

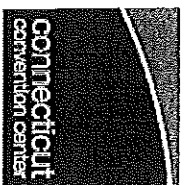
CTCC Budget FY 2009/2010

OPERATING INCOME			
	FYE 2010	Reforecast 2009	Variance
Rent	1,963,206	2,168,464	(205,258)
Event Services Income	627,642	596,630	31,012
Other Income	48,604	103,044	(54,440)
F&B Income	641,354	738,817	(97,463)
TOTAL OPERATING INCOME	3,280,806	3,606,955	(326,149)
OPERATING EXPENSES			
Salaries & Wages	2,302,242	2,317,107	(14,865)
Taxes & Benefits	705,210	721,443	(16,233)
Operations	99,576	104,094	(4,518)
Security	27,180	12,488	14,692
Administrative & General	45,688	46,369	(681)
Finance	44,865	46,108	(1,243)
Sales & Marketing	218,583	110,185	108,398
TOTAL OPERATING EXPENSES	3,443,344	3,357,794	85,550
GROSS OPERATING PROFIT	(162,538)	249,161	(411,699)
GOP %	-5.0%	6.9%	
FIXED CHARGES			
Facility Maintenance	595,401	522,560	72,841
Utilities	1,081,580	1,058,811	22,769
CUP Utilities	1,141,529	1,244,086	(102,557)
Insurance	101,007	103,699	(2,692)
Management Fee	192,030	187,189	4,841
Incentive Fee	-	(188)	188
Other Fixed Expenses	30,128	39,285	(9,157)
TOTAL FIXED CHARGES	3,141,675	3,155,442	(13,767)
NET OPERATING INCOME	(3,304,213)	(2,906,281)	(397,932)
NOI %	-84.9%	-82.8%	
Property Insurance Reserve			
Reserve for Replacement		224,897	(224,897)
Debt Service	885,067	906,227	(21,160)
Accrued Maintenance	60,720	64,652	(3,932)
NET OPERATING CASH FLOW	(4,250,000)	(4,102,057)	(147,943)



Waterford
Venue Services

CTCC Budget FY 2009/2010



RENT	FYE 2010	Reforecast 2009	Variance
Consumer Show Rental	773,202	691,491	81,711
Convention Rental	231,039	396,215	(165,176)
Trade Show Rental	492,260	294,080	198,180
Meeting Room Rental	337,740	539,721	(201,981)
Banquet Rental	-	22,562	(22,562)
Other Rental	128,965	224,395	(95,430)
TOTAL RENT	1,963,206	2,168,464	(205,258)

•CONSUMER SHOW:

This increase is based upon the addition of three new shows which are the Greater Hartford Jaycees Wine Fest, Lego Kids Fair, and Visionstar.

•CONVENTION RENTAL:

This decrease is a result of the fact that the average rental revenue from a conventions in FYE 09 was \$36,000 and in FYE 10 will be averaging \$25,000. We will be hosting two less conventions in FYE 10 than in FYE 09.

•TRADE SHOW: