

METRAPARK MANAGERS MEETING

**All meetings take place in the Commissioners Conference Room (3107)
located in the Stillwater Building @ 316 North 26th Street (3rd Floor)
and are open to the public unless otherwise noted**

THURSDAY- September 8, 2022

METRAPARK

1. Alcohol Pricing Policy

COMMISSIONERS

1. **Finance - Kevan Bryan**
 - a. 1st Year Booking Agreement Recap
 - b. Items Requested by Prospective Management Firms as Part of the RFP Process

MetraPark Managers Meeting

1.

Meeting Date: 09/08/2022

Title: Alcohol Pricing Policy

Submitted By: Erika Guy

TOPIC:

Alcohol Pricing Policy

BACKGROUND:

See Attachment

RECOMMENDED ACTION:

Discuss

Attachments

Alcohol Pricing Policy

Draft - METRAPARK ALCOHOL PRICING POLICY - Draft

percentage

First Interstate Arena (all events)	38%
Expo Building	
Non-profit	20%
Weddings	10%
Private shows	30%
Pavilion	
Non-profit	20%
Weddings (size dependent)	10%
Private shows	30%
Chiesa Plaza	
Non-profit	20%
Weddings	10%
Private shows	20%
Carnival Lot, Infield, Montana Park	
Non-profit	20%
Private shows	20%

MetraPark percentage can be waived by General Manager

MetraPark Managers Meeting

1. a.

Meeting Date: 09/08/2022

Title: 1st Year Booking Agreement Recap

Submitted By: Erika Guy

TOPIC:

1st Year Booking Agreement Recap

BACKGROUND:

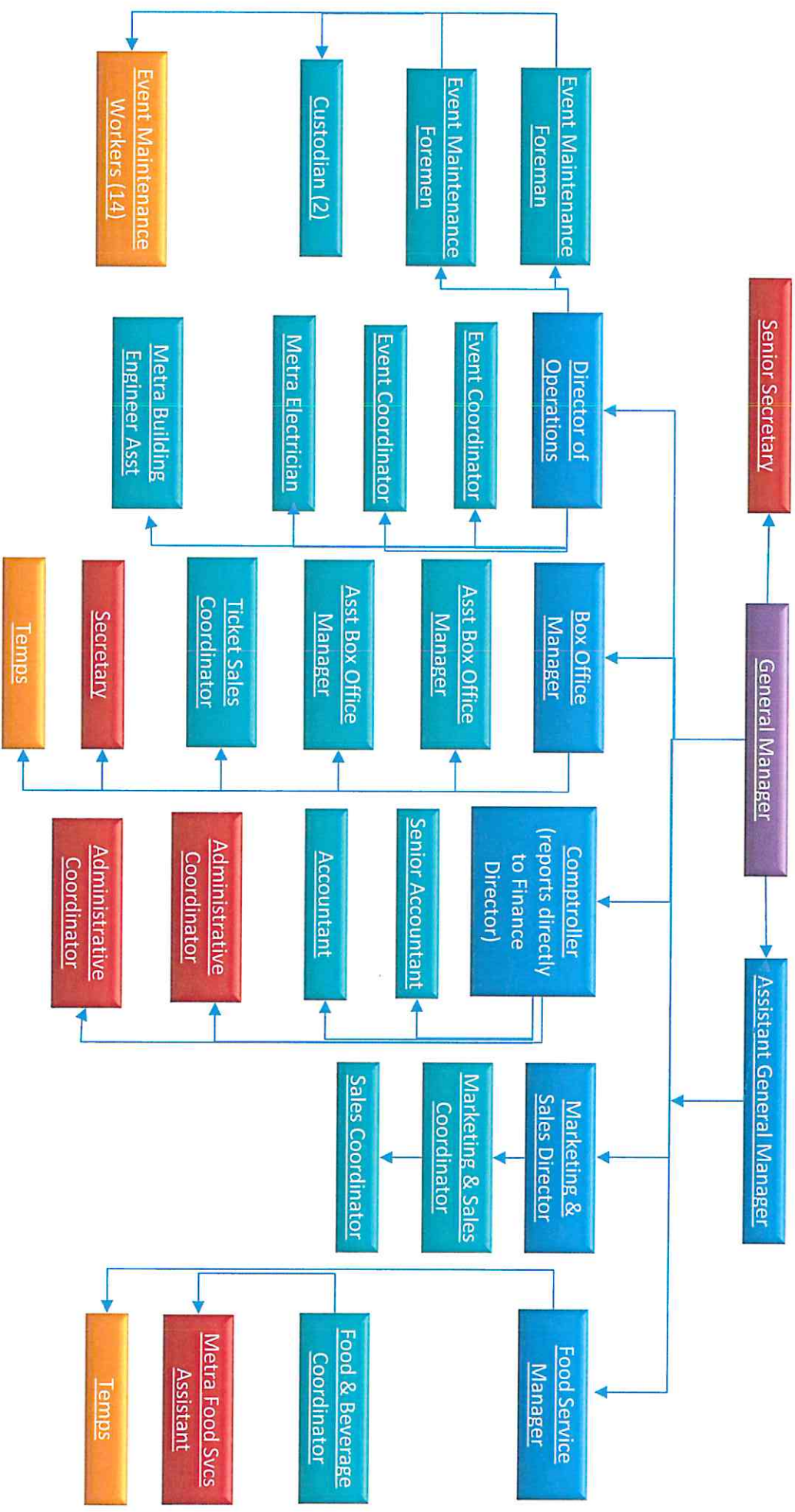
See Attachment

RECOMMENDED ACTION:

Discuss

Attachments

Recap



Metra Staffing and Compensation													
FY23 Budget													
		CLASS											TOTAL
		WORK	Union	FY23	FY23	0.25%	WORK	HEALTH	7.65%	LIFE	Long-term	8.770%	SALARY &
Position Title	Grade	COMP	Status	FTE's	SALARY	UNEM.	COMP	INSUR.	FICA	INSUR.	Disability	PERS	BENEFITS
Accountant	G	8810	None	1.0	51,369	128	113	11,088	3,930	180	176	4,505	71,490
Admin. Coordinator	E	8810	None	1.0	46,512	116	102	11,088	3,558	167	160	4,079	65,783
Admin. Coordinator	E	8810	None	1.0	49,274	123	108	11,088	3,769	177	169	4,321	69,031
Assistant General Manager	K	8743	None	1.0	75,362	188	339	11,088	5,765	180	258	6,609	99,790
Asst Box Office Mgr.	E	8810	None	1.0	42,436	106	93	11,088	3,246	153	146	3,722	60,990
Asst Box Office Mgr.	E	8810	None	1.0	42,436	106	93	11,088	3,246	153	146	3,722	60,990
Box Office Manager	E/F	9420	Team-Metra	1.0	47,570	119	1,889	11,088	3,639	171	163	4,172	68,811
Box Office Manager	H	9410	None	1.0	76,624	192	743	11,088	5,862	180	263	6,720	101,671
Comptroller	J	8810	None	1.0	82,344	206	181	11,088	6,299	180	282	7,222	107,802
Custodian	D	9420	Team-Metra	1.0	36,192	90	1,437	11,088	2,769	130	124	3,174	55,004
Custodian	D	9420	Team-Metra	1.0	36,192	90	1,437	11,088	2,769	130	124	3,174	55,004
Event Maint. Foreperson	E/F	9420	Team-Metra	1.0	66,634	167	2,645	11,088	5,098	180	229	5,844	91,884
Event Maint. Foreperson	E/F	9420	Team-Metra	1.0	68,934	172	2,737	11,088	5,273	180	236	6,046	94,666
Event Maint. Worker	D/E	9420	Team-Metra	1.0	50,026	125	1,986	11,088	3,827	180	172	4,387	71,791
Event Maint. Worker	D/E	9420	Team-Metra	1.0	43,326	108	1,720	11,088	3,314	156	149	3,800	63,661
Event Maint. Worker	D/E	9420	Team-Metra	1.0	50,583	126	2,008	11,088	3,870	180	173	4,436	72,465
Event Maint. Worker	D/E	9420	Team-Metra	1.0	43,326	108	1,720	11,088	3,314	156	149	3,800	63,661
Event Maint. Worker	D/E	9420	Team-Metra	1.0	43,326	108	1,720	11,088	3,314	156	149	3,800	63,661
Event Maint. Worker	D/E	9420	Team-Metra	1.0	42,058	105	1,670	11,088	3,217	151	144	3,688	62,122
Event Maint. Worker	D/E	9420	Team-Metra	1.0	46,564	116	1,849	11,088	3,562	168	160	4,084	67,590
Event Maint. Worker	D/E	9420	Team-Metra	1.0	44,200	111	1,755	11,088	3,381	159	152	3,876	64,722
Event Maint. Worker	D/E	9420	Team-Metra	1.0	53,604	134	2,128	11,088	4,101	180	184	4,701	76,120
Event Maint. Worker	D/E	9420	Team-Metra	1.0	56,837	142	2,256	11,088	4,348	180	195	4,985	80,031
Event Maint. Worker	D/E	9420	Team-Metra	1.0	43,326	108	1,720	11,088	3,314	156	149	3,800	63,661
Event Maint. Worker	D/E	9420	Team-Metra	1.0	50,026	125	1,986	11,088	3,827	180	172	4,387	71,791
Event Maint. Worker	D/E	9420	Team-Metra	1.0	60,423	151	2,399	11,088	4,622	180	207	5,299	84,370
Event Maint. Worker	D/E	9420	Team-Metra	1.0	42,058	105	1,670	11,088	3,217	151	144	3,688	62,122
Events Coordinator	G	9410	None	1.0	60,466	151	587	11,088	4,626	180	207	5,303	82,608
Events Coordinator	G	9410	None	1.0	54,184	135	526	11,088	4,145	180	186	4,752	75,196
Food Service Assistant	C	9016	None	1.0	40,515	101	393	11,088	3,099	146	139	3,553	59,035
Food Services Coord	F	9410	None	1.0	48,880	122	474	11,088	3,739	176	168	4,287	68,934
Food Services Manager	H	9410	None	1.0	70,554	176	684	11,088	5,397	180	242	6,188	94,510
General Manager	M	9410	None	1.0	119,011	298	1,154	11,088	9,104	180	408	10,437	151,681
Marketing and Sales Coord	G	8810	None	1.0	55,342	138	122	11,088	4,234	180	190	4,853	76,147
Marketing/Sales Dir.	J	8810	None	1.0	70,016	175	154	11,088	5,356	180	240	6,140	93,350
Metra Electrician	G/H	9410	Team-Metra	1.0	81,080	203	786	11,088	6,203	180	278	7,111	106,929
Operations Director	J	8810	None	1.0	90,366	226	877	11,088	6,913	180	310	7,925	117,885
Sales	J	8810	None	1.0	75,000	188	165	11,088	5,738	180	257	6,578	99,193
Secretary	C	8810	None	1.0	33,779	84	74	11,088	2,584	122	116	2,962	50,810
Senior Accountant	H	8810	None	1.0	67,524	169	149	11,088	5,166	180	232	5,922	90,428
Senior Secretary	D	8810	None	1.0	38,314	96	84	11,088	2,931	138	131	3,360	56,143
Ticket Sales Coordinator	C	8810	None	1.0	37,857	95	83	11,088	2,896	136	130	3,320	55,605

Metra Staffing and Compensation

FY23 Budget

METRA - FTE RECAP

	FY23 FTEs	FY23 SALARY	0.25% UNEM.	WORK COMP	HEALTH INSUR.	7.65% FICA	LIFE INSUR.	Long-term Disability	8.770% PERS.	TOTAL SALARY & BENEFITS
ADMINISTRATION	5.00	328,473	821	1,789	55,440	25,128	843	1,127	28,807	442,428
FACILITIES	23.00	1,211,301	3,028	39,506	255,024	92,665	3,845	4,155	106,231	1,715,755
CONCESSIONS	3.00	159,949	400	1,552	33,264	12,236	502	549	14,028	222,478
MARKETING	3.00	200,358	501	441	33,264	15,327	540	687	17,571	268,690
ADMISSIONS	5.00	233,132	583	1,088	55,440	17,835	743	800	20,446	330,065
ACCOUNTING	3.00	201,237	503	443	33,264	15,395	540	690	17,649	269,720
OVERTIME -ALL DEPARTMENTS		231,000	578	4,602	0	17,672	0	0	14,997	268,848
CLOTHING ALLOWANCE		0	0	0	0	0	0	0	0	0
TEMP WAGES -ALL DEPARTMENTS		413,000	1,033	3,631	0	31,595	0	0	10,436	459,694
TOTAL METRA	42.00	2,978,450	7,446	53,050	465,696	227,851	7,013	8,007	230,164	3,977,678

OVG P&L'S - 1st Contract Year 9/1/21-8/31-22

<u>Event</u>	<u>Date</u>	<u>Net Totals</u>	
		<u>Profit</u>	<u>or Loss</u>
LUKE COMBS	09/21/21	\$	220,267.70 sent
IN THIS MOMENT	10/08/21	\$	45,953.27 sent
BARE KNUCKLE FIGHTS	10/09/21	\$	30,294.00 sent
NILE	10/13-23/21	\$	115,271.43 sent
DREAM CHASERS RACING	11/13/21	\$	20,157.52 sent
MANNHEIM STEAMROLLERS	11/19/21	\$	27,844.50 sent
PRICE IS RIGHT	11/20/21	\$	24,512.01 sent
MMA NIGHT AT METRAPARK	12/04/21	\$	21,578.63 sent
ALL AMER NDN SHOOTOUT	12/9-11/21	\$	67,016.80 sent
CHASE HAWKS MEM. RODEO	12/18/21	\$	69,060.17 sent
LODGE GRASS V. HARDIN	12/23/22	\$	9,960.93 sent
CENTRAL V LAUREL BBALL	01/14/22	\$	3,528.40 sent
FLUFFY - GABRIEL IGLESIAS	01/15/22	\$	62,287.31 sent
DREAM CHASERS RACING	01/22/22	\$	20,708.18 sent
HARDIN V LODGE GRASS BBALL	01/26/22	\$	10,377.34 sent
CENTRAL V HARDIN BBALL	01/28/22	\$	7,686.32 sent
FERGUS V HAVRE BBALL	01/29/22	\$	2,568.60 sent
LAME DEER V LODGE GRASS BBALL	2/2/22	\$	14,842.70 sent
LAME DEER V LODGE GRASS BBALL	02/08/22	\$	15,870.97 sent
ALL CLASS WRESTLING	2/10-12/22	\$	65,320.73 sent
MONSTER TRUCKS	02/16/22	\$	33,632.86 sent
EASTERN A DIV BASKETBALL	2/23-26/22	\$	59,638.38 sent
SOUTHERN B DIV BASKETBALL	3/2-5/22	\$	63,343.83 sent
TOBYMAC	03/08/22	\$	63,987.90 sent
STATE AA BOYS & GIRLS BBALL	3/9-12/22	\$	22,924.53 sent
MT ST AAU WRESTLING	3/18-20/22	\$	39,642.79 sent
WRANGLER TEAM ROPING	9/27-10/3-21	\$	22,968.26 sent
JEFF DUNHAM	03/23/22	\$	57,305.79 sent
BILLINGS OUTLAWS FOOTBALL G#1	03/24/22	\$	16,203.79 sent
MT OPEN WRESTLING	3/25-27/22	\$	64,871.13 sent
SHINEDOWN	04/04/22	\$	115,156.87 sent
CHAMBER BREAKFAST	04/07/22	\$	6,347.36 sent
BIG AIR BASH	04/09/22	\$	16,043.99 sent
BILLINGS OUTLAWS FOOTBALL G#2	04/10/22	\$	18,766.28 sent
BILLINGS OUTLAWS FOOTBALL G#3	04/16/22	\$	24,989.36 sent
PBR	4/29-5/1/22	\$	170,401.26 sent
MSUB GRADUATIN	05/07/22	\$	5,493.47 sent
HALESTORM	05/10/22	\$	35,250.11 sent
MORGAN WALLEN	05/14/22	\$	137,810.32 sent
BILLINGS OUTLAWS FOOTBALL G#4	05/15/22	\$	15,438.25 sent
HANK WILLIAMS JR OVG	05/27/22	\$	112,073.88 sent
HIGH SCHOOL GRADUATION	05/29/22	\$	15,462.97 sent
BILLINGS OUTLAWS FOOTBALL G#5	05/30/22	\$	15,512.36 sent
MMA NIGHT AT METRAPARK	06/03/22	\$	15,425.57 sent
BILLINGS OUTLAWS FOOTBALL G#6	06/04/22	\$	8,294.48 sent
KEVIN GATES OVG	06/11/22	\$	81,097.83 sent
ZZ TOP	06/12/22	\$	32,407.79 sent
WWE	06/19/22	\$	39,275.87 sent
		\$	2,164,874.79

(Summarized from event P&Ls forwarded to OVG by Metra staff)



Booking Report: First Interstate Arena – Billings, MT

Senior Vice President: Tom Paquette

Director of Booking: Brad Painter

Report Date: September 1, 2022

Please find below a summarization of OVG360's involvement, thus far, in expanding the programming offerings of First Interstate Arena at MetraPark. The items & information listed below reflect the results of OVG360's work to better establish First Interstate Arena, and the Billings market, on the radar of various live entertainment industry decision makers. This is sometimes accomplished via direct bookings (e.g. Hank Williams Jr, Kevin Gates) or indirect advocacy leading to bookings directly with the MetraPark team (e.g. Live Nation, Outback Concerts, & Pepper Entertainment events). Regardless of the degree to which OVG360 is 'hands on' with a particular event, our goal remains the same, to drive as many events as possible onto the grounds of MetraPark and establish First Interstate Arena as a 'must play' stop in the Northwest United States.

Confirmed Shows

- 5/14/2022 – **Morgan Wallen** (Live Nation)
- 5/27/2022 – **Hank Williams Jr** (Doussan Music Group)
- 6/11/2022 – **Kevin Gates** (Bonaphied Entertainment)
- 8/8/2022 – **Maroon 5** (Live Nation)
 - Tour canceled. Should come back to Billings when reschedule tour is routed.
- 9/2/2022 – **Kodak Black** (Bonaphied Entertainment)
 - Show canceled. This was not a Billings or Bonaphied situation. Kodak Black has underperformed industry consensus expectations across multiple promoters in a variety of markets, including traditionally strong hip-hop markets.
- 9/10/2022 – **Dierks Bentley** (Live Nation)
- 9/15/2022 – **Justin Moore** (Pepper Entertainment)
- 10/8/2022 – **Rodney Carrington** (Outback Concerts)
- 11/9/2022 – **Bert Kreischer** (Outback Concerts)
- 5/20/2023 – **Kane Brown** (AEG)

Holds / Avails

- **Cher**: Fall 2022 or, more likely, Spring 2023 (Live Nation)
- **Cody Johnson**: Spring 2023 (Police Productions)
- **Brooks & Dunn**: Spring 2023 (Live Nation)
- **Reba McEntire**: Spring or Fall 2023 (Live Nation)
- **Chris Stapleton**: May & June 2023 (Live Nation)
- **Jason Aldean**: July 2023 (Live Nation)
- **Brad Paisley**: mid-September – mid-October 2023 (Doussan Music Group)
- **Billy Strings**: October 2023 (Doussan Music Group)

- **Hot Wheels Monster Trucks Live:** Nov 3-5, 2023
- **Paw Patrol (VStar)**
- **Trolls Live (VStar)**

General Updates

- **Hip-Hop**
 - Introduced hip-hop promoter, Bonaphied Entertainment, to the venue & market. He presented Kevin Gates on June 11. This may be the first hard ticket hip-hop show that has ever played Billings (I'm not aware of another). Hip-hop artists have played the Fair, but this was the first hard ticket show and represented the entrance of a new promoter to the market/venue. The on sale was strong and the show was a success, setting the stage for future opportunities to diversify content at MetraPark.
 - Building off the success of Kevin Gates, Bonaphied Entertainment confirmed a follow up show with Kodak Black on Sept 4. While that artist underperformed across his entire tour (see above), this represents MetraPark going from zero hard ticket hip-hop shows in the entire history of the building to two shows in three months. We are expanding programming, diversifying content to serve all corners of the community, and creating deeper reservoir of talent with which to drive revenue for MetraPark.
- **Live Nation**
 - In addition to the support of local booker, Creston Thornton, I have recently had multiple, in person, conversations about Billings with Brian O'Connell, President of Live Nation Country Touring, about Billings. He's open to doing more there and I think we'll see this lead to at 2-3 additional country shows per year in the venue. O'Connell controls the lion's share of major country tours in the industry. O'Connell ultimately oversees tours for artists like Morgan Wallen, Alan Jackson, Luke Bryan, Brooks & Dunn, Keith Urban, Thomas Rhett, Reba McEntire, Jason Aldean etc, etc. He's a top 5 power broker in the live country space.
- **AEG**
 - Conversations with Rich Shaefer, Adam Cohen, Adam Weiser & Donna DiBenedetto about artists tours they control, such as Kane Brown, Elton John, Journey, Lauren Daigle, etc. Kane Brown is confirmed for 5/20/2023.
- **Independent Promoters**
 - **Doussan Music Group** - Introduced new promoter, Russell Doussan (owner, Doussan Music Group), to the market and confirmed Hank Williams Jr on May 27. Russell works with other heritage country & rock acts, such as Lynyrd Skynyrd. I think a lot of the artists he works with are a good fit for this market and expect that we'll see him regularly. Subsequent conversations with Russell have centered on efforts to bring both Billy Strings and Brad Paisley to MetraPark.
 - **Outback Concerts** – Outback has been to the venue before, but only sporadically. Following OVG360's advocacy with owner, Mike Smardak, and

others on his team, Outback currently has two events on sale at MetraPark (Rodney Carrington on 10/8/2022 and Bert Kreischer on 11/9/2022)

- **Pepper Entertainment** – Similar to Outback, Pepper has presented events at MetraPark, but I think we are seeing increased attention as a result of OVG360's advocacy, including that of other GM's in the region that do a lot of business with Pepper. Pepper currently has Justin Moore on sale for a 9/15/2022 show date.
- **Police Productions** – Working closely with Brad Garrett to land a Cody Johnson date. This has proven challenging to line up dates so far, but I know Brad is intent on playing the market and we'll eventually get this confirmed.

Preliminary Estimate - Payment to OVG - 1st Year of Booking Agreement

9/6/2022

County Recap	\$2,164,874.79 (See List)
Benchmark	<u>(\$1,400,000.00) (Per Booking Agreement-Exhibit 1 (pg. 15) "Benchmark")</u>
Subject to payment	<u><u>\$764,874.79</u></u>

		<u>County</u>	<u>OVG</u>	
	\$764,874.79			
First \$50k	(\$50,000.00)	\$0.00	\$50,000.00	
	\$714,874.79			
First split level	(\$250,000.00)	\$137,500.00	\$112,500.00	55/45 County
Final Split	\$464,874.79	<u>\$232,437.40</u>	<u>\$232,437.39</u>	50/50
		<u><u>\$369,937.40</u></u>	<u><u>\$394,937.39</u></u>	<u><u>\$764,874.79</u></u>

Metra Financial Detail FY22

FY22

UNAUDITED and subject to further adjustment

Preliminary Detail as of 9/6/22

5810.000.000.311010.000	METRA - REAL PROPERTY TAXES	\$ (2,083,997.02)	
5810.000.000.311020.000	METRA - PERSONAL PROPERTY TAXES	\$ (32,898.98)	
5810.000.000.311021.000	METRA - MOBILE HOME TAXES	\$ (10,404.07)	
5810.000.000.311030.000	METRA - MOTOR VEHICLE TAX > 1 TON	\$ (1,874.69)	
5810.000.000.312000.000	METRA - P & I DELINQUENT TAXES	\$ (2,571.86)	
5810.000.000.335240.000	METRA - HB124 ENTITLEMENT	\$ (62,135.00)	
5810.000.000.346006.000	METRA - SKYBOX LEASE	\$ (142,839.75)	
5810.000.000.346007.000	METRA - GROUNDS USE FEES	\$ (62,087.90)	
5810.000.000.346008.000	METRA - PAVILLION USE FEES	\$ (121,423.00)	
5810.000.000.346009.000	METRA - EXPO USE FEES	\$ (211,600.00)	
5810.000.000.346010.000	METRA - ARENA USE FEES	\$ (383,699.23)	
5810.000.000.346011.000	METRA - EQUIP RENTAL	\$ (14,423.75)	
5810.000.000.346012.000	METRA - USER SERVICES	\$ (385,508.29)	
5810.000.000.346013.000	METRA - CONCESSIONS	\$ (687,491.73)	
5810.000.000.346015.000	METRA - SKYBOX FOOD	\$ (6,074.75)	
5810.000.000.346016.000	METRA - CATERING	\$ (71,059.60)	
5810.000.000.346017.000	METRA - OUTSIDE CATERING %	\$ -	
5810.000.000.346018.000	CONCESSIONS: CONTRACTORS	\$ (245,489.52)	
5810.000.000.346019.000	EVENT SPONSORSHIPS	\$ -	
5810.000.000.346021.000	METRA - TICKET OUTLET COMMISSION	\$ -	
5810.000.000.346022.000	METRA - T-SHIRT CONCESSIONS	\$ (105,879.92)	
5810.000.000.346024.000	METRA - INTERNET TICKET FEE	\$ (552,440.00)	NOTE 1
5810.000.000.346026.000	METRA - RED CARPET PROMOTIONS	\$ (35,000.00)	
5810.000.000.346090.000	METRA - PARKING FEES	\$ (33,820.00)	
5810.000.000.346098.000	METRA - MARKETING INCENTIVES	\$ (20,000.00)	
5810.000.000.346201.000	BEER SALES - B. EXCH - CO-PRO	\$ -	
5810.000.000.346202.000	METRA - BEER & LIQUOR CONCESSIONS	\$ (489,650.10)	
5810.000.000.346203.000	BEER SALES - D. EXCH - CO-PRO	\$ -	
5810.000.000.346204.000	FAIR - REGULAR GATE ADMISSIONS	\$ (392,171.16)	
5810.000.000.346207.000	FAIR- NIGHT SHOW TICKETS	\$ (710,729.00)	
5810.000.000.346240.000	FAIR: CONCESSIONS	\$ (60,943.55)	
5810.000.000.346241.000	FAIR: CONCESSIONS CONTRACTORS	\$ (9,059.33)	
5810.000.000.346242.000	FAIR: NOVELTY	\$ (19,444.35)	
5810.000.000.346243.000	FAIR: BEER & LIQUOR	\$ (103,530.76)	
5810.000.000.346251.000	FAIR: - MIDWAY MALL	\$ (91,777.50)	
5810.000.000.346252.000	FAIR - MIDWAY NONFOOD	\$ (19,908.80)	
5810.000.000.346253.000	FAIR- MIDWAY FOOD	\$ (187,959.71)	
5810.000.000.346256.000	FAIR: SPONSORSHIPS	\$ (128,159.00)	
5810.000.000.346258.000	FAIR - CARNIVAL PERCENTAGE	\$ (430,743.25)	
5810.000.000.346259.000	METRA - SIGN INCOME	\$ (370,587.80)	
5810.000.000.346260.000	FAIR - SHEEP ENTRY FEES	\$ (21,252.00)	
5810.000.000.360100.000	METRA - REFUND REIMBURSEMENT	\$ -	
5810.000.000.369000.000	METRA - OTHER INCOME	\$ (44,169.08)	
5810.000.000.383002.000	METRA - TRANS FROM GENERAL	\$ -	
Total Revenues-All Sources		\$ (8,352,804.45)	
5810.000.551.460442.111	ADMIN: SALARIES/PERM	\$ 359,079.28	
5810.000.551.460442.120	ADMIN: OVERTIME	\$ 8,224.64	
5810.000.551.460442.130	ADMIN: TERMINATION PAY	\$ (57,140.00)	

Metra Financial Detail FY22

FY22

UNAUDITED and subject to further adjustment

Preliminary Detail as of 9/6/22

5810.000.551.460442.141	METRA ADMIN- UNEMPLOYMENT COMP	\$	925.05
5810.000.551.460442.142	ADMIN: WORKER'S COMPENSATION	\$	2,354.33
5810.000.551.460442.143	ADMIN: HEALTH INSURANCE	\$	43,935.00
5810.000.551.460442.144	ADMIN: SOCIAL SECURITY	\$	26,717.46
5810.000.551.460442.147	ADMIN: LONG TERM DISABILITY	\$	816.56
5810.000.551.460442.153	ADMIN: LIFE INSURANCE	\$	589.54
5810.000.551.460442.156	ADMIN: PUBLIC EMPLOYEE RETIRE	\$	32,521.97
5810.000.551.460442.210	ADMIN: OFFICE SUPPLIES	\$	5,247.49
5810.000.551.460442.220	ADMIN: OPERATING SUPPLIES	\$	2,398.65
5810.000.551.460442.231	ADMIN: GAS-OIL-GREASE-ETC	\$	2,663.85
5810.000.551.460442.256	ADMIN: INTERNAL FOOD USE	\$	2,204.38
5810.000.551.460442.311	ADMIN: POSTAGE	\$	591.65
5810.000.551.460442.330	ADMIN: MEMBERSHIP & DUES	\$	6,599.80
5810.000.551.460442.337	ADMIN: PUBLICITY/ADVERTISING	\$	175.00
5810.000.551.460442.345	ADMIN: PHONE & LONG DISTANCE	\$	13,007.58
5810.000.551.460442.368	METRA ADMIN- SOFTWARE/HARDWARE MAINT	\$	14.99
5810.000.551.460442.370	ADMIN: TRAVEL/MOVING	\$	19,252.33
5810.000.551.460442.380	ADMIN: TRAINING	\$	1,173.00
5810.000.551.460442.390	METRA ADMIN- CASH SHORT/ (OVER)	\$	-
5810.000.551.460442.398	/ METRA ADMIN- VARIABLE CONTRACT SRVI	\$	41,519.10
5810.000.551.460442.530	ADMIN: RENT/LEASE	\$	2,328.12
5810.000.552.460442.111	METRA FACILITIES SALARIES/PERM	\$	963,242.71
5810.000.552.460442.112	METRA FACILITIES SALARIES/TEMP	\$	13,491.00
5810.000.552.460442.120	FACILITIES: OVERTIME	\$	185,739.31
5810.000.552.460442.141	FACILITIES: UNEMPLOYMENT	\$	2,905.71
5810.000.552.460442.142	FACILITIES: WORKER'S COMP	\$	35,540.83
5810.000.552.460442.143	FACILITIES: HEALTH INSURANCE	\$	193,578.00
5810.000.552.460442.144	FACILITIES SOCIAL SECURITY	\$	86,553.37
5810.000.552.460442.147	FACILITIES LONG TERM DISABILITY	\$	2,706.27
5810.000.552.460442.153	FACILITIES: LIFE INSURANCE	\$	2,622.56
5810.000.552.460442.156	FACILITIES: PERS	\$	101,802.93
5810.000.552.460442.220	FACILITIES: OPERATING SUPPLIES	\$	40,498.26
5810.000.552.460442.224	FACILITIES: JANITORIAL SUPPLIES	\$	65,390.11
5810.000.552.460442.230	FACILITIES: REPAIR & MAINT SUPPLIES	\$	9,090.90
5810.000.552.460442.231	FACILITIES: GAS-OIL-GREASE-ETC	\$	27,156.92
5810.000.552.460442.256	FACILITIES: INTERNAL FOOD USE	\$	-
5810.000.552.460442.337	FACILITIES: ADVERTISING	\$	741.30
5810.000.552.460442.341	FACILITIES: ELECTRICITY	\$	355,292.41
5810.000.552.460442.342	FACILITIES: WATER / LANDFILL	\$	84,675.34
5810.000.552.460442.344	FACILITIES: GAS	\$	136,885.87
5810.000.552.460442.345	FACILITIES: PHONE	\$	81,040.77
5810.000.552.460442.346	FACILITIES: GARBAGE	\$	77,200.21
5810.000.552.460442.361	FACILITIES: VEHICLE REPAIRS	\$	10,314.51
5810.000.552.460442.365	FACILITIES: GROUND MAINT	\$	18,675.60
5810.000.552.460442.367	FACILITIES: JANITORIAL SERVICES	\$	7,952.40
5810.000.552.460442.369	FACILITIES: BUILDING/EQUIP REPAIRS	\$	25,839.09
5810.000.552.460442.370	/ METRA FACILITIES- TRAVEL/MOVING	\$	394.59
5810.000.552.460442.398	FACILITIES: VARIABLE CONTRACT SERVICE	\$	39,876.70
5810.000.552.460442.530	METRA FACILITIES- RENT/LEASE	\$	255.00

Metra Financial Detail FY22

FY22

UNAUDITED and subject to further adjustment

Preliminary Detail as of 9/6/22

5810.000.552.460442.533	FACILITIES:EQUIPMENT RENTAL	\$	1,001.20
5810.000.552.460442.540	FACILITIES: SPECIAL ASSESSMENTS	\$	4,765.00
5810.000.552.521000.820	METRA FACILITIES- TRANSFER TO OTHER FUNDS	\$	325,000.00
5810.000.553.460442.111	CONCESSIONS: SALARIES/PERM	\$	149,902.58
5810.000.553.460442.112	CONCESSIONS: SALARIES/TEMP	\$	133,286.64
5810.000.553.460442.120	CONCESSIONS: OVERTIME	\$	24,976.82
5810.000.553.460442.141	CONCESSIONS: UNEMPLOYMENT COMPENSATION	\$	770.38
5810.000.553.460442.142	CONCESSIONS: WORKER'S COMPENSATION	\$	2,903.00
5810.000.553.460442.143	CONCESSIONS: HEALTH INSURANCE	\$	30,030.00
5810.000.553.460442.144	CONCESSIONS: SOCIAL SECURITY	\$	22,792.50
5810.000.553.460442.147	CONCESSIONS: LONG TERM DISABILITY	\$	399.42
5810.000.553.460442.153	CONCESSIONS: LIFE INSURANCE	\$	392.60
5810.000.553.460442.156	CONCESSIONS: PUBLIC EMPLOYEE RETIRE	\$	17,436.28
5810.000.553.460442.220	CONCESSIONS: OPERATING SUPPLIES	\$	22,473.99
5810.000.553.460442.223	CONCESSIONS: FOOD	\$	180,717.55
5810.000.553.460442.228	CONCESSIONS: FOOD - CATERING	\$	29,308.10
5810.000.553.460442.231	CONCESSIONS: GAS-OIL-GREASE-ETC	\$	68.40
5810.000.553.460442.256	CONCESSIONS: INTERNAL FOOD USE	\$	1,300.90
5810.000.553.460442.337	METRA CONCESSIONS- ADVERTISING	\$	62.50
5810.000.553.460442.345	CONCESSIONS: PHONE & LONG DISTANCE	\$	8,567.77
5810.000.553.460442.362	CONCESSIONS: MAINT & REPAIRS	\$	8,285.83
5810.000.553.460442.398	CONCESSIONS: VARIABLE CONTRACT SERVICE	\$	3,213.32
5810.000.553.460442.399	CONCESSIONS: OTHER CONTRACT SERVICES	\$	40,116.00
5810.000.554.460442.112	EVENTS: SALARIES/TEMP	\$	11,449.70
5810.000.554.460442.120	EVENTS: OVERTIME	\$	194.91
5810.000.554.460442.141	EVENTS: UNEMPLOYMENT COMPENSATION	\$	29.02
5810.000.554.460442.142	EVENTS: WORKER'S COMPENSATION	\$	494.70
5810.000.554.460442.144	EVENTS: SOCIAL SECURITY	\$	673.20
5810.000.554.460442.156	EVENTS: PUBLIC EMPLOYEE RETIRE	\$	129.06
5810.000.554.460442.220	EVENTS: OPERATING SUPPLIES	\$	8,550.34
5810.000.554.460442.231	METRA EVENTS- GAS-OIL-GREASE-ETC	\$	-
5810.000.554.460442.256	EVENTS: INTERNAL FOOD USE	\$	89.98
5810.000.554.460442.336	METRA EVENTS- PUBLIC RELATIONS	\$	11,421.75
5810.000.554.460442.345	EVENTS: PHONE	\$	279,352.90
5810.000.554.460442.367	EVENTS: JANITORIAL	\$	231.62
5810.000.554.460442.370	EVENTS: TRAVEL/MOVING	\$	189,113.57
5810.000.554.460442.398	EVENTS: VARIABLE CONTRACT SERVICE	\$	1,990.00
5810.000.554.460442.510	EVENTS: INSURANCE	\$	4,508.75
5810.000.554.460442.533	EVENTS: EQUIPMENT RENTAL	\$	-
5810.000.554.460443.220	N. PARKING LOT- OPERATING SUPPLIES	\$	-
5810.000.554.460443.398	N PARKING LOT- SECURITY	\$	4,620.24
5810.000.555.460442.111	MARKETING SALARIES/PERM	\$	147,684.42
5810.000.555.460442.112	MARKETING SALARIES/TEMP	\$	1,920.00
5810.000.555.460442.120	MARKETING OVERTIME	\$	4,257.02
5810.000.555.460442.141	MARKETING UNEMPLOYMENT COMPENSATION	\$	384.38
5810.000.555.460442.142	MARKETING WORKER'S COMPENSATION	\$	355.29
5810.000.555.460442.143	MARKETING GROUP HEALTH INSURANCE	\$	21,714.00
5810.000.555.460442.144	MARKETING SOCIAL SECURITY	\$	10,248.86
5810.000.555.460442.147	MARKETING: LONG TERM DISABILITY	\$	371.15

Metra Financial Detail FY22

FY22

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Preliminary Detail as of 9/6/22

5810.000.555.460442.153	MARKETING LIFE INSURANCE	\$	313.11
5810.000.555.460442.156	MARKETING PUBLIC EMPLOYEE RETIRE	\$	13,359.23
5810.000.555.460442.220	MARKETING OPERATING SUPPLIES	\$	569.19
5810.000.555.460442.320	MARKETING PRINTING	\$	5.89
5810.000.555.460442.336	MARKETING PUBLIC RELATIONS	\$	22,979.21
5810.000.555.460442.337	MARKETING PUBLICITY/ADVERTISING	\$	13,262.68
5810.000.555.460442.338	MARKETING DESIGN & PRODUCTION SRVS	\$	6,337.50
5810.000.555.460442.339	MARKETING MARKETING RESEARCH	\$	-
5810.000.555.460442.345	MARKETING TELEPHONE & LONG DISTANCE	\$	4,798.59
5810.000.555.460442.368	MARKETING SOFTWARE/HARDWARE MAINT	\$	27,212.28
5810.000.555.460442.398	MARKETING VARIABLE CONTRACT SERVICE	\$	24,724.03
5810.000.556.460442.111	ADMISSIONS: SALARIES/PERM	\$	179,188.78
5810.000.556.460442.112	ADMISSIONS: SALARIES/TEMP	\$	58,617.84
5810.000.556.460442.120	ADMISSIONS: OVERTIME	\$	14,373.76
5810.000.556.460442.141	ADMISSIONS: UNEMPLOYMENT	\$	630.92
5810.000.556.460442.142	ADMISSIONS: WORKER'S COMP	\$	1,143.50
5810.000.556.460442.143	ADMISSIONS: HEALTH INSURANCE	\$	38,346.00
5810.000.556.460442.144	ADMISSIONS: SOCIAL SECURITY	\$	19,330.54
5810.000.556.460442.147	ADMISSIONS: LONG TERM DIS.	\$	443.20
5810.000.556.460442.153	ADMISSIONS: LIFE INSURANCE	\$	424.59
5810.000.556.460442.156	ADMISSIONS: PERS	\$	16,796.47
5810.000.556.460442.220	ADMISSIONS: OPERATING SUPPLIES	\$	5,299.16
5810.000.556.460442.345	ADMISSIONS: PHONE	\$	14,837.47
5810.000.556.460442.362	ADMISSIONS: MAINT & REPAIRS	\$	-
5810.000.556.460442.368	ADMISSIONS: SOFTWARE/HARDWARE MAINT	\$	3,978.08
5810.000.556.460442.398	ADMISSIONS: VAR. CONTRACT SERVICE	\$	23,010.36
5810.000.557.460442.112	FAIR: TEMP SAL	\$	86,157.94
5810.000.557.460442.120	FAIR: OVERTIME	\$	8,031.38
5810.000.557.460442.141	FAIR: UNEMPLOYMENT	\$	235.70
5810.000.557.460442.142	FAIR: WORK COMP	\$	497.84
5810.000.557.460442.144	FAIR: FICA	\$	7,313.34
5810.000.557.460442.156	FAIR: PERS	\$	1,538.82
5810.000.557.460442.220	FAIR: OPERATING SUPPLIES	\$	38,160.55
5810.000.557.460442.223	FAIR: CONCESSIONS FOOD	\$	15,544.36
5810.000.557.460442.224	FAIR: JANITORIAL SUPPLIES	\$	15,556.55
5810.000.557.460442.256	FAIR: FOOD - DEPT USE	\$	3,184.98
5810.000.557.460442.320	FAIR: PRINTING	\$	5,381.27
5810.000.557.460442.336	FAIR: PUBLIC RELATIONS	\$	60.00
5810.000.557.460442.337	FAIR: PUBLICITY/ADVERTISING	\$	102,464.80
5810.000.557.460442.338	FAIR: DESIGN & PRODUCTION SRVS	\$	40,412.00
5810.000.557.460442.345	FAIR: PHONE	\$	-
5810.000.557.460442.357	FAIR: OTHER PROFESSIONAL SERV	\$	6,162.34
5810.000.557.460442.367	FAIR: JANITORIAL SERVICES	\$	72,451.00
5810.000.557.460442.368	FAIR: SOFTWARE/HARDWARE MAINT	\$	550.00
5810.000.557.460442.370	FAIR: TRAVEL/MOVING	\$	-
5810.000.557.460442.397	FAIR: SECURITY / EMT/ LABOR READY	\$	127,783.38
5810.000.557.460442.398	METRA FAIR- VARIABLE CONTRACT SERVICES	\$	-
5810.000.557.460442.399	CONTRACTS - OTHER PROMOTIONAL	\$	-
5810.000.557.460442.510	FAIR: INSURANCE	\$	2,790.00

Metra Financial Detail FY22

FY22

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Preliminary Detail as of 9/6/22

5810.000.557.460442.533 FAIR: EQUIPMENT RENTAL	\$ 58,776.74
5810.000.557.460442.740 FAIR: AWARDS	\$ 63,462.62
5810.000.557.460442.743 FAIR: FAIR JUDGES/SUPERINTENDTS	\$ 25,832.79
5810.000.557.460443.228 FOOD/CATERING NIGHT SHOWS	\$ 3,360.05
5810.000.557.460443.357 METRA FAIR ENTERTAINMENT- OTHER PROF SVCS	\$ 81,217.79
5810.000.557.460443.367 JANITORIAL - NIGHT SHOWS	\$ 22,416.08
5810.000.557.460443.397 METRA FAIR ENTERTAINMENT- FIXED CONTRACT SVCS	\$ 23,364.24
5810.000.557.460443.398 METRA FAIR ENTERTAINMENT- VAR CONTRACT SERVICES	\$ 576,272.45
5810.000.557.460443.399 GATE ACT CONTRACTS	\$ 126,710.55
5810.000.557.460443.533 EQUIPMENT RENTAL - NIGHT SHOWS	\$ 17,947.00
5810.000.558.460442.111 ACCOUNTING: SALARIED WAGES	\$ 165,251.98
5810.000.558.460442.120 METRA ACCOUNTING- OVERTIME	\$ -
5810.000.558.460442.141 ACCOUNTING: UNEMPLOYMENT	\$ 412.94
5810.000.558.460442.142 ACCOUNTING: WORK COMP	\$ 362.80
5810.000.558.460442.143 ACCOUNTING: HEALTH INSUR	\$ 26,796.00
5810.000.558.460442.144 ACCOUNTING: FICA	\$ 11,842.17
5810.000.558.460442.147 ACCOUNTING: LONG TEM DIS	\$ 474.12
5810.000.558.460442.153 ACCOUNTING: LIFE INSUR	\$ 389.70
5810.000.558.460442.156 ACCOUNTING: PERS	\$ 14,657.69
5810.000.558.460442.220 ACCOUNTING: OPERATING SUPPLIES	\$ 5,668.17
5810.000.558.460442.345 ACCOUNTING: PHONE	\$ 7,197.88
5810.000.558.460442.380 ACCOUNTING: TRAINING	\$ -
5810.000.558.460442.398 ACCOUNTING: CONTRACT SERVICES	\$ 1,226.17
Total Expenditures-All Sources	\$ 7,050,116.64

Est payment to be booked for OVG's booking agreement	\$ (394,937.00)
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Net Profit/(Loss)	\$ 907,750.81
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Property Taxes and General Fund Transfers	\$ (2,131,746.62)
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Net (Loss) without Property Taxes	\$ (1,223,995.81)
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Add back in xfers to CIP	\$ 325,000.00
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Net Operating Income (Loss)	\$ (898,995.81)
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UNAUDITED and subject to further adjustment

Preliminary Detail as of 9/6/22

NOTE 1 - Includes a \$95k upward adjustment relating to FY21 activities

MetraPark Managers Meeting

1. b.

Meeting Date: 09/08/2022

Title: Items Requested by Prospective Management Firms as Part of the RFP Process

Submitted By: Erika Guy

TOPIC:

Items Requested by Prospective Management Firms as Part of the RFP Process

BACKGROUND:

na

RECOMMENDED ACTION:

Discuss
