

9/2/2016



**ALBANY CAPITAL CENTER**

**BUDGET**

**2017**

Albany Capital Center  
2017  
Lead Income Statement

	Total
Event Income	
Direct Event Income	
Rental Income	272,419
Service Income	83,863
Service Expenses	-
Total Direct Event Income	356,282
Ancillary Income	
F & B Concessions	-
F & B Catering	262,050
Novelty Sales	-
Gift Shop Sales	-
Parking: Self Parking	21,060
Parking: Valet	-
Booth Cleaning	-
Business Center	-
Telephone/Long Distance	-
Electrical Services	-
Audio Visual	16,585
Internet Services	-
Equipment Rental	-
Other Ancillary	19,250
Total Ancillary Income	318,945
Other Event Income	
Other Event Related Income	-
Luxury Box Ticket Sales	-
Club Seat Ticket Sales	-
Event Advertising Income	-
Ticket Rebates (Per Event)	-
Facility Fees	-
Total Other Event Income	-
Total Event Income	675,227
Other Operating Income	37,000
Adjusted Gross Income	712,227
Operating Expenses	
Employee Salaries and Wages	808,635
Benefits	279,514
Less: Event Labor Allocations	-
Net Employee Wages and Benefits	1,088,149
Contracted Services	-

Albany Capital Center  
 2017  
 Lead Income Statement

	Total
General and Administrative	289,500
Operations	45,000
Repair & Maintenance	114,000
Supplies	5,000
Insurance	22,094
Utilities	240,000
Other	-
SMG Management Fees	100,000
Less: Expenses Allocated	-
Total Operating Expenses	1,903,743
Net Income (Loss) From Operations	(1,191,516)
Other Income (Expenses)	-
Net Income After Other Income (Expenses)	(1,191,516)

DIRECT EVENT DETAIL

Event Date	Event Category	Event ID Number	Attend. Actual	Event Days	Total Rental Revenue	Total Billable Services	Total Service Expense	Direct Event Income	F&B Catering Income	Self Parking Income	Audio Visual Income	Other Ancillary Income	Total Ancillary Income	Total Event Income
March	Assemblies - 701		-	-	-	-	-	-	-	-	-	-	-	-
April	Assemblies - 701	0	-	-	-	-	-	-	-	-	-	-	-	-
May	Assemblies - 701	0	-	-	-	-	-	-	-	-	-	-	-	-
June	Assemblies - 701	1	1,500	1	4,000	500	-	4,500	1,000	270	500	150	1,920	6,420
July	Assemblies - 701	0	-	-	-	-	-	-	-	-	-	-	-	-
August	Assemblies - 701	0	-	-	-	-	-	-	-	-	-	-	-	-
September	Assemblies - 701	0	-	-	-	-	-	-	-	-	-	-	-	-
October	Assemblies - 701	0	-	-	-	-	-	-	-	-	-	-	-	-
November	Assemblies - 701	1	1,500	1	4,000	500	-	4,500	1,000	270	500	150	1,920	6,420
December	Assemblies - 701	1	1,500	1	4,000	500	-	4,500	1,000	270	500	150	1,920	6,420
<b>Total</b>	<b>Assemblies - 701</b>	<b>3</b>	<b>4,500</b>	<b>3</b>	<b>\$ 12,000.00</b>	<b>\$ 1,500.00</b>	<b>-</b>	<b>\$ 13,500.00</b>	<b>3,000</b>	<b>\$ 810.00</b>	<b>\$ 1,500.00</b>	<b>\$ 450.00</b>	<b>\$ 5,760.00</b>	<b>\$ 19,260.00</b>
March	Banquets - 702	2	1,750	2	-	-	-	-	32,000	540	1,100	350	33,990	33,990
April	Banquets - 702	5	3,050	5	-	2,000	-	2,000	34,250	1,350	1,000	200	36,800	38,800
May	Banquets - 702	2	900	2	-	-	-	-	14,000	540	500	100	15,140	15,140
June	Banquets - 702	1	650	1	-	-	-	-	12,000	270	500	100	12,870	12,870
July	Banquets - 702	0	-	-	-	-	-	-	-	-	-	-	-	-
August	Banquets - 702	0	-	-	-	-	-	-	-	-	-	-	-	-
September	Banquets - 702	1	650	1	-	-	-	-	12,000	270	500	100	12,870	12,870
October	Banquets - 702	2	850	3	3,900	1,000	-	4,900	15,750	810	700	300	17,560	22,460
November	Banquets - 702	1	650	1	-	-	-	-	12,000	270	500	100	12,870	12,870
December	Banquets - 702	2	840	2	-	-	-	-	8,500	540	250	250	9,540	9,540
<b>Total</b>	<b>Banquets - 702</b>	<b>16</b>	<b>9,340</b>	<b>17</b>	<b>\$ 3,900.00</b>	<b>\$ 3,000.00</b>	<b>-</b>	<b>\$ 6,900.00</b>	<b>140,500</b>	<b>\$ 4,590.00</b>	<b>\$ 5,050.00</b>	<b>\$ 1,500.00</b>	<b>\$ 151,640.00</b>	<b>\$ 158,540.00</b>
March	Consumer / Public Shows - 703		-	-	-	-	-	-	-	-	-	-	-	-
April	Consumer / Public Shows - 703		-	-	-	-	-	-	-	-	-	-	-	-
May	Consumer / Public Shows - 703		-	-	-	-	-	-	-	-	-	-	-	-
June	Consumer / Public Shows - 703		-	-	-	-	-	-	-	-	-	-	-	-
July	Consumer / Public Shows - 703		-	-	-	-	-	-	-	-	-	-	-	-
August	Consumer / Public Shows - 703		-	-	-	-	-	-	-	-	-	-	-	-
September	Consumer / Public Shows - 703	1	2,000	1	6,000	3,000	-	9,000	8,000	1,080	500	1,500	11,080	20,080
October	Consumer / Public Shows - 703	1	5,000	6	22,500	21,531	-	44,031	500	1,620	200	1,500	3,820	47,851
November	Consumer / Public Shows - 703	1	2,000	1	6,000	3,000	-	9,000	6,000	1,080	500	1,500	9,080	18,080
December	Consumer / Public Shows - 703	2	3,000	4	19,000	3,500	-	22,500	8,500	1,890	500	1,500	12,390	34,890
<b>Total</b>	<b>Consumer / Public Shows - 703</b>	<b>5</b>	<b>12,000</b>	<b>12</b>	<b>\$ 53,500</b>	<b>\$ 31,031</b>	<b>-</b>	<b>\$ 84,531</b>	<b>23,000</b>	<b>\$ 5,670</b>	<b>\$ 1,700</b>	<b>\$ 6,000</b>	<b>\$ 36,370</b>	<b>\$ 120,901</b>
<b>Total</b>	<b>Concerts - 704</b>	<b>0</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
March	Conventions - 705	1	489	4	12,775	6,000	-	18,775	7,500	1,080	1,000	1,000	10,580	29,355
April	Conventions - 705	1	2,500	4	9,500	10,000	-	19,500	250	1,080	200	-	1,530	21,030
May	Conventions - 705	1	180	2	2,250	4,000	-	6,250	2,500	540	500	400	3,940	10,190
June	Conventions - 705	1	350	1	2,800	3,000	-	5,800	2,500	270	235	4,600	7,605	13,405
July	Conventions - 705	0	-	-	-	-	-	-	-	-	-	-	-	-
August	Conventions - 705	0	-	-	-	-	-	-	-	-	-	-	-	-
September	Conventions - 705	1	600	5	6,000	5,932	-	11,932	20,000	1,350	1,000	1,000	23,350	35,282
October	Conventions - 705	0	-	-	-	-	-	-	-	-	-	-	-	-
November	Conventions - 705	1	350	4	10,669	7,000	-	17,669	6,000	1,080	500	900	8,480	26,149
December	Conventions - 705	0	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>Conventions - 705</b>	<b>6</b>	<b>4,469</b>	<b>20</b>	<b>\$ 43,994</b>	<b>\$ 35,932</b>	<b>-</b>	<b>\$ 79,926</b>	<b>38,750</b>	<b>\$ 5,400</b>	<b>\$ 3,435</b>	<b>\$ 7,900</b>	<b>\$ 55,485</b>	<b>\$ 135,411</b>
<b>Total</b>	<b>Entertainment - 706</b>	<b>0</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>Family Shows - 707</b>	<b>0</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
March	Meetings - 708		-	-	-	-	-	-	-	-	-	-	-	-
April	Meetings - 708	6	450	6	13,050	-	-	13,050	1,950	-	-	-	1,950	15,000
May	Meetings - 708	6	450	6	13,050	-	-	13,050	1,950	-	-	-	1,950	15,000
June	Meetings - 708	6	450	6	13,050	-	-	13,050	1,950	-	-	-	1,950	15,000

## DIRECT EVENT DETAIL

Event Date	Event Category	Event ID Number	Attend. Actual	Event Days	Total Rental Revenue	Total Billable Services	Total Service Expense	Direct Event Income	F&B Catering Income	Self Parking Income	Audio Visual Income	Other Ancillary Income	Total Ancillary Income	Total Event Income
July	Meetings - 708	6	450	6	13,050	-	-	13,050	1,950	-	-	-	1,950	15,000
August	Meetings - 708	6	450	6	13,050	-	-	13,050	1,950	-	-	-	1,950	15,000
September	Meetings - 708	6	450	6	13,050	-	-	13,050	1,950	-	-	-	1,950	15,000
October	Meetings - 708	6	450	6	13,050	-	-	13,050	1,950	-	-	-	1,950	15,000
November	Meetings - 708	6	450	6	13,050	-	-	13,050	1,950	-	-	-	1,950	15,000
December	Meetings - 708	6	450	6	13,050	-	-	13,050	1,950	-	-	-	1,950	15,000
<b>Total</b>	<b>Meetings - 708</b>	<b>54</b>	<b>4,050</b>	<b>54</b>	<b>117,450</b>			<b>117,450</b>	<b>17,550</b>				<b>17,550</b>	<b>135,000</b>
<b>Total</b>	<b>Sporting Events - 709</b>	<b>0</b>												
March	Trade Shows - 710	0	-	-	-	-	-	-	-	-	-	-	-	-
April	Trade Shows - 710	0	-	-	-	-	-	-	-	-	-	-	-	-
May	Trade Shows - 710	1	500	1	3,750	1,000	-	4,750	1,250	270	200	700	2,420	7,170
June	Trade Shows - 710	0	-	-	-	-	-	-	-	-	-	-	-	-
July	Trade Shows - 710	0	-	-	-	-	-	-	-	-	-	-	-	-
August	Trade Shows - 710	0	-	-	-	-	-	-	-	-	-	-	-	-
September	Trade Shows - 710	2	650	4	13,825	5,000	-	18,825	6,000	1,080	700	1,500	9,280	28,105
October	Trade Shows - 710	-	-	-	-	-	-	-	-	-	-	-	-	-
November	Trade Shows - 710	-	-	-	-	-	-	-	-	-	-	-	-	-
December	Trade Shows - 710	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>Trade Shows - 710</b>	<b>3</b>	<b>1,150</b>	<b>5</b>	<b>17,575</b>	<b>6,000</b>		<b>23,575</b>	<b>7,250</b>	<b>1,350</b>	<b>900</b>	<b>2,200</b>	<b>11,700</b>	<b>35,275</b>
<b>Total</b>	<b>Performing Arts - 711</b>	<b>0</b>												
March	Other - 712	0	-	-	-	-	-	-	-	-	-	-	-	-
April	Other - 712	1	900	1	3,000	800	-	3,800	4,000	405	500	150	5,055	8,855
May	Other - 712	1	900	1	3,000	800	-	3,800	4,000	405	500	150	5,055	8,855
June	Other - 712	0	-	-	-	-	-	-	-	-	-	-	-	-
July	Other - 712	1	900	1	3,000	800	-	3,800	4,000	405	500	150	5,055	8,855
August	Other - 712	1	900	1	3,000	800	-	3,800	4,000	405	500	150	5,055	8,855
September	Other - 712	1	900	1	3,000	800	-	3,800	4,000	405	500	150	5,055	8,855
October	Other - 712	1	900	1	3,000	800	-	3,800	4,000	405	500	150	5,055	8,855
November	Other - 712	1	900	1	3,000	800	-	3,800	4,000	405	500	150	5,055	8,855
December	Other - 712	1	900	1	3,000	800	-	3,800	4,000	405	500	150	5,055	8,855
<b>Total</b>	<b>Other - 712</b>	<b>8</b>	<b>7,200</b>	<b>8</b>	<b>24,000</b>	<b>6,400</b>		<b>30,400</b>	<b>32,000</b>	<b>3,240</b>	<b>4,000</b>	<b>1,200</b>	<b>40,440</b>	<b>70,840</b>
<b>Total</b>	<b>Major Tenant #1 - 721</b>	<b>0</b>												
<b>Total</b>	<b>Major Tenant #2 - 722</b>	<b>0</b>												
<b>Total</b>	<b>Major Tenant #3 - 723</b>	<b>0</b>												
<b>Grand Total</b>		<b>95</b>	<b>42,709</b>	<b>119</b>	<b>272,419</b>	<b>83,863</b>		<b>356,282</b>	<b>262,050</b>	<b>21,060</b>	<b>16,585</b>	<b>19,250</b>	<b>318,945</b>	<b>675,227</b>

Albany Capital Center  
 2017  
 EXECUTIVE DEPARTMENT

801

Account Title			Budget
Salaries Administration	Regional General Manager	\$ 48,071	\$ 117,710
	General Manager	69,640	
Administrative: Wages	Receptionist	\$ 27,500	\$ 27,500
Bonus - Performance	Regional General Manager	\$ 9,614	\$ 20,060
	General Manager	10,446	
Auto Allowance	Regional General Manager	\$ 1,515	\$ 4,455
	General Manager	2,940	
Payroll Taxes	Regional General Manager	\$ 5,768	\$ 17,425
	General Manager	8,357	
	Receptionist	3,300	
Benefits	Regional General Manager	\$ 5,163	\$ 27,408
	General Manager	10,345	
	Receptionist	11,900	
Meals & Entertainment	General Manager	\$ 5,000	\$ 5,000
Meetings & Conventions	General Manager	\$ 2,000	\$ 2,000
Employee Training		\$ 3,500	\$ 3,500
801	\$	2,017	\$ 225,058

Albany Capital Center  
 2017  
 FINANCE DEPARTMENT

802

Account Title	Itemized Amounts / Descriptions	Budget	
Salaries Administration	Director of Finance	\$ 24,882	\$ 119,679
	HR Manager	\$ 19,661	
	Accounting Manager	\$ 45,000	
	Accounting Supervisor	\$ 9,834	
	Box Office Manager	\$ 6,106	
	Payroll Manager	14,196	
Bonus - Performance	Director of Finance	\$ 2,488	\$ 2,488
Auto Allowance	Director of Finance	\$ 1,080	\$ 1,080
Payroll Taxes	Director of Finance	\$ 2,986	\$ 13,162
	HR Manager	\$ 2,359	
	Accounting Manager	\$ 4,200	
	Accounting Supervisor	\$ 1,180	
	Payroll Manager	\$ 1,704	
	Box Office Manager	733	
Benefits	Director of Finance	\$ 4,235	\$ 29,227
	HR Manager	\$ 4,026	
	Accounting Manager	\$ 12,200	
	Accounting Supervisor	\$ 3,633	
	Box Office Manager	\$ 1,324	
	Payroll Manager	3,808	
Professional Fees - Other	Armored Car Services	\$ 2,000	\$ 2,000
802	\$	2,017	\$ 167,636

Albany Capital Center  
 2017  
 SALES DEPARTMENT

803

Account Title	Itemized Amounts / Descriptions	Budget	
Salaries Administration	Director of Sales & Services	\$ 73,544	\$ 152,009
	Sales Coordinator	46,125	
	Director of Marketing	\$ 22,254	
	Marketing Coordinator	10,086	
Bonus - Performance	Director of Sales & Services	\$ 7,354	\$ 9,580
	Director of Marketing	2,225	
Auto Allowance	Director of Sales & Services	\$ 3,600	\$ 4,680
	Director of Marketing	1,080	
Payroll Taxes	Director of Sales & Services	\$ 8,825	\$ 18,241
	Sales Coordinator	\$ 5,535	
	Director of Marketing	\$ 2,671	
	Marketing Coordinator	1,210	
Benefits	Director of Sales & Services	\$ 13,742	\$ 34,161
	Sales Coordinator	\$ 12,645	
	Director of Marketing	\$ 4,130	
	Marketing Coordinator	3,644	
Meals & Entertainment	Director of Sales & Services	\$ 2,000	\$ 2,000
Meetings & Conventions	Director of Sales & Services	\$ 8,000	\$ 8,000
Advertising	Direct Marketing	\$ 122,500	\$ 122,500
PR Firm	Baker Communications	\$ 60,000	\$ 60,000
Promotional		\$ 25,000	\$ 25,000
803	\$	2,017	\$ 436,171



Albany Capital Center  
 2017  
 OPERATIONS DEPARTMENT

805

Account Title	Itemized Amounts / Descriptions	Budget	
Salaries Administration	Director of Operations	\$ 20,067	\$ 70,067
	Operations Manager	50,000	
Custodial - Supervisors	Housekeeping Manager	\$ 40,000	\$ 40,000
Custodial - Wages	Custodian	\$ 30,000	\$ 60,000
	Custodian	30,000	
Electricians - Wages	Master Electrician	\$ 60,000	\$ 60,000
Bonus - Performance	Director of Operations	\$ 2,007	\$ 2,007
Auto Allowance	Director of Operations	\$ 1,080	\$ 1,080
Payroll Taxes	Director of Operations	\$ 2,408	\$ 27,608
	Operations Manager	6,000	
	Housekeeping Manager	\$ 4,800	
	Custodian	\$ 3,600	
	Custodian	\$ 3,600	
	Master Electrician	\$ 7,200	
Benefits	Director of Operations	\$ 4,043	\$ 66,443
	Operations Manager	12,800	
	Housekeeping Manager	12,400	
	Custodian	12,000	
	Custodian	12,000	
	Master Electrician	13,200	
Operating Supplies		\$ 45,000	\$ 45,000
General Building Repairs		\$ 62,000	\$ 62,000
Maintenance Agreements	Contracted Services/Service Agreements	\$ 50,000	\$ 50,000

Albany Capital Center

2017

OPERATIONS DEPARTMENT

805

Account Title	Itemized Amounts / Descriptions	Budget
805	\$	2,017 \$ 484,205

Albany Capital Center  
 2017  
 SECURITY DEPARTMENT

806

Account Title	Itemized Amounts / Descriptions		Budget
Salaries Administration	Security Manager	\$ 16,240	\$ 16,240
Payroll Taxes	Security Manager	\$ 1,949	\$ 1,949
Benefits	Security Manager	\$ 3,890	\$ 3,890
806	\$	2,017	\$ 22,079

Albany Capital Center

2017

EVENT MANAGEMENT DEPARTMENT

807

Account Title	Itemized Amounts / Descriptions	Budget
Salaries Administration	Event Services Manager - #1 \$ 50,000	\$ 100,000
	Event Services Manager - #2 50,000	
Bonus - Performance		\$ -
Auto Allowance		\$ -
Payroll Taxes	Event Services Manager - #1 \$ 7,800	\$ 13,800
	Event Services Manager - #2 6,000	
Benefits	Event Services Manager - #1 \$ 13,400	\$ 26,200
	Event Services Manager - #2 12,800	
<b>807</b>	<b>2017</b>	<b>\$ 140,000</b>

Albany Capital Center  
 2017  
 OTHER INCOME

900

Account Title	Itemized Amounts / Descriptions		Budget
Advertising Income - Signage	Capital Bank 10/15/16 - 7/15/21	\$ 25,000	\$ 25,000
Miscellaneous Income	Other Miscellaneous	\$ 12,000	\$ 12,000
900	\$	2,017	\$ 37,000

Albany Capital Center  
 2017  
 ALL INDIRECT DEPARTMENTS

Account Title	January	February	March	April	May	June	July	August	September	October	November	December	Total
Salaries Administration	\$ 47,974	\$ 47,974	\$ 47,974	\$ 47,974	\$ 47,974	\$ 47,974	\$ 47,974	\$ 47,974	\$ 47,974	\$ 47,974	\$ 47,974	\$ 47,991	\$ 575,705
Administrative: Wages	2,292	2,292	2,292	2,292	2,292	2,292	2,292	2,292	2,292	2,292	2,292	2,288	27,500
Custodial - Supervisors	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,337	40,000
Custodial - Wages	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Electricians - Wages	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Bonus - Performance	2,844	2,844	2,844	2,844	2,844	2,844	2,844	2,844	2,844	2,844	2,844	2,851	34,135
Auto Allowance	941	941	941	941	941	941	941	941	941	941	941	944	11,295
Payroll Taxes	7,682	7,682	7,682	7,682	7,682	7,682	7,682	7,682	7,682	7,682	7,682	7,683	92,185
Benefits	15,611	15,611	15,611	15,611	15,611	15,611	15,611	15,611	15,611	15,611	15,611	15,608	187,329
Professional Fees - Other	1,834	1,834	1,834	1,834	1,834	1,834	1,834	1,834	1,834	1,834	1,834	1,826	22,000
Bank Service Charges	208	208	208	208	208	208	208	208	208	208	208	212	2,500
Meals & Entertainment	584	584	584	584	584	584	584	584	584	584	584	576	7,000
Meetings & Conventions	834	834	834	834	834	834	834	834	834	834	834	826	10,000
Dues & Subscriptions	167	167	167	167	167	167	167	167	167	167	167	163	2,000
Postage	167	167	167	167	167	167	167	167	167	167	167	163	2,000
Office Supplies	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Printing & Stationary	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Advertising	10,208	10,208	10,208	10,208	10,208	10,208	10,208	10,208	10,208	10,208	10,208	10,212	122,500
PR Firm	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Promotional	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,087	25,000
Licenses & Fees	167	167	167	167	167	167	167	167	167	167	167	163	2,000
Computer Expense	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,087	25,000
Employee Training	292	292	292	292	292	292	292	292	292	292	292	288	3,500
Operating Supplies	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	45,000
Miscellaneous Operating Exp..	167	167	167	167	167	167	167	167	167	167	167	163	2,000
General Building Repairs	5,167	5,167	5,167	5,167	5,167	5,167	5,167	5,167	5,167	5,167	5,167	5,163	62,000
Maintenance Agreements	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,163	50,000
Uniforms	417	417	417	417	417	417	417	417	417	417	417	413	5,000
General Liability Insurance	1,841	1,841	1,841	1,841	1,841	1,841	1,841	1,841	1,841	1,841	1,841	1,843	22,094
Electricity	29,400	52,500	25,200	16,800	12,600	10,500	10,500	10,500	10,500	10,500	10,500	10,500	210,000
Telephone	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
Management Fee Client	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,337	100,000
<b>Total</b>	<b>\$ 170,546</b>	<b>\$ 193,646</b>	<b>\$ 166,346</b>	<b>\$ 157,946</b>	<b>\$ 153,746</b>	<b>\$ 151,646</b>	<b>\$ 151,646</b>	<b>\$ 151,646</b>	<b>\$ 151,646</b>	<b>\$ 151,646</b>	<b>\$ 151,646</b>	<b>\$ 151,637</b>	<b>\$ 1,903,743</b>

Albany Capital Center  
2017  
Lead Income Statement - Monthly

	March	April	May	June	July	August	September	October	November	December	Total
<b>Event Income</b>											
<b>Direct Event Income</b>											
Rental Income	12,775	25,550	22,050	19,850	16,050	16,050	41,875	42,450	36,719	39,050	272,419
Service Income	6,000	12,800	5,800	3,500	800	800	14,732	23,331	11,300	4,800	83,863
Service Expenses	-	-	-	-	-	-	-	-	-	-	-
<b>Total Direct Event Income</b>	<b>18,775</b>	<b>38,350</b>	<b>27,850</b>	<b>23,350</b>	<b>16,850</b>	<b>16,850</b>	<b>56,607</b>	<b>65,781</b>	<b>48,019</b>	<b>43,850</b>	<b>356,282</b>
<b>Ancillary Income</b>											
F & B Concessions	-	-	-	-	-	-	-	-	-	-	-
F & B Catering	39,500	40,450	23,700	17,450	5,950	5,950	51,950	22,200	30,950	23,950	262,050
Novelty Sales	-	-	-	-	-	-	-	-	-	-	-
Gift Shop Sales	-	-	-	-	-	-	-	-	-	-	-
Parking: Self Parking	1,620	2,835	1,755	810	405	405	4,185	2,835	3,105	3,105	21,060
Parking: Valet	-	-	-	-	-	-	-	-	-	-	-
Booth Cleaning	-	-	-	-	-	-	-	-	-	-	-
Business Center	-	-	-	-	-	-	-	-	-	-	-
Telephone/Long Distance	-	-	-	-	-	-	-	-	-	-	-
Electrical Services	-	-	-	-	-	-	-	-	-	-	-
Audio Visual	2,100	1,700	1,700	1,235	500	500	3,200	1,400	2,500	1,750	16,585
Internet Services	-	-	-	-	-	-	-	-	-	-	-
Equipment Rental	-	-	-	-	-	-	-	-	-	-	-
Other Ancillary	1,350	350	1,350	4,850	150	150	4,250	1,950	2,800	2,050	19,250
<b>Total Ancillary Income</b>	<b>44,570</b>	<b>45,335</b>	<b>28,505</b>	<b>24,345</b>	<b>7,005</b>	<b>7,005</b>	<b>63,585</b>	<b>28,385</b>	<b>39,355</b>	<b>30,855</b>	<b>318,945</b>
<b>Other Event Income</b>											
Other Event Related Income	-	-	-	-	-	-	-	-	-	-	-
Luxury Box Ticket Sales	-	-	-	-	-	-	-	-	-	-	-
Club Seat Ticket Sales	-	-	-	-	-	-	-	-	-	-	-
Event Advertising Income	-	-	-	-	-	-	-	-	-	-	-
Ticket Rebates (Per Event)	-	-	-	-	-	-	-	-	-	-	-
Facility Fees	-	-	-	-	-	-	-	-	-	-	-
<b>Total Other Event Income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Event Income</b>	<b>63,345</b>	<b>83,685</b>	<b>56,355</b>	<b>47,695</b>	<b>23,855</b>	<b>23,855</b>	<b>120,192</b>	<b>94,166</b>	<b>87,374</b>	<b>74,705</b>	<b>675,227</b>
<b>Other Operating Income</b>	<b>3,083</b>	<b>3,083</b>	<b>3,083</b>	<b>3,083</b>	<b>3,083</b>	<b>3,083</b>	<b>3,083</b>	<b>3,083</b>	<b>3,083</b>	<b>3,087</b>	<b>37,000</b>
<b>Adjusted Gross Income</b>	<b>66,428</b>	<b>86,768</b>	<b>59,438</b>	<b>50,778</b>	<b>26,938</b>	<b>26,938</b>	<b>123,275</b>	<b>97,249</b>	<b>90,457</b>	<b>77,792</b>	<b>712,227</b>
<b>Operating Expenses</b>											
Employee Salaries and Wages	67,384	67,384	67,384	67,384	67,384	67,384	67,384	67,384	67,384	67,411	808,635
Benefits	23,293	23,293	23,293	23,293	23,293	23,293	23,293	23,293	23,293	23,291	279,514
Less: Event Labor Allocations	-	-	-	-	-	-	-	-	-	-	-
<b>Net Employee Wages and Benefits</b>	<b>90,677</b>	<b>90,677</b>	<b>90,677</b>	<b>90,677</b>	<b>90,677</b>	<b>90,677</b>	<b>90,677</b>	<b>90,677</b>	<b>90,677</b>	<b>90,702</b>	<b>1,088,149</b>
Contracted Services	-	-	-	-	-	-	-	-	-	-	-
General and Administrative	24,127	24,127	24,127	24,127	24,127	24,127	24,127	24,127	24,127	24,103	289,500
Operations	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	45,000
Repair & Maintenance	9,501	9,501	9,501	9,501	9,501	9,501	9,501	9,501	9,501	9,489	114,000

Albany Capital Center  
 2017  
 Lead Income Statement - Monthly

	March	April	May	June	July	August	September	October	November	December	Total
Supplies	417	417	417	417	417	417	417	417	417	413	5,000
Insurance	1,841	1,841	1,841	1,841	1,841	1,841	1,841	1,841	1,841	1,843	22,094
Utilities	27,700	19,300	15,100	13,000	13,000	13,000	13,000	13,000	13,000	13,000	240,000
Other	-	-	-	-	-	-	-	-	-	-	-
SMG Management Fees	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,337	100,000
Less: Expenses Allocated	-	-	-	-	-	-	-	-	-	-	-
Total Operating Expenses	166,346	157,946	153,746	151,646	151,646	151,646	151,646	151,646	151,646	151,637	1,903,743
Net Income (Loss) From Operations	(99,918)	(71,178)	(94,308)	(100,868)	(124,708)	(124,708)	(28,371)	(54,397)	(61,189)	(73,845)	(1,191,516)