

The Brown County Maple Leaf Management Group, Inc. Meeting
Tuesday, August 24, 2021 **2:30 p.m.**

Seasons Lodge- Event Center

Mission: Brown County Music Center's Mission is to provide exceptional entertainment while delivering a distinctive Brown County Experience

Vision: Brown County Music Center's Vision is to become a premier destination, providing artistic diversity and positive economic impact to the community

Agenda

1. Call to Order
2. Minutes- July 29
3. Executive Director Report-Christian - *COVID*
4. Finance Report- Jeff and Christian
5. Personnel Committee-Kevin and Barry
6. Building Committee- Barry and Jim
7. Other Items

*No legal responsibility
No moral responsibility
to keep people safe.
Biddle
Consequences on the community?*

Brown County MUSIC CENTER

Maple Leaf Management Group Board Meeting :: August 24th :: 230p

sold

September

4 - 6,214 (228)	Halestorm	Saturday 11 th	1,937*	60
	Hotel California	Saturday 18 th	878	126
POSTPONED 2022	Gordon Lightfoot	Tuesday 21 st	1,953	47
	Price is Right Live!	Thursday 23 rd	1,792	9
	LeAnn Rimes	Friday 24 th	1,607	33

October

6 - 4,875 (309)	Chris Thile	Sunday 3 rd	500	40
2 rentals	Melissa Etheridge	Tuesday 5 th	1,771	0
	Clay Walker	Saturday 9 th	722	70
	Christopher Cross	Wednesday 13 th	1,100	36
	Free Falling	Friday 15 th	189	22
	Broadway Fright Night #1	Saturday 16 th	35	0
	Broadway Fright Night #2	Sunday 17 th	8	2
	Brian Wilson	Friday 22 nd	593	141

November

7 - 4,706 (405)	Craig Morgan	Friday 5 th	528	64
	Three Dog Night	Saturday 6 th	1,227	126
	Carpenter, Colvin, Cohn	Sunday 7 th	776	76
	Jason Bonham's LZE	Tuesday 9 th	592	105
	John Hiatt & Jerry Douglas	Thursday 11 th	1,067	24
	Old Crow Medicine Show	Saturday 13 th	On Sale	Friday 27 th
	Carrot Top	Tuesday 30 th	516	10

December

10 - 3,892 (34)	Warrant	Saturday 4 th	881	10
1 - NYE	Kenny G	Sunday 5 th	1,414	16
	Mystery Science Theatre 3000	Wednesday 8 th		
	.38 Special	Thursday 9 th	1,597	8
	Bob Weir & Wolf Bros	Friday 10 th	Announce	After Sep 15 th
	IU Symphony	Saturday 11 th		
	Rick Springfield	Sunday 12 th		
	Beach Boys (x2) Holiday Hits	Sunday 19 th		
	Big Bad Voodoo Daddy	Wednesday 22 nd	On Sale	Friday 27 th
	Wild & Swinging Holiday Party			
	New Years Eve Party – Rev (?)	Friday 31 st		

Brown County Music Center

Profit and Loss by Month

January - July, 2021

	JAN 2021	FEB 2021	MAR 2021	APR 2021	MAY 2021	JUN 2021	JUL 2021	TOTAL
Income	\$1,833.33	\$1,833.33	\$4,333.33	\$16,833.33	\$17,345.33	\$4,265.33	\$3,500.74	\$49,944.72
GROSS PROFIT	\$1,833.33	\$1,833.33	\$4,333.33	\$16,833.33	\$17,345.33	\$4,265.33	\$3,500.74	\$49,944.72
Expenses								
60000 Advertising & Marketing						485.00	1,524.50	\$2,009.50
60010 Administrative Salary/Wages	9,740.37	7,918.60	9,728.52	9,420.30	9,989.01	9,469.80	27,448.58	\$83,715.18
60015 Administrative Payroll Taxes	1,713.05	905.39	1,756.07	1,657.41	1,664.49	1,597.31	3,608.75	\$12,902.47
60020 Payroll Processing Fees	445.00	160.00	160.00	210.00	160.00	160.00	210.00	\$1,505.00
60100 Bank Charges & Fees	33.40	33.40	33.40	33.40	48.40	5.00	38.40	\$225.40
60600 Credit Card Fees	-51.51	74.68	-8.76	-14.96	-41.07	33.40	916.33	\$908.11
61010 Contract Labor - General	1,093.12			357.57				\$1,450.69
63000 Insurance	4,278.79	4,749.70	4,283.32	4,271.19	4,259.07	3,731.30	2,417.30	\$27,990.67
64000 Legal & Professional Services	6,600.00	7,550.00	10,194.60	7,000.00	7,100.00	7,000.00	8,800.00	\$54,244.60
65400 Meals & Entertainment			34.84	39.96				\$74.80
66500 Facility Supplies	970.54	1,065.93	1,399.44	2,679.44	2,922.49	1,838.71	1,533.54	\$12,410.09
67000 Office Supplies & Software	9.95	44.15	9.95	9.95	9.95	129.48	1,462.26	\$1,675.69
67500 Postage	144.00				55.00	21.15	76.50	\$296.65
68000 Repairs & Maintenance	390.06	30.00	2,925.00	380.00	843.03	3,230.00	4,230.00	\$12,028.09
68300 Subscriptions and Memberships	512.86	827.98	179.98	179.98	2,579.98	2,510.71	179.98	\$6,971.47
68400 Taxes & Licenses			4,437.16					\$4,437.16
69000 Utilities	11,050.47	11,156.94	8,996.31	7,754.34	7,173.97	10,192.19	9,895.06	\$66,219.28
Total Expenses	\$36,930.10	\$34,516.77	\$44,129.83	\$33,978.58	\$36,764.32	\$40,404.05	\$62,341.20	\$289,064.85
NET OPERATING INCOME	\$ -35,096.77	\$ -32,683.44	\$ -39,796.50	\$ -17,145.25	\$ -19,418.99	\$ -36,138.72	\$ -58,840.46	\$ -239,120.13
Other Income								
42600 Interest Income		5.97	7.43	22.05	19.99	20.67	22.06	\$98.17
48000 PPP Loan Forgiveness Income		10,054.81						\$10,054.81
49300 SVOG Grant							1,387,351.80	\$1,387,351.80
Total Other Income	\$0.00	\$10,060.78	\$7.43	\$22.05	\$19.99	\$20.67	\$1,387,973.86	\$1,397,504.78
Other Expenses	\$2,225.00	\$2,226.00	\$2,225.00	\$2,225.00	\$2,225.00	\$2,225.00	\$2,225.00	\$15,575.00
NET OTHER INCOME	\$ -2,225.00	\$7,835.78	\$ -2,217.57	\$ -2,202.95	\$ -2,205.01	\$ -2,204.33	\$1,385,148.86	\$1,381,929.78
NET INCOME	\$ -37,321.77	\$ -24,847.66	\$ -42,014.07	\$ -19,348.20	\$ -21,624.00	\$ -38,343.05	\$1,326,308.40	\$1,142,809.65

Mortgage
Paid

Off
Membership
ADA - complete

Brown County Music Center

Balance Sheet

As of July 31, 2021

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	\$2,300,659.28
Accounts Receivable	\$115,740.00
Other Current Assets	
11000 Merchandise Inventory	1,785.70
13000 Prepaid Expenses	84,077.64
17000 Prepaid Insurance	5,027.77
Total Other Current Assets	\$90,891.11
Total Current Assets	\$2,507,290.39
Fixed Assets	\$229,175.00
TOTAL ASSETS	\$2,736,465.39
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	\$16,827.60
Credit Cards	\$3,411.74
Other Current Liabilities	
20200 Deferred Inc - Gift Cards	200.00
20300 Deferred Income - Program Advertising	5,000.00
20400 Deferred Income - SVOG GRANT	408,044.65
21000 Deferred Income - Artists <i>CURRENT</i>	1,166,871.49
26000 Deferred Income TM Signing Bonus	55,000.10
26005 TicketMaster Advance	63,424.53
27000 Payroll Liabilities	1,381.70
27010 Wage/Salary Accrual	17,307.70
27020 Admissions Tax	-1,110.00
28600 PPP Loan	89,177.00
Total Other Current Liabilities	\$1,805,297.17
Total Current Liabilities	\$1,825,536.51
Long-Term Liabilities	\$150,000.00
Total Liabilities	\$1,975,536.51
Equity	\$760,928.88
TOTAL LIABILITIES AND EQUITY	\$2,736,465.39

BCMC SVOG Grant Budget vs Actual

	Budget	Actual	Remaining	
Personnel	700,000.00	240,978.64	\$ 459,021.36	66%
Supplies	100,000.00	2,465.15	\$ 97,534.85	98%
Contractual	110,000.00	115,783.00	\$ (5,783.00)	5%
Payments to Independent Contracts	100,000.00	23,506.17	\$ 76,493.83	76%
Equipment	100,000.00	16,341.74	\$ 83,658.26	84%
Operating Leases	10,000.00	5,823.24	\$ 4,176.76	42%
Utility Payments	200,000.00	145,913.04	\$ 54,086.96	27%
Scheduled Mortgage Payments	350,000.00	-	\$ 350,000.00	100%
Scheduled Debt Payments	3,900.00	-	\$ 3,900.00	100%
Administrative Costs	30,000.00	34,951.01	\$ (4,951.01)	-17%
Insurance Payments	40,000.00	55,439.74	\$ (15,439.74)	-39%
Advertising	150,000.00	21,481.93	\$ 128,518.07	86%
Other Business Expenses	63,100.02	-	\$ 63,100.02	100%
Total	\$ 1,847,000.00	\$ 662,683.66	\$ 1,294,316.36	

Brown County Music Center

Remaining 2021 Financial Forecast

Revenue

Ticket Revenue	1,730,067
Ticketmaster Signing Bonus	7,333
Ticketmaster Rebates	85,417
Sponsorship Income	-
Facility Rental Income	13,000
Save Your Seat Income	50,000
Concessions Income	147,510
Merchandise Commissions	28,713
Merchandise Sales	2,000
Total Revenue	\$ 2,064,041

Expense

Artist Fees	889,139
Operating Expenses	689,076
Total Expenses	\$ 1,578,214

Other Income

Grants	\$ 326,436
Operating Income	\$ 485,827
Total Income	\$ 812,262