



Agenda Report

July 14, 2016

TO: Rose Bowl Operating Company (through Finance Committee)
FROM: Darryl Dunn, General Manager
SUBJECT: Flash Reports

RECOMMENDATION:

This is an informational item only.

BACKGROUND:

Following are Flash Reports for tenant-related events and activities for May and Prelim June 2016:

- Brookside Golf Complex
(Golf Courses, Restaurant and Pro Shop)
 - May 2016
- Flea Market
 - May 2016
- Concert
 - Beyoncé, May 14, 2016
- Soccer Matches
 - COPA America Game 1, June 4, 2016 (Brazil v Ecuador)
 - COPA America Game 2, June 7, 2016 (Columbia v Paraguay)
 - COPA America Game 3, June 9, 2016 (Mexico v Jamaica)

“Flash Reports” are based on preliminary information for a particular month and in the case of Stadium events, are followed-up by complete “Event

Further detail on these reports is available upon request.

FISCAL IMPACT:

The fiscal impact for each of the aforementioned events and revenue sources is shown in the above reports.

Respectfully submitted by:

A handwritten signature in black ink, appearing to read "Darryl Dunn", written in a cursive style.

For Darryl Dunn, General Manager

RENT - GOLF COURSE COMPLEX

AS OF 5/31/2016

CURRENT MONTH
5/31/2016

YTD
MAY 2015

12 MONTHS

YTD
5/31/2016

Variance
% of Budget

	Actual	Budget	Variance	Actual	Budget	Variance	Budget	Actual	
Golf Rent	28.50%	\$ 136,101	\$ 153,936	(17,835)	\$ 1,327,296	\$ 1,429,933	(102,637)	\$ 1,581,012	\$ 1,301,311
Restaurant Rent	13.00%	\$ 49,642	\$ 50,738	(1,096)	\$ 479,129	\$ 444,195	34,934	\$ 398,114	\$ 468,948
Pro Shop Rent	5.00%	\$ 4,518	\$ 4,769	(251)	\$ 43,870	\$ 45,746	(1,876)	\$ 49,518	\$ 42,159
SUB-TOTAL		190,262	209,443	(19,181)	1,850,295	1,919,874	(69,579)	2,028,644	1,812,418

9.5% Set-aside
for Golf Course & Clubhouse CIP's

	\$ 45,367	\$ 51,312	(5,945)	\$ 442,431	\$ 476,644	(34,213)	\$ 527,181	\$ 433,771
SUB-TOTAL	45,367	51,312	(5,945)	442,431	476,644	(34,213)	527,181	433,771

TOTAL RENT - GOLF COURSE COMPLEX

	\$ 235,629	\$ 260,755	(25,126)	\$ 2,292,726	\$ 2,396,518	(103,792)	\$ 2,555,825	\$ 2,246,189
Variance from Prior YTD:	\$ 46,537					2%		

Footnote: In addition to the above amounts, American Golf Corporation paid the RBOC an additional \$100,000.00 in July 2015. This represents the 5th of 5 annual Capital Improvement Investment payments from American Golf.

Weather: 64 degrees

	CURRENT MONTH 5/31/2016			CURRENT YEAR YTD THRU 5/31/2016			12 MONTHS			PRIOR YEAR YTD THRU MAY 2015
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Budget	
Attendance	12,747	16,196	(3,449)	138,076	163,347	(25,271)	180,000	180,000	(1)	141,068
Admissions (Buyers)	45,963	47,840	(1,877)	445,248	456,082	(10,834)	\$	505,356		434,548
Rentals (Vendors)	38,751	41,614	(2,863)	437,550	466,152	(28,602)		508,844		444,143
License Fee (Rent) *	84,714	89,454	(4,741)	882,798	922,234	(39,436)		1,014,200		878,691
Expenses (Net)	(7,513)	(12,638)	5,126	(111,142)	(147,953)	36,810		(166,414)		(130,263)
Concessions (Net)	11,014	16,689	(5,675)	137,549	159,678	(22,128)		175,800		156,070
Parking (Net)	3,270	3,305	(35)	36,610	32,736	3,874		36,041		36,220
Net Event Income	\$ 91,485	\$ 96,809	\$ (5,324)	\$ 945,815	\$ 966,695	\$ (20,880)	\$	\$ 1,059,627	-2%	\$ 940,717
				Variance from Prior YTD: \$ 5,097					1%	

(1) Attendance budget did not consider a rain day, budgeted revenues were more conservative in considering a rain day.

ROSE BOWL OPERATING COMPANY

* BEYONCE *

CONCERT

Saturday, May 14, 2016

* SUMMARY *

		ACTUAL	BUDGET
ATTENDANCE (SOLD)		56,313	54,625
ATTENDANCE (TURNSTILE)		55,784	54,625
LICENSE FEE (RENT)	FLAT	\$352,500	\$302,500
TICKET SALES (OTHER)		11,348	
ADMISSION TAX	PAID TICKETS 56,313 \$1.61	90,664	87,750
TICKETMASTER REBATE		249,054	149,467
PREMIUM SEATING		58,740	41,879
PAVILION CATERING INCOME		11,856	33,737
PARKING & TRAFFIC	RBOC's SHARE - STADIUM	26,339	12,090
SHUTTLE		(7,184)	38,425
CONCESSIONS	RBOC's SHARE - STADIUM 100%	163,380	154,970
NOVELTIES	0%	58,662	12,706
PICNIC IN THE PARK		(3,820)	457
REIMBURSABLE EXPENSES	STADIUM (Promoter, Sub-contractors, Fox) RESOD	86,976 240,000	49,172 225,000
SUB-TOTAL		1,338,515	1,108,153
FACILITY EXPENSES		(589,473)	(571,206)
RESOD		(240,000)	(225,000)
NET EVENT INCOME		\$509,042	\$311,947

ROSE BOWL OPERATING COMPANY

* BRAZIL vs. ECUADOR *

COPA GAME # 1
(single game)

Saturday, June 4, 2016

* SUMMARY *

				ACTUAL	BUDGET
ATTENDANCE (SOLD)				Single match	Single match
ATTENDANCE (TURNSTILE)				"TBD"	70,000
				47,302	70,000
LICENSE FEE (RENT)	FLAT			\$0	\$0
ADMISSION TAX	PAID TICKETS	49,755	\$1.61	80,106	128,800
REBATES				0	0
PREMIUM SEATING				0	0
PAVILION CATERING INCOME				19,863	20,159
PARKING	RBOC's SHARE - STADIUM			26,593	13,255
SHUTTLE				0	(40,000)
CONCESSIONS	RBOC's SHARE - STADIUM	100%		190,508	132,942
NOVELTIES		0%		0	0
FAN FEST				32,457	29,966
REIMBURSABLE EXPENSES				949,101	949,101
				1,298,628	1,234,224
SUB-TOTAL				(989,618)	(955,283)
FACILITY EXPENSES					
NET EVENT INCOME				\$309,011	\$278,941

ROSE BOWL OPERATING COMPANY

* COLUMBIA vs. PARAGUAY *

COPA GAME # 2
(single game)

Saturday, June 7, 2016

* SUMMARY *

				ACTUAL	BUDGET
ATTENDANCE (SOLD)				Single match "TBD"	Single match
ATTENDANCE (TURNSTILE)				37,829	60,000
LICENSE FEE (RENT)	FLAT			\$0	\$0
ADMISSION TAX	PAID TICKETS	40,033	\$1.61	64,453	80,500
REBATES				0	0
PREMIUM SEATING				0	0
PAVILION CATERING INCOME				14,996	20,159
PARKING	RBOC's SHARE - STADIUM			(70,202)	(88,573)
SHUTTLE				0	(40,000)
CONCESSIONS	RBOC's SHARE - STADIUM	100%		163,955	94,958
NOVELTIES		0%		0	0
FAN FEST				15,687	16,234
REIMBURSABLE EXPENSES				952,294	952,294
	SUB-TOTAL			1,141,182	1,035,572
FACILITY EXPENSES				(974,627)	(956,121)
NET EVENT INCOME				\$166,555	\$79,451

ROSE BOWL OPERATING COMPANY

* MEXICO vs. JAMAICA *

COPA GAME # 3
(single game)

Thursday, June 9, 2016

* SUMMARY *

						ACTUAL	BUDGET
ATTENDANCE (SOLD)						Single match	Single match
ATTENDANCE (TURNSTILE)						"TBD"	60,000
						78,329	60,000
LICENSE FEE (RENT)				FLAT		\$0	\$0
ADMISSION TAX			80,307	\$1.59		129,294	128,800
REBATES						0	0
PREMIUM SEATING						0	0
PAVILION CATERING INCOME						22,784	20,159
PARKING				RBOC's SHARE - STADIUM		287,818	13,255
SHUTTLE						0	(40,000)
CONCESSIONS				RBOC's SHARE - STADIUM	100%	352,974	132,942
NOVELTIES					0%	0	0
FAN FEST						(18,319)	16,234
REIMBURSABLE EXPENSES						949,939	949,939
						1,724,491	1,221,329
SUB-TOTAL						(1,032,958)	(956,121)
FACILITY EXPENSES						\$691,533	\$265,208