1,447	0	1,800	1,800	0	0	1,800
LEVEL	TEXT		TEXT AMT					
02	SMALL TOOL/EQUIPMENT PURCHASES		1,800					
			1,800					
670-0406-645.23-40	SALT	2,578	5,454	3,500	3,500	3,109	2,750	3,500
LEVEL	TEXT		TEXT AMT					
02	INCLUDES WATER TREATMENT SUPPLIES, ICE MELT AND SOFTENER SALT		3,500					
			3,500					
*	SUPPLIES	53,220	69,562	66,800	66,800	43,626	36,270	66,800
670-0406-645.31-06	OTHER PROFESSIONAL SVCS	207,595	178,949	160,313	160,313	118,766	73,135	165,644
LEVEL	TEXT		TEXT AMT					
02	BASE FEE \$135,000 PLUS INCENTIVE FEE \$30,644 ASSUMING NO PAYMENT FOR CRITERIA 1, BUT PAYMENT FOR CRITERIA 2 AND 3		165,644					
			165,644					
670-0406-645.31-11	CONSULTING & PROFESSIONAL	5,195	0	750	750	200	200	2,500
LEVEL	TEXT		TEXT AMT					
02	CONSULTING FEE		2,500					
			2,500					
670-0406-645.31-18	DATA PROCESSING FEES	11,782	10,100	9,250	9,250	7,831	6,805	9,250
LEVEL	TEXT		TEXT AMT					
02	ADP PAYROLL PROCESSING AND BANK FEES - NEW ACCOUNT		9,250					
			9,250					

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Proposed Expenditures
670-0406-645.31-19	INTERNET FEES	3,600	3,600	4,000	4,000	2,100	1,800	4,000
LEVEL	TEXT		TEXT AMT					
02	INTERNET FEES		4,000					
			4,000					
670-0406-645.31-20	RECRUITMENT/RELOCATION	0	2,274	0	0	0	0	0
670-0406-645.31-21	COMMISSION PAYMENTS	111,800	244,105	142,223	142,223	125,798	109,051	163,351
LEVEL	TEXT		TEXT AMT					
02	NEW ACCOUNT FOR 2016 - MARKEY COMMISSION PAYMENTS (SERVICE EXPENSE) 67% OF GROSS VAE REVENUE		163,351					
			163,351					
670-0406-645.32-02	POSTAGE	1,380	756	1,500	1,500	650	650	1,500
LEVEL	TEXT		TEXT AMT					
02	BASED ON HISTORICAL TRENDS - WILL INCLUDE POSTAGE FOR EVERYDAY MAILING OF CONTRACTS AND DIRECT MAIL PIECES FOR SALES PROMOTIONS		1,500					
			1,500					
670-0406-645.32-03	TRAVEL	24,517	29,541	25,000	25,000	17,862	13,724	25,000
LEVEL	TEXT		TEXT AMT					
02	REMAINING THE SAME AS LAST YEAR		25,000					
			25,000					
670-0406-645.32-04	TELEPHONE	24,229	23,657	20,024	20,024	13,611	10,845	20,000
LEVEL	TEXT		TEXT AMT					
02	LAND LINES AND CELLULAR LINES		20,000					
			20,000					
670-0406-645.32-24	TRAVEL - MEALS	112	0	0	0	0	0	0
670-0406-645.33-03	ADVERTISING/PROMOTION	41,158	59,673	60,500	60,500	36,661	30,283	60,500
LEVEL	TEXT		TEXT AMT					
02	INCLUDES ADVERTISING, PROMOTION, WEBSITE AND PRINTING, TRADE SHOW GIVE AWAYS AND COMMUNITY EVENT PARTICIPATION		60,500					
			60,500					
670-0406-645.34-01	WORKMEN'S COMP	35,898	41,052	18,051	18,051	16,358	12,445	30,655
LEVEL	TEXT		TEXT AMT					
02	SMG ESTIMATE		30,655					

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Proposed Expenditures
			30,655					
670-0406-645.34-02	LIABILITY INSURANCE	34,083	31,251	23,864	23,864	16,838	12,860	36,212
LEVEL	TEXT		TEXT AMT					
02	2016 FIXED COST ALLOCATION #7 -LIABILITY INSURANCE		36,212					
			36,212					
670-0406-645.34-05	LIABILITY - OTHER	55,618	62,892	53,861	53,861	33,365	25,630	51,786
LEVEL	TEXT		TEXT AMT					
02	SMG INSURANCE - ESTIMATE GENERAL,EMPLOYEMENT PRACTICES,CRIME,PROFESSIONAL LIABILITY,EXCESS INSURANCE PREMIUMS		51,786					
			51,786					
670-0406-645.35-01	ELECTRIC	185,846	204,527	140,000	140,000	107,958	89,980	150,000
LEVEL	TEXT		TEXT AMT					
02	BASED ON AVERAGE TRENDS/USE OF BUILDING AND BASED ON ENERGY SAVINGS PROGRAM THAT CC HAS BEGUN		150,000					
			150,000					
670-0406-645.35-02	GAS	98,120	69,152	90,000	90,000	42,217	41,072	72,350
LEVEL	TEXT		TEXT AMT					
02	BASED ON AVERAGE TRENDS/USE OF BUILDING		72,350					
			72,350					
670-0406-645.35-03	TRASH REMOVAL	8,678	10,507	8,000	8,000	6,200	6,200	9,000
LEVEL	TEXT		TEXT AMT					
02	BASED ON AVERAGE TRENDS/USE OF BUILDING		9,000					
			9,000					
670-0406-645.35-04	WATER	26,588	34,260	32,000	32,000	15,600	12,894	32,000
LEVEL	TEXT		TEXT AMT					
02	BASED ON AVERAGE TRENDS/USE OF BUILDING		32,000					
			32,000					
670-0406-645.36-01	BUILDINGS	93,620	79,645	60,000	60,000	60,470	49,382	80,000
LEVEL	TEXT		TEXT AMT					
02	CONTRACTED SERVICES INCLUDED IN MISCELLANEOUS MICHAELANGELOS, ROSE PEST CONTROL, MUSIC ENGINEERING, WINDOW WASHING		80,000					

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Proposed Expenditures
	SMG ESTIMATE		80,000					
670-0406-645.36-02	OFFICE EQUIPMENT	2,043	2,860	15,000	10,000	1,238	1,238	15,000
LEVEL	TEXT		TEXT AMT					
02	BUDGET FOR 2016 - OTIS ELEVATOR, JOHNSON CONTROLS, COPIER MAINTENANCE		15,000					
			15,000					
670-0406-645.36-04	COMPUTER EQUIPMENT	22,250	17,395	0	5,000	4,763	4,738	4,000
LEVEL	TEXT		TEXT AMT					
02	UPGRADE OF COMPUTER EQUIPMENT		4,000					
			4,000					
670-0406-645.37-04	EQUIPMENT RENTALS	6,719	10,123	0	0	520	520	0
670-0406-645.37-80	ENERGY SAVINGS	0	0	79,676	0	0	0	0
LEVEL	TEXT		TEXT AMT					
02	AMERESCO PAYMENTS RELATED TO THE ENERGY SAVINGS PROGRAM							
670-0406-645.39-10	SUBSCRIPTIONS	932	482	0	0	0	0	0
670-0406-645.39-11	DUES	4,562	2,250	5,400	5,400	2,000	2,000	5,000
LEVEL	TEXT		TEXT AMT					
02	INDUSTRY MEMBERSHIPS		5,000					
			5,000					
670-0406-645.39-12	SECURITY	0	17,925	3,000	3,000	7,681	5,381	0
LEVEL	TEXT		TEXT AMT					
02	OUTSIDE SECURITY							
670-0406-645.39-39	CREDIT CARD CHARGES	26,980	23,009	25,000	25,000	12,666	9,565	22,000
LEVEL	TEXT		TEXT AMT					
02	BANK CHARGES, CREDIT CARD CHARGES & SOFTWARE SUPPORT		22,000					
			22,000					
670-0406-645.39-48	LICENSES & PERMITS	2,383	3,492	4,400	4,400	1,181	1,181	4,000
LEVEL	TEXT		TEXT AMT					
02	COMPUTER USER FEES, ENTERTAINMENT PERMIT, LIQUOR LICENSE, ELEVATOR PERMITS		4,000					
			4,000					

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Proposed Expenditures
670-0406-645.39-70	EDUCATION & TRAINING	4,168	5,356	24,500	24,500	2,528	2,528	24,500
LEVEL	TEXT		TEXT AMT					
02	STAFF AND SALES TRAINING		24,500					
	MEETINGS AND CONFERENCES		24,500					
670-0406-645.39-88	EMPLOYEE GOOD & WELFARE	3,656	2,786	4,000	4,000	2,214	2,070	4,000
LEVEL	TEXT		TEXT AMT					
02	GOOD & WELFARE		4,000					
			4,000					
670-0406-645.39-89	MISC CHARGES & SERVICES	1,091-	703	6,000	6,000	4,728	4,728	6,000
LEVEL	TEXT		TEXT AMT					
02	MISC CHARGES & SERVICES		6,000					
			6,000					
* OTHER SERVICES & CHARGES		1,042,421	1,172,322	1,016,312	936,636	662,004	530,903	998,248
670-0406-645.42-02	BUILDINGS	0	0	14,722	14,722	0	0	126,529
LEVEL	TEXT		TEXT AMT					
02	RESIDUAL NET EXCESS BUDGETED TO CAPITAL		126,529					
			126,529					
* CAPITAL		0	0	14,722	14,722	0	0	126,529
670-0406-645.50-02	INTER-FUND OPER. TRANSFRS	0	0	79,390	159,066	79,676	79,676	82,167
LEVEL	TEXT		TEXT AMT					
02	OPERATING SAVINGS TRANSFER TO FUND 672 - ENERGY		82,167					
	SAVINGS DEBT SERVICE FUND PER AMERESCO SUMMARY		82,167					
* OTHER USES		0	0	79,390	159,066	79,676	79,676	82,167
** CENTURY CENTER		2,559,397	2,700,837	2,653,662	2,653,662	1,719,891	1,480,777	2,868,837

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Proposed Expenditures
670-0420-645.10-01	REGULAR	222,054	211,438	254,116	254,116	116,190	103,524	226,561
LEVEL	TEXT		TEXT AMT					
02	TOTAL FTE - 5		226,561					
	1 - EXECUTIVE CHEF							
	2 - CATERING MANAGER							
	1 - ACCOUNTING MANAGER							
	1 - FOOD AND BEVERAGE MANAGER							
			226,561					
670-0420-645.10-02	HOURLY	103,409	252,498	340,000	340,000	34,343	34,343	344,800
LEVEL	TEXT		TEXT AMT					
02	CONCESSION AND CATERING HOURLY EMPLOYEES		344,800					
			344,800					
670-0420-645.10-05	TEMPORARY SERVICES	59,063	97,517	60,000	60,000	28,355	24,409	60,000
LEVEL	TEXT		TEXT AMT					
02	TEMP EMPLOYEES FOR F&B		60,000					
			60,000					
670-0420-645.10-09	PERMANENT PART TIME	223,995	0	0	0	121,210	93,968	0
670-0420-645.11-01	FICA - REGULAR	41,429	34,776	50,040	50,040	20,079	17,109	48,299
LEVEL	TEXT		TEXT AMT					
02	7.65% OF WAGES		48,299					
			48,299					
670-0420-645.11-08	GROUP INSURANCE - HEALTH	9,252	30,649	37,635	37,635	28,279	598-	45,448
LEVEL	TEXT		TEXT AMT					
02	GROUP HEALTH INSURANCE F&B		45,448					
			45,448					
670-0420-645.11-11	401K RETIREMENT PLAN	2,936-	0	6,249	6,249	2,652-	2,366-	1,759
LEVEL	TEXT		TEXT AMT					
02	401K		1,759					
			1,759					
670-0420-645.11-13	STATE UNEMPLOYMENT TAX	11,213	1,827	19,840	19,840	2,257	2,000	5,846
LEVEL	TEXT		TEXT AMT					
02	STATE UNEMPLOYMENT TAX		5,846					
			5,846					
670-0420-645.11-14	FEDERAL UNEMPLOY TAX	1,724	7,304	5,455	5,455	994	876	0

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Proposed Expenditures
LEVEL	TEXT							
02	FEDERAL UNEMPLOYMENT AT .05% OF WAGES							
		-----	-----	-----	-----	-----	-----	-----
*	PERSONNEL SERVICES	669,203	636,009	773,335	773,335	349,055	273,265	732,713
	670-0420-645.21-04 OTHER - OFFICE SUPPLIES	269	0	0	0	0	0	0
LEVEL	TEXT							
02	MOVED TO MAIN OFFICE SUPPLIES							
	670-0420-645.22-05 UNIFORMS	2,023	1,110	1,800	1,800	431	431	3,800
LEVEL	TEXT							
02	UNIFORMS FOR PART TIME F&B		3,800					
			3,800					
	670-0420-645.22-29 COST OF GOODS SOLD	409,928	469,514	353,767	353,767	286,090	244,831	383,440
LEVEL	TEXT							
02	BASED ON 23.5% OF GROSS FOOD AND BEVERAGE		383,440					
			383,440					
	670-0420-645.22-71 PAPER & DISPOSABLES	3,500	1,675	14,471	14,471	21	21	14,000
LEVEL	TEXT							
02	PAPER & DISPOSABLES FOR F&B		14,000					
			14,000					
	670-0420-645.22-72 LINEN & DECOR	32,532	50,993	36,941	36,941	36,363	32,528	45,000
LEVEL	TEXT							
02	LINEN & DECOR F&B		45,000					
			45,000					
	670-0420-645.23-01 BUILDING MATERIALS	0	688	0	0	0	0	0
		-----	-----	-----	-----	-----	-----	-----
*	SUPPLIES	448,252	523,980	406,979	406,979	322,905	277,811	446,240
	670-0420-645.31-06 OTHER PROFESSIONAL SVCS	78,937	104,935	98,000	98,000	54,273	42,488	106,058
LEVEL	TEXT							
02	SAVOR MANAGEMENT FEE		106,058					
	BASED ON 6.5% OF GROSS FOOD AND BEVERAGE		106,058					
	670-0420-645.32-21 TRAVEL - MILEAGE	2,243	1,787	3,000	3,000	0	0	3,000
LEVEL	TEXT							

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Proposed Expenditures
02	TRAVEL - MILEAGE FOR F&B		3,000 3,000					
670-0420-645.32-24	TRAVEL - MEALS	31	0	0	0	0	0	0
670-0420-645.34-01	WORKMEN'S COMP	3,010	0	11,803	11,803	0	0	11,803
LEVEL	TEXT		TEXT AMT					
02	WORKERS COMP F&B		11,803 11,803					
670-0420-645.34-05	LIABILITY - OTHER	918	0	0	0	0	0	0
670-0420-645.36-01	BUILDINGS	37,739	29,722	10,139	8,139	13,405	12,733	10,139
LEVEL	TEXT		TEXT AMT					
02	CONTRACTED SERVICES		10,139 10,139					
670-0420-645.37-04	EQUIPMENT RENTALS	0	110	0	0	0	0	0
670-0420-645.37-05	KITCHEN SUPPLY RENTALS	5,788	2,666	0	2,000	6,267	5,556	0
670-0420-645.39-39	CREDIT CARD CHARGES	11,980	18,724	14,320	14,320	13,318	11,506	14,320
LEVEL	TEXT		TEXT AMT					
02	CREDIT CARD FEES		14,320 14,320					
670-0420-645.39-48	LICENSES & PERMITS	1,422	833	1,200	1,200	1,296	1,296	1,200
LEVEL	TEXT		TEXT AMT					
02	LICENSES AND FEES		1,200 1,200					
*-----	OTHER SERVICES & CHARGES	142,068	158,777	138,462	138,462	88,559	73,580	146,520
**-----	CNRY CNTR FOOD & BEVERAGE	1,259,523	1,318,766	1,318,776	1,318,776	760,519	624,656	1,325,473
***-----	CENTURY CENTER	3,818,920	4,019,603	3,972,438	3,972,438	2,480,410	2,105,433	4,194,310

Century Center Capital - 671

Fund Summary - Operating and Capital Budget

Description	2014 Actual	2015 Actual	2016 Amended Budget	30-Jun Actual	2017 Proposed Budget	Forecast				Budget Variance 2016-2017	% Change
						2018	2019	2020	2021		
REVENUES											
Property Taxes	-	-	-	-	-	-	-	-	-	-	-
Local Income Taxes	-	-	-	-	-	-	-	-	-	-	-
Other Taxes	-	-	-	-	-	-	-	-	-	-	-
Grants/Intergovernmental	-	-	-	-	-	-	-	-	-	-	-
Charges for Services	-	-	-	-	-	-	-	-	-	-	-
Interfund Allocations	-	-	-	-	-	-	-	-	-	-	-
Fines & Forfeitures	-	-	-	-	-	-	-	-	-	-	-
Donations	-	-	-	-	-	-	-	-	-	-	-
Other Income	328	809	500	413	750	750	750	750	750	250	50.0%
Transfers In	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	328	809	500	413	750	750	750	750	750	250	50.0%
EXPENDITURES BY PROGRAM											
1										-	-
2										-	-
3										-	-
4										-	-
5										-	-
6										-	-
7										-	-
8										-	-
9										-	-
10										-	-
EXPENDITURES BY TYPE											
Personnel											
Salaries & Wages	-	-	-	-	-	-	-	-	-	-	-
Fringe Benefits	-	-	-	-	-	-	-	-	-	-	-
Total Personnel	-	-	-	-	-	-	-	-	-	-	-
Supplies											
	-	41,156	12,200	-	-	-	-	-	-	(12,200)	-100.0%
Services & Charges											
Professional Services	-	62,735	-	-	-	-	-	-	-	-	-
Printing & Advertising	-	-	-	-	-	-	-	-	-	-	-
Utilities	-	-	-	-	-	-	-	-	-	-	-
Education & Training	-	-	-	-	-	-	-	-	-	-	-
Travel	-	-	-	-	-	-	-	-	-	-	-
Repairs & Maintenance	-	130,000	-	-	-	-	-	-	-	-	-
Payment In Lieu of Taxes	-	-	-	-	-	-	-	-	-	-	-
Other Interfund Allocations	-	-	-	-	-	-	-	-	-	-	-
Debt Service:											
Principal	-	-	-	-	-	-	-	-	-	-	-
Interest & Fees	-	-	-	-	-	-	-	-	-	-	-
Grants & Subsidies	-	-	-	-	-	-	-	-	-	-	-
Transfers Out	-	50,000	-	-	-	-	-	-	-	-	-
Other Services & Charges	-	-	-	-	-	-	-	-	-	-	-
Total Services & Charges	-	242,735	-	-	-	-	-	-	-	-	-
Capital	339,363	133,509	176,421	38,747	-	-	-	-	-	(176,421)	-100.0%
Total Expenditures by Type	339,363	417,400	188,621	38,747	-	-	-	-	-	(188,621)	-100.0%
Net Surplus / (Deficit)	(339,035)	(416,591)	(188,121)	(38,334)	750	750	750	750	750		
Beginning Cash Balance	1,757,697	1,418,663	1,002,072	1,002,072	813,951	814,701	815,451	816,201	816,951		
Cash Adjustments	(339,035)	(416,591)	-	-	-	-	-	-	-		
Ending Cash Balance	1,418,663	1,002,072	813,951	963,738	814,701	815,451	816,201	816,951	817,701		
Cash Reserves Target *	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000		\$800k

Explain Significant Revenue and Expenditure Changes Below:

No capital expenditures are planned from this fund for 2017. All planned capital will be reimbursed by the Hotel/Motel Tax Board for 2017.

* The Cash Reserves Target for this fund is \$800,000.

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Estimated Revenue
CENTURY CENTER CAPITAL								
671-0000-361.00-00	INTEREST EARNINGS	328	809	500	500	565	489	750
LEVEL	TEXT	TEXT AMT						
02	ESTIMATED INTEREST EARNED ON INVESTMENTS		750					
			750					
		-----	-----	-----	-----	-----	-----	-----
*		328	809	500	500	565	489	750
		-----	-----	-----	-----	-----	-----	-----
**	CENTURY CENTER CAPITAL	328	809	500	500	565	489	750
		-----	-----	-----	-----	-----	-----	-----
***	CENTURY CENTER CAPITAL	328	809	500	500	565	489	750

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Proposed Expenditures
CENTURY CENTER CAPITAL								
671-0406-645.22-24	OTHER OPERATING SUPPLIES	0	0	0	12,200	0	0	0
*	SUPPLIES	0	0	0	12,200	0	0	0
671-0406-645.31-15	BOND ISSUANCE COSTS	0	62,735	0	0	0	0	0
671-0406-645.36-01	BUILDINGS	0	130,000	0	0	0	0	0
LEVEL	TEXT	TEXT AMT						
02	REGLAZE 12 SKYLIGHT PANELS							
	REPLACE CEILING TILES IN SUITES AND GREAT ROOM							
*	OTHER SERVICES & CHARGES	0	192,735	0	0	0	0	0
671-0406-645.42-02	BUILDINGS	339,363	105,423	0	52,500	0	0	0
671-0406-645.43-09	MATERIALS & EQUIPMENT	0	28,086	0	123,921	113,834	95,153	0
*	CAPITAL	339,363	133,509	0	176,421	113,834	95,153	0
671-0406-645.50-02	INTER-FUND OPER. TRANSFRS	0	50,000	0	0	0	0	0
*	OTHER USES	0	50,000	0	0	0	0	0
**	CENTURY CENTER	339,363	376,244	0	188,621	113,834	95,153	0

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Proposed Expenditures
671-0420-645.22-24	OTHER OPERATING SUPPLIES	0	41,156	0	0	0	0	0
*	SUPPLIES	0	41,156	0	0	0	0	0
**	CNRY CNTR FOOD & BEVERAGE	0	41,156	0	0	0	0	0
***	CENTURY CENTER CAPITAL	339,363	417,400	0	188,621	113,834	95,153	0

Century Center Energy Conservation Debt Service - 672

Fund Summary - Operating and Capital Budget

Description	2014 Actual	2015 Actual	2016 Amended Budget	30-Jun Actual	2017 Proposed Budget	Forecast				Budget Variance 2016-2017	% Change
						2018	2019	2020	2021		
REVENUES											
Property Taxes	-	-	-	-	-	-	-	-	-	-	-
Local Income Taxes	-	-	-	-	-	-	-	-	-	-	-
Other Taxes	-	-	-	-	-	221,437	221,437	221,437	221,437	-	-
Grants/Intergovernmental	-	-	-	-	-	-	-	-	-	-	-
Charges for Services	-	-	-	-	-	-	-	-	-	-	-
Interfund Allocations	-	-	-	-	-	-	-	-	-	-	-
Fines & Forfeitures	-	-	-	-	-	-	-	-	-	-	-
Donations	-	-	-	-	-	-	-	-	-	-	-
Other Income	-	32	157,742	107,742	110,130	117,574	111,243	103,146	94,888	(47,612)	-30.2%
Transfers In	-	50,000	79,676	-	82,167	89,175	92,317	95,550	98,872	2,491	3.1%
Total Revenue	-	50,032	237,418	107,742	192,297	428,186	424,997	420,133	415,197	(45,121)	-19.0%
EXPENDITURES BY PROGRAM											
1	-	-	-	-	-	-	-	-	-	-	-
2	-	-	-	-	-	-	-	-	-	-	-
3	-	-	-	-	-	-	-	-	-	-	-
4	-	-	-	-	-	-	-	-	-	-	-
5	-	-	-	-	-	-	-	-	-	-	-
6	-	-	-	-	-	-	-	-	-	-	-
7	-	-	-	-	-	-	-	-	-	-	-
8	-	-	-	-	-	-	-	-	-	-	-
9	-	-	-	-	-	-	-	-	-	-	-
10	-	-	-	-	-	-	-	-	-	-	-
EXPENDITURES BY TYPE											
Personnel											
Salaries & Wages	-	-	-	-	-	-	-	-	-	-	-
Fringe Benefits	-	-	-	-	-	-	-	-	-	-	-
Total Personnel	-	-	-	-	-	-	-	-	-	-	-
Supplies											
-	-	-	-	-	-	-	-	-	-	-	-
Services & Charges											
Professional Services	-	-	-	-	-	-	-	-	-	-	-
Printing & Advertising	-	-	-	-	-	-	-	-	-	-	-
Utilities	-	-	-	-	-	-	-	-	-	-	-
Education & Training	-	-	-	-	-	-	-	-	-	-	-
Travel	-	-	-	-	-	-	-	-	-	-	-
Repairs & Maintenance	-	-	-	-	-	-	-	-	-	-	-
Payment In Lieu of Taxes	-	-	-	-	-	-	-	-	-	-	-
Other Interfund Allocations	-	-	-	-	-	-	-	-	-	-	-
Debt Service:											
Principal	-	-	22,585	-	46,606	162,702	280,090	285,614	291,274	24,021	106.4%
Interest & Fees	-	-	214,547	140,609	145,691	143,034	135,333	125,482	115,437	(68,856)	-32.1%
Grants & Subsidies	-	-	-	-	-	-	-	-	-	-	-
Transfers Out	-	-	-	-	-	-	-	-	-	-	-
Other Services & Charges	-	-	-	-	-	-	-	-	-	-	-
Total Services & Charges	-	-	237,132	140,609	192,297	305,736	415,423	411,096	406,711	(44,835)	-18.9%
Capital											
-	-	-	-	-	-	-	-	-	-	-	-
Total Expenditures by Type	-	-	237,132	140,609	192,297	305,736	415,423	411,096	406,711	(44,835)	-18.9%
Net Surplus / (Deficit)	-	50,032	286	(32,867)	-	122,450	9,574	9,037	8,486		
Beginning Cash Balance	-	-	50,032	50,032	50,318	50,318	172,768	182,342	191,379		
Cash Adjustments	-	50,032	-	-	-	-	-	-	-		
Ending Cash Balance	-	50,032	50,318	17,165	50,318	172,768	182,342	191,379	199,865		
Cash Reserves Target	-	-	-	-	-	-	-	-	-		0.00%

Explain Significant Revenue and Expenditure Changes Below:

In 2015, the Century Center issued Qualified Energy Conservation Bond (QECB) financing in the amount of \$4,167,897 to pay for improvements at the Century Center. This fund accounts for the annual debt service payments on the 15-year debt financing with the final payment due May 1, 2031. Funding is provided by a pledge of hotel/motel tax monies beginning in 2018, interest rebates from the United States Treasury and operating transfers from Century Center Fund 670 realized from energy savings.

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Estimated Revenue
CENTURY CENTER ENERGY SAV								
672-0000-361.00-00	INTEREST EARNINGS	0	32	100	100	29	25	50
672-0000-361.60-10	INTEREST REBATE	0	0	157,642	157,642	107,721	107,721	110,080
LEVEL	TEXT	TEXT AMT						
02	2015 CENUTRY CENTER QECB INTEREST REBATE	118,936						
	TREASURY SUBSIDY - PER AMERESCO SCHEDULE							
	LESS ESTIMATED SEQUESTER AMOUNT	8,856-						
		110,080						

*		0	32	157,742	157,742	107,750	107,746	110,130
672-0000-392.00-00	INTERFUND OPER. TRANSFER	0	50,000	79,390	79,676	79,676	79,676	82,167
LEVEL	TEXT	TEXT AMT						
02	TRANSFER FROM FUND 670 - CENTURY CENTER ENERGY	82,167						
	SAVINGS CONTRACT - OPERATING SAVINGS							
	PER AMERESCO SCHEDULE	82,167						

*		0	50,000	79,390	79,676	79,676	79,676	82,167

**	CENTURY CENTER ENERGY SAV	0	50,032	237,132	237,418	187,426	187,422	192,297

***	CENTURY CENTER ENERGY SAV	0	50,032	237,132	237,418	187,426	187,422	192,297

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2014 Actual	2015 Actual	2016 Original Budget	2016 Amended Budget	2016 YTD Actual	6/30/16 YTD Actual	2017 Proposed Expenditures
CENTURY CENTER ENERGY SAV								
672-0000-472.38-01	PRINCIPAL	0	0	22,585	22,585	0	0	46,606
LEVEL	TEXT	TEXT AMT						
02	2015 CENTURY CENTER QECCB LOAN - PRINCIPAL #139	46,606						
		46,606						
672-0000-472.38-02	INTEREST	0	0	213,547	213,547	140,609	140,609	144,691
LEVEL	TEXT	TEXT AMT						
02	2015 CENTURY CENTER QECCB LOAN - INTEREST #139	144,691						
		144,691						
672-0000-472.38-03	PAYING AGENT FEES	0	0	1,000	1,000	0	0	1,000
LEVEL	TEXT	TEXT AMT						
02	2015 CENTURY CENTER QECCB LOAN	1,000						
		1,000						
* OTHER SERVICES & CHARGES		0	0	237,132	237,132	140,609	140,609	192,297
** CENTURY CENTER ENERGY SAV		0	0	237,132	237,132	140,609	140,609	192,297
*** CENTURY CENTER ENERGY SAV		0	0	237,132	237,132	140,609	140,609	192,297

Century Center



August 30, 2016



Century Center Today's Agenda

- Introduction of Century Center Representatives
- Leanna Belew, General Manager
- Brandon Gerlach, Director of Finance
- Presentation of 2017 Budget

Century Center Department Vision

- The goal of Century Center is to achieve our financial goals as described in this budget in order to contribute to the overall economic impact for South Bend.
- This goal can be achieved by:
 - Being the leader in customer service by exceeding guest expectations
 - Provide a healthy, safe, happy place for our employees to work in order to ensure a professional, friendly staff.
 - Being a vital and active member of this community by supporting our locally and minority owned businesses, volunteering our time at local charities and causes, and doing our part for the environment by reducing our carbon foot print by ways of energy saving measures, recycling and composting waste.

2016 Goals & Challenges What We Have Accomplished So Far

2016 Goals & Challenges	How We Are Proceeding to Meet Goals
Achieve a valuable presence within the convention industry and the community	Via industry tradeshow opportunities, Site Visits, FAMs, and Blitzes YTD we have hosted 1 FAM, 97 Site Visits YTD
Increase year over year revenue and decrease year over year net loss.	YTD revenue is up 19% compared to budget and the NOL is 41% better than 2015
Increase number of events with sleeping rooms.	Continue to focus on multi day events that bring in events with a greater economic impact
Food and Beverage profit of 30%	The Food and Beverage department continues to be competitive in the market while watching food and labor costs YTD 43%
Increase bookings for future years	Presently we have events on the books through 2018 and working on events through 2020. We are also working on 3 events with multi-year contracts
Create partnership opportunities for self promoted events	Partnering with local event organizers such as Jazz Fest, Second Star Theatre, BrewFest, Princess for a Day, Meet Me on the Island

Century Center 2017 Goals & Challenges

Goals:

- Achieve a valuable presence within the convention industry via new trade show opportunities with Visit South Bend/Mishawaka. Century Center continues to work closely with the CVB by participating in FAMs, Industry Trade Shows, Blitzes, etc.
- Increase annual revenue and decrease the net loss by controlling expenses and continue to focus on increased sales.
- Increase bookings for future years. We continue our efforts with Visit South Bend/Mishawaka, as well as, our own marketing initiatives.
- Achieve a Food and Beverage profit of 30%. We will continue to monitor the market to remain competitive in pricing, while controlling expenses without sacrificing quality.
- Increase number of events with sleeping rooms by focusing our sales efforts on conventions and multi day meetings.

Challenges:

- Limited hotel rooms downtown. However, the addition of the Courtyard by Marriott and the Aloft scheduled to open by Fall 2017 offers us the opportunity to solicit larger pieces of business with more hotel rooms.
- Maintenance of a 40 year old building.

Century Center Key Performance Indicators

Measure	Mayoral Goal	Type	2018 Long Term Goal	2015 Actual	2016 Estimate	2017 Target
Increase hotel room nights	PP	Effectiveness	8,500	8,439	6,900	7,935
Net Operating Loss	GG	Efficiency	900,000	1,148,911	935,357	700,000
Net Promoter Score	BE	Effectiveness	72	74	72	72