

2012
ANNUAL REPORT

SARATOGA SPRINGS
CITY CENTER AUTHORITY



**2012 ANNUAL REPORT
PRESENTED BY**

2013 CITY CENTER AUTHORITY

JOSEPH F. DALTON, Jr., *Chair*

RICHARD L. HIGGINS, *Vice Chair*

ROGER GOLDSMITH, *Secretary*

SUSAN FARNSWORTH

J. THOMAS ROOHAN

SHELBY SCHNEIDER

MAYOR SCOTT JOHNSON, *Ex-Officio*

TODD GAROFANO, PRESIDENT, SARATOGA CONVENTION & TOURISM BUREAU, *Ex-Officio*

CITY CENTER STAFF

MARK E. BAKER
President

JUDY LECAIN
Director of Sales

RYAN MCMAHON
Operations Manager

March 13, 2013

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**Summary of 2012
January 1 - December 31**

I. Guests

Total City Center Guests		142,404
Convention Guests (Lodged)	21,857	
Day Guests	120,547	

II. Economic Impact

Potential Sales Generated***		\$ 30,059,649.50
Convention Guest Spending*	\$ 19,338,199.32	
Day Guest Spending**	\$ 10,721,450.18	
 New Sales Tax Revenues		 \$ 2,104,175.47
State 4.00%	\$ 1,202,385.98	
County 1.50%	\$ 450,894.74	
City 1.50%	\$ 450,894.74	

III. In 2012, the City Center provided the Saratoga area with the following business activity:

Conventions/Conferences	71	
Trade Shows - Industry	7	
Gate Shows	25	
Banquets	22	
Special Events	25	
 Total Number of Events		 150
 2012 Event Breakout		
40 First Time Events	27%	
110 Return Events	73%	
 Total Number of Paid Event Days		 256.75
Total Number of Building Use Days		294.50
 Public Service Events	 10	

*Based on Saratoga Convention Bureau figure of \$348.33 per convention guest spending per day and association spending per delegate for 2.54 days; \$884.76 total spending.

**Based on National Statistics of \$88.94 per person, per day for non-lodged guests.

***Figures do not include money spent on non City Center hosted business such as smaller independent hotel groups, motor coach tours, etc.

**Summary of 2011
January 1 - December 31**

I. Guests

Total City Center Guests		90,619
Convention Guests (Lodged)	15,713	
Day Guests	74,906	

II. Economic Impact

Potential Sales Generated***		\$ 20,564,373.52
Convention Guest Spending*	\$ 13,902,233.88	
Day Guest Spending**	\$ 6,662,139.64	
 New Sales Tax Revenues		 \$ 1,439,506.15
State 4.00%	\$ 822,574.94	
County 1.50%	\$ 308,465.60	
City 1.50%	\$ 308,465.60	

III. In 2011, the City Center provided the Saratoga area with the following business activity:

Conventions/Conferences	58	
Trade Shows - Industry	8	
Gate Shows	15	
Banquets	23	
Special Events	32	
 Total Number of Events		 136

2011 Event Breakout

48 First Time Events	35%	
88 Return Events	65%	
 Total Number of Paid Event Days		 207.25
Total Number of Building Use Days		248.50
 Public Service Events	 19	

*Based on Saratoga Convention Bureau figure of \$348.33 per convention guest spending per day and association spending per delegate for 2.54 days; \$884.76 total spending.

**Based on National Statistics of \$88.94 per person, per day for non-lodged guests.

***Figures do not include money spent on non City Center hosted business such as smaller independent hotel groups, motor coach tours, etc.

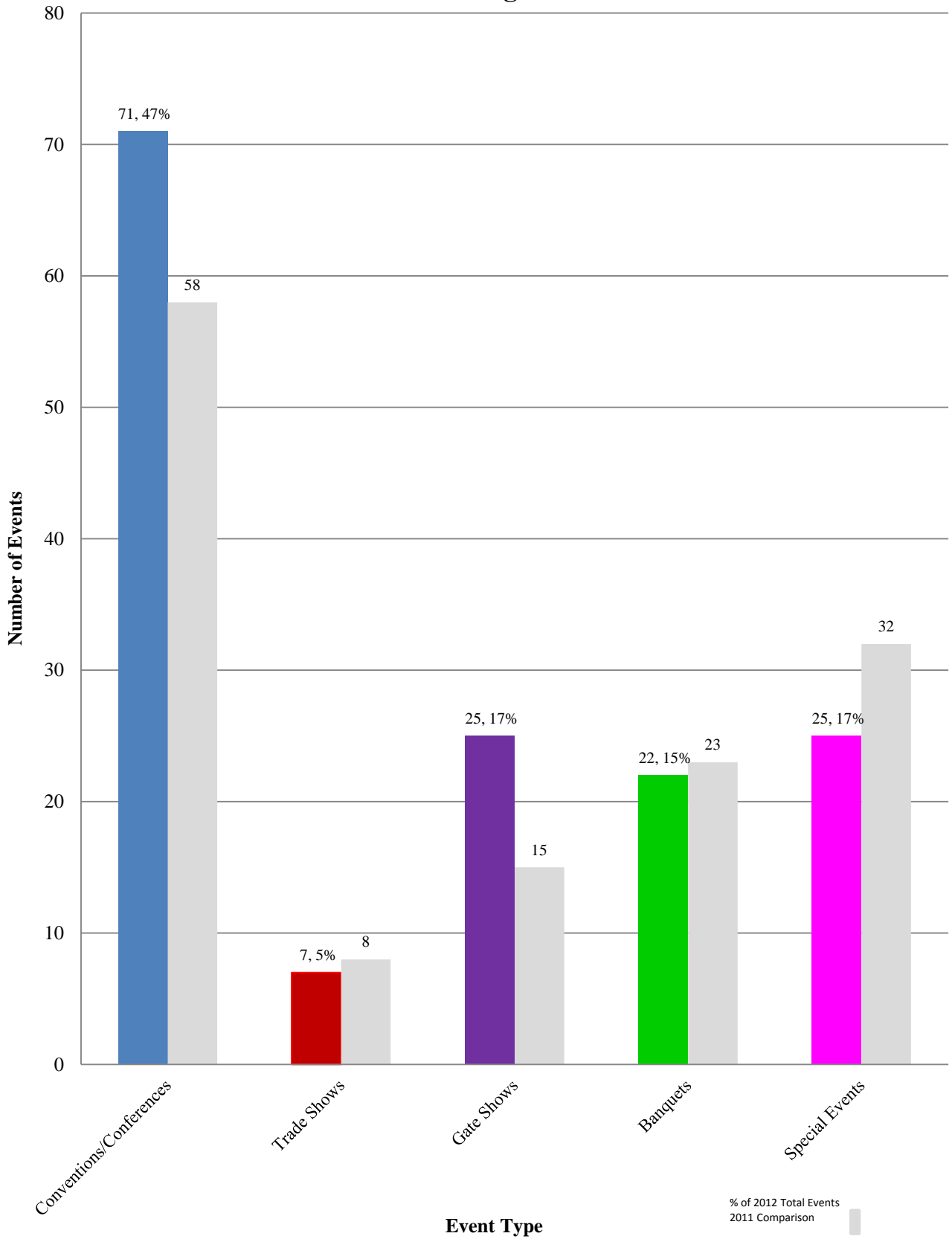
History

Year	Number of Events	Number of Event Days	Number of Building Use Days
1984	24*	43.50	63.00
1985	60	101.00	149.00
1986	81	121.00	160.00
1987	109	143.50	183.50
1988	102	142.50	180.00
1989	112	154.75	208.25
1990	110	155.50	193.50
1991	91	142.50	172.00
1992	91	138.00	169.75
1993	93	141.50	180.75
1994	105	155.50	180.00
1995	98	141.00	186.75
1996	107	148.50	182.00
1997	94	150.75	191.75
1998	101	190.25	233.75
1999	98	159.75	207.50
2000	101	171.75	216.00
2001	99	164.50	215.25
2002	101	168.50	214.50
2003	109	186.75	228.00
2004	107	176.75	219.50
2005	100	161.50	199.00
2006	107	166.00	206.75
2007	115	181.50	225.25
2008	122	188.25	231.75
2009	106	178.25	216.75
2010	102	167.25	202.25
2011	136	207.25	248.50
2012	150	256.75	294.50
2013 ^c	99	217.25	231.00

* Excludes 60 opening and free community activities

^c Estimate: Budgeted for 2013

Market Segments



SARATOGA SPRINGS CITY CENTER 2012 ACCOMPLISHMENTS

In 2012, sales at the City Center reached new levels as we became more experienced with selling our expanded space side by side with the original City Center. We hosted a total of 150 events that used the building for 294.50 days.

In October, we were pleased to welcome Lauren Rowland to the Sales Department. She became immediately indispensable and works well with Andi Gardner, Sales Manager and Judy LeCain, Director of Sales. We were also fortunate to work with two amazing young women this year as interns. Alexis Snow came to us from Endicott College where she was studying Hospitality Management. While she was only with us for 1 month she became an adjunct staff member in no time. Halley Choy is a student at Saratoga Springs High School and is part of the Career Exploration Internship Program. Halley will attend college to study the Hospitality field to which she is well suited.

With cooperation from our partners in the community – The Saratoga Convention and Tourism Bureau, The Saratoga County Chamber of Commerce, Hotel Associates and City Elected and Civic Leadership, the City Center continued to provide our community with out of town guests and delegates who filled our hotel rooms, restaurants, shops and attractions in each month of the year. This positive and persistent approach to business in 2012 brought about the following confirmed events for the future:

- | | | |
|---|----------|------|
| • NYS Council of Health-System Pharmacists | May | 2014 |
| • Empire State Association of Assisted Living | May | 2014 |
| • NYS Local Government IT Directors | May | 2014 |
| • Saratoga Springs High School Prom | May | 2014 |
| • NYS Association of Transportation Engineers | May | 2014 |
| • Empire State College Graduation | June | 2014 |
| • NYS Assn. of School Business Officials | June | 2014 |
| • US Court of Appeals for the Second Circuit | June | 2014 |
| • NYS Coalition of Nurse Practitioners | October | 2014 |
| • New York School Nutrition Association | October | 2014 |
| • New York Library Association | November | 2014 |
| • NY Section American Water Works Association | April | 2015 |
| • NYS Local Government IT Directors | May | 2015 |
| • NYS Assn. of School Business Officials | June | 2015 |
| • World Fantasy | November | 2015 |
| • NY Section American Water Works Association | April | 2016 |
| • NYS Town Clerks Association | April | 2016 |
| • NYS Council of Health-System Pharmacists | April | 2016 |
| • NYS Local Government IT Directors | May | 2016 |
| • NYS Assn. of School Business Officials | June | 2016 |
| • NY Holstein Association | June | 2016 |
| • NY Section American Water Works Association | April | 2017 |

Verbal commitments were also made by the following groups who will join our client list in future years:

- | | | |
|--|----------|------|
| • NY Energy Star for Homes Conference | February | 2014 |
| • Credit Union Association of New York | June | 2014 |
| • Alcoholism & Substance Abuse Providers of NY | October | 2014 |
| • New York Recreation and Park Society | March | 2015 |
| • Alcoholism & Substance Abuse Providers of NY | October | 2015 |
| • Credit Union Association of New York | June | 2016 |
| • Alcoholism & Substance Abuse Providers of NY | October | 2016 |
| • Credit Union Association of New York | June | 2017 |

73% of our business consisted of repeat clients who have used the City Center for numerous years. The following 40 events came to the City Center for the first time in 2012. Many have already signed on for future events in future years:

- GE Global Research
- Bimbo Bakeries
- Davis Trotta Wedding Reception
- Saratoga County Surrogate Court
- Merck Pharmaceuticals
- Saratoga Festivals
- Northeast Biomass Heating Expo
- Westside Management Golf Expo
- Senator McDonald Autism Awareness Day
- Yakima Products
- Holiday Inn Surprise 50th Birthday Party
- 2012 Saratoga Tattoo Expo
- Medical Society of the State of NY
- Roohan Wedding Reception
- Saratoga Hospital Employee Recognition Dinner
- Saratoga's Community Federal Credit Union
- Saratogian Taste of Home Cooking Show
- Semiconductor Industry Association
- Koenig Bat Mitzvah
- Senator McDonald Senior Wellness Expo
- Racetrack Chaplaincy Fund Raiser
- Saratoga Springs Antiques, Art & Jewelry Show
- NY Mixed Martial Arts
- Independent Power Producers of NY
- Forrest Pharmaceuticals
- Saratoga Auto Museum Kyle Busch Lecture
- Cornell Cooperative Extension Horse Symposium
- American Institute of Architects of New York State
- North Country Storm Water
- Sematech International Symposium on Gate Stack Technology
- Gazette Boomer's Expo – Celebrating Life at 50+
- NYS Bar Association
- Northeast Retail Lumber Association

- Healthcare Financial Management Association
- Democratic National Committee
- Association of Fundraising Professionals
- Safeco Insurance
- Albany Vascular Group
- Adirondack Funeral Directors Association
- Saratoga Harness Horseperson’s Association

During the past 29 years, our repeat clients have returned to the City Center over and over again. We welcome them each year as you might an old friend:

- | | |
|--|---------------|
| • Trans World Entertainment | Over 20 Years |
| • NEACA, Inc. | Over 20 Years |
| • Saratoga County Chamber of Commerce | Over 20 Years |
| • Rotary Club of Saratoga | Over 20 Years |
| • WSWHE BOCES | Over 20 Years |
| • Empire State College | Over 20 Years |
| • Associated General Contractors | Over 20 Years |
| • Quandt’s Foodservice Providers, Inc. | Over 20 Years |
| • Curtis Lumber Company | Over 20 Years |
| • Capital District Youth for Christ | Over 20 Years |
| • NYS Athletic Administrators Association | Over 20 Years |
| • Empire Baptist Congress | Over 20 Years |
| • Saratoga Springs High School Junior-Senior Prom | Over 20 Years |
| | |
| • Hudson Mohawk Traditional Dancers | Over 15 Years |
| • Leading Age NY | Over 15 Years |
| • Schuylerville High School Graduation | Over 15 Years |
| • Fourth District Dental Society | Over 15 Years |
| • Catholic Charities of Saratoga, Warren & Washington Counties | Over 15 Years |
| | |
| • Adirondack North Country Association | Over 10 Years |
| • NY Section American Water Works Association | Over 10 Years |
| • Saratoga Economic Development Corporation | Over 10 Years |
| • Alpin Haus | Over 10 Years |
| • Northeast Woodworkers Association | Over 10 Years |
| • NYS Association of School Business Officials | Over 10 Years |
| • NYS Council of School Superintendents | Over 10 Years |

Client surveys help the City Center evaluate both our performance and the facility’s ability to successfully host an event. The surveys are also indicative of our community’s capacity for welcoming conference and special event attendees. Here is what some of our planners have to say about their experience at the City Center:

First time client Bruce Liebel with Healthcare Financial Management Association voiced the following:

“The set-up in the City Center worked out great for us...I hope that we can bring the conference back to Saratoga Springs some time again soon.”

Returning client John Carlino representing the NYS Association of Foreign Language Teachers commented:

“All staff contacts were excellent.”

Linda Jones with Saratoga Economic Development Corporation expressed her gratitude:

“...thank you for everything...always a pleasure to work with!”

Another return client, Alan Mallanda with NYS Athletic Administrators made the following observation:

“Great job with new sound system - much improved.”

The following groups/events were hosted as a Public Service to the Community:

- City Of Saratoga Springs City Council Inauguration
- Chowderfest 2012
- City of Saratoga Springs State of the City Address
- Saratoga Downtown Business Association
- Saratoga Hospitality Seminar
- Hat’s Off Celebration
- Saratoga Convention & Tourism Bureau Fam Breakfast
- Final Stretch Celebration
- Saratoga Arts 9/11 Sculpture Luncheon
- Victorian Streetwalk

Full-Time staff longevity at the City Center is exemplary as evidenced below:

• Mark Baker, President	1983	30 Years
• Judy LeCain, Director of Sales	1986	27 Years
• Norm Current, Supervisor	1988	25 Years
• Terence Gonzalez	1989	24 Years
• Darren Fuller	1997	16 Years
• Stephen Keefe, Supervisor	1997	16 Years
• Andrea Gardner, Sales Manager	1998	15 Years
• Joanne Oeinck	2000	13 Years
• Donna Barone, Finance Manager	2004	9 Years
• Rebecca Vickery	2005	8 Years
• Sarah Stomieroski	2007	6 Years
• Shelby King, Supervisor	2009	4 Years
• Ryan McMahon, Operations Manager	2011	2 Years

Staff Professional Development

SEDC Human Resources Seminar: Dealing with the New York State Division of Human Rights and Equal Opportunity Commission
IAVM District Conference – Grand Rapids, Michigan
IAVM Annual Convention – Ft. Lauderdale, Florida
Meeting Planners International of NENY – Hot Technology Trends for the Meeting Professional: Part 2: Apps, Mobile & Beyond
NYS Department of Labor Seminar: Employee Handbooks

Sales and Marketing Activities

Off-site Sales Calls and Client Visits for convention/conference and trade association leads
On-site Sales Tours for weddings, corporate and specialty parties
Meetings and events sponsored by the Empire State Society of Association Executives (ESSAE)
Meetings and events sponsored by Meeting Planners International of NENY (MPI)
Co-op Sales Meetings with the Saratoga Convention & Tourism Bureau and facility Sales Directors
Scheduled meetings with the Director of Catering & Convention Services of the Saratoga Hilton
BEO Meetings with the Catering & Convention Services Department of the Saratoga Hilton
Regular meetings with the Sales Department of the Saratoga Hilton
Sales and Marketing coordination with Saratoga County Tourism, Saratoga Convention & Tourism Bureau and Saratoga County Chamber of Commerce
Regular meetings with the Sales Department of the City Center and the Saratoga Convention & Tourism Bureau
Pre-Convention meetings with the Saratoga Hilton Staff and incoming clients

Member of the following Professional Organizations

International Association of Venue Managers
Meeting Planners International of NENY
Empire State Society of Association Executives
Saratoga County Chamber of Commerce
Saratoga Economic Development Corporation

Volunteer and Civic Involvement

Served on Committees for the following Events:

Bartenders' Ball
Allegiance Bowl Organizing Committee
Saratoga EOC Annual Spring Fling – Co-chair
Women of Influence – Selection committee
Saratoga County Chamber of Commerce – re-branding
Medical Missions for Children Annual Gala
Saratoga Arts Fest
Saratoga “150” Anniversary Committee

Member of the Board/Committee for the following Associations:

Saratoga Convention & Tourism Bureau
Saratoga County Chamber of Commerce – Ambassador Committee
Saratoga County Tourism Advisory Board
Saratoga Golf & Polo Club – 2nd Vice President
Saratoga National Little League
Saratoga Rowing Association
Saratoga County Agricultural Society

Member of the following Civic Organizations

Flower & Fruit Mission of Saratoga Hospital, Treasurer
St. Paul's Lutheran Church
Saratoga Preservation Foundation
Wilton Wildlife Preserve and Park
Saratoga Springs Downtown Business Association
Saratoga Historical Society
Saratoga Arts
National Museum of Racing
Greenfield Grange #807, Secretary
Greenfield Community Business Association

Building Deposits December 2012

Jul-04	Black Diamond	Catering	1,000.00
Mar-06	Classe Catering Ltd	Catering	1,000.00
Jul-08	Esperanto	Catering	1,000.00
Aug-06	Extreme Concessions Catering	Catering	1,000.00
Apr-96	Glen Sanders	Catering	1,000.00
Jan-08	Hattie's Restaurant	Catering	1,000.00
Aug-04	Herberts at Birch Hill	Catering	1,000.00
Feb-00	Holiday Inn	Catering	1,000.00
Sep-05	Lily and the Rose	Catering	1,000.00
Jan-05	Longfellows	Catering	1,000.00
Sep-04	Mannings Menu	Catering	1,000.00
Nov-06	Nicole's Restaurant	Catering	1,000.00
Aug-08	Panera Bread	Catering	1,000.00
Apr-01	Prestige	Catering	1,000.00
Sep-91	Prime Mgt. (Sheraton)	Catering	1,000.00
Apr-10	United Jewish Federation	Catering	1,000.00
May-06	Saratoga National Golf Club	Catering	1,000.00
Apr-07	Saratoga Polo	Catering	1,000.00
Sep-05	Allerdice Rent-All	Decorating	1,000.00
Aug-05	Clifton Park Rental	Decorating	1,000.00
Aug-05	Great Lakes Events	Decorating	1,000.00
Mar-05	Hale Northeastern	Decorating	1,000.00
Feb-05	Spectrum Assoc	Decorating	1,000.00
Oct-05	Total Events	Decorating	1,000.00
Aug-97	Prime Mgt. (Sheraton)	Open	700.00
Dec-09	NYS Land Surveyors-630	Jan-13	500.00
Oct-11	NE Organic Farming-741	Jan-13	500.00
May-12	Capital District Youth for Christ-674	Jan-13	500.00
Jun-12	GE Global Research-144	Jan-13	500.00
Jun-12	NE Organic Farming-741	Jan-13	5,125.00
Jul-12	NYS Land Surveyors-630	Jan-13	5,137.50
Jul-12	Saratoga Chamber-Annual Dinner-069D	Jan-13	500.00
Aug-12	GE Global Research-144	Jan-13	2,512.50
Aug-12	Alpin Haus-147	Jan-13	500.00
Aug-12	Saratoga Chamber-Annual Dinner-069D	Jan-13	925.00
Aug-12	NEACA-231A	Jan-13	500.00
Sep-12	Alpin Haus-147	Jan-13	2,937.50
Oct-12	Saratoga Arts-First Night-084	Jan-13	1,650.00
Oct-12	Capital District Youth for Christ-674	Jan-13	3,612.50
Nov-12	NYS Land Surveyors-630	Jan-13	5,637.50
Dec-12	NE Organic Farming-741	Jan-13	6,525.00
Dec-12	GE Global Research-144	Jan-13	3,012.50
Dec-12	Saratoga Arts-First Night-084	Jan-13	1,650.00
Dec-12	Alpin Haus-147	Jan-13	3,437.50
Dec-12	NEACA-231A	Jan-13	6,250.00
Dec-12	Capital District Youth for Christ-674	Jan-13	4,112.50
Jul-12	DVRC-Bartenders Ball-069F	Feb-13	500.00
Jul-12	DVRC-Bartenders Ball-069F	Feb-13	1,325.00
Aug-12	Saratoga Bridal Fair-497B	Feb-13	500.00
Aug-12	Hudson-Mohawk Traditional Dances-508	Feb-13	5,050.00
Aug-12	Empire State Baptist-003	Feb-13	2,057.50
Oct-12	Saratoga Bridal Fair-497B	Feb-13	1,562.50
Dec-12	Saratoga Festivals-699	Feb-13	2,800.00

**Building Deposits
December 2012**

Apr-10	NYS Athletic Administrators-276	Mar-13	500.00
Mar-12	NEACA-231A	Mar-13	500.00
Apr-12	Hudson-Mohawk Traditional Dances-508	Mar-13	500.00
Apr-12	Curtis Lumber-598	Mar-13	500.00
Jun-12	ANCA-119	Mar-13	500.00
Aug-12	NE Woodworkers-037	Mar-13	500.00
Aug-12	DA Collins-795	Mar-13	500.00
Sep-12	NYS Athletic Administrators-276	Mar-13	2,250.00
Sep-12	Saratoga Rotary Home Show-395A	Mar-13	500.00
Sep-12	John Deere Landscapes-039	Mar-13	1,825.00
Sep-12	Curtis Lumber-598	Mar-13	1,562.50
Sep-12	DA Collins-795	Mar-13	1,650.00
Sep-12	Empire State College-110A	Mar-13	500.00
Sep-12	Saratoga Rotary Home Show-395A	Mar-13	7,000.00
Sep-12	NE Woodworkers-037	Mar-13	4,500.00
Sep-12	ADK Sports & Fitness-711	Mar-13	500.00
Oct-12	Empire State College-110A	Mar-13	1,650.00
Oct-12	ANCA-119	Mar-13	1,450.00
Oct-12	ADK Sports & Fitness-711 (Credit from 2012)	Mar-13	425.00
Nov-12	Saratoga Chamber-Summer Showcase-069G	Mar-13	500.00
Dec-12	ADK Sports & Fitness-711	Mar-13	2,862.50
Jun-09	American Water Works Assn-688	Apr-13	500.00
Aug-10	NYS Speech-Language-081	Apr-13	500.00
Feb-11	NYS Local Govt IT Directors-634	Apr-13	500.00
Feb-11	VPPPA-Region II-602	Apr-13	500.00
May-12	Biomass Thermal Energy-670	Apr-13	500.00
May-12	Saratoga Hospital-416A	Apr-13	500.00
Jul-12	Oppenneer Bar Mitzvah-369O	Apr-13	500.00
Jul-12	NYS Art Teachers-266	Apr-13	500.00
Sep-12	Oppenneer Bar Mitzvah-369O	Apr-13	200.00
Oct-12	Saratoga Job Fair-437	Apr-13	500.00
Oct-12	NYS Speech-Language-081	Apr-13	3,625.00
Oct-12	Saratoga Hospital-416A	Apr-13	375.00
Oct-12	Biomass Thermal Energy-670	Apr-13	4,762.50
Oct-12	American Water Works Assn-688	Apr-13	3,625.00
Oct-12	NYS Art Teachers-266	Apr-13	875.00
Nov-12	McVicar Media Group-329	Apr-13	2,500.00
Nov-12	McVicar Media Group-329	Apr-13	1,625.00
Dec-12	VPPPA-Region II-602	Apr-13	1,450.00
Dec-12	NY Mixed Martial Arts-383	Apr-13	500.00
Apr-12	Saratoga Springs High School-420A	May-13	500.00
May-12	Huck Spaulding-565	May-13	500.00
Jun-12	United Jewish Federation-783	May-13	500.00
Jul-12	Shenendehoa School District-433A	May-13	500.00
Jul-12	Fourth District Dental-504	May-13	500.00
Aug-12	SEMI-180	May-13	500.00
Aug-12	Quandts Foodservice-131	May-13	500.00
Sep-12	SEDC-295	May-13	500.00
Oct-12	Skidmore College-436A	May-13	500.00
Oct-12	SEDC-295	May-13	2,012.50
Oct-12	SEMI-180	May-13	1,737.50
Nov-12	Huck Spaulding-565	May-13	3,625.00
Nov-12	Fourth District Dental-504	May-13	4,487.50
Nov-12	Shenendehowa School District-433A	May-13	875.00
Nov-12	Quandts Foodservice-131	May-13	1,562.50
Nov-12	Saratoga Hilton-CT AWWA-358	May-13	500.00

**Building Deposits
December 2012**

Nov-12	SEMI-180	May-13	1,737.50
Nov-12	Saratoga Hilton-CT AWWA-358	May-13	800.00
Dec-12	Saratoga Springs High School-420A	May-13	875.00
Jul-09	NYS ASBO-547	Jun-13	500.00
May-12	US Court of Appeals-465	Jun-13	500.00
Jun-12	Marotta Wedding-469M	Jun-13	500.00
Jul-12	Empire State College-110	Jun-13	500.00
Aug-12	BOCES-113D	Jun-13	500.00
Aug-12	Shenendehowa School District-433B	Jun-13	500.00
Nov-12	Hoosic Valley School District-768	Jun-13	500.00
Nov-12	Schuylerville School District-430B	Jun-13	500.00
Nov-12	NYS ASBO-547	Jun-13	4,475.00
Dec-12	Empire State College-110	Jun-13	2,725.00
Dec-12	Marotta Wedding-469M	Jun-13	500.00
Dec-12	Hoosic Valley School District-768	Jun-13	1,010.00
Dec-12	BOCES-113D	Jun-13	1,275.00
Dec-12	Shenendehowa School District-433B	Jun-13	875.00
Dec-12	Glaser Wedding-469G	Jun-13	500.00
Jan-10	NYS Human Resource Mgmt.-413 (Cancelled)	Jul-13	500.00
Sep-12	Barn Star Productions-265	Jul-13	500.00
Dec-12	NY Mixed Martial Arts-383	Jul-13	500.00
Apr-11	NYS Funeral Directors-066	Aug-13	500.00
Jun-12	Gordon Wedding-469G	Aug-13	500.00
Oct-12	NEACA-231A	Aug-13	500.00
Nov-12	Saratoga County Foundation-788	Aug-13	500.00
May-10	NYS COSS-088	Sep-13	500.00
Jan-12	NYS Superintendents of School Bldgs-128	Sep-13	500.00
Aug-12	Saratoga Automobile Museum-563	Sep-13	900.00
Dec-12	NY Mixed Martial Arts-383	Sep-13	500.00
Dec-12	NY Public Transit-257	Sep-13	500.00
Dec-12	USA Swimming-790	Sep-13	500.00
Sep-11	Cerebral Palsy-777	Oct-13	500.00
Apr-12	Nurse Practitioner of NYS-517	Oct-13	500.00
Jul-12	HB Davis Seed-091	Oct-13	500.00
Oct-12	Saratoga Job Fair-437	Oct-13	500.00
Oct-12	NESSA-174	Oct-13	500.00
Oct-12	NEACA-231A	Oct-13	500.00
Nov-12	Saratoga Chamber-Business Showcase-069B	Oct-13	500.00
Nov-12	Daily Gazette-374	Oct-13	500.00
Dec-12	United University Professions-321	Oct-13	500.00
Aug-10	NYS Congress of Parents & Teachers-281	Nov-13	500.00
Mar-11	American Urological Assn-781	Nov-13	500.00
Oct-11	NYS Teachers Retirement-149	Nov-13	500.00
May-12	Hellman Bat Mitzvah-369H	Nov-13	500.00
Sep-12	ADK Sports & Fitness-711	Nov-13	500.00
Dec-12	NY Mixed Martial Arts-383	Nov-13	500.00
Oct-12	Arrow Employees Assn-539	Dec-13	500.00
Aug-10	NYS Athletic Administrators-276	Mar-14	500.00
Mar-11	NYS Recreation & Park-460	Mar-14	500.00
Aug-10	NYS Speech-Language-081	Apr-14	500.00

**Building Deposits
December 2012**

Jun-11	NYS Town Clerks Assn-468	Apr-14	500.00
Aug-12	ESAAL-479	May-14	500.00
Oct-12	NYS Health-system Pharmacists-338	May-14	500.00
Nov-12	NYS Local Govt IT Directors-634	May-14	500.00
Dec-12	Saratoga Springs High School-420A	May-14	500.00
Aug-12	NYS ASBO-547	Jun-14	500.00
Aug-12	Empire State College-110	Jun-14	500.00
May-10	NYS COSS-088	Sep-14	500.00
Apr-12	Nurse Practitioner of NYS-517	Oct-14	500.00
Sep-12	NY School Nutrition-427	Oct-14	500.00
Aug-10	NYS Congress of Parents & Teachers-281	Nov-14	500.00
Oct-11	NYS Teachers Retirement-149	Nov-14	500.00
Jul-12	NY Library Assn-260	Nov-14	500.00
Jan-11	NYS Athletic Administrators-276	Mar-15	500.00
Oct-12	American Water Works Assn-688	Apr-15	500.00
Nov-12	NYS Local Govt IT Directors-634	May-15	500.00
Aug-12	NYS ASBO-547	Jun-15	500.00
Sep-11	Cerebral Palsy-777	Oct-15	500.00
Dec-12	LASTSFA-580	Nov-15	500.00
Oct-12	American Water Works Assn-688	Apr-16	500.00
Oct-12	NYS Health-system Pharmacists-338	Apr-16	500.00
Oct-12	NYS Town Clerks-468	Apr-16	500.00
Nov-12	NYS Local Govt IT Directors-634	May-16	500.00
Jul-12	NY Holstein Assn-122	Jun-16	500.00
Aug-12	NYS ASBO-547	Jun-16	500.00
Oct-12	American Water Works Assn-688	Apr-17	500.00
	Total Deposits on Hand		216,705.00
	Deposits on Hand November 30, 2012	186,830.00	
	Received December 2012	44,360.00	
	Deposits Transferred December 2012	-14,485.00	
	Total Deposits on Hand December 31, 2012	<u>216,705.00</u>	

INCOME BUDGET 2012

REVENUE

Building Rental	\$ 553,637.00
Tickets	-
Concessions	12,500.00
Catering	116,050.00
Reimburse Current Year Expenses	44,000.00
Miscellaneous	51,900.00
Interest Income Operating Account	<u>200.00</u>
	\$ 778,287.00
Room Occupancy Tax	725,350.00
Munic. Exp/Capital Fund	<u>143,020.00</u>
TOTAL REVENUE	<u><u>\$ 1,646,657.00</u></u>

EXPENSE BUDGET 2012

EXPENSES

Salaries	\$	629,134.00
Benefits		278,421.00
Equipment:		
Office		3,000.00
Concession		2,500.00
Building		10,000.00
Supplies:		
Office		6,500.00
Janitorial		33,710.00
Decorating		7,500.00
Concession		10,000.00
Postage		2,072.00
Business Expense/Sales		12,000.00
Repair Equipment		5,000.00
Printing		3,000.00
Advertising		2,500.00
Legal Advertising		-
Dues & Membership		2,900.00
Equipment Rental:		
Building		2,500.00
Production		6,500.00
Vehicle Maintenance		500.00
Vehicle Gas		950.00
Vehicle Insurance		2,300.00
Repair Building		174,000.00
Building Inspections		3,900.00
Building Insurance		52,000.00
Utilities		280,000.00
Telephone		8,500.00
Credit Card Fees		1,000.00
Professional Services		75,000.00
Legal		1,500.00
Insurance (WC,D&O,Dis)		15,270.00
Miscellaneous		10,500.00
Contingency		4,000.00
Unemployment Insurance		-
TOTAL EXPENSES	\$	<u>1,646,657.00</u>

ADJUSTED AND ACTUAL INCOME BUDGET 2012

REVENUE	BUDGET 2012	ADJUSTED BUDGET 2012	ACTUAL 2012	%
Building Rental	553,637.00	553,637.00	625,421.00	13.0%
Tickets	-	-	-	
Concessions	12,500.00	12,500.00	3,925.24	-68.6%
Catering	116,050.00	116,050.00	148,829.73	28.2%
Reimburse Current Year Expenses	44,000.00	44,000.00	60,443.61	37.4%
Reimburse Prior Year Expenses	-	-	-	0.0%
Miscellaneous	51,900.00	51,900.00	50,499.89	-2.7%
Interest Income Operating Account	200.00	200.00	152.97	-23.5%
	\$ 778,287.00	\$ 778,287.00	\$ 889,272.44	14.3%
Encumbered Funds		6,450.93	281.00	-95.6%
Munic. Exp/Capital Fund	\$ 143,020.00	\$ 143,020.00	\$ 133,258.28	-6.8%
Room Occupancy Tax	725,350.00	725,350.00	410,000.00	-43.5%
TOTAL REVENUE	<u>\$ 1,646,657.00</u>	<u>\$ 1,653,107.93</u>	<u>\$ 1,432,811.72</u>	-13.3%

ADJUSTED AND ACTUAL EXPENSE BUDGET 2012

EXPENSES	BUDGET 2012	ADJUSTED BUDGET 2012	ACTUAL 2012	%
Salaries	\$ 629,134.00	\$ 645,134.00	\$ 614,957.48	-4.7%
Benefits	278,421.00	277,421.00	263,042.96	-5.2%
Equipment:				
Office	3,000.00	3,250.00	2,990.89	-8.0%
Concession	2,500.00	2,500.00	-	0.0%
Building	10,000.00	22,900.00	25,275.62	10.4%
Supplies:				
Office	6,500.00	6,500.00	2,950.34	-54.6%
Janitorial	33,710.00	33,460.00	19,015.74	-43.2%
Decorating	7,500.00	8,950.00	8,938.75	-0.1%
Concession	10,000.00	10,000.00	881.17	-91.2%
Postage	2,072.00	2,072.00	1,230.36	-40.6%
Business Expense/Sales	12,000.00	12,000.00	10,633.01	-11.4%
Repair Equipment	5,000.00	5,250.00	4,730.72	-9.9%
Printing	3,000.00	3,000.00	892.50	-70.3%
Advertising	2,500.00	2,500.00	1,454.29	-41.8%
Legal Advertising	-	-	-	0.0%
Dues & Membership	2,900.00	2,600.00	2,547.00	-2.0%
Equipment Rental:				
Building	2,500.00	2,250.00	894.90	-60.2%
Production	6,500.00	11,500.00	10,289.00	-10.5%
Vehicle Maintenance	500.00	1,000.00	876.25	-12.4%
Vehicle Gas	950.00	950.00	950.00	0.0%
Vehicle Insurance	2,300.00	2,422.00	2,388.01	-1.4%
Repair Building	174,000.00	127,132.00	116,191.38	-8.6%
Building Inspections	3,900.00	3,900.00	3,765.25	-3.5%
Building Insurance	52,000.00	64,468.00	64,788.13	0.5%
Utilities	280,000.00	275,000.00	154,066.43	-44.0%
Credit Card Fees	1,000.00	3,182.99	2,798.82	-12.1%
Telephone	8,500.00	9,167.01	9,148.15	-0.2%
Professional Services	75,000.00	75,000.00	69,917.99	-6.8%
Legal	1,500.00	2,500.00	2,453.15	-1.9%
Insurance (WC,D&O,Dis)	15,270.00	15,270.00	13,370.47	-12.4%
Miscellaneous	10,500.00	14,378.00	12,904.01	-10.3%
Contingency	4,000.00	-	-	0.0%
Unemployment Insurance	-	1,000.00	-	0.0%
	\$ 1,646,657.00	\$ 1,646,657.00	\$ 1,424,342.77	-13.5%
Encumbered Funds		<u>6,450.93</u>	<u>281.00</u>	-95.6%
TOTAL EXPENSES	\$ 1,646,657.00	\$ 1,653,107.93	\$ 1,424,623.77	-13.8%

2012 OPERATING STATEMENT

REVENUES AND EXPENSES	2010	2011	2012	% Change
Operating Revenues:				
Tickets	\$ -	\$ -	\$ -	0.0%
Investment Interest	150.02	137.00	152.97	11.7%
Facility Rental	453,009.50	515,381.50	625,421.00	21.4%
Concessions	20,959.40	7,259.31	3,925.24	-45.9%
Catering	79,559.28	122,766.77	148,829.73	21.2%
Reimb.Prior Yr. Expenses	-	47.92	-	-100.0%
Reimb. Current Yr.Exp.	37,551.73	39,778.21	60,443.61	52.0%
Miscellaneous	40,423.09	42,337.76	50,499.97	19.3%
Total Operating Revenues	\$ 631,653.02	\$ 727,708.47	\$ 889,272.52	22.2%
Operating Expenses				
(100) Personnel	\$ 571,800.97	\$ 568,777.27	\$ 614,957.48	8.1%
(200) Equipment	14,716.92	24,508.57	28,266.51	15.3%
(400) Other Expenses	374,067.24	640,744.44	518,075.82	-19.1%
(800) Employee Benefits	200,383.11	222,050.98	263,042.96	18.5%
(900) Contingency	-	-	-	0.0%
Capital Improvements	-	-	-	0.0%
Total Operating Expenses	\$ 1,160,968.24	\$ 1,456,081.26	\$ 1,424,342.77	-2.2%
Operating Loss	(529,315.22)	(728,372.79)	(535,070.25)	-26.5%
Non-Operating Revenue				
Munic. Exp/Capital Fund	128,429.04	134,147.54	133,258.28	-0.7%
Transfer/Non-Operating				
Funds-Room Occupancy Tax	368,500.00	587,500.00	410,000.00	-30.2%
Encumbered Funds	550.96	6,016.50	281.00	-95.3%
Total Non-Operating Revenues	\$ 497,480.00	\$ 727,664.04	\$ 543,539.28	-25.3%
Balance-Fiscal Year	\$ (31,835.22)	\$ (708.75)	\$ 8,469.03	1294.92%

2012 #400 EXPENSES

EXPENSE	2010	2011	2012	% Change
SUPPLIES	\$ 34,996.30	\$ 39,502.19	\$ 31,786.00	-19.5%
POSTAGE	1,559.95	1,000.00	1,230.36	23.0%
BUSINESS SALES EXPENSE	10,450.18	7,346.98	10,633.01	44.7%
DUES & MEMBERSHIP	1,933.00	2,005.00	2,547.00	27.0%
ADVERTISING	1,024.75	2,733.65	1,454.29	-46.8%
REPAIR & MAINTENANCE	15,975.77	164,777.29	121,798.35	-26.1%
PRINTING	1,187.50	1,252.45	892.50	-28.7%
EQUIPMENT RENTAL	6,025.70	6,789.70	11,183.90	64.7%
AUTO	3,179.52	3,099.11	3,338.01	7.7%
INSURANCE				
BUILDING	36,832.50	60,257.51	64,788.13	7.5%
OTHER	14,930.17	14,425.78	13,370.47	-7.3%
UTILITIES	156,082.05	244,656.80	154,066.43	-37.0%
TELEPHONE	7,883.25	8,205.61	9,148.15	11.5%
CREDIT CARD FEES			2,798.82	100.0%
BUILDING INSPECTIONS	3,482.50	3,613.60	3,765.25	4.2%
SERVICE CONTRACT	65,992.79	73,193.61	72,371.14	-1.1%
MISCELLANEOUS	9,980.31	7,885.16	12,904.01	63.6%
UNEMPLOYMENT INSURANCE	2,551.00	-	-	0.0%
CAPITAL IMPROVEMENTS	-	-	-	0.0%
TOTAL #400 EXPENSES	<u>\$ 374,067.24</u>	<u>\$ 640,744.44</u>	<u>\$ 518,075.82</u>	-19.1%

2012 CONCESSION SUMMARY
January 1 - December 31

Concession Receipts

Gross Receipts:	\$ 4,200.00	
Sales Tax	<u>274.76</u>	
		\$ 3,925.24

Expenses:

Food and Beverage:

Opening Inventory	611.34	
Purchases	<u>881.17</u>	
	1,492.51	
Closing Inventory	<u>319.43</u>	
		\$ 1,173.08

Supplies:

Opening Inventory	322.56	
Purchases	<u>-</u>	
	322.56	
Closing Inventory	<u>269.92</u>	
		\$ 52.64

Other Expenses:

Liquor Licenses	\$ 36.00	
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Payroll

	\$ <u>86.00</u>	
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Total Expenses		\$ <u>1,347.72</u>
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Total 2012		\$ <u><u>2,577.52</u></u>
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Percentage to Receipts		65.7%
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