## Final 2024 Budget

OCTOBER 20, 2023

Wisconsin Center District


1. Key Budget Outcomes
a. YOY improvement in unrestricted net income
b. YOY growth in restricted reserve fund
2. Business highlights impacting 2024 budget
a. RNC
b. Opening of North Building
c. Parking returns
d. Full year of Baird Center naming rights
e. Scaling up labor
f. Notable non-operating expenses
i. Insurance
ii. Pension
iii. PILOT Payment
g. Investment in culture
3. 2024 Business risks
a. Talent retention and attraction
b. Blue sky and tax revenues
c. Delay in opening North Building
4. Opportunities
a. RNC
b. Blue sky revenues
c. Impact of ' 24 on future year bookings
d. Restricted reserve balance growth

## Column ID's

| Line \#'s |  |
| :--- | :--- |
| $\mathbf{1}$ | Wisconsin Center |
| $\mathbf{2}$ | Conference/Conventions |
| $\mathbf{3}$ | Trade Shows |
| $\mathbf{4}$ | Consumer Shows |
| $\mathbf{5}$ | Corporate Meetings |
| $\mathbf{6}$ | Banquets |
|  | Other (Asmb, Exams, Sprt Events, |
| $\mathbf{7}$ | Dance, Fairs, Concerts) |
| $\mathbf{8}$ | Total Wisconsin Center |

## UW-M Panther Arena

Wave Games
Milwaukee Admirals
Entertainment
Other (Asmb, Exams, Sports, Banq,
Dance, Entn, Sem/Mtg)
Total Arena

Miller High Life Theatre

## WISCONSIN CENTER DISTRICT

Event Mix Summary
Preliminary and Draft
$\begin{array}{lll}\text { A } & \text { B } & \text { C }\end{array}$
,
D
E
F
G

12

| PTG Entertainment | 36 | 32 | 30 |
| :--- | ---: | ---: | ---: |
| WCD Entertainment | 0 | 0 | 0 |
| Corporate Events (Conv/Conf) | 0 | 1 | 1 |
| Other (Asmb, Exams, Sports, Banq, |  |  |  |
| Dance, Sem/Mtg) | 17 | 20 | 18 |
| Total Theatre | $\mathbf{5 3}$ | $\mathbf{5 3}$ | $\mathbf{4 9}$ |
| Grand Total - All Venues | $\mathbf{3 1 9}$ | $\mathbf{3 0 0}$ | $\mathbf{2 6 7}$ |

16
16
0
19
$\mathbf{5 1}$
$\mathbf{2 4 7}$

| Budget | Budget | Forecast | Actual | Actual | Actual | Actual |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\underline{2024}$ | $\underline{2023}$ | $\underline{2023}$ | $\underline{2022}$ | $\underline{2021}$ | $\underline{2020}$ | $\underline{2019}$ |
| 52 | 40 | 39 | 39 | 3 | 1 | 1 |
| 5 | 10 | 4 | 9 | 6 | 3 | 5 |
| 18 | 9 | 12 | 16 | 14 | 14 | 4 |
| 48 | 40 | 16 | 14 | 12 | 2 | 23 |
| 49 | 25 | 27 |  |  |  | 17 |
| 19 | 35 | 31 | 22 | 14 | 6 | 21 |
| 191 | $\mathbf{1 5 9}$ | $\mathbf{1 2 9}$ | $\mathbf{1 0 1}$ | $\mathbf{6 4}$ | $\mathbf{2 2}$ | $\mathbf{1 1 1}$ |

Actual


| Column ID's |  | A | B | C | D | E | F | G | H | I |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} 2024 \\ \text { Budget } \end{gathered}$ | $\begin{gathered} 2023 \\ \text { Forecast } \end{gathered}$ | 2024 Bdgt to 2023 Fcst Var | Variance | $\begin{gathered} 2023 \\ \text { Budget } \end{gathered}$ | $2022$ <br> Actual | $2021$ <br> Actual | $2020$ <br> Actual | $2019$ <br> Actual |
| Operating Income |  |  |  |  |  |  |  |  |  |  |
| 1 | Event Room Fees | 6,767,605 | 3,264,342 | 3,503,263 | 107.32\% | 4,099,503 | 3,330,134 | 2,911,814 | 2,682,826 | 3,522,211 |
| 2 | Equipment Rentals | 2,278,320 | 1,703,665 | 574,655 | 33.73\% | 1,400,190 | 1,575,097 | 507,185 | 303,751 | 1,226,333 |
| 3 | Labor Service Revenue | 782,937 | 591,376 | 191,561 | 32.39\% | 1,107,215 | 603,851 | 1,116,029 | 337,080 | 725,440 |
| 4 | Food and Beverage Revenue | 5,359,340 | 3,984,093 | 1,375,248 | 34.52\% | 3,678,294 | 3,775,587 | 1,409,754 | 150,564 | 5,047,170 |
| 5 | Box Office Revenue | 1,140,440 | 1,254,012 | $(113,573)$ | -9.06\% | 1,073,692 | 1,203,125 | 454,850 | 338,030 | 922,359 |
| 6 | Office Space Rental Revenue | 72,953 | 70,975 | 1,978 | 2.79\% | 71,127 | 68,750 | 63,677 | 105,410 | 122,576 |
| 7 | Telecomm Revenue | 152,000 | 176,708 | $(24,708)$ | -13.98\% | 192,000 | 220,920 | 190,812 | 169,724 | 222,385 |
| 8 | Datacomm Revenue | 629,683 | 527,322 | 102,361 | 19.41\% | 469,889 | 506,975 | 296,565 | 128,957 | 497,096 |
| 9 | Video Prod Revenue | 83,315 | 104,436 | $(21,121)$ | -20.22\% | 155,842 | 108,420 | 56,154 | 17,594 | 116,773 |
| 10 | Advertising Revenue | 666,994 | 274,048 | 392,945 | 143.39\% | 331,064 | 186,433 | 73,314 | 103,095 | 225,000 |
| 11 | Naming Rights Revenue | 1,424,167 | 847,857 | 576,310 | 67.97\% | 717,500 | 483,333 | 427,083 | 414,587 | 731,674 |
| 12 | Parking Revenue | 875,000 | 12,948 | 862,052 | 6657.80\% | 36,000 | 13,934 | 574,336 | 268,108 | 720,394 |
| 13 | Other Income | 1,000,354 | 1,345,026 | $(344,672)$ | -25.63\% | 1,385,590 | 2,180,743 | 2,675,693 | 890,169 | 1,237,318 |
| 14 | Total Operating Income | 21,233,107 | 14,156,810 | 7,076,297 | 49.99\% | 14,717,906 | 14,257,303 | 10,757,268 | 5,608,766 | 15,316,729 |
| Operating Expenses |  |  |  |  |  |  |  |  |  |  |
| 15 | Operating Wages | 6,402,652 | 4,501,783 | $(1,900,869)$ | -42.22\% | 4,884,003 | 4,168,135 | 2,932,644 | 2,112,927 | 3,680,442 |
| 16 | Operating Payroll Fringe | 1,572,405 | 920,438 | $(651,967)$ | -70.83\% | 949,678 | 892,215 | 768,753 | 718,067 | 765,991 |
| 17 | Contract Services | 837,803 | 1,172,265 | 334,462 | 28.53\% | 1,268,473 | 1,334,746 | 481,490 | 654,141 | 1,113,857 |
| 18 | Utilities | 3,926,900 | 3,275,462 | $(651,439)$ | -19.89\% | 3,135,474 | 2,823,900 | 2,081,787 | 1,648,215 | 2,402,408 |
| 19 | Uniforms | 36,000 | 18,454 | $(17,546)$ | -95.07\% | 30,000 | 31,315 | 31 | 2,183 | 10,972 |
| 20 | Total Event Expense | 1,564,552 | 1,312,285 | $(252,267)$ | -19.22\% | 552,347 | 1,670,363 | 674,406 | 447,061 | 1,511,673 |
| 21 | Telecomm Expense | 102,200 | 86,408 | $(15,793)$ | -18.28\% | 88,000 | 68,059 | 40,790 | 16,641 | 34,307 |
| 22 | Datacomm Expense | 60,900 | 76,658 | 15,758 | 20.56\% | 74,900 | 32,755 | 53,789 | 23,569 | 21,026 |
| 23 | Digital Signage Expense | 36,000 | 28,232 | $(7,769)$ | -27.52\% | 31,600 | 31,587 | 22,167 | 1,716 | 14,404 |
| 24 | Cleaning \& Other Supplies | 173,275 | 172,451 | (825) | -0.48\% | 137,700 | 147,022 | 62,469 | 99,703 | 129,155 |
| 25 | Repairs \& Maintenance - Bldg Srv | 1,308,500 | 1,151,500 | $(157,000)$ | -13.63\% | 1,151,500 | 1,005,268 | 519,889 | 570,919 | 1,090,867 |
| 26 | Misc Maintenace and Supplies | 375,345 | 31,766 | $(343,579)$ | -1081.58\% | 41,250 | 22,363 | 18,536 | 19,116 | 33,610 |
| 27 | Total Operating Expenses | 16,396,532 | 12,747,701 | (3,648,831) | -28.62\% | 12,344,924 | 12,227,727 | 6,307,940 | 6,314,258 | 10,811,440 |
| 28 | Net Operating Income | 4,836,575 | 1,409,109 | 3,427,466 | 243.24\% | 2,372,982 | 2,029,575 | 4,449,328 | 705,491 | 4,505,289 |
| Non-Operating Revenues |  |  |  |  |  |  |  |  |  |  |
| Tax Revenue |  |  |  |  |  |  |  |  |  |  |
| 29 | City Room Tax | 18,470,565 | 16,667,187 | 1,803,378 | 10.82\% | 16,482,922 | 15,599,480 | 11,767,833 | 5,105,259 | 15,769,441 |
| 30 | Countywide Room Tax | 10,433,731 | 9,623,438 | 810,293 | 8.42\% | 9,732,293 | 9,454,713 | 7,006,038 | 2,681,028 | 7,612,083 |
| 31 | Food \& Beverage Tax | 15,673,272 | 14,579,788 | 1,093,484 | 7.50\% | 13,904,537 | 13,524,210 | 11,599,948 | 8,794,751 | 12,154,445 |
| 32 | Car Rental Tax | 3,524,678 | 3,422,017 | 102,661 | 3.00\% | 3,393,501 | 3,148,197 | 2,671,342 | 1,654,996 | 3,048,940 |
| 33 | Tax Revenue Admin. Fee | $(1,226,607)$ | $(1,129,457)$ | $(97,150)$ | 8.60\% | $(1,109,588)$ | $(1,064,028)$ | $(842,652)$ | $(465,019)$ | $(983,915)$ |
| 34 | Net Tax Revenue | 46,875,639 | 43,162,973 | 3,712,666 | 8.60\% | 42,403,666 | 40,662,573 | 32,202,510 | 17,771,015 | 37,600,995 |
| Other Non-Operating Revenue |  |  |  |  |  |  |  |  |  |  |
| 35 | Interest Income | 3,335,358 | 10,809,873 | $(7,474,515)$ | -69.15\% | 1,995,878 | 5,149,145 | 356,592 | 236,622 | 1,086,190 |
| 36 | Arena Appropriation Revenue | 8,000,000 | 8,000,000 | ) | 0.00\% | 8,000,000 | 8,000,000 | 8,000,000 | 8,000,000 | 8,000,000 |
| 37 | Bucks Rent | 1,137,096 | 1,109,440 | 27,656 | 2.49\% | 1,103,974 | 1,071,820 | 447,213 | 693,488 | 1,010,623 |
| 38 | Bucks District Ticket Surcharge [net] | 2,228,468 | 2,018,283 | 210,186 | 10.41\% | 2,032,363 | 2,163,156 | 1,064,537 | 690,068 | 2,348,316 |
| 39 | Total Other Non-Opr. Rev | 14,700,922 | 21,937,595 | $(7,236,673)$ | -32.99\% | 13,132,215 | 16,384,121 | 9,868,342 | 9,620,178 | 12,445,129 |
| 40 | Total Non-Operating Income | 61,576,561 | 65,100,568 | 3,524,007 | -5.41\% | 55,535,880 | 57,046,693 | 42,070,852 | 27,391,193 | 50,046,124 |


| Column ID's |  | A | B | C | D | E | F | G | H | ! |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} 2024 \\ \text { Budget } \end{gathered}$ | $\begin{gathered} 2023 \\ \text { Forecast } \end{gathered}$ | 2024 Bdgt to 2023 Fcst Var | Variance | $\begin{gathered} 2023 \\ \text { Budget } \end{gathered}$ | $2022$ <br> Actual | $2021$ <br> Actual | $\begin{gathered} 2020 \\ \text { Actual } \\ \hline \end{gathered}$ | 2019 <br> Actual |
| Non-Operating expenses |  |  |  |  |  |  |  |  |  |  |
| 41 | Salaries | 6,728,119 | 5,274,505 | $(1,453,614)$ | -27.56\% | 5,386,173 | 4,482,224 | 3,502,468 | 2,868,854 | 3,332,813 |
| 42 | FICA | 463,149 | 351,755 | $(111,394)$ | -31.67\% | 378,860 | 299,916 | 241,547 | 218,843 | 273,492 |
| 43 | Unemployment Compensation | 15,000 | 11,965 | $(3,035)$ | -25.37\% | 30,000 | 3,623 | 74,378 | 476,175 | 31,027 |
| 44 | Health \& Dental Insurance [net] | 1,216,374 | 861,893 | $(354,481)$ | -41.13\% | 847,679 | 606,038 | 530,286 | 632,788 | 600,406 |
| 45 | Life Insurance | 24,221 | 27,800 | 3,579 | 12.87\% | 45,000 | 16,591 | 18,562 | 20,648 | 14,486 |
| 46 | Pension | 1,013,082 | 1,319,358 | 306,276 | 23.21\% | 750,000 | 435,695 | 327,315 | 438,510 | 374,577 |
| 47 | Advertising | 210,400 | 497,600 | 287,200 | 57.72\% | 497,600 | 193,481 | 168,074 | 203,546 | 329,760 |
| 48 | Promotions | 135,000 | 100,000 | $(35,000)$ | -35.00\% | 100,000 | 121,871 | 103,093 | 28,022 | 81,867 |
| 49 | Visit Milwaukee Management Fee | 10,283,071 | 9,628,951 | $(654,120)$ | -6.79\% | 8,782,776 | 6,765,945 | 3,376,682 | 8,181,806 | 8,465,687 |
| 50 | Legal Services | 225,000 | 299,384 | 74,384 | 24.85\% | 250,000 | 189,011 | 144,405 | 146,267 | 351,605 |
| 51 | Professional Services | 381,656 | 401,318 | 19,662 | 4.90\% | 334,923 | 298,774 | 222,051 | 172,568 | 229,909 |
| 52 | Information Technology | 608,242 | 459,950 | $(148,292)$ | -32.24\% | 459,950 | 395,145 | 343,151 | 359,075 | 458,260 |
| 53 | Insurance | 1,288,696 | 945,181 | $(343,515)$ | -36.34\% | 892,750 | 840,838 | 785,255 | 726,728 | 674,692 |
| 54 | Travel | 96,578 | 90,925 | $(5,653)$ | -6.22\% | 104,726 | 49,169 | 20,173 | 15,670 | 46,542 |
| 55 | Business Meetings | 88,500 | 80,427 | $(8,073)$ | -10.04\% | 57,000 | 77,481 | 23,386 | 33,065 | 59,102 |
| 56 | Postage | 10,000 | 4,556 | $(5,444)$ | -119.49\% | 9,968 | 11,527 | 6,137 | 4,323 | 8,201 |
| 57 | Office Supplies | 25,000 | 17,896 | $(7,104)$ | -39.70\% | 23,308 | 22,128 | 13,703 | 5,055 | 17,632 |
| 58 | Recruiting | 38,614 | 85,177 | 46,563 | 54.67\% | 47,000 | 63,941 | 144,068 | 8,525 | 41,795 |
| 59 | Training | 90,160 | 37,994 | $(52,166)$ | -137.30\% | 30,345 | 10,668 | 978 | 215 | 19,702 |
| 60 | Dues \& Subscriptions | 55,762 | 25,238 | $(30,524)$ | -120.94\% | 42,166 | 39,101 | 24,978 | 26,314 | 28,618 |
| 61 | Bad Debts | 18,000 | 45,500 | 27,500 | 60.44\% | 20,000 | 17,405 | 20,000 | 42,577 | 71,782 |
| 62 | Miscellaneous Expense | 507,213 | 326,353 | $(180,860)$ | -55.42\% | 373,250 | 290,872 | 220,604 | 174,474 | 382,744 |
| 63 | City PILOT Payment | - | 500,000 | 500,000 | 0.00\% | 500,000 | 250,000 | - | - | 6,807 |
| 64 | Bond Interest Expense - Pre-Expansion | 16,088,169 | 16,835,914 | 747,746 | 4.44\% | 16,598,007 | 18,118,335 | 17,903,821 | 20,937,802 | 17,428,728 |
| 65 | Total Non-Oper. Exp. | 39,610,006 | 38,229,641 | $(1,380,365)$ | -3.61\% | 36,561,481 | 33,599,782 | 28,215,116 | 35,721,419 | 33,330,234 |
| 66 | Net Income (Loss) before Depreciation Expense and Expansion Debt | 26,803,130 | 28,280,036 | $(1,476,906)$ | -5.22\% | 21,347,382 | 25,476,486 | 18,305,064 | (9,035,718) | 21,221,179 |
| 67 | Bond Interest Expense - Expansion | 19,941,296 | 19,266,728 | $(674,568)$ | -3.50\% | 19,325,418 | 17,280,558 | 16,247,545 | 669,274 | - |
| 68 | Depreciation Expense | 14,576,862 | 7,089,387 | $(7,487,475)$ | -105.62\% | 7,089,387 | 7,993,372 | 8,086,651 | 9,278,853 | 9,229,446 |
| 69 | Depreciation Expense - FiServ Forum | 10,685,420 | 10,685,420 | 0 | 0.00\% | 10,685,420 | 10,685,420 | 10,685,420 | 10,685,420 | 10,619,215 |
| 70 | Net Income (Loss) after Depreciation | $(18,400,448)$ | (8,761,498) | (9,638,949) | -110.01\% | $(15,752,843)$ | $(10,482,863)$ | $(16,714,552)$ | $(29,669,265)$ | 1,372,518 |

[^0]| Line \# | Expenditure | Description | Department | Building | A | B | C |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Refurbish north side exterior entrance | ADA elevator and ADA automatic door accessibility | Bldg-Carp | A |  | 180,000 |  |
| 2 | Door Phase II | Phase II Doors | Bldg-Carp | Multiple | 600,000 |  |  |
| 3 | Lower Level Stairwells | Restore terrazo on east and north end lower stairs | Bldg-Carp | A |  | 55,000 |  |
| 4 | North Expansion Joint Replacement | Alleviates water leakage on power conduits | Bldg-Carp | BC | 165,000 |  |  |
| 5 | Mural Restoration | Miss Lizzie's Bar - - (2), 2 grand stair cases, 1- ticket lobby, and 2 Kilbourn Hall, Bressler | Bldg-Carp | Theatre |  |  | 225,000 |
| 6 | TH carpet replacement | 1st area of 4: East/West Concourse, Rotunda, area by elevators with guest services, Kilbourn Hall, stairs to 2nd floor | Bldg-Carp | Theatre | 145,000 |  |  |
| 7 | Concession stand gates | Qty: 9 | Bldg-Carp | A |  |  | 315,000 |
| 8 | Tuckpointing | 2024 A - North \$53,000, TH - West \$42,000, BC - South \$27,000 | Bldg-Carp | Mult | 122,000 |  |  |
| 9 | Loading dock screens | Refurbish loading dock upper screens | Bldg-Carp | BC |  | 180,000 |  |
| 10 | Sidewalk concrete repair and restoration |  | Bldg-Carp | Multiple | 75,000 |  |  |
| 11 | Ballroom Lighting | Fixture replacement of quartz lighting | Bldg - Elect | BC |  | 220,000 |  |
| 12 | Lighting: Walk of Fame | Remove and replace existing ingrade lighting system | Bldg - Elect | A |  | 149,000 |  |
| 13 | Lighting LED conversions | Phase I convert lighting to LED - Baird south building public areas, Phase II Flouresent ballast fixtures - $2 \times 4$ back of house areas convert lighting to LED flat panels, | Bldg-Elect | BC |  | 50,000 | 50,000 |
| 14 | motor control bays (Furnas to Siemens) | 4 motor control bays per the east and west mechanical areas - 8 total. Plan is to do 1 each year at $\$ 250,000$ each. Tech electric for Equipment. 1600 amp switchboard panel Lemberg quote. | Bldg-Elect | BC |  | 250,000 |  |
| 15 | Square D \& Allis Chalmers mcc equpment, main switchgear | parts obsolete | Bldg-Elect | A |  | 200,000 |  |
| 16 | Main electrical switchgear Replacement | 40 + years. | Bldg-Elect | Theatre |  | 500,000 |  |
| 17 | Motor contol stations (4) for AHU's | 1950's; \$250,000 each corner of the Arena. [1 of 4] | Bldg-Elect | A |  | 250,000 |  |
| 18 | AHU replacement or refubishment and recommissioning | Damper motor controls, heating and cooling coils, 23 in the Arena all original to building [ $\sim 200 \mathrm{k} / \mathrm{unit}]$ | Bldg-Eng | A |  | 200,000 |  |
| 19 | Ice Floor | Replace Floor, concrete coils, glycol system, lots of rebar in floor. | Bldg-Eng | A |  | 1,000,000 |  |
| 20 | Ammonia System | Cooling tower - For temperature regulation in Arena, original to building | Bldg - Eng | A |  | 250,000 |  |
| 21 | Ammonia System | upgrade the ammonia compressors and control panel to operate the chill system for the Ammonia system | Bldg-Eng | A |  | 500,000 |  |
| 22 | Ammonia System | HVAC to extend the life of the compressors and EM exhaust of ammonia | Bldg-Eng | A |  | 250,000 |  |
| 23 | AHU recommissioning | 12 units total; recommissioning and recalibration of the controls | Bldg - Eng | Theatre | 60,000 |  |  |
| 24 | Steam Conversion E/W Mechanical | Cancelled work to West Mechanical in 2023 to do work in 2024 for both systems. | Bldg-Eng | BC South | 95,000 |  |  |
| 25 | Chiller 1-2-3 Tower; Auto Valves | Control valves for the water system | Bldg - Eng | BC South | 60,000 |  |  |
| 26 | Control Air Compressor original to 2003 |  | Bldg-Eng | Theatre | 35,000 |  |  |
| 27 | Ice Machine W Bistro | Water cooled; Manitowoc | Bldg-Eng | Theatre | 35,000 |  |  |
| 28 | Exterior south and west wall upper metal work | Fascia metal work on south and west wall of theatre | Bldg - Pntr | Theatre |  | 98,000 |  |
| 29 | Admirals Arena upgrades | NE Concession Stand Build out | Bldg-Services | A | 200,000 |  |  |
| 30 | Casters - levy smallwares |  | F \& B | A | 10,000 |  |  |
| 31 | Quick Chiller | Alto-Shaam QC3-40 44" Quickchiller reach in commercial blast chiller. | F\&B | Arena | 30,000 |  |  |
| 32 | Smallwares | Multiple items for display and setups, and replacement of items | F\&B | Mult | 50,000 |  |  |
| 33 | Vacuum Sealer | 2- VacMaster VP545 Chamber Vacuum Sealer w/ (2) 20" Seal Bars, 110v; par backing | F\&B | BC South | 30,000 |  |  |
| 34 | Char broiler | Vulcan VCCB47-101 Natural gas low profile 47" radiant charbroiler. Replacing an existing piece of equipment. | F\&B | BC South | 11,790 |  |  |
| 35 | Sheet Pan Cleaning System | 30 " $\times 5 \mathrm{ft}$; wash equipment; rotating pans. | F\&B | BC South |  | 8,000 |  |
|  |  | Digester for existing space; installation: water connection / drain / power. Location: |  |  |  |  |  |
| 36 | Orca | Replacing the dish scrape area - pot washer. | F\&B | BC South | 65,000 |  |  |
| 37 | Kitchen Oven | Baxter Pizza Oven replacement | F\&B | BC South | 150,000 |  |  |
| 38 | Dry freezer | Increase shelf life of food goods | F\&B | BC South |  | 15,000 |  |
| 39 | Water bottling system | Capacity to fill 3000 aluminum bottles in 8 hour shift | F\&B | BC South |  | 20,000 |  |
| 40 | Fiber Upgrade in Arena | Replace all old multi-mode fiber to IT closets with single-mode fiber in A | IT | A |  | 70,000 |  |
| 41 | Network/Servicer Hardware | Server Racks, Vmware Servers, Network Tester, Network Switches | IT | Multiple | 148,000 |  |  |
| 42 | Computer Hardware | Laptops, desktops, monitors, printers, ruggedized laptops, iPads, Video editing MAC | IT | Multiple | 106,700 |  |  |
| 43 | Two Way Radio | Mid \& High Tier Radios, Radio Battery Conditioner | IT | Multiple | 48,000 |  |  |
| 44 | AP Replacement | Exhibit Hall A - D to match Hall E, Old Aps to be reused in Theatre. | IT | BC South | 80,000 |  |  |
| 45 | Catwalk Re-wire | Re-wire Wi=Fi access points on Theatre catwalk so network switches can be moved off catwalk, and add fiber backhaul. | IT | Theatre |  | 70,000 |  |
| 46 | Digital Signage Players | Digital signage players (10) to integrate with new digital signage system. | IT | Multiple | 12,000 |  |  |
| 47 | Elevator Emergency Phone Upgrade | Replace existing, obsolete emergency phones in south building elevators (5 passenger, 2 freight) with supported models. | IT | BC South | 30,000 |  |  |
| 48 | North Helix Gate Arm | New control Box, motor \& gate Arm; replace if unit goes down | PSD | BC | 15,000 |  |  |



WISCONSIN CENTER DISTRICT
2024 Unrestricted Cash Flow Projections
Preliminary and Draft

Projected Cash for Funding of Operations

| Line \# | Operating Account | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Beginning Cash Balance | 10,553,371 | 8,772,457 | 7,798,190 | 8,482,736 | 6,772,328 | 9,126,394 | 11,600,882 | 8,632,915 | 7,211,184 | 9,658,559 | 7,375,930 | 6,479,621 |  |
| 2 | Cash Inflows |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 | Event Room Fees | 84,350 | 306,167 | 319,250 | 327,340 | 2,405,700 | 881,443 | 213,360 | 0 | 54,750 | 158,250 | 330,295 | 71,050 | 5,151,955 |
| 4 | F\&B Revenue | 148,015 | 333,788 | 386,696 | 404,832 | 685,848 | 523,388 | 117,232 | 824,172 | 403,841 | 451,364 | 675,482 | 186,399 | 5,141,056 |
| 5 | B.O. Revenue | 124,637 | 137,089 | 108,320 | 133,325 | 192,292 | 94,628 | 0 | 0 | 94,628 | 58,099 | 85,795 | 134,569 | 1,163,382 |
| 6 | Other Operating Income | 140,456 | 242,625 | 299,104 | 318,869 | 1,613,945 | 757,090 | 446,702 | 652,538 | 1,064,656 | 777,469 | 813,621 | 455,565 | 7,582,640 |
| 7 | Bucks Arena Rent | 93,820 | 93,820 | 93,820 | 93,820 | 93,820 | 93,820 | 95,696 | 95,696 | 95,696 | 95,696 | 95,696 | 95,696 | 1,137,096 |
| 8 | Bucks District Ticket Surcharge | 237,326 | 341,438 | 283,628 | 236,224 | 123,624 | 162,791 | 78,775 | 29,614 | 29,614 | 59,228 | 225,851 | 410,752 | 2,218,865 |
| 9 | Operating Reserve |  |  |  |  |  |  |  |  |  |  |  |  | 0 |
| 10 | Capital Maintenance Funds | 1,282,831 |  |  |  |  |  |  |  |  |  |  | $(1,321,316)$ | $(38,485)$ |
| 11 | Quarterly Tax Distribution |  |  | 3,060,942 |  |  | 3,399,672 |  |  | 5,220,207 |  |  | 6,061,014 | 17,741,834 |
| 12 | Total Cash Inflows | 2,111,435 | 1,454,927 | 4,551,758 | 1,514,411 | 5,115,228 | 5,912,832 | 951,766 | 1,602,020 | 6,963,392 | 1,600,106 | 2,226,740 | 6,093,728 | 40,098,343 |
| 13 | Cash Outflows |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 14 | Payroll | 1,364,161 | 962,725 | 999,732 | 1,025,746 | 1,329,455 | 1,602,900 | 1,364,688 | 1,010,701 | 1,046,206 | 1,271,665 | 1,212,370 | 671,528 | 13,861,877 |
| 15 | Health Insurance | 355,933 | 0 | 0 | 569,963 | 0 | 0 | 569,963 | 0 | 0 | 569,963 | 0 | 0 | 2,065,821 |
| 16 | Insurance Premiums | 631,546 | 77,350 | 77,350 | 77,350 | 77,350 | 69,550 | 69,550 | 69,550 | 69,550 | 69,550 | 0 | 0 | 1,288,696 |
| 17 | Pension | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,013,082 | 1,013,082 |
| 18 | Utilities | 299,521 | 219,960 | 250,053 | 220,917 | 327,900 | 692,451 | 324,935 | 306,795 | 291,125 | 301,414 | 269,339 | 278,474 | 3,782,884 |
| 19 | Other Operating Expenses | 382,987 | 413,568 | 504,205 | 538,288 | 230,495 | 200,094 | 183,064 | 322,879 | 179,379 | 370,630 | 357,982 | 442,664 | 4,126,234 |
| 20 | Non-Operating Expenses | 270,115 | 167,505 | 186,262 | 204,470 | 207,876 | 285,264 | 269,927 | 176,221 | 229,146 | 161,907 | 145,752 | 194,767 | 2,499,214 |
| 21 | Visit Milwaukee Payment | 335,818 | 335,818 | 1,597,342 | 335,818 | 335,818 | 335,818 | 885,338 | 885,338 | 2,448,345 | 885,338 | 885,338 | 885,338 | 10,151,466 |
| 22 | Capital Expenditures | 252,268 | 252,268 | 252,268 | 252,268 | 252,268 | 252,268 | 252,268 | 252,268 | 252,268 | 252,268 | 252,268 | 252,268 | 3,027,212 |
| 23 | Total Cash Outflows | 3,892,348 | 2,429,194 | 3,867,212 | 3,224,819 | 2,761,162 | 3,438,345 | 3,919,732 | 3,023,751 | 4,516,018 | 3,882,735 | 3,123,049 | 3,738,122 | 41,816,487 |
| 24 | Estimated Net Change in Cash | $(1,780,914)$ | $(974,268)$ | 684,546 | $(1,710,408)$ | 2,354,067 | 2,474,487 | $(2,967,967)$ | $(1,421,731)$ | 2,447,375 | $(2,282,629)$ | $(896,309)$ | 2,355,607 | $(1,718,144)$ |
| 25 | Ending Cash Balance | 8,772,457 | 7,798,190 | 8,482,736 | 6,772,328 | 9,126,394 | 11,600,882 | 8,632,915 | 7,211,184 | 9,658,559 | 7,375,930 | 6,479,621 | 8,835,227 |  |

## WISCONSIN CENTER DISTRICT

## 2024 Restricted Cash Flow Projections <br> Preliminary and Draft

Projected Cash for Payment of Debt Service


| Starting balance | $26,054,360$ |
| :--- | ---: |
| Annual net change | $5,367,655$ |
| Ending balance | $31,422,015$ |


[^0]:    Expense and Expansion Deb

