

BFC FINANCIAL PACKAGE

AS OF JANUARY 31, 2022

Board of Fair Commissioners

Financial Forecast as of January 31, 2022

Nashville Expo Center at the Fairgrounds

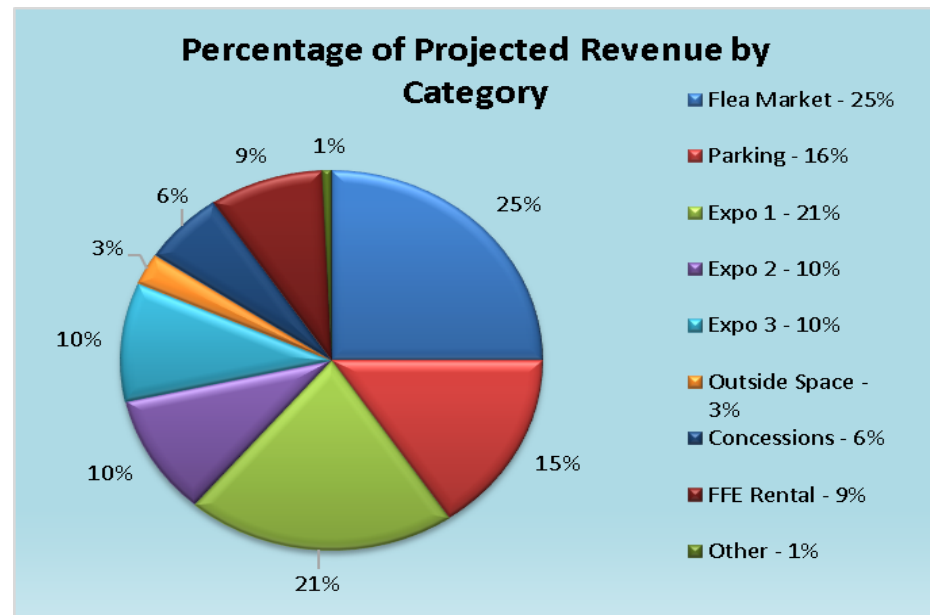
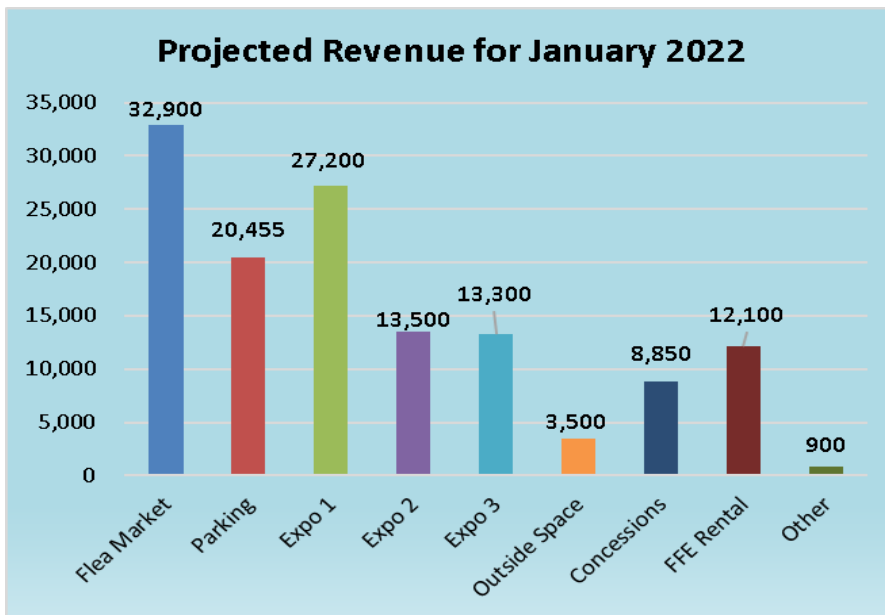
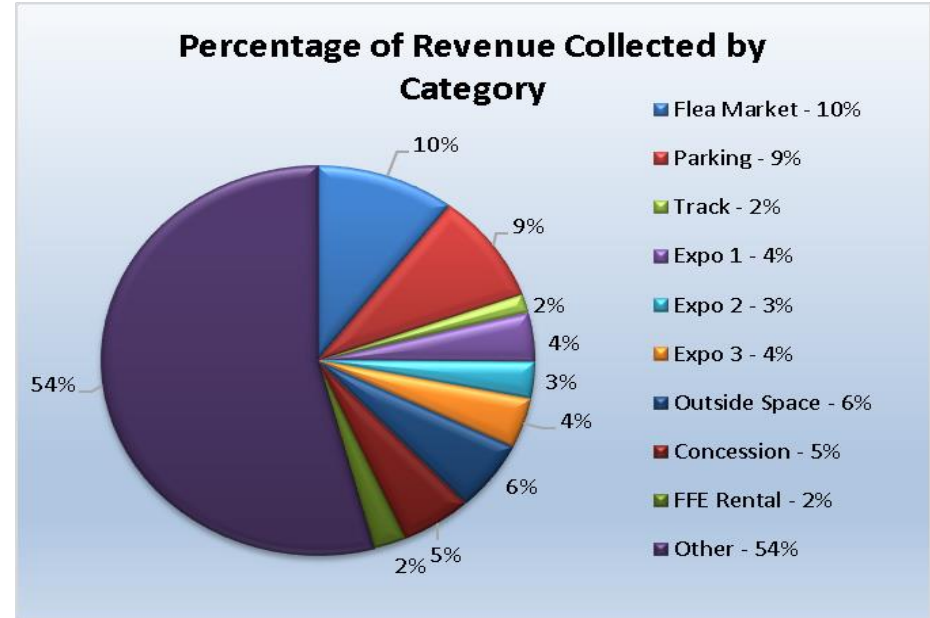
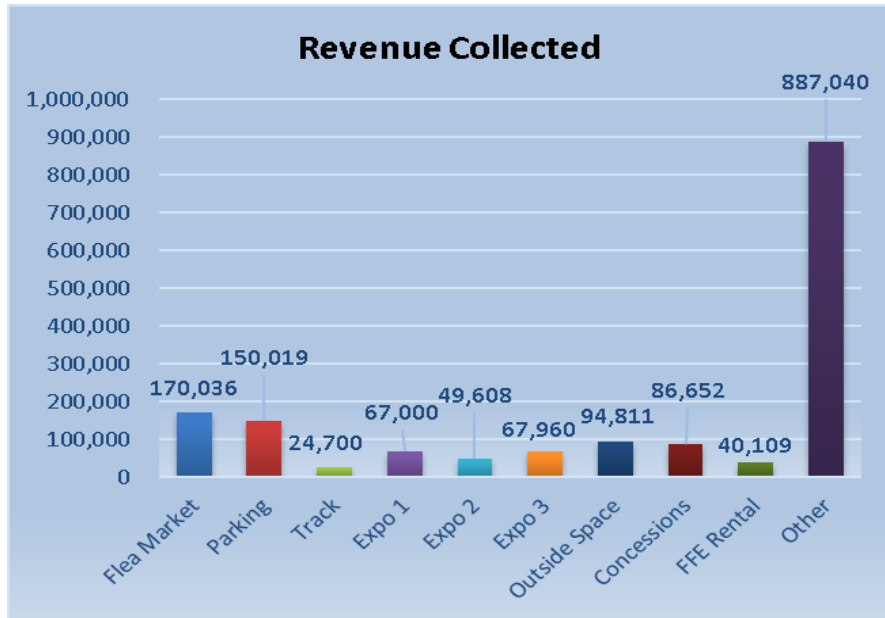
Preliminary Actuals thru January, 2022

| | |
|---------------------------------------|-------------|
| Revenues thru January, 2022 | 1,637,936 |
| Expenditures thru January, 2022 | (1,327,911) |
| Gain (Loss) thru January, 2022 | 310,025 |
| Depreciation Expense | (660,794) |
| Gain (Loss) adjusted for Depreciation | (350,769) |

| REVENUES | Budget | YTD |
|------------------------|----------------|------------------|
| Flea Market Booth Rent | 0 | 170,036 |
| Parking | 0 | 150,019 |
| Track | 0 | 24,700 |
| Expo Buildings | 0 | 184,568 |
| Outside Space | 0 | 94,811 |
| Concessions | 0 | 86,652 |
| Divisional Fair | 0 | 0 |
| FFE Rentals | 0 | 40,109 |
| Other | 220,800 | 887,040 |
| Total | 220,800 | 1,637,936 |

| EXPENSES | Budget | YTD |
|----------------------|------------------|------------------|
| Payroll Expenses | 1,574,400 | 621,836 |
| Utilities | 488,200 | 257,570 |
| Purchased Services | 187,400 | 56,813 |
| Supplies | 117,300 | 33,816 |
| Communications | 19,600 | 8,135 |
| Temporary Services | 200,000 | 35,860 |
| Security Services | 76,000 | 37,093 |
| IT Services | 99,000 | 59,367 |
| Ins. Permits & LOCAP | 411,800 | 217,420 |
| Total | 3,173,700 | 1,327,911 |

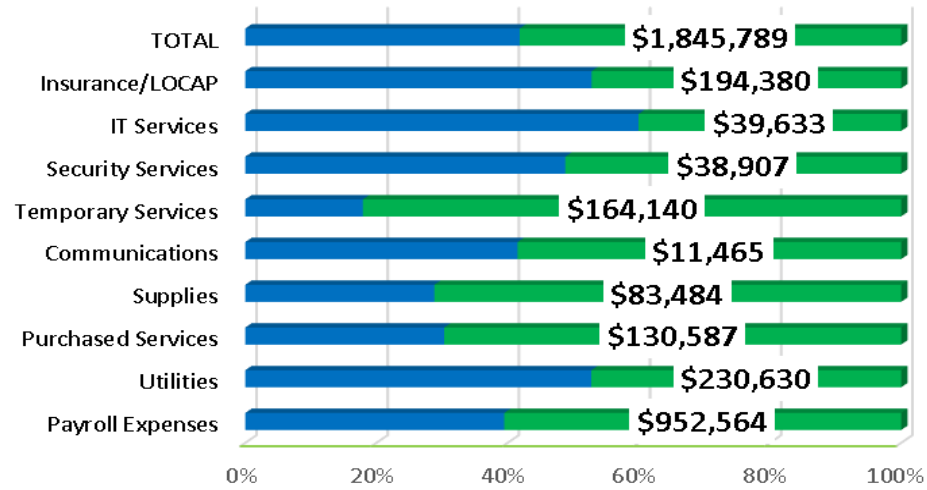
The Fairgrounds Nashville: revenue dashboard through 1/31/2022 (not final)



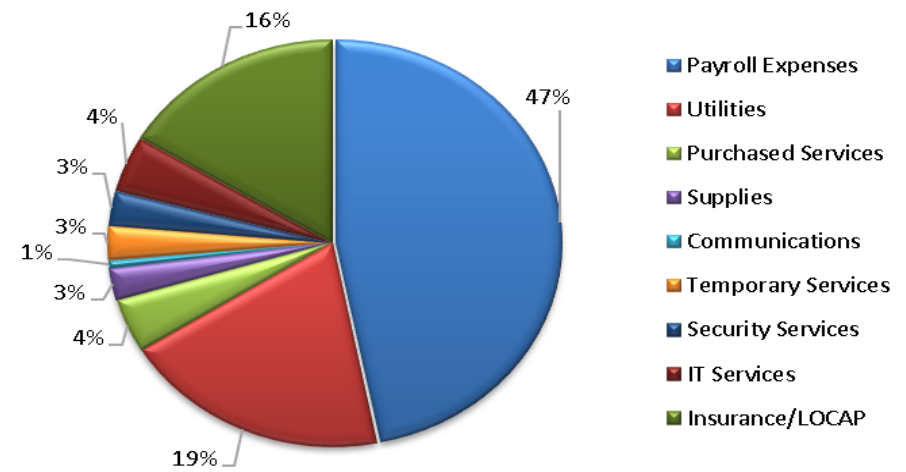
Note: Graphs do not include subsidy.

The Fairgrounds Nashville: expense dashboard through 1/31/2022 (not final)

Budget Tracker



Expenditure Distribution



| FY23 Budget Submission Snapshot-DRAFT | | | |
|---------------------------------------|--------------------|-------------|---|
| | | | |
| | | | |
| Revenue Estimate | Amount | Percentage | Notes: |
| Flea Market Revenue Collection | \$1,276,900 | 43% | Includes booth rentals, equipment rentals, parking & concessions |
| Corp Sales/Events Revenue Collection | \$972,300 | 32% | Includes venue rentals, equipment rentals, parking & concessions |
| Divisional Fair Revenue Collection | \$450,000 | 15% | Includes booth rentals, parking, concessions, gate/admission fees, midway rides, sponsorships, entry fees & feed store sales |
| Contracts Revenue Collection | \$304,200 | 10% | Includes rent, concessions, racetrack, sponsorships & advertising sales |
| Total | \$3,003,400 | 100% | |
| | | | |
| Budget Modification | Amount | | Notes: |
| Divisional Fair expenses | \$1,074,300 | | For payroll, security, entertainment, disposal, temporary staff, advertisement, signs, travel, printing, postage, animal supply, rental equipment, awards/premiums, insurance |
| Salary expenses | \$165,000 | | Anticipated increases from salary study, equity adjustments, increase seasonal allocation |
| Utilities expenses | \$50,000 | | Water usage and rate increases |
| Security expenses | \$25,000 | | Anticipated rate increase; usage increase due to traffic control on flea market weekends |
| Sub Total | \$1,314,300 | | |
| 2% Reduction | (\$53,300) | | Required with budget submission |
| Total | \$1,261,000 | | |
| | | | |
| 4% Request | Amount | Quantity | Notes: |
| 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 |
| New garbage truck | \$100,000 | 1 qty | Used to pick-up, compact, and transport garbage and debris from events including Flea Market, Fair, and Expo Events |
| Total | \$285,000 | | |
| | | | |
| Capital Request | | | Notes: |
| Fairgrounds site improvements | 10,000,000 | | Parking structure |