

*AEG MANAGEMENT LOUISVILLE LLC
 ROLLING FORECAST FISCAL YEAR 2012-2013
 FOR THE PERIOD ENDING MAY 31, 2013*

	2012-2013	2012-2013	
	<u>Forecast</u>	<u>Budget</u>	<u>Variance</u>
Event Revenue			
Arena Rent	5,110,283	4,908,250	202,033
Premium Seating	1,030,259	635,000	395,259
Food and Beverage, Merchandise	3,040,507	2,411,512	628,995
Event Revenue	3,900,650	3,256,629	644,021
Parking	84,705	75,000	9,705
Other Income	63,125	223,400	(160,275)
Gross Operating Revenue	13,229,530	11,509,791	1,719,739
Event Expenses	3,841,089	3,291,624	549,465
Food and Beverage, Merchandise - U of L Share	719,863	638,583	81,280
Parking	12,500	75,000	(62,500)
Other Expenses	60,087	38,100	21,987
Event Operating Expenses	4,633,539	4,043,307	590,232
Net Revenue	<u>8,595,991</u>	<u>7,466,484</u>	<u>1,129,507</u>
Indirect Expenses			
Administration	4,646,506	4,320,270	326,236
Utilities	1,249,805	1,265,000	(15,195)
Insurance	322,744	244,313	78,431
Management Fee	480,000	480,000	0
Total Operating Expenses	6,699,055	6,309,583	389,472
Net Operating Profit / (Loss)*	1,896,936	1,156,901	740,035

* - Excludes "Category A" Revenues, property taxes, and amounts payable in connection with bonds.

Forecast also reflects Revenue above Incentive Fee benchmark, resulting in \$120,000 fee to AEG. This fee is not reflected as an Operating Expense.



# of Events	May-13 <u>Actual</u>	May-13 <u>Budget</u>	May-13 <u>Variance</u>	YTD <u>Actual</u>	YTD <u>Budget</u>	YTD <u>Variance</u>
Concerts	1	1	0	19	18	1
Family Shows			0	5	4	1
Feld Shows			0	13	14	(1)
U of L Men's Basketball			0	21	21	0
U of L Women's Basketball			0	17	15	2
U of L Women's Volleyball			0	13	10	3
Sporting Events			0	8	6	2
Meetings/Banquets	3	3	0	25	28	(3)
Other Events	2	0	2	5	1	4
Total	6	4	2	126	117	9

May Ticketed Events

- Taylor Swift
- Dalai Lama

*AEG MANAGEMENT LOUISVILLE LLC
INCOME STATEMENT
FOR THE PERIOD ENDING MAY 31, 2013*

	<u>May-13 Actual</u>	<u>May-13 Budget</u>	<u>May-13 Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>
Event Revenue						
Arena Rent	258,349	123,450	134,899	4,566,097	4,486,867	79,230
Premium Seating	95,062	25,000	70,062	1,038,350	555,000	483,350
Food and Beverage, Merchandise	110,312	69,319	40,993	2,901,466	2,284,135	617,331
Event Revenue	332,238	94,120	238,118	3,591,178	2,960,480	630,698
Parking	13,113	6,250	6,863	84,705	68,750	15,955
Other Income	168	18,617	(18,449)	66,000	204,783	(138,783)
Gross Operating Revenue	809,243	336,756	472,487	12,247,797	10,560,015	1,687,782
Event Expenses	170,807	107,007	63,800	3,303,904	3,032,209	271,695
Food and Beverage, Merchandise - U of L Share	12,405	8,647	3,758	726,466	528,166	198,300
Parking	0	6,250	(6,250)	0	68,750	(68,750)
Other Expenses	5,378	1,500	3,878	56,999	33,300	23,699
Event Operating Expenses	188,590	123,404	65,186	4,087,369	3,662,425	424,944
Net Revenue	620,653	213,352	407,301	8,160,428	6,897,590	1,262,838
Indirect Expenses						
Administration	618,754	329,332	289,422	3,989,617	3,770,901	218,716
Utilities	103,107	125,834	(22,727)	1,116,883	1,147,083	(30,200)
Insurance	16,917	20,360	(3,443)	187,379	223,953	(36,574)
Management Fee	40,000	40,000	0	440,000	440,000	0
Total Operating Expenses	778,778	515,526	263,252	5,733,879	5,581,937	151,942
Net Operating Profit * (LOSS)	(158,125)	(302,174)	144,049	2,426,548	1,315,653	1,110,895

* - Excludes "Category A" Revenues, property taxes, and amounts payable in connection with bonds.