

Grossinger Motors Arena



FY19 Year over Year Comparisons

	<u>FY19 Actual</u>	<u>FY19 Budget</u>	<u>FY18 Actual</u>	<u>FY18 Budget</u>
Income	\$2,233,951	\$2,461,015	\$1,883,072	\$2,684,538
<u>Expenses</u>	<u>\$2,504,873</u>	<u>\$2,956,529</u>	<u>\$2,548,171</u>	<u>\$2,993,422</u>
Net Ord. Inc.	(\$270,922)	(\$495,514)	(\$665,099)	(\$308,884)

FY19 Year over Year Comparison

- **Revenue**

- Combined revenue on all FY19 shows in excess of \$200,000 profit; change in show revenue of more than \$176,000 from FY18.
- Biggest single category of improvement is Sponsorship Revenue, up over \$63,500 from FY18.

Expense

- Savings of over \$36,500 in Occupancy expenses
- More than \$49,000 in Payroll expense savings



FY19 Capital Improvements and Updates

- Refurbished in-house speakers improved the quality of game play-by-play announcing
- Completion of the ADA elevator project to provide ease of access to the floor for guests with disabilities
- New LED lighting over the arena seating areas as well as energy efficient motion sensor lighting in the stairwells
- A new electric Zamboni was delivered to join the Bloomington Ice Center Zamboni and both are energy efficient and ecologically friendly

FY19 Event Highlights



FY20 – Looking Ahead

- Illinois State University Hockey has been gaining momentum as they are playing many of their games on weekend nights this season. We hope to help them grow their program and encourage all hockey fans to come and see the fast-paced action of college hockey
- The remainder of the halogen lights over the arena playing surface will be replaced with energy efficient LED fixtures and lights
- The talent corridor – locker rooms and show dressing rooms - will be freshly painted and floor mats in the entire corridor will be replaced
- A new fire panel and alarm system will be installed, upgrading to the current standard for life safety of those working and attending events at the arena
- A robust schedule of games and events to provide the community with a variety of entertainment options