

# BFC FINANCIAL PACKAGE

AS OF FEBRUARY 28, 2023

Board of Fair Commissioners

# Financial Report as of FEBRUARY 28, 2023

## Nashville Expo Center at the Fairgrounds

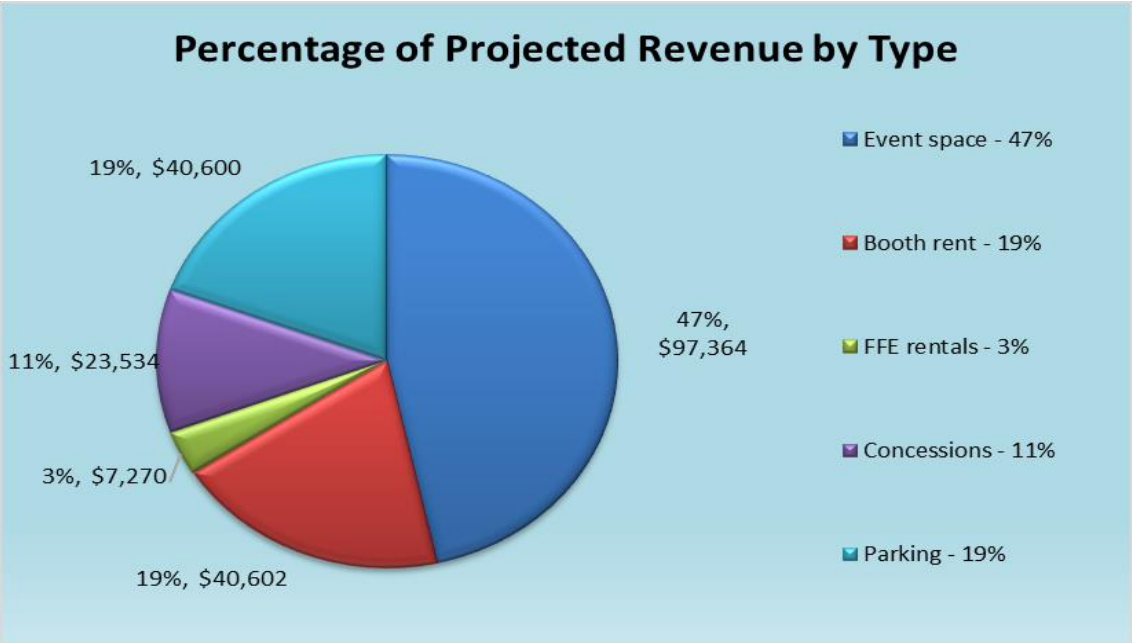
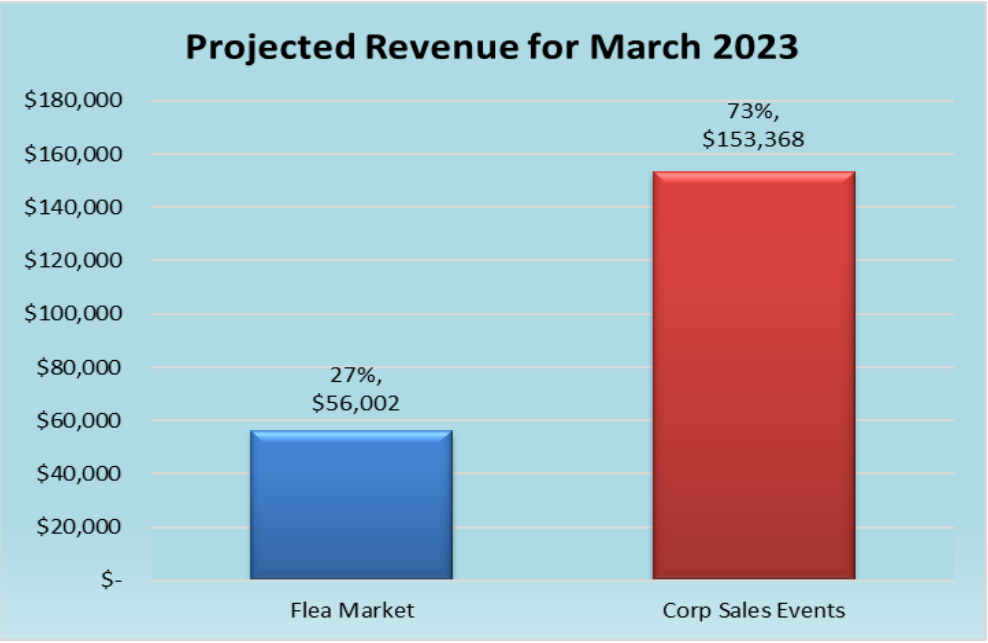
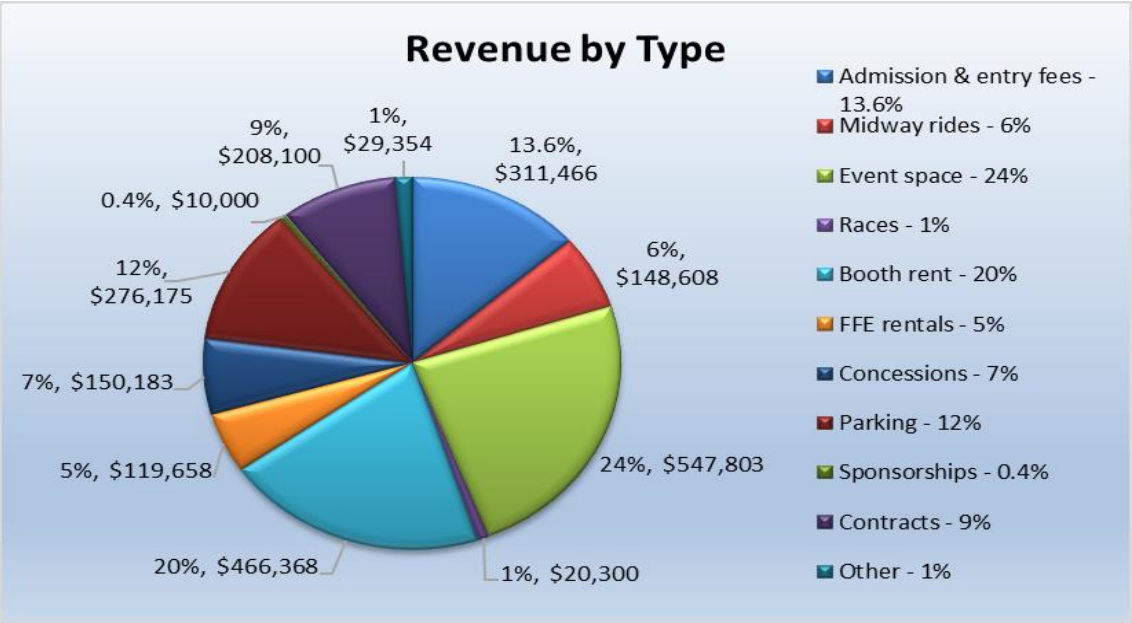
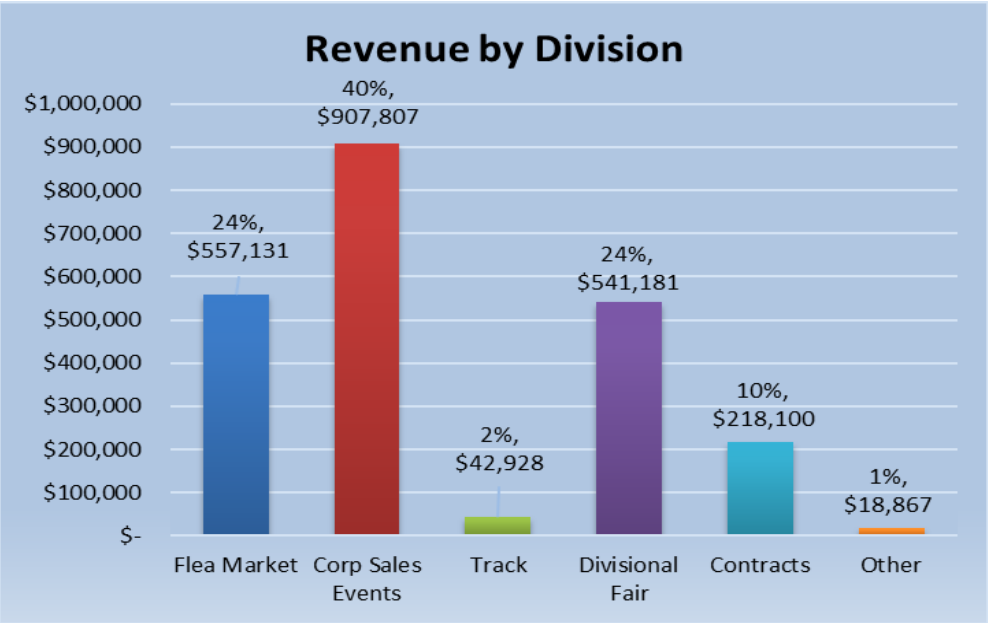
### Preliminary Actuals thru FEBRUARY, 2023

Revenue thru February, 2023	2,286,015
Expenditures thru February, 2023	(2,958,021)
Gain (Loss) thru February, 2023	(672,006)
Depreciation Expense	(794,324)
Gain (Loss) adjusted for Depreciation	(1,466,330)

REVENUES	Budget	YTD
Flea Market	777,480	557,131
Corp Sales Events	1,030,320	907,807
Track	68,700	42,928
Divisional Fair	514,000	541,181
Contracts	210,800	218,100
Other (interest)	0	18,867
Subsidy	2,074,500	0
Total	4,675,800	2,286,015

EXPENSES	Budget	YTD
Payroll Expenses	1,853,600	1,050,710
Utilities	547,600	293,179
Purchased Services	673,600	720,781
Supplies	252,300	176,611
Communications	31,600	11,400
Temporary Services	353,900	152,786
Security Services	251,000	135,944
IT Services	109,600	72,213
Ins. Permits & LOCAP	458,600	296,237
Other (travel, awrd royalty, debt)	144,000	48,160
Total	4,675,800	2,958,021

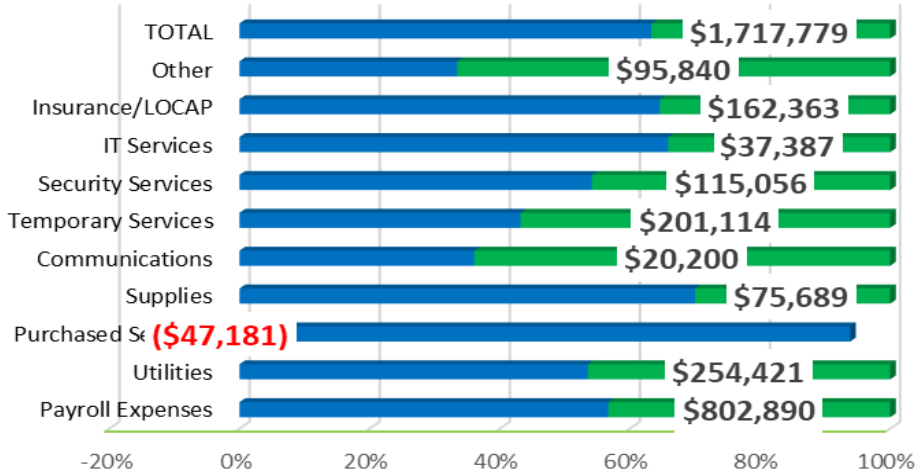
The Fairgrounds Nashville: revenue dashboard through 2/28/2023 (not final)



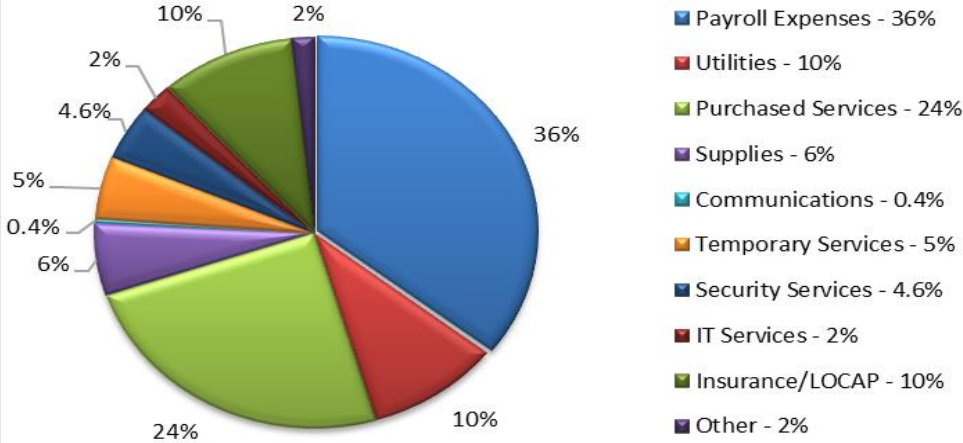
Note: Graphs do not include subsidy.

The Fairgrounds Nashville: expense dashboard through 2/28/2023 (not final)

**Budget Tracker**



**Expenditure Distribution**



FY24 Budget Submission Snapshot			
<b>Revenue Estimate</b>	<b>Amount</b>	<b>Percentage</b>	<b>Notes:</b>
Flea Market Revenue Collection	\$983,800	30%	Includes booth rentals, equipment rentals, parking & concessions
Corp Sales Events Revenue Collection	\$1,390,500	42%	Includes venue rentals, equipment rentals, parking & concessions
Racetrack Revenue Collection	\$119,300	4%	Included racetrack rentals, practices, parking, office rent & concessions
Divisional Fair Revenue Collection	\$611,000	18%	Includes booth rentals, parking, concessions, gate/admission fees, midway rides, sponsorships, entry fees & feed store sales
Contracts Revenue Collection	\$220,800	7%	Includes rent, concessions, racetrack, sponsorships & advertising sales
<b>Total</b>	<b>\$3,325,400</b>	<b>100%</b>	
<b>Budget Modification</b>	<b>Amount</b>		<b>Notes:</b>
Fairgrounds Baseline Operations	\$669,300		A subsidy request to cover shortfall/deficit
Divisional Fair Baseline Operations	\$681,100		A subsidy request to cover shortfall/deficit
2% Reduction	(\$82,600)		Required with budget submission
<b>Total</b>	<b>\$1,267,800</b>		
<b>4% Request</b>	<b>Amount</b>	<b>Quantity</b>	<b>Notes:</b>
Hardwall room dividers with doors	\$75,000	200 ft	Provide division for Expo buildings to better facilitate simultaneous events and support divisional fair activities; rentable item would be revenue generating
12-14 passenger shuttle carts	\$100,000	4 qty	Assist getting patrons from remote parking areas to event space and Expo facilities; contributes to a revenue-generating function
Storage trailers	\$10,000	4 qty	Store divisional fair furniture, fixtures, and equipment
<b>Total</b>	<b>\$185,000</b>		
<b>Capital Request</b>			<b>Notes:</b>
Fairgrounds site improvements	10,000,000		Parking structure
Fairgrounds site improvements	150,000,000		Additional improvements to Fairgrounds sites
<b>Total</b>	<b>160,000,000</b>		