

U.S. CELLULAR COLISEUM
(AN ENTERPRISE FUND OF THE
CITY OF BLOOMINGTON, ILLINOIS)

FINANCIAL AND COMPLIANCE REPORT

For the Fiscal Year Ended
April 30, 2010



TABLE OF CONTENTS

	<u>Page</u>
INDEPENDENT AUDITOR'S REPORT	1
FINANCIAL STATEMENTS	
Statement of net assets	3
Statement of revenues, expenses and changes in fund net assets	4
Statement of cash flows	5
Notes to financial statements	6
COMPLIANCE	
INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH <i>GOVERNMENT AUDITING STANDARDS</i>	15
Schedule of findings and responses	17



3201 West White Oaks Drive, Suite 102 • Springfield, IL 62704

INDEPENDENT AUDITOR'S REPORT

To the Honorable Mayor
and Members of the City Council
City of Bloomington, Illinois

We have audited the accompanying statement of net assets of the U.S. Cellular Coliseum, an enterprise fund of the City of Bloomington, Illinois, as of April 30, 2010 and the related statements of revenues, expenses and changes in fund net assets and cash flows for the year then ended. The financial statements are the responsibility of the City's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

As discussed in Note 1, the financial statements present only the U.S. Cellular Coliseum, an enterprise fund of the City of Bloomington, Illinois. These financial statements do not purport to, and do not, present fairly the financial position of the City of Bloomington, Illinois as of April 30, 2010 and the changes in financial position and cash flows, where applicable, for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the U.S. Cellular Coliseum, an enterprise fund of the City of Bloomington, Illinois as of April 30, 2010, and the respective changes in financial position and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued a report dated August 3, 2010 on our consideration of the U.S. Cellular Coliseum's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.



Springfield, Illinois
August 3, 2010

U. S. CELLULAR COLISEUM
(An Enterprise Fund of the City of Bloomington, Illinois)

STATEMENT OF NET ASSETS
April 30, 2010

ASSETS

Current assets:

Cash and investments	\$ 1,172,132
Accounts receivable	324,950
Due from the City of Bloomington	6,184
Prepaid items	50,150
Total current assets	<u>1,553,416</u>

Capital assets:

Land	448,524
Building	22,540,261
Machinery and equipment	8,133,025
	<u>31,121,810</u>
Less accumulated depreciation	(3,781,601)
Total capital assets, net of accumulated depreciation	<u>27,340,209</u>

Total assets 28,893,625

LIABILITIES

Current liabilities:

Accounts payable	149,268
Accrued expenses	31,003
Ticket escrow payable	406,373
Unearned revenue	768,830
Total current liabilities	<u>1,355,474</u>

Long-term liabilities:

Due to the City of Bloomington	<u>2,752,583</u>
Total noncurrent liabilities	<u>2,752,583</u>

Total liabilities 4,108,057

Net assets (deficit)

Invested in capital assets	27,340,209
Unrestricted	<u>(2,554,641)</u>

Total net assets \$ 24,785,568

See accompanying Notes to Financial Statements.

U. S. CELLULAR COLISEUM
(An Enterprise Fund of the City of Bloomington, Illinois)

STATEMENT OF REVENUES, EXPENSES AND CHANGES IN FUND NET ASSETS
For the Year Ended April 30, 2010

Operating revenues:	
Events	\$ 433,763
Club seat rentals	130,508
Suite rentals	382,684
Concession and novelty revenue	446,922
Ticket services	136,361
Parking fees	17,604
Advertising and naming rights	1,010,232
Coliseum and box office rental	577,788
Other income	590
Total operating revenues	<u>3,136,452</u>
Operating expenses:	
Salaries and benefits	1,217,732
Office operations	33,575
Promoter expense	703,436
Travel and entertainment	5,908
Advertising	28,708
Utilities	391,641
Insurance	146,445
Repairs and maintenance	289,344
Operating supplies	27,199
Professional fees	265,037
Depreciation	928,079
Commissions	175,812
Other	30,742
Rental expense	83,957
Total operating expenses	<u>4,327,615</u>
Net operating loss	<u>(1,191,163)</u>
Nonoperating revenues (expenses):	
Investment earnings	2,934
Contributions from the City of Bloomington	453,649
Total nonoperating revenues (expenses)	<u>456,583</u>
Change in net assets	(734,580)
Net assets, beginning of year	<u>25,520,148</u>
Net assets, end of year	<u>\$ 24,785,568</u>

See accompanying Notes to Financial Statements.

U. S. CELLULAR COLISEUM
(An Enterprise Fund of the City of Bloomington, Illinois)

STATEMENT OF CASH FLOWS
For the Year Ended April 30, 2010

Cash flows from operating activities:	
Cash received from rentals, ticket sales and other	\$ 3,171,217
Cash paid to suppliers	(2,132,980)
Cash paid to employees	(1,215,877)
Net cash from operating activities	<u>(177,640)</u>
Cash flows from noncapital financing activities:	
Payments to interfund accounts	(6,184)
Proceeds from interfund accounts	487,442
Contributions from the City of Bloomington	453,649
Net cash from noncapital financing activities	<u>934,907</u>
Cash flows from investing activities	
Investment earnings	2,934
Net cash from investing activities	<u>2,934</u>
Net (decrease) in cash and cash equivalents	760,201
Cash and cash equivalents, beginning of year	<u>411,931</u>
Cash and cash equivalents, end of year	<u><u>\$ 1,172,132</u></u>
Reconciliation of operating loss to net cash from operating activities:	
Operating loss	\$ (1,191,163)
Adjustments to reconcile operating loss to net cash from operating activities:	
Depreciation	928,079
Change in Assets and Liabilities:	
(Increase) decrease in accounts receivable	(14,812)
(Increase) decrease in prepaid items	61,876
Increase (decrease) in accounts payable	(13,052)
Increase (decrease) in accrued expenses	1,855
Increase (decrease) in ticket escrow payable	226,257
Increase (decrease) in unearned revenue	(176,680)
Net cash from operating activities	<u><u>\$ (177,640)</u></u>

See accompanying Notes to Financial Statements.

U.S. CELLULAR COLISEUM
(An Enterprise Fund of the City of Bloomington, Illinois)

NOTES TO FINANCIAL STATEMENTS
April 30, 2010

1. NATURE OF OPERATIONS AND SIGNIFICANT ACCOUNTING POLICIES

A. Nature of Operations:

The U.S. Cellular Coliseum (the "Coliseum") is an enterprise fund of the City of Bloomington, Illinois which provides for the promotion, operation and maintenance of the Coliseum. The Coliseum offers all types of entertainment venues including major concerts, trade shows, conventions, sporting events and civic events. The Coliseum is owned by the City of Bloomington, Illinois (the "City") and operated under a management agreement with Central Illinois Arena Management, Inc. (CIAM); it is a part of the City government and is not a separate legal entity or otherwise organized apart from the City. The financial statements contained herein present only the operations of the Coliseum and do not purport to, and do not, present the financial position, changes in financial position and cash flows, where applicable, of the City.

B. Significant Accounting Policies:

Basis of accounting and measurement focus: The economic resources measurement focus and the accrual basis of accounting are used by the Coliseum. Under this basis of accounting, all assets and all liabilities associated with the operation of the Coliseum are included on the statement of net assets. Revenue is recognized when earned and expenses are recognized when the liability has been incurred.

The Coliseum considers revenues earned from events, facility rentals, concessions, parking, advertising and naming rights to be operating revenues. Expenses associated with operating the facility are considered operating expenses. All revenues and expenses not meeting this definition are reported as nonoperating revenues and expenses.

Cash and investments: For purposes of reporting cash flows, the Coliseum considers all investments with a maturity of three months or less when purchased to be cash equivalents. All investments are reported at fair value.

Accounts receivables: Accounts receivables are carried at original invoice amount less an estimate made for doubtful receivables based on a review of all outstanding amounts on a monthly basis. Management determines the allowance for doubtful accounts by identifying troubled accounts and by using historical experience applied to an aging of accounts. Accounts receivables are written off when deemed uncollectible. Recoveries of accounts receivables previously written off are recorded as revenue when received.

U.S. CELLULAR COLISEUM
(An Enterprise Fund of the City of Bloomington, Illinois)
NOTES TO FINANCIAL STATEMENTS – Continued

1. NATURE OF OPERATIONS AND SIGNIFICANT ACCOUNTING POLICIES –
Continued

B. Significant Accounting Policies – Continued:

An account receivable is considered past due if any portion of the receivable balance is outstanding for more than 30 days.

Trade/in-kind agreements: As part of doing business, the Coliseum has entered into several trade/in-kind agreements. These agreements primarily provide advertising services to the third parties in exchange for services or goods provided by the third party to the Coliseum. The Coliseum recognizes revenue as services are provided to the third party and recognizes expenses as the Coliseum redeems the services or goods per the agreement.

Capital assets: Capital assets include land, building, and machinery and equipment. Capital assets are defined by the Coliseum as assets with an initial, individual cost of more than \$1,000 and an initial useful life of one year or greater, while building improvements are subject to a threshold of more than \$25,000.

Assets are recorded at historical cost if purchased or constructed. Donated capital assets are recorded at estimated fair value at the date of donation.

The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend the life of the asset are not capitalized.

Major outlays for capital assets and improvements are capitalized as projects are constructed. Interest incurred during the construction phase of capital assets is included as part of the capitalized value of the assets constructed. As the assets relating to the Coliseum were transferred from governmental-type funds, no interest was capitalized in connection with the construction during the fiscal year ended April 30, 2010.

Depreciation is computed using the straight-line method over estimated useful lives as follows:

Building	25 - 50 years
Machinery and equipment	3 - 20 years

Revenue recognition: Event revenue is reported net of the expenses paid to entertainers and promoters. It includes revenue from events where the Coliseum participates on a percentage basis in the net revenues. Rental revenue earned from events is presented as a line item separate from Event revenue on the statement of revenues, expenses and changes in fund net assets.

U.S. CELLULAR COLISEUM
(An Enterprise Fund of the City of Bloomington, Illinois)
NOTES TO FINANCIAL STATEMENTS – Continued

1. NATURE OF OPERATIONS AND SIGNIFICANT ACCOUNTING POLICIES –
Continued

B. Significant Accounting Policies – Continued:

Naming rights revenue is reported for an agreement the City entered into with a third party which gives the third party the "right" to name the Coliseum. The revenue is considered earned when the naming rights usage takes place, which is on a daily basis.

The Coliseum receives a percentage of food and beverage concession sales ranging from 32 percent to 42 percent and suite and catering sales paid at 15 percent of food and beverage sales. Revenue is recognized when the event has taken place and it is measurable.

Advertising and/or sponsorships are reported for agreements the Coliseum entered into with a third party which gives the third party the "right" to sponsor teams, the arena and/or specific events. Most agreements are on a yearly basis and, as the third party receives the benefit over the entire year, revenue is recognized ratably over the term of the agreement.

Facility and parking fees revenue is recognized when the event takes place. These fees are a part of the cost of the ticket. The amount varies by event.

Suite rental revenue is billed on an annual basis. Revenue is recognized daily as the suite is available for use by the customer.

Club memberships are billed on an annual basis. The membership includes rights to purchase their seats for assigned events, tickets to all home hockey and football games, VIP room access, customer service and in-seat waiter/waitress service. As the membership benefits are earned by event and events run throughout the fiscal year, the revenue is earned ratably over the course of the fiscal year.

All revenue is recognized when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

Ticket escrow payable: Monies received for ticket sales are booked to ticket escrow payable until the event occurs. After each event, a settlement is prepared. The settlement determines the amount to be paid to the promoter and the amount that the Coliseum will recognize as revenue.

U.S. CELLULAR COLISEUM
(An Enterprise Fund of the City of Bloomington, Illinois)
NOTES TO FINANCIAL STATEMENTS – Continued

1. NATURE OF OPERATIONS AND SIGNIFICANT ACCOUNTING POLICIES –
Continued

B. Significant Accounting Policies – Continued:

Accounting pronouncements: The Coliseum is applying all applicable Governmental Accounting Standards Board (GASB) pronouncements as well as following all Financial Accounting Board Statements and Interpretations, Accounting Principles Board Opinions and Accounting Research Bulletins issued on or before November 30, 1989 unless those pronouncements conflict with or contradict GASB pronouncements.

Net assets: Represent the difference between assets and liabilities. Net assets invested in capital assets consist of capital assets, net of accumulated depreciation. Net assets are reported as restricted when there are limitations imposed on their use through enabling legislation or through external restrictions imposed by creditors, grantors or laws or regulations of other governments.

The Coliseum first applies restricted resources when an expense is incurred for purposes for which both restricted and unrestricted net assets are available.

Estimates: The preparation of the financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results may differ from those estimates.

2. CASH AND INVESTMENTS

A reconciliation of cash and investments as of April 30, 2010 is as follows:

Box office change	\$	7,000
Concessions change		20,000
Demand deposits		<u>1,145,132</u>
	\$	<u>1,172,132</u>

Authorized investments: The Coliseum utilizes the City of Bloomington's investment policy. The City has adopted an investment policy to invest in instruments allowed by the Illinois compiled Statues (ILCS) which authorizes the City to make deposits/investments in interest bearing depository accounts in federally insured and/or state chartered banks and savings and loan associations, or other financial institutions as designated by ordinances, and to invest available funds in direct obligations of, or obligations guaranteed by, the United States Treasury or agencies of the United States, money market mutual funds whose portfolios consist of governmental securities, Illinois Funds Money Market Fund and annuities.

U.S. CELLULAR COLISEUM
(An Enterprise Fund of the City of Bloomington, Illinois)
NOTES TO FINANCIAL STATEMENTS – Continued

2. CASH AND INVESTMENTS – Continued

The City's policy further limit investments to (1) bonds, notes, certificates of indebtedness, treasury bills or other securities now or hereafter issued, which are guaranteed by the full faith and credit of the United States of America as to principal and interest; (2) bonds, notes, debentures or other similar obligations of the United States of America or its agencies; (3) interest-bearing savings accounts, interest-bearing certificates of deposit or interest-bearing time deposits or any other investments constituting direct obligations of any bank as defined by the Illinois Banking Act; (4) short-term obligations of corporations organized in the United States with assets exceeding \$500,000,000 if (i) such obligations are rated at the time of purchase at one of the three highest classifications established by at least two standard rating services and which mature not later than 180 days from the date of purchase, (ii) such purchases do not exceed 10 percent of the corporation's outstanding obligations and (iii) no more than one third of the City's funds may be invested in short term obligation's of corporations; (5) money market mutual funds registered under the Investment Company Act of 1940 provided that the portfolio of any such money market mutual fund is limited to obligations described in (1) and (2) above and to agreements to repurchase such obligations; (6) investments only in banks which are insured by the FDIC; (7) short-term discount obligations of the Federal National Mortgage Association or in shares or other forms of securities legally issuable by savings banks or savings and loan associations incorporated under the laws of Illinois and which are insured by the FDIC; (8) the Public Treasurer's Investment Pool or a fund managed, operated, and administered by a bank, or subsidiary of a bank holding company, or use the services of such an entity to hold and invest or advise regarding the investment of any City funds.

Interest rate risk: Interest rate risk is the risk that changes in market interest rate will adversely affect the fair value of an investment. Generally, the longer the maturity of an investment, the greater the sensitivity of its fair value to changes in market interest rates. In accordance with the City's investment policy, each investment shall seek to first ensure that capital losses are avoided. As such, the City shall follow a "buy and hold" till maturity philosophy. The policy also limits investments to instruments maturing within three years of the time of purchase. The policy further states the City will not consider investments with the intent of "timing the market", i.e., speculating on changes in interest rates and the corresponding value change to bonds and other fixed income investments to realize a large short-term gain but at a high risk. Instead, the City will follow a policy of investing till maturity, of obtaining a market rate of return, but avoiding risk where possible.

The Coliseum did not have any investments as of April 30, 2010.

Credit risk: Generally, credit risk is the risk that an issuer of an investment will not fulfill its obligation to the holder of the investment. This is measured by the assignment of a rating by a nationally recognized statistical rating organization. The City does not have a policy over credit risk.

U.S. CELLULAR COLISEUM
 (An Enterprise Fund of the City of Bloomington, Illinois)
 NOTES TO FINANCIAL STATEMENTS – Continued

2. CASH AND INVESTMENTS – Continued

Concentration of credit risk: It is the City's policy to diversify its investment portfolio in order to eliminate the risk of loss resulting from over concentration of assets in a specific maturity, a specific issuer or a specific class of securities. The policy requires the portfolio maturities of securities be staggered to avoid undue concentration of assets in a specific maturity sector; maturities selected provide for stability of income and reasonable liquidity; and the average maturity of the portfolio shall never exceed one and one half years. With the exception of deposits with the Illinois Fund through the State Treasurer's Pool, the City will not have more than 50 percent of its investible funds in any one institution or type of investment. The City did not have any investments as of April 30, 2010.

Custodial credit risk: Custodial credit risk for deposits is the risk that in the event of failure of a depository financial institution, a government will not be able to recover collateral securities that are in the possession of an outside party. The custodial credit risk for investments is the risk that, in the event of the failure of the counterparty (e.g. broker-dealer) to a transaction, a government will not be able to recover the value of its investment or collateral securities that are in the possession of another party.

The City's policy requires assets to be secured through third-party custody and safekeeping procedures. Bearer instruments shall be held only through third-party institutions and City finance department employees handling investments shall be bonded. The policy also requires ownership shall be protected through third-party custodial safekeeping. The City finance director, at his discretion, may require that collateralization of certain public deposits be performed through pledging of appropriate securities by the depository.

3. ACCOUNTS RECEIVABLE

Accounts receivable, net of uncollectibles, as of April 30, 2010 are comprised of the following amounts:

Advertising and other	\$ 232,751
Due from Central Illinois Arena Management, Inc.	89,524
Due from BMI Concessions, Inc.	31,838
Due from B-N Football, LLC	<u>21,143</u>
	375,256
Uncollectibles related to Due from Central Illinois Arena Management, Inc.	<u>50,306</u>
	<u>\$ 324,950</u>

U.S. CELLULAR COLISEUM
 (An Enterprise Fund of the City of Bloomington, Illinois)
 NOTES TO FINANCIAL STATEMENTS – Continued

4. CAPITAL ASSETS

A summary of capital assets as of April 30, 2010 is as follows:

	<u>Balance</u> <u>April 30, 2009</u>	<u>Additions</u>	<u>Deletions</u>	<u>Balance</u> <u>April 30, 2010</u>
Capital assets, not being depreciated:				
Land	\$ 448,524	\$ -	\$ -	\$ 448,524
Total capital assets, not being depreciated	<u>448,524</u>	<u>-</u>	<u>-</u>	<u>448,524</u>
Capital assets, being depreciated:				
Building	22,540,261	-	-	22,540,261
Machinery and equipment	<u>8,133,025</u>	<u>-</u>	<u>-</u>	<u>8,133,025</u>
Total capital assets being depreciated	<u>30,673,286</u>	<u>-</u>	<u>-</u>	<u>30,673,286</u>
Less accumulated depreciation for:				
Building	(1,248,505)	(405,735)	-	(1,654,240)
Machinery and equipment	<u>(1,605,017)</u>	<u>(522,344)</u>	<u>-</u>	<u>(2,127,361)</u>
Total accumulated depreciation	<u>(2,853,522)</u>	<u>(928,079)</u>	<u>-</u>	<u>(3,781,601)</u>
Total capital assets, being depreciated, net	<u>27,819,764</u>	<u>(928,079)</u>	<u>-</u>	<u>26,891,685</u>
Total capital assets, net	<u>\$ 28,268,288</u>	<u>(928,079)</u>	<u>-</u>	<u>27,340,209</u>

5. RISK MANAGEMENT

The Coliseum is exposed to various risks related to torts; theft of, damage to and destruction of assets; errors and omissions; and natural disasters for which the City of Bloomington is self-insured and carries supplemental commercial insurance. The City maintains internal service funds for its self-insured employees' health insurance program, and its general liability, property and worker's compensation insurance claims. Each participating fund (including the Coliseum) makes payments to the self-insurance fund for amounts which are determined based on historical claims experience.

For medical claims, self-insurance is in effect up to a stop loss of \$125,000 per individual occurrence. Coverage from a private insurance company is maintained for losses in excess of the stop loss amount. An independent claims administrator performs all claim handling procedures.

U.S. CELLULAR COLISEUM
(An Enterprise Fund of the City of Bloomington, Illinois)
NOTES TO FINANCIAL STATEMENTS – Continued

5. RISK MANAGEMENT – Continued

On October 1, 1995, the City established the Central Illinois Risk Pooling Authority (CIRPA), a blended component unit of the City, pursuant to the provisions of the Illinois Compiled Statutes for general liability and worker's compensation claims. Self insurance is in effect up to a stop loss of \$125,000 per occurrence for general liability and \$450,000 per occurrence for worker's compensation. In addition, CIRPA has an aggregate retention of \$650,000 for liability losses. CIRPA has purchased commercial insurance for coverage in excess of self-insured reserve limits and for all other risks of loss. For those exposures covered by insurance policies, settled claims have not exceeded insurance coverage purchased for each of the past three fiscal years.

6. ACTIVITY WITH THE OTHER CITY OF BLOOMINGTON FUNDS

Balance due to or from the City of Bloomington results from the time lag between the dates that (1) interfund goods and services are provided or reimbursable expenditures occur, (2) transactions are recorded in the accounting system and (3) payments between funds are made. As of April 30, 2010, the Coliseum owed various other funds of the City \$2,752,583. Management expects to repay the interfund payable using the future profits of the Coliseum. As of April 30, 2010, the City of Bloomington owed the Coliseum \$6,184.

Contributions to or from the City of Bloomington are used to (1) move revenues from the fund that statute or budget requires them to collect to the fund that statute or budget requires to expend them or (2) use unrestricted revenues collected in the General Fund to finance various programs accounted for in other funds in accordance with budgetary authorizations. During fiscal year ended April 30, 2010, the General Fund of the City transferred \$453,649 to the Coliseum Fund. During the fiscal year ended April 30, 2010, the Coliseum collected and remitted \$53,537 to the Parking Fund of the City.

7. DEVELOPMENT AND MANAGEMENT AGREEMENT

The City and CIAM entered into a Development and Management Agreement in October 2005. The term of the agreement commenced on May 1, 2006 and expires 10 years subsequent to the date of the first public event held in the Coliseum. The agreement requires CIAM to negotiate a naming rights agreement, invest \$1,000,000 in concession equipment, provide for sports franchises and to promote, operate and manage the Coliseum during the term of the agreement. CIAM will receive a commission of 10 percent of proceeds from sponsorship sales, suites and club seats and an annual fee representing 4 percent of gross revenues of the Coliseum as base compensation.

U.S. CELLULAR COLISEUM
(An Enterprise Fund of the City of Bloomington, Illinois)
NOTES TO FINANCIAL STATEMENTS – Continued

7. DEVELOPMENT AND MANAGEMENT AGREEMENT – Continued

The City and CIAM entered into a Development and Management Agreement in October 2005. The term of the agreement commenced on May 1, 2006 and expires 10 years subsequent to the date of the first public event held in the Coliseum. The agreement requires CIAM to negotiate a naming rights agreement, invest \$1,000,000 in concession equipment, provide for sports franchises and to promote, operate and manage the Coliseum during the term of the agreement. CIAM will receive a commission of 10 percent of proceeds from sponsorship sales, suites and club seats and an annual fee representing 4 percent of gross revenues of the Coliseum as base compensation. In addition, CIAM will receive a 20 percent share of the Coliseum's net operating income. Any resale of naming rights resulting in cash and trade proceeds in excess of \$200,000 per fiscal year shall be contributed to an incentive account and split evenly between the City and CIAM. Amounts paid to CIAM under this agreement totaled \$217,934 during the year ended April 30, 2010.



3201 West White Oaks Drive, Suite 102 • Springfield, IL 62704

INDEPENDENT AUDITOR'S REPORT ON INTERNAL
CONTROL OVER FINANCIAL REPORTING AND ON
COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT
OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE
WITH *GOVERNMENT AUDITING STANDARDS*

To the Honorable Mayor
and Members of the City Council
City of Bloomington, Illinois

Compliance

We have audited the financial statements of the U.S. Cellular Coliseum, an enterprise fund of the City of Bloomington, Illinois, as of and for the year ended April 30, 2010, and have issued our report thereon dated August 3, 2010. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the U.S. Cellular Coliseum's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Coliseum's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Coliseum's internal control over financial reporting.

Our consideration of the internal control over financial reporting was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control over financial reporting that might be significant deficiencies or material weaknesses and therefore, there can be no assurance that all deficiencies, significant deficiencies, or material weaknesses have been identified. However, as described in the accompanying Schedule of Findings and Responses, we identified certain deficiencies in internal control over financial reporting that we consider to be a material weakness and other deficiencies that we consider to be significant deficiencies.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct misstatements on a timely basis. A material weakness is a deficiency or combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the Coliseum's financial statements will not be prevented, or detected and corrected on a timely basis. We consider the deficiency described in

finding 10-1 in the accompanying Schedule of Findings and Responses to be a material weakness.

A significant deficiency is a deficiency, or combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance. We consider the deficiencies described in finding 10-2 and finding 10-3 in the accompanying Schedule of Findings and Responses to be significant deficiencies.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Coliseum's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards* and which are described in the accompanying Schedule of Findings and Responses as findings 10-1, 10-2, and 10-3.

We noted certain matters that we have reported to management of the U.S. Cellular Coliseum in a separate letter dated August 3, 2010.

The Coliseum's responses to the findings identified in our audit are described in the accompanying Schedule of Findings and Responses. We did not audit the Coliseum's response and, accordingly, we express no opinion on it.

This report is intended solely for the information and use of the City Council, management and others within the City, and is not intended to be and should not be used by anyone other than these specified parties.



Springfield, Illinois
August 3, 2010

U.S. CELLULAR COLISEUM
(An Enterprise Fund of the City of Bloomington, Illinois)

SCHEDULE OF FINDINGS AND RESPONSES
For the year ended April 30, 2010

10-1 – Preparation of Financial Statements

Finding: There were numerous material adjustments identified during the audit.

Criteria: The Coliseum is required to maintain a system of controls over the preparation of financial statements in accordance with generally accepted accounting principles (GAAP) which includes having adequately trained personnel with the knowledge and expertise to prepare and/or thoroughly review GAAP-based financial statements to ensure that they are free of material misstatements and include all disclosures as required by the Governmental Accounting Standards Board.

Context/Condition: During the audit, we recommended numerous material adjustments to present financial statements in accordance with the generally accepted accounting principles.

Effect: Financial statements were adjusted for the proposed adjustments.

Cause: Oversight by management.

Recommendation: We recommend the Coliseum implement controls to ensure all transactions are accounted for and recorded in accordance with GAAP.

Response and Corrective Action Plan: At year end 2011, CIAM will make a concerted effort to ensure all transactions are entered in order to accurately report financials with less material adjustments.

U.S. CELLULAR COLISEUM
(An Enterprise Fund of the City of Bloomington, Illinois)

SCHEDULE OF FINDINGS AND RESPONSES – continued
For the year ended April 30, 2010

10-2 – Inadequate physical controls over security of assets

Finding: There is an inadequate system of physical controls over the security of assets of the Coliseum.

Criteria: A system of adequate physical security of assets should be implemented to reduce the risk of crimes, such as theft or assault, against property or persons.

Context/Condition: In gaining an understanding of the U.S. Cellular Coliseum's internal control, we noted that access to the Coliseum, and areas within the Coliseum, are easily accessible by both authorized and unauthorized individuals. In addition, we noted the Coliseum does not have a visual monitoring system to deter or detect the theft of Coliseum assets held within and around the facility.

Effect: Potential misappropriation of assets.

Recommendation: We recommend the Coliseum consider the implementation of physical controls to improve the safeguarding of Coliseum assets and limit access to the Coliseum premises to authorized personnel.

Response & Corrective Action Plan: The Coliseum and the City of Bloomington are working together to install a security system at the Coliseum. At this time, it is unknown when the security system installation will be completed.

U.S. CELLULAR COLISEUM
(An Enterprise Fund of the City of Bloomington, Illinois)

SCHEDULE OF FINDINGS AND RESPONSES – continued
For the year ended April 30, 2010

10-3 – Improper cut-off of accrued expenses

Finding: There were numerous expenses recorded during fiscal year 2010 which related to a different fiscal year.

Criteria: Generally accepted accounting principles (GAAP) prescribes that an expense should be recognized in the period in which it was incurred.

Context/Condition: During the audit, we noted several expenses recorded during fiscal year 2010, which related to expenses incurred during a different fiscal year. As a result, these expenses were not recorded in the appropriate period as required by GAAP. The causes for several of these instances appear to be the result of late invoicing by the vendor. However, other instances appear to be the result of oversight by the Coliseum.

Effect: Potential misstatement of expenses, net income, and net assets reported.

Recommendation: We recommend the Coliseum review its expenses and invoices received after its fiscal year-end to ensure that all expenses related the fiscal year under audit are appropriately identified and reported.

Response & Corrective Action Plan: In order to ensure the recording of expenses in the proper year, it would be beneficial to CIAM if the City of Bloomington would extend the deadline requirement of providing financial statements to COB at year end until the first of June rather than the 25th of May. This would enable us to have more time to post invoices from vendors that typically invoice 1 – 30 days after the service has been performed.

U.S. CELLULAR COLISEUM
(An Enterprise Fund of the City of Bloomington, Illinois)

SCHEDULE OF FINDINGS AND RESPONSES - continued
For the year ended April 30, 2010

Prior Finding Follow Up

<u>Prior Finding</u>	<u>Condition</u>	<u>Status</u>
09-1	Inadequate segregation of duties	Not Repeated
09-2	No formal review of non-standard journal entries	Not Repeated
09-3	Preparation of Financial Statements	Repeated
09-4	No formal review or monitoring of Coliseum operations and record-keeping	Not Repeated
09-5	Inadequate physical controls over security of assets	Repeated
09-6	Review of bank reconciliations	Not Repeated