

BON SECOURS TRAINING CENTER



FINANCIAL REPORTS APRIL 2023

DISTRIBUTION:

EDA FINANCE COMMITTEE

LISA JONES - A.G. REESE AND ASSOCIATES

NATHAN HUGHES - SPERITY REAL ESTATE VENTURES

LEONARD SLEDGE - DEPT OF ECONOMIC DEVELOPMENT

ASM

BOB PAPKE, VICE PRESIDENT - THEATERS

GLENN MAJOR, GENERAL MANAGER

JEFFREY WONG, SVP FINANCE - AMERICAS

PREPARED

05/15/2023

DISTRIBUTED

05/15/2023

**BON SECOURS TRAINING CENTER
FINANCIAL REPORTS
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BON SECOURS TRAINING CENTER
Profit Loss Budget Performance
APRIL 2023

	Apr-22	Apr-23	YTD Actual	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Event Income	51,122.00	16,921.00	92,460.00	152,790.00	195,195.00
Advertising & Other Income	0.00	0.00	551.00	0.00	0.00
Parking Income	0.00	0.00	0.00	0.00	0.00
1st Floor Ground Rent	1,767.00	1,767.00	17,674.00	0.00	21,204.00
2nd Floor Ground Rent	563.00	563.00	5,628.00	0.00	6,756.00
1st Floor Rent	25,484.00	25,484.00	254,843.00	0.00	305,808.00
2nd Floor Rent	13,448.00	13,448.00	134,479.00	0.00	161,376.00
1st Floor CAM	16,625.00	16,625.00	166,249.00	0.00	199,500.00
2nd Floor CAM	7,695.00	7,695.00	76,951.00	655,825.00	92,340.00
Rental Income-Westhampton	-	-	-	-	-
Sponsorship Fee-Bon Secours	-	-	-	-	-
Total Income	116,704.00	82,503.00	748,835.00	808,615.00	982,179.00
Expense					
Bank Service Charges	-	-	-	-	-
Depreciation Expense	-	-	-	-	-
General and Administrative	3,099.00	3,840.00	43,009.00	42,033.00	50,439.00
Grounds Maintenance	9,782.00	9,709.00	91,214.00	97,824.00	117,388.00
Insurance Expense	1,964.00	2,380.00	24,247.00	19,664.00	23,598.00
Janitorial Service Supplies	1,463.00	1,463.00	14,629.00	15,067.00	18,081.00
Maintenance Expense	4,338.00	3,226.00	57,865.00	58,359.00	70,000.00
Base Management Fee	1,057.00	2,971.00	12,794.00	10,500.00	12,600.00
Incentive Management Fee	2,179.00	643.00	3,705.00	10,000.00	12,000.00
Operations	1,548.00	2,296.00	17,308.00	30,315.00	36,235.00
Additional Training Camp Expenses	0.00	0.00	0.00	0.00	0.00
Payroll Expenses	451.00	1,522.00	6,611.00	6,758.00	8,110.00
Ground Rent Expense	3,380.00	3,380.00	33,800.00	33,800.00	40,560.00
Repairs and Maintenance	-	0.00	0.00	0.00	0.00
Security Service	581.00	788.00	7,767.00	5,400.00	6,480.00
Staffing	14,796.00	15,984.00	156,500.00	178,215.00	213,863.00
Telephone Expense	571.00	605.00	3,886.00	6,050.00	7,260.00
Utilities	7,180.00	9,279.00	109,200.00	86,220.00	103,614.00
Total Expense	52,389.00	58,086.00	582,535.00	600,205.00	720,228.00
Net Ordinary Income	64,315.00	24,417.00	166,300.00	208,410.00	261,951.00
Other Income/Expense					
Other Income					
Interest Income-Cking	0.00	0.00	0.00	0.00	0.00
Total Other Income	0.00	0.00	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00	0.00	0.00
Net Income	64,315.00	24,417.00	166,300.00	208,410.00	261,951.00

DocuSigned by:

Jaritna Sechrist

Jaritna Sechrist, Director of Facility Accounting

DocuSigned by:

Dawn Major

Dawn Major, General Manager

**BON SECOURS TRAINING CENTER
ROLLING FORECAST SUMMARY
FISCAL YEAR ENDING JUNE 30, 2023
SUMMARY FOR THE TEN MONTHS ENDING APRIL 2023**

	4/30/23 ACTUAL YTD	ROLLING FORECAST	TOTAL 6/30/2023	BUDGET		OPERATING RESULTS	
				FYE2023	VARIANCE	FYE2022	VARIANCE
NO. EVENTS	47	12	59	82	(23)	152	(93)
ATTENDANCE	12,944	4,929	17,873	17,570	303	25,770	(7,897)
DIRECT EVENT INCOME	92,460	50,020	142,480	186,640	(44,160)	436,542	(294,062)
ANCILLARY INCOME	0	2,250	2,250	8,400	(6,150)	5,610	(3,360)
FACILITY FEES & REBATES	0	5,400	5,400	0	5,400	7,516	(2,116)
TOTAL EVENT INCOME	92,460	57,670	150,130	195,040	(44,910)	449,669	(299,539)
OTHER INCOME	656,375	131,190	787,565	787,139	426	791,433	(3,868)
INDIRECT EXPENSES							
EXECUTIVE	76,669	16,584	93,253	85,916	(7,337)	111,142	17,889
FINANCE	27,128	5,338	32,466	8,610	(23,856)	5,010	(27,456)
MARKETING	3,074	914	3,988	18,792	14,804	11,106	7,118
OPERATIONS	269,751	53,579	323,330	401,687	78,357	339,775	16,445
OVERHEAD	189,415	41,390	227,247	205,650	(21,597)	195,854	(31,393)
TOTAL INDIRECT EXP.	566,037	117,805	680,284	720,655	40,371	662,887	(17,397)
MANAGEMENT FEE	16,499	3,558	20,057	24,600	4,543	22,406	2,349
NET INCOME - OPERATING	166,300	67,497	237,354	236,924	430	555,808	(318,454)

ESTIMATED FY23 BASE MANAGEMENT FEE:	\$	15,812.56
ESTIMATED FY23 INCENTIVE MANAGEMENT FEE:	\$	4,705.00

BON SECOURS TRAINING CENTER
ROLLING FORECAST

EVENT	YEAR-TO-DATE				REMAINING PROJECTION				ROLL EVT INC FY 6/22							
	NO.	ATTND	DIRECT EVENT/INC.	FEES & REBATES	TOTAL EVENT/INC.	NO.	ATTND	SERVICES INCOME		TOTAL DIR. INC.	CATERING	CONCESSIONS	TOTAL ANCILL.	REBATES	FEES	TOTAL EVT. INC.
Assemblies 701	0	0	0	0	0	0	0	0	-	0	0	0	0	0	-	
Banquets 702	1	50	1,362	-	1,362	-	-	-	-	-	-	0	0	0	-	
	07.16.22	HICHER ACHIEVEMENT	1	300	5,829	-	-	-	-	-	-	0	0	0	1,362	
	09.10.22	JOHNSON WEDDING	1	150	5,231	-	-	-	-	-	-	0	0	0	5,829	
	09.24.22	THOMPSON WEDDING	1	300	3,606	-	-	-	-	-	-	0	0	0	5,231	
	10.25.22	YMCA CHARMAN'S ROUNDTABLE	1	350	5,199	-	-	-	-	-	-	0	0	0	3,606	
	10.26.22	BUTTERFLY VISIONARIES	1	250	5,199	-	-	-	-	-	-	0	0	0	5,199	
	11.05.22	AKA SAUTE AND SIZZLE	1	225	4,692	-	-	-	-	-	-	0	0	0	5,189	
	11.12.22	FISHING BAY YACHT CLUB	1	13	1,265	-	-	-	-	-	-	0	0	0	4,692	
	11.02.22	SAUER BRAND MEETING	1	150	4,705	-	-	-	-	-	-	0	0	0	1,265	
	12.10.22	BUNGE HOLIDAY PARTY	1	18	1,401	-	-	-	-	-	-	0	0	0	4,705	
	12.13.22	SAUER BRANDS	1	140	5,078	-	-	-	-	-	-	0	0	0	1,401	
	02.25.23	HALL BABY SHOWER	1	200	4,588	-	-	-	-	-	-	0	0	0	5,078	
	03.18.23	SHRM LEGAL UPDATE CONFERENCE	1	325	3,397	-	-	-	-	-	-	0	0	0	4,588	
	03.25.23	COLLEAGUE SWEET 16	1	250	4,276	-	-	-	-	-	-	0	0	0	3,397	
	03.27.23	AHA CHALLENGE	1	110	6,017	-	-	-	-	-	-	0	0	0	4,276	
	04.22.23	BAYLOR ANNIVERSARY	1	400	4,829	-	-	-	-	-	-	0	0	0	6,017	
	04.23.23	RVA FASHION WEEK	1	1	18	1,400	0	-	-	-	-	0	0	0	4,829	
	05.03.23	SAUER BRANDS MEETING	1	1	420	4,500	840	0	-	-	-	0	0	0	1,400	
	05.08.23	COMMONWEALTH ORAL FACIAL	1	1	420	3,500	840	0	-	-	-	0	0	0	5,340	
	05.18.23	COMER WEDDING	1	1	420	4,300	840	0	-	-	-	0	0	0	5,340	
06.20.23	SEERSUCKER SUNDRESSES AND SOUNDS	1	1	1,800	5,000	3,600	8,600	0	-	-	0	0	0	4,340		
06.28.23	CHARNOOS WEDDING	1	2	150	5,000	300	5,300	0	-	-	0	0	0	5,140		
08.10.23	CHARNOOS WEDDING	1	2	150	5,000	300	5,300	0	-	-	0	0	0	5,140		
08.27-08.28-23	MASSEY CANCER RETREAT	18	3,231	66,673	0	0	66,673	8	3,378	28,700	6,720	38,420	0	5,400	14,000	
08.27-08.28-23	MASSEY CANCER RETREAT	18	3,231	66,673	0	0	66,673	8	3,378	28,700	6,720	38,420	0	5,400	14,000	
Concerts 704	0	0	0	0	0	0	0	0	-	0	0	0	0	0	-	
EDA Complimentary Meetings 708	1	150	213	-	213	-	-	-	-	-	-	-	-	-	213	
	09.14.22	City of Richmond Meeting	1	3,000	345	-	-	-	-	-	-	-	-	-	-	345
	11.08.22	City of Richmond - Voting Poll	1	150	(18)	-	-	-	-	-	-	-	-	-	-	(18)
	12.13.22	City of Richmond - DED Luncheon	2	70	586	-	-	-	-	-	-	-	-	-	-	586
	02.15.23	City of Richmond - DPM Meetings	8	1,200	1,079	-	-	-	-	-	-	-	-	-	-	1,079
	02.07.23	City of Richmond - Culture Meetings	1	3,000	481	-	-	-	-	-	-	-	-	-	-	481
	02.22.23	City of Richmond - Election	1	80	349	-	-	-	-	-	-	-	-	-	-	349
	03.30.23	City of Richmond - Social Work	1	100	349	-	-	-	-	-	-	-	-	-	-	349
	04.18.23	City of Richmond - DPU	1	100	349	-	-	-	-	-	-	-	-	-	-	349
	05.09-05.10-23	City of Richmond - Planning	1	100	349	-	-	-	-	-	-	-	-	-	-	349
	05.31.23	City of Richmond - Richmond Firefighters	18	7,750	3,384	0	0	3,384	0	0	600	600	0	0	0	350
	05.31.23	City of Richmond - Richmond Firefighters	18	7,750	3,384	0	0	3,384	0	0	600	600	0	0	0	250
Sporting Events 709	9	513	5,950	-	5,950	-	-	-	-	-	-	0	0	0	5,950	
	06.09-06.23.22	VCU Men's Soccer	1	513	5,950	-	-	-	-	-	-	0	0	0	1,500	1,500
05.13.23	Blue Grey Combine	9	513	5,950	0	0	5,950	1	200	1,500	0	0	0	0	1,500	
Other 712	1	700	2,197	-	2,197	-	-	-	-	-	-	0	0	0	-	
	10.15.22	LUPUS WALK	1	100	2,795	-	-	-	-	-	-	0	0	0	-	2,197
	10.22.22	ASK FESTIVAL	1	100	90	-	-	-	-	-	-	0	0	0	-	2,795
	12.03.22	Richmond Parade	1	250	5,358	-	-	-	-	-	-	0	0	0	-	2,795
	03.11.23	SHAMROCK THE BLOCK	1	100	1,449	-	-	-	-	-	-	0	0	0	-	90
	04.08.23	PAL FOOTBALL	1	300	4,561	-	-	-	-	-	-	0	0	0	-	5,358
	04.28.23	CHRONICDILITIS FOUNDATION	1	1	-	-	-	-	-	-	-	0	0	0	-	1,449
	05.13.23	BLUE GREY COMBINE	1	1	-	-	-	-	-	-	-	0	0	0	-	4,561
	06.03.23	HICHER ACHIEVEMENT FIELD DAY	6	1,450	18,450	0	0	18,450	3	1,351	8,000	4,500	12,500	0	0	3,750
	06.08.23	HBAR BUILDERS BASH	47	12,944	92,458	0	0	92,458	12	4,929	38,200	11,820	50,020	0	5,400	3,750
TOTAL EVENT INCOME	47	12,944	92,458	0	0	92,458	12	4,929	38,200	11,820	50,020	2,250	0	5,400	3,750	

BON SECOURS TRAINING CENTER
ROLLING FORECAST
FOR THE YEAR ENDING JUNE 30, 2023

	YTD as of 4/30/23	May 2023	June 2023	Total Forecast	TOTAL FYE2023	BUDGET FYE 6/30/23
OTHER INCOME						
ADVERTISING INCOME	0	-	-	-	-	0
TENANT INCOME	655,824	65,595	65,595	131,190	787,014	787,139
OTHER INCOME	551	-	-	-	551	0
MISC INCOME	0	-	-	-	-	0
TOTAL OTHER INCOME	656,375	65,595	65,595	131,190	787,565	787,139

	YTD as of 4/30/23	May 2023	June 2023	Total Forecast	TOTAL FYE2023	BUDGET FYE 6/30/23
EXECUTIVE						
SALARIES	58,060	5,806	5,806	11,612	69,672	57,776
BONUS	12,009	1,212	1,212	2,424	14,433	11,555
Auto allowance	0	-	-	-	-	0
PAYROLL TAXES	5,138	513	513	1,026	6,164	5,778
EMPLOYEE BENEFITS	(1,655)	-	-	-	(1,655)	2,889
401k	644	29	29	58	702	2,889
Vacation Expense	0	-	-	-	-	0
OTHER CONTRACTED SERVICES	0	-	-	-	-	0
PROFESSIONAL FEES-LEGAL	0	-	-	-	-	425
TRAVEL	116	-	-	-	116	0
CORPORATE TRAVEL	0	-	-	-	-	500
MEALS & ENTERTAINMENT	252	500	500	1,000	1,252	1,200
Dues & Subscriptions	2,105	232	232	464	2,569	2,754
GIFTS		-	-	-	-	150
TOTAL EXECUTIVE	76,669	8,292	8,292	16,584	93,253	85,916

	YTD as of 4/30/23	May 2023	June 2023	Total Forecast	TOTAL FYE2023	BUDGET FYE 6/30/23
FINANCE						
PROFESSIONAL FEES - OTHER	0	-	-	-	-	500
DUES AND SUBSCRIPTIONS	20,517	2,008	2,008	4,016	24,533	0
PAYROLL PROCESSING	6,611	661	661	1,322	7,933	8,110
TOTAL FINANCE	27,128	2,669	2,669	5,338	32,466	8,610

BON SECOURS TRAINING CENTER
ROLLING FORECAST
FOR THE YEAR ENDING JUNE 30, 2023

	YTD as of 4/30/23	May 2023	June 2023	Total Forecast	TOTAL FYE2023	BUDGET FYE 6/30/23
MARKETING						
DUES & SUBSCRIPTIONS	2,477	387	387	774	3,251	5,292
ADVERTISING	25				25	10,000
OTHER CONTRACTED SERVICES	572	70	70	140	712	1,500
PHOTOGRAPHY EXPENSE						1,000
PR ACTIVITIES						1,000
TOTAL MARKETING	3,074	457	457	914	3,988	18,792
OPERATIONS						
Salaries Administration	40,862	4,086	4,086	8,172	49,034	92,750
General Event Wages	18,838	1,883	1,883	3,766	22,604	5,000
Commission	2,519	251	251	502	3,021	2,400
Payroll Taxes	11,656	491	491	982	5,896	9,775
Benefits	1,303	1,165	1,165	2,330	13,966	13,913
401 (k)	7,767	130	130	260	1,563	4,638
Contracted Security	14,629	776	776	1,552	9,319	6,460
Contracted Cleaning	91,214	1,462	1,462	2,924	17,553	18,061
Contracted Landscaping	32	9,121	9,121	18,242	109,456	117,388
Travel	75	-	-	-	32	-
Licenses and Fees	769	-	-	-	75	-
Employee Training	56	-	-	-	56	-
Operating Supplies	5,237	500	500	1,000	6,237	6,000
Trash Removal	-	-	-	-	-	-
Environmental Expense COVID	-	-	-	-	-	-
Snow Removal	-	-	-	-	-	3,000
Sand & Salt	-	-	-	-	-	500
Landscaping	239	-	-	-	239	500
Exterminating	1,783	175	175	350	2,133	2,400
Exterior Window Clean	-	-	1,500	1,500	1,500	4,500
Small Equipment	-	-	-	-	-	750
Safety Equipment	491	50	50	100	591	750
Rental Other	2,832	250	250	500	3,332	2,767
Vehicle Expense	-	-	-	-	-	500
Misc Operating Expense	-	-	-	-	-	-
General Building Repairs	-	-	-	-	-	10,000
Door Maintenance	-	-	-	-	-	-
Yearly Electrical Inspection	-	-	-	-	-	975
Computer Expense	849	85	85	170	1,019	1,200
Elevator Escalator	11,895	1,189	1,189	2,378	14,273	2,000
Field Maintenance	714	75	75	150	864	25,000
Sprinkler Sys Prev Maintenance	-	-	-	-	-	3,250
Floor Maintenance	10,716	1,071	1,071	2,142	12,858	3,000
HVAC Systems	14,688	1,444	1,444	2,887	17,555	3,000
Maintenance Agreements	370	-	-	-	370	17,322
Other Repairs/Maintenance	19,761	1,721	1,721	3,442	23,203	10,000
Park Maintenance	826	-	-	-	826	19,280
General Building Supplies	981	-	-	-	981	7,000
Bubs & Lamps	851	-	-	-	851	-
Electrical	18	-	-	-	18	-
Plumbing	1,006	-	-	-	1,006	2,000
Filters	20	-	-	-	20	1,000
Paint	1,880	115	115	230	2,110	-
Janitorial	-	-	-	-	-	2,588
Uniforms	-	-	-	-	-	2,000
TOTAL OPERATIONS	268,751	26,040	27,540	53,579	322,561	401,687

**BON SECOURS TRAINING CENTER
ROLLING FORECAST
FOR THE YEAR ENDING JUNE 30, 2023**

<u>OVERHEAD</u>	<u>YTD as of 4/30/23</u>	<u>May 2023</u>	<u>June 2023</u>	<u>Total Forecast</u>	<u>TOTAL FYE2023</u>	<u>BUDGET FYE 6/30/23</u>
WORKERS COMP INSURANCE	2,212	221	221	442	2,654	4,500
PROFESSIONAL FEES - OTHER		-	-	-	-	350
BANK SERVICE CHARGES	5,029	502	502	1,004	6,033	2,364
POSTAGE	58	-	-	-	58	350
RENTAL OFFICE EQUIPMENT	2,340	234	234	468	2,808	2,472
OFFICE SUPPLIES	90	-	-	-	90	4,800
RENT EXPENSE	33,800	3,380	3,380	6,760	40,560	40,560
NEWSPAPER ADVER. EMPLOYMENT	-	-	-	-	-	500
CREDIT CARD FEES	-	-	-	-	-	0
COMPUTER EXPENSE	6,528	650	650	1,300	7,828	8,400
COMPUTER MAINTENANCE	-	-	-	-	-	4,800
LICENSES & FEES	-	-	-	-	-	0
CABLE EXPENSE	2,025	201	201	402	2,427	2,232
INSURANCE EXPENSES	11,548	1,152	1,152	2,304	13,852	14,118
UMBRELLA COVERAGE	12,699	1,269	1,269	2,538	15,237	9,480
ELECTRICITY	79,262	7,926	7,926	15,852	95,114	74,220
HEATING FUEL	-	-	-	-	-	0
TELEPHONE	3,886	388	388	776	4,662	7,260
WATER & SEWER & GAS	29,938	2,993	2,993	5,986	35,924	29,244
BASE FEE	12,794	1,279	1,279	2,558	15,352	12,600
INCENTIVE FEE	3,705	500	500	1,000	4,705	12,000
TOTAL OVERHEAD	205,914	20,695	20,695	41,390	247,304	230,250

Bon Secours Training Center
Balance Sheet
April 30, 2023

ASSETS

Current Assets		
Cash	\$	483,907
Accounts Receivable		39,713
Prepaid Assets		2,672
Inventory		0
Total Current Assets		526,292
Fixed Assets		
Fixed Assets		0
Accumulated Depreciation		0
Total Fixed Assets		0
Other Assets		
Other Assets		0
Deposits		0
Total Other Assets		0
Total Assets	\$	526,292

LIABILITIES AND EQUITY

Current Liabilities		
Accounts Payable	\$	55,125
Accrued Expenses		30,796
Deferred Income		65,582
Advance Ticket Sales/Deposits		71,324
FUNDRAISING: Brick Program		2,160
Total Current Liabilities		224,987
Long-Term Liabilities		
Long Term Liabilities		0
Total Long-Term Liabilities		0
Total Liabilities		224,987
Equity		
Contributions	(2,371,135)	
Net Funds Received		0
Retained Earnings		2,506,137
Net Income (Loss)		166,300
Total Equity		301,302
Total Liabilities & Equity	\$	526,289

BON SECOURS TRAINING CENTER
A/R Aging, A/P Aging, and Event Deposit Schedule

Schedule of A/R Aging

4/30/2023

	Total Amount Due	%
Accounts Receivable		
Current	17,979	45.27%
Past Due 30 Days	6,559	16.51%
Past Due 60 Days	6,181	15.56%
Past Due 90 + Days	8,994	22.65%
Total Accounts Receivable	39,713	100%

Explanation of Items Due 90 + Days

Customer Name	Event Date	Amount	Comment:
Bunge	12/1/2022	\$ 1,060	Resent to Client
Bon Secours Primary Care	Monthly	\$ 2,634	Resent to Client
Bon Secours Physical Therapy	Monthly	\$ 441	4/23/2023 Deposit
Johnson Wedding	9/20/2022	\$ 1,775	Resent to Client
City of Richmond	4/25/2022	\$ 966	City erroneously paid EDA. Will be paid in April 2023
RAMRAF	9/30/2021	\$ 871	Resent to Event
VA ROYALS FOOTBALL	4/3/2022	\$ 1,248	Resent to Event

Schedule of A/P Aging

4/30/2023

	Total Amount Due	%
Accounts Payable		
Current	30,856	76.23%
Past Due 30 Days	9,622	23.77%
Past Due 60 Days	-	0.00%
Past Due 90 + Days	-	0.00%
Total Accounts Payable	40,478	100%

Explanation of Items Due 90 + Days

Schedule of Event Deposits

4/30/2023

Event Date	Event	Deposit Received	%
1-Dec-22	Community Foundation - Rescheduled TBD	3,150	4.42%
21-Apr-23	Caritas Gala - Rescheduled TBD	4,050	5.68%
6-May-23	PROC Derby Day	2,810	3.94%
18-May-23	COFS Event Deposit	3,000	4.21%
25-May-23	Comer Wedding	5,000	7.01%
1-Jun-23	Ask Childhood Cancer	5,000	7.01%
3-Jun-23	Higher Achievement	1,500	2.10%
10-Jun-23	Chargois Wedding	5,000	7.01%
24-Jun-23	Joyner Wedding	5,000	7.01%
9-Jul-23	Smoke and Vine Festival	4,650	6.52%
30-Sep-23	Deja Coley Wedding	1,750	2.45%
14-Oct-23	Lupus Foundation Walk	2,000	2.80%
28-Oct-23	Ask Fall Festival	3,205	4.49%
1-Nov-23	Yacht Club - Date TBD	1,029	1.44%
18-Nov-23	Wallach Bar Mitzvah	5,000	7.01%
14-Sep-24	Keel Wedding	2,500	3.51%
MGMT	SMG Mgmt Contract - Youth Programs FY20	3,380	4.74%
MGMT	SMG Mgmt Contract - Youth Programs FY21	3,301	4.63%
MGMT	SMG Mgmt Contract - Youth Programs FY22	5,000	7.01%
MGMT	SMG Mgmt Contract - Youth Programs FY23	5,000	7.01%
		71,324	100%

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
EVENT INCOME						
Direct Event Income						
Rental Income	\$ 12,910	\$ 18,000	\$ 35,650	\$ 75,320	\$ 124,000	\$ 354,040
Service Revenue	6,762	6,750	30,943	42,504	49,300	118,118
Service Expenses	(2,751)	(3,375)	(19,164)	(25,364)	(24,660)	(71,426)
Total Direct Event Inco	16,921	21,375	47,429	92,460	148,640	400,732
Ancillary Income						
F & B Concessions	0	0	0	0	0	0
F & B Catering	0	1,300	0	0	4,150	2,032
Novelty Sales	0	0	0	0	0	0
Gift Shop Sales	0	0	0	0	0	0
Parking	0	0	0	0	0	(2,097)
Parking: Valet	0	0	0	0	0	0
Booth Cleaning	0	0	0	0	0	0
Business Center	0	0	0	0	0	0
Telephone	0	0	0	0	0	0
Electrical Services	0	0	0	0	0	0
Audio Visual	0	0	0	0	0	0
Internet Services	0	0	0	0	0	0
Equipment Rental	0	0	0	0	0	0
Other Ancillary	0	0	0	0	0	0
Total Ancillary Income	0	1,300	0	0	4,150	(65)
Other Event Income						
Other Event Related In	0	0	0	0	0	0
Luxury Box Ticket Sale	0	0	0	0	0	0
Club Seat Ticket Sales	0	0	0	0	0	0
Event Advertising Inco	0	0	0	0	0	0
Ticket Rebates	0	0	0	0	0	0
Facility Fees	0	0	3,693	0	0	3,693
Total Other Event Inco	0	0	3,693	0	0	3,693
Total Event Income	16,921	22,675	51,122	92,460	152,790	404,360
OTHER OPERATING INCOME						
Advertising	0	0	0	0	0	0
1st Floor Ground Rent	1,767	1,767	1,767	17,674	17,675	17,674
2nd Floor Ground Rent	563	563	563	5,628	5,627	5,628
1st Floor Rent	25,484	25,484	25,484	254,843	254,844	254,842
2nd Floor Rent	13,448	13,448	13,448	134,479	134,479	134,480
1st Floor CAM	16,625	16,625	16,625	166,249	166,249	166,249
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Bon Secours Training Center
Income Statement
For the Ten Months Ending April 30, 2023

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
2nd Floor CAM Other Income	7,695 0	7,695 0	7,695 0	76,951 551	76,951 0	76,951 150
Total Other Operating I	65,582	65,582	65,582	656,375	655,825	655,974
Adjusted Gross Income	82,503	88,257	116,704	748,835	808,615	1,060,334
INDIRECT EXPENSES						
Salaries & Wages	14,321	14,124	12,389	134,059	141,233	150,042
Payroll Taxes & Benefi	1,727	3,700	3,044	24,212	36,982	38,224
Labor Allocations to E	(64)	0	(637)	(1,771)	0	(3,382)
Net Salaries and Benefi	15,984	17,824	14,796	156,500	178,215	184,884
Contracted Services	11,960	11,829	11,826	114,182	118,291	102,263
General and Administr	8,742	8,259	6,930	82,848	82,591	61,847
Operating	1,113	1,808	1,065	10,638	18,051	14,435
Repairs & Maintenance	3,226	5,836	4,338	57,865	58,359	58,122
Operational Supplies	1,183	1,214	483	6,670	12,140	5,933
Insurance	2,380	1,967	1,964	24,247	19,664	20,432
Utilities	9,884	9,227	7,751	113,086	92,270	92,131
Redskins Local Contrib	0	13	0	0	124	0
ASM Management Fee	3,614	2,050	3,236	16,499	20,500	17,765
Allocated Expenses	0	0	0	0	0	0
Total Indirect Expenses	58,086	60,027	52,389	582,535	600,205	557,812
Net Income (Loss)	\$ 24,417	\$ 28,230	\$ 64,315	\$ 166,300	\$ 208,410	\$ 502,522

Bon Secours Training Center
Indirect Expenses Detail
For the Ten Months Ending April 30, 2023

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
INDIRECT EXPENSES						
Employee Wages and Benefits						
Salaries Administration \$	9,879	\$ 12,544	\$ 10,603	\$ 98,922	\$ 125,438	\$ 133,048
Changeover Labor - W	3,342	0	87	17,375	0	168
General - Part-Time	0	417	0	2,814	4,166	0
Security - Event	0	0	690	420	0	2,769
Stagehands - Wages	0	0	0	0	0	1,530
Bonus - Performance	1,100	963	1,009	12,009	9,629	12,106
Commission	0	200	0	2,519	2,000	0
Auto Allowance	0	0	0	0	0	421
Payroll Taxes	1,017	1,297	802	10,052	12,959	11,804
Benefits	153	1,400	1,851	10,001	14,002	18,951
401 (k)	376	628	170	1,947	6,271	3,375
Workers Compensation	181	375	221	2,212	3,750	2,798
Vacation Expense	0	0	0	0	0	1,296
Allocated Chingover. L	0	0	(345)	(1,139)	0	(1,875)
Allocated Custodial - E	(64)	0	0	(64)	0	0
Allocated Security - Ev	0	0	(292)	(420)	0	(1,507)
Allocated Stagehands -	0	0	0	(148)	0	0
Net Employee Wages a	15,984	17,824	14,796	156,500	178,215	184,884
Contracted Services						
Contracted Security	788	540	581	7,767	5,400	5,819
Contracted Cleaning	1,463	1,507	1,463	14,629	15,067	12,471
Contracted Landscapin	9,709	9,782	9,782	91,214	97,824	83,973
Other Contracted Servi	0	0	0	572	0	0
Total Contracted Serv	11,960	11,829	11,826	114,182	118,291	102,263
General and Administrative Expenses						
Professional Fees - Oth	0	106	0	0	1,063	425
Bank Service Charges	348	197	650	3,450	1,970	1,190
Travel	0	0	0	116	0	0
Corporate Travel	0	42	0	0	416	117
Meals & Entertainment	0	100	0	284	1,000	64
Dues & Subscriptions	2,372	671	531	26,678	6,704	8,881
Postage	0	29	15	58	292	117
Rental Office Equipme	234	206	205	2,340	2,060	2,095
Office Supplies	0	400	0	90	4,000	84
Rent Expense	3,380	3,380	3,380	33,800	33,800	33,800
Payroll Processing	1,522	676	451	6,611	6,758	5,218
Advertising	0	833	204	25	8,334	536
Advertising Website	0	125	0	0	1,250	0
Newspaper Adver.-Em	0	42	0	0	416	0
Photography Expense	0	83	0	0	834	0
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Bon Secours Training Center
Indirect Expenses Detail
For the Ten Months Ending April 30, 2023

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
PR Activities	0	83	0	0	834	0
Licenses & Fees	0	0	75	75	0	75
Credit Card Discounts	0	0	0	0	0	972
Over & Short	0	0	0	(1)	0	0
Computer Expense	672	700	1,233	6,528	7,000	6,390
Computer Maintenance	0	400	0	0	4,000	0
Employee Training	0	0	0	769	0	0
Cable Expense	214	186	186	2,025	1,860	1,883
Total General and Adm	8,742	8,259	6,930	82,848	82,591	61,847
Operating Expenses						
Operating Supplies	0	0	0	56	0	78
Trash Removal	534	500	458	5,237	5,000	4,479
Environmental Expense	0	0	0	0	0	425
Snow Removal	0	250	0	0	2,500	4,389
Sand & Salt	0	42	0	0	416	0
Landscaping	0	42	141	239	416	141
Exterminating	209	200	195	1,783	2,000	2,015
Cleaning	0	375	0	0	3,750	0
Small Equipment	0	63	0	0	624	0
Safety Equipment	50	63	47	491	624	713
Rental Other	320	231	224	2,832	2,305	2,195
Vehicle Maintenance	0	42	0	0	416	0
Total Operating Expenses	1,113	1,808	1,065	10,638	18,051	14,435
Repairs and Maintenance						
General Building Repai	0	833	1,419	0	8,334	6,869
Computer Equipment	0	100	0	0	1,000	0
Electrical Systems	0	81	0	0	813	0
Elevator Escalator	0	167	0	849	1,666	750
Field Maintenance	0	0	0	11,895	0	8,156
Fire Alarm	0	271	0	714	2,708	357
Floor Maintenance	0	250	0	0	2,500	0
HVAC Systems	0	250	0	9,608	2,500	3,624
Maintenance Agreemen	1,505	1,444	1,312	14,668	14,434	19,172
Other Repairs / Mainte	0	833	0	370	8,334	0
Park Maintenance	1,721	1,607	1,607	19,761	16,070	17,902
Misc. Repair & Maint.	0	0	0	0	0	1,292
Total Repairs and Main	3,226	5,836	4,338	57,865	58,359	58,122
Operational Supplies						
General Building Suppl	0	583	12 0	826	5,834	1,878

An ASM Managed Facility

Bon Secours Training Center
Indirect Expenses Detail
For the Ten Months Ending April 30, 2023

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
Bulbs & Lamps	683	0	0	961	0	278
Electrical	0	0	224	851	0	344
Plumbing	0	167	0	18	1,666	0
Small Tools	0	0	0	0	0	95
HVAC	500	0	0	1,108	0	112
Filters	0	83	0	1,006	834	715
Parts Mach & Equip	0	0	0	0	0	14
Paint	0	0	0	20	0	0
Janitorial	0	214	259	1,880	2,140	2,285
Uniforms	0	167	0	0	1,666	0
Signage	0	0	0	0	0	212
Total Operational Supp	1,183	1,214	483	6,670	12,140	5,933
Insurance						
Insurance Expense	1,129	1,114	1,112	11,295	11,140	11,126
Property Insurance	51	0	0	253	0	0
Umbrella Coverage	1,200	790	790	12,699	7,900	8,690
Other Insurance	0	63	62	0	624	616
Total Insurance	2,380	1,967	1,964	24,247	19,664	20,432
Utilities						
Electricity	8,798	6,185	5,837	79,262	61,850	60,434
Heating Fuel	0	0	0	0	0	651
Telephone	99	605	571	3,886	6,050	6,679
Water & Sewage	987	2,437	1,343	29,938	24,370	24,367
Total Utilities	9,884	9,227	7,751	113,086	92,270	92,131
Other Expenses						
Gifts	0	13	0	0	124	0
Total Other Expenses	0	13	0	0	124	0
ASM Management Fees						
Base Fee	2,971	1,050	1,057	12,794	10,500	10,573
Incentive Fee	643	1,000	2,179	3,705	10,000	7,192
Total SMG Manage	3,614	2,050	3,236	16,499	20,500	17,765
Expense Allocations						
Total Expense Allocati	0	0	0	0	0	0

Bon Secours Training Center
Indirect Expenses Detail
For the Ten Months Ending April 30, 2023

	Current Month Actual	Current Month Budget	Current Month Prior Year	Year to Date Actual	Year to Date Budget	Year to Date Prior Year
Net Indirect Expenses	\$ 58,086	\$ 60,027	\$ 52,389	\$ 582,535	\$ 600,205	\$ 557,812

Bon Secours Training Center
Financial Statements Monthly Highlights
For the Ten Months Ending April 30, 2023

	Current Actual	Current Budget	Variance	Prior Year Actual	Variance
Attendance	1,010	1,935	(925)	4,245	(3,235)
Attendance - Tickets S	0	0	0	0	0
Number of Performanc	5	9	(4)	13	(8)
Square Footage	0	0	0	0	0
Other Statistical	0	0	0	0	0
Gross Ticket Sales	0	0	0	0	0
Direct Event Income	16,921	21,375	(4,454)	47,429	(30,508)
Ancillary Income	0	1,300	(1,300)	0	0
Other Event Income	0	0	0	3,693	(3,693)
Total Event Income	16,921	22,675	(5,754)	51,122	(34,201)
Other Operating Incom	65,582	65,582	0	65,582	0
Adjusted Gross Income	65,582	65,582	0	65,582	0
Indirect Expenses	(58,086)	(60,027)	1,941	(52,389)	(5,697)
Net Income (Loss) Fro	24,417	28,230	(3,813)	64,315	(39,898)

Bon Secours Training Center
Financial Statements Year to Date Highlights
For the Ten Months Ending April 30, 2023

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual	Variance
Attendance	12,944	14,130	(1,186)	20,478	(7,534)
Number of Performances	0	0	0	0	0
Number of Event Days	47	66	(19)	135	(88)
Square Footage	0	0	0	0	0
Other Statistical	0	0	0	0	0
Gross Ticket Sales	0	0	0	0	0
Direct Event Income	92,460	148,640	(56,180)	400,732	(308,272)
Ancillary Income	0	4,150	(4,150)	(65)	65
Other Event Income	0	0	0	3,693	(3,693)
Total Event Income	92,460	152,790	(60,330)	404,360	(311,900)
Other Operating Income	656,375	655,825	550	655,974	401
Adjusted Gross Income	656,375	655,825	550	655,974	401
Indirect Expenses	(582,535)	(600,205)	17,670	(557,812)	(24,723)
Net Income (Loss) From	166,300	208,410	(42,110)	502,522	(336,222)