

**Fox Cities Exhibition Center**  
**Year to Date Performance and Prior Year Variance**  
**As of December 2020**

	YTD 2019 Actual# of Events	YTD 2020 Actual# of Events	Actual YTD as of Dec. 31, 2019	Actual YTD as of Dec 31, 2020	YOY Variance
<b>REVENUES:</b>					
<i>Events</i>	35	22	\$237,326	\$111,668	-\$125,658
<i>Ancillary</i>			\$131,950	\$95,126	-\$36,824
<b>TOTAL OPERATING REVENUES:</b>			<b>\$369,276</b>	<b>\$206,794</b>	<b>-\$162,482</b>
<b>EXPENDITURES:</b>					
<i>Operational Expense</i>			\$186,787	\$91,037	-\$95,750
<i>Admin. &amp; General</i>			\$92,310	\$22,651	-\$69,659
<i>Sales &amp; Marketing</i>			\$71,151	\$25,437	-\$45,714
<i>Property Maintenance</i>			\$121,001	\$90,176	-\$30,825
<i>Utilities / Energy</i>			\$120,614	\$90,527	-\$30,087
<b>TOTAL OPERATING EXPENDITURES:</b>			<b>\$591,863</b>	<b>\$319,828</b>	<b>-\$272,035</b>
<b>Net Operating Income*</b>			<b>\$(222,587)</b>	<b>\$(113,034)</b>	<b>\$109,553</b>

The entire facility went dark in March with the Safer at Home order from Governor Evers. All groups and functions had already started to cancel at the on-set of the global pandemic known as Covid-19. An exception was made for a blood drive in June and again in December.

Top expenses associated with the facility in 2020:

Utilities: \$90,527

Snow Removal: Approximately \$40,000

Otis Elevator and Escalator: \$46,045.32

All employees related to the Fox Cities Exhibition Center were released by the end of May as we realized the pandemic was going to have a long term impact on group gatherings.

Commitments for future functions have resumed with anticipated non-essential activity targeted for the end of Q3 and Q4.

\*Net operating income anticipated to be greater than -\$300,000 during planning and approval process. This operating loss is funded by Red Lion Hotel Paper Valley. These numbers have not been independently audited.