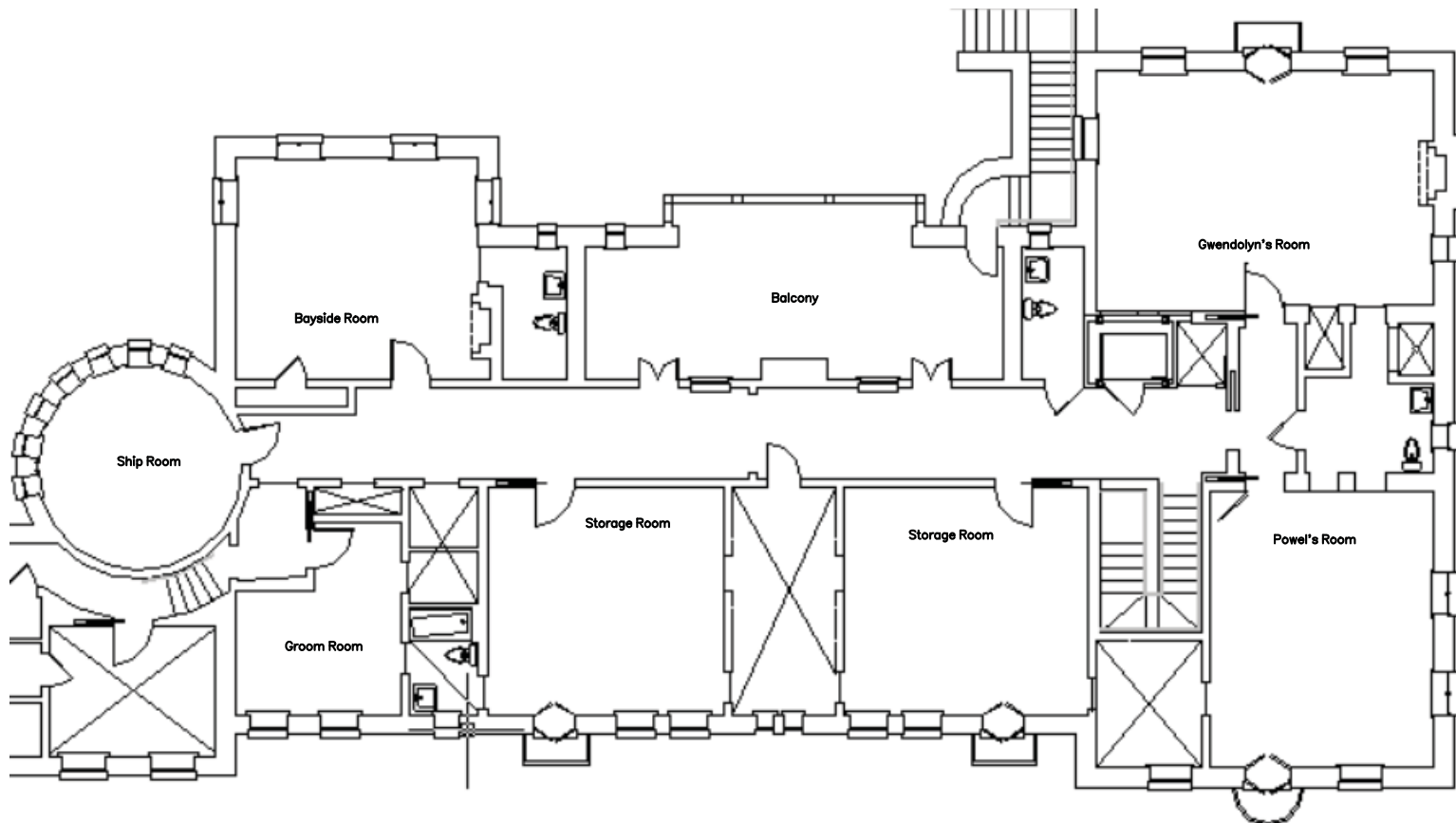
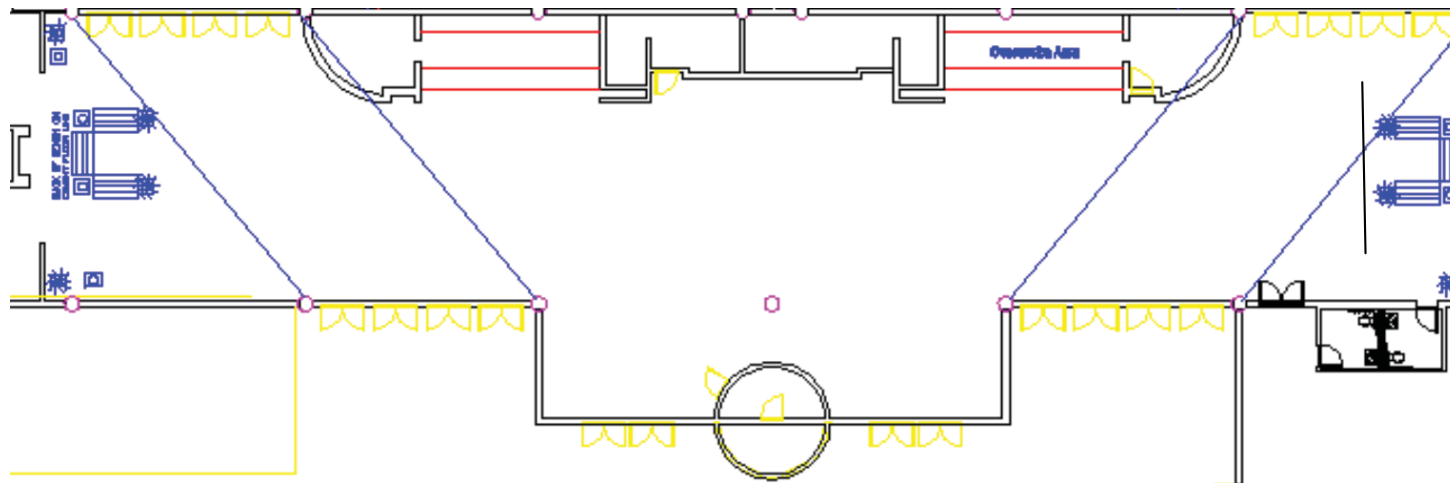


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Project:  
Owner:  
Designer:



Date:  
Location: 2nd Floor  
Designer:



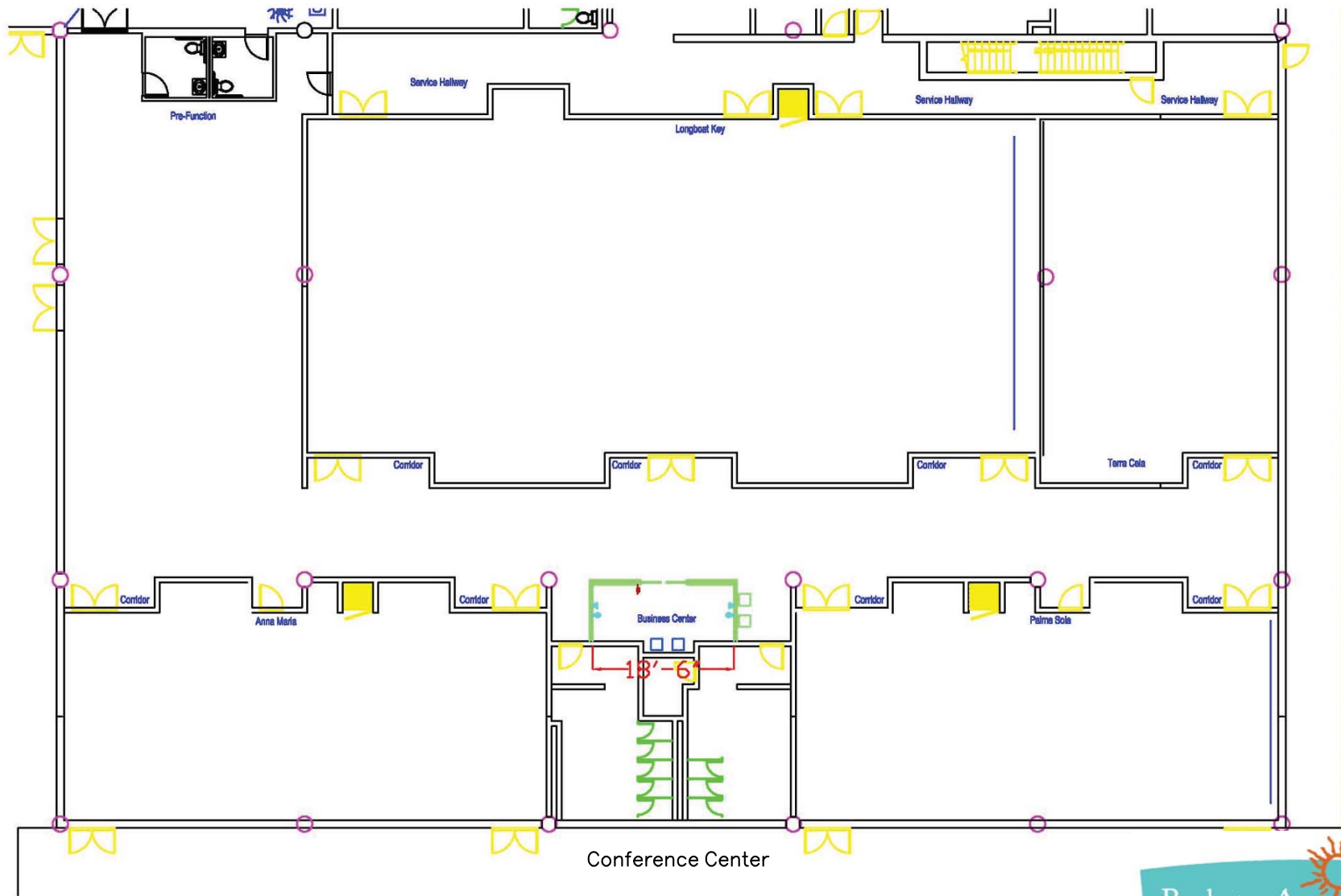
SIGNATURE OF LAYOUT APPROVAL

DATE APPROVED



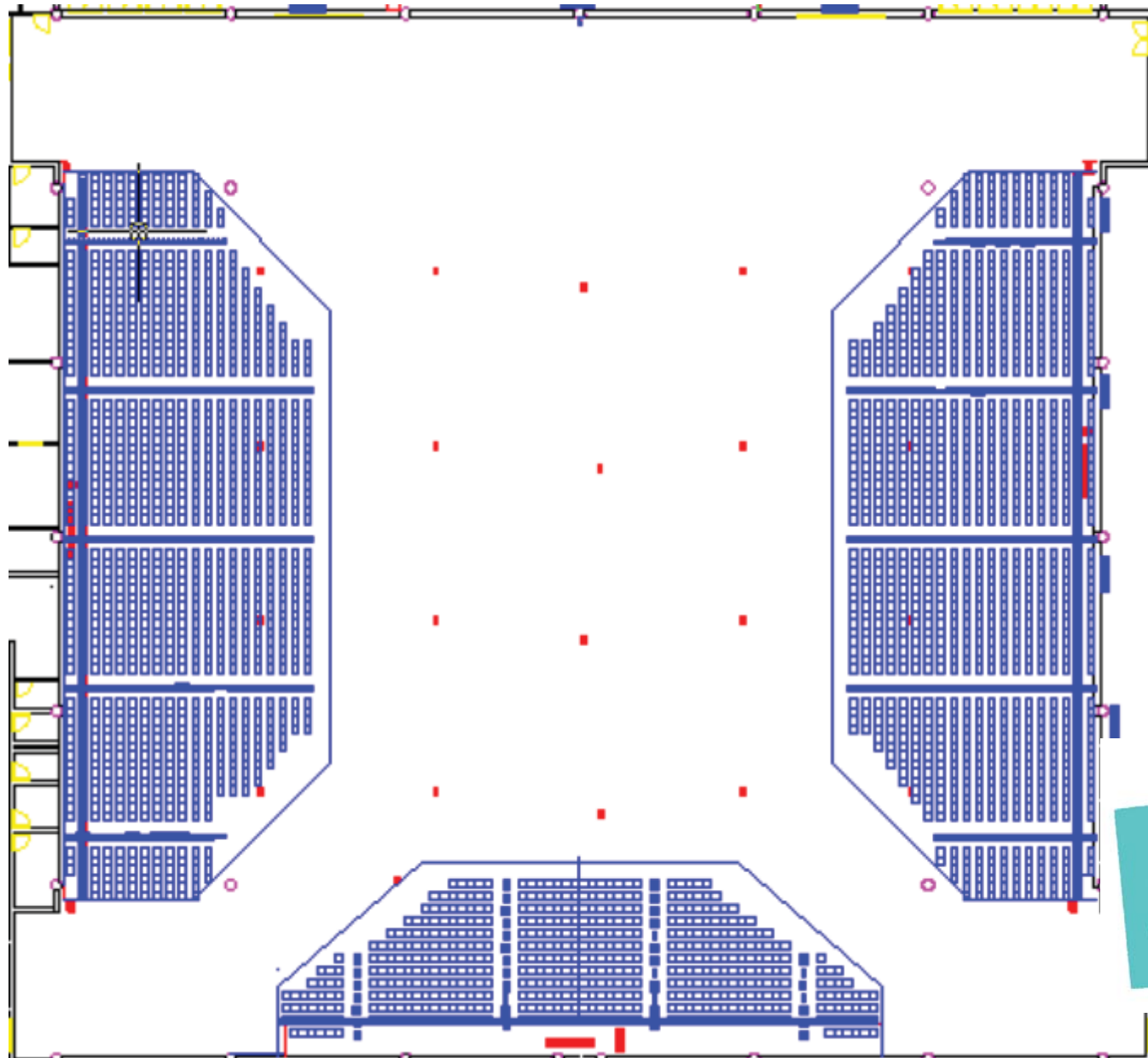
PartyCAD Rents

Date:  
Project:  
Owner:  
Designer:



Event Name

Date:  
Location:  
Event Manager:



NATURE OF LAYOUT APPROVAL

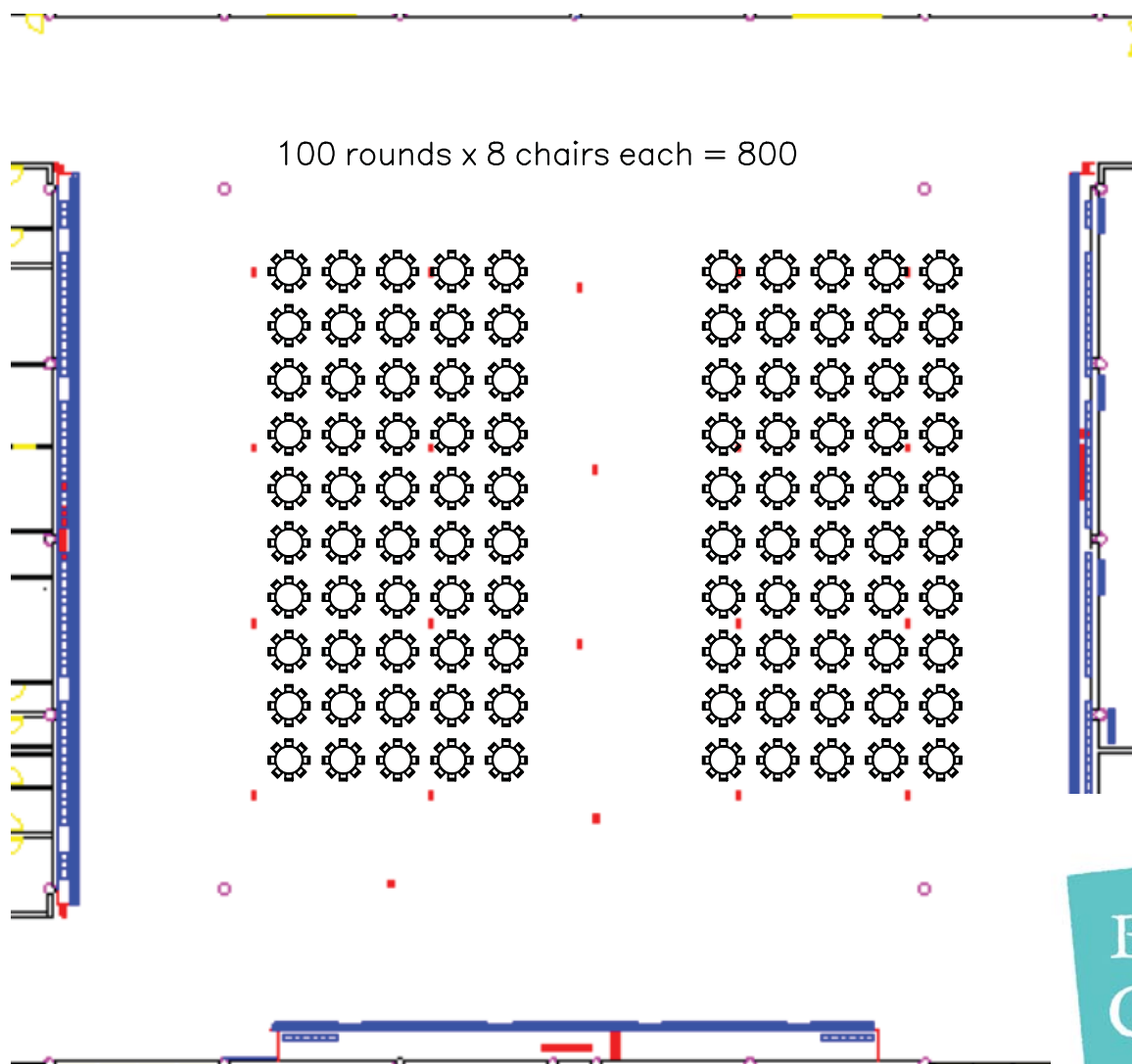
E APPROVED

Bradenton Area  
Convention Center



PartyCAD Rents

Date:  
Project:  
Owner:  
Designer:



SIGNATURE OF LAYOUT APPROVAL

DATE APPROVED

Bradenton Area  
Convention Center



PartyCAD Rents

Date:  
Project:  
Owner:  
Designer:

BRADENTON AREA CONVENTION CENTER  
October 2015

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
1	MC Rural Health Services - banquet	CH, AM	E	Fete	4,237.50	1,207.50		1,617.28	3,700.38			-81.99
1	BACVB - meeting	TC	E		0.00	420.00						
2	Sysco Foods West Coast	CH, AM	E	Milan	4,292.00	0.00			48.00	296.45		
6	Edward Jones meeting	LBK, AM	E	Milan	1,738.00				446.88	86.25		
6	School District of Manatee County - College Fair	CH, AM	E		3,337.00				235.19			
07-08	L & L Exhibit Management - Home Owners Assoc. Fair	1/2CH, CC	E	Milan	4,519.00				484.51	237.71		
09	World Shin Do Kumate' - Muay Thai Pro Fights	CH	NC		5,060.13	570.00		2,766.19	190.40		460.09	\$270.94
09	Southeastern Guide Dogs - meeting	AM	NC	Kona Grill	488.50	129.50			n/a			
15	Starbucks Coffee Company - meeting	CC	E	Milan	2,607.00				208.80	104.08		
16-18	Tampa Bay Turners - gymnastics meet	CH, LBK	E	Nellie's	7,591.00	1,000.00			902.62			
23 - 25	Buckler's Craft Fair	1/2CH	E		3,310.00	450.00				34.50		
27	MC Administrator's Office - Adm. Support Mtg	LBK	E		0.00	1,060.00						
29	North River Care - fundraiser	1/2CH, AM	E	Milan	2,955.75	816.25			1,086.30	166.25		
29	MC Administrator's Office - Joint Meeting	LBK	E		0.00	800.00						
30	Florida Facility Managers Operations Seminar	CC	EN	Milan	0.00	1,864.00						3,844.72
31	World Wrestling Network - Viva La Lucha pro-wrestling	1/2CH	NC		2,657.96							332.00
	2016 Catering Commission Program - Fees Received								1,450.00			
	12/2015 Dickens Theater - Ticket Commission											\$163.00
	01/2016 Shakespeare Theater - Ticket Commission											12.00
	11/2015 Tamela Gospel Concert-Ticket Comm											8.00
	11/2015 Home Show - Electric											
	10/2016 MC Utilities - DAM Party - Equipment rental				161.00							
	Soda Machines - Convention Center			Milan					101.92			
	ATM Commission											\$20.80
	Miscellaneous/Adjustments											\$54.85
	<b>TOTALS</b>				<b>\$42,954.84</b>	<b>\$8,317.25</b>	<b>\$0.00</b>	<b>\$4,383.47</b>	<b>\$8,855.00</b>	<b>\$925.24</b>	<b>\$460.09</b>	<b>\$4,624.32</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event  
Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola, TC = Terra Ceia

BRADENTON AREA CONVENTION CENTER  
October 2015

**Monthly Totals compared to previous year**

October 2014				October 2015			
Event Location				Event Location			
Center Hall (CH)	31	# of events	15	Center Hall (CH)	26	# of events	16
All Other	54	# of event days	24	All Other	36	# of event days	18
		(# of events x number of days used)				(# of events x number of days used)	
# of Stage Rentals	2			# of Stage Rentals	0		
Event Gross Billable Revenues	\$69,719.37			Event Gross Billable Revenues	\$51,272.09		
Less Discount	(\$27,299.00)			Less Discount	(\$8,317.25)		
<b>Net Event Billable Revenues</b>	<b>\$42,420.37</b>			<b>Net Event Billable Revenues</b>	<b>\$42,954.84</b>		
Plus Cash Receipts	\$21,471.05			Plus Cash Receipts	\$19,248.12		
<b>Total Revenues</b>	<b>\$63,891.42</b>			<b>Total Revenues</b>	<b>\$62,202.96</b>		

**Usage Cumulative Totals**

	Stage Rentals	# of Events
October 2014	2	15
October 2015	0	16

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 31 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014	31	100%
October 2015	26	84%

*Monthly Recap*

*October Convention Center overall revenues have decreased by 5.5% or \$3,565 from prior year primarily due to a decrease in the type of events that had alcohol/beverage sales or audio visual services in the month of October 2015.*

Conference Center 186 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014	54	29%
October 2015	36	19%

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014	\$91,866.41	(\$27,299.00)	\$64,567.41
October 2015	\$70,865.36	(\$8,317.25)	\$62,548.11



BRADENTON AREA CONVENTION CENTER  
November 2015

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	Foundation for Youth Development - Cheerleading	CH, CC	E		5,143.00				2,132.13			
02, 05	Man. County Human Resources Dept - Mtg	1/2CH, LBK	EN		0.00	3,604.00						
03	Suncoast Massage Excellence - meeting/training	1/2CH	NC	Milan	2,590.00				303.00	576.23		
04-05	Manatee Chamber of Commerce & the Greater Sarasota Chamber of Commerce - Chamber Expo	CH	E		4,235.72		172.01	2,864.35				11.00
06-08	Florida Gun Shows - show and sale	CH, AM	E		10,864.90	880.00			633.74	25.78		
12-15	East Coast Consumer Shows - home show	CH	E		7,548.00	1,200.00			373.11			5,825.38
13	BACVB - Peace River Meeting	TC	E	Milan	0.00	990.00						
14	Life Leadership - seminar	LBK	NC		1,077.00					8.50		
21	Outwork Every Body - Tamela Mann Concert cancelled	CH	NC		1,643.19	7.78						22.00
25	Lifeline Screening - medical testing	AM	E		352.00	65.00						
26	Sho-Time Productions - Future in concert (cancelled night of show)	CH	NC		8,978.95			1,769.66	253.54			92.00
28	Trejo - party	1/2CH	E	El Pollo Loco	3,276.79		13.09	775.92				(19.00)
	12/2015 Dickens Theater - Ticket Commission											561.00
	01/2016 Shakespeare Theater - Ticket Commssion											64.00
	Future Events Cancelled											
	2016 Catering Commission Program - Fees Received								150.00			
	Soda Machine - Convention Center			Milan					161.07			
	Miscellaneous/Adjustments											\$547.05
	<b>TOTALS</b>				<b>\$45,709.55</b>	<b>\$6,746.78</b>	<b>\$185.10</b>	<b>\$5,409.93</b>	<b>\$4,006.59</b>	<b>\$610.51</b>	<b>\$0.00</b>	<b>\$7,103.43</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola, TC = Terra Ceia

BRADENTON AREA CONVENTION CENTER  
November 2015

Monthly Totals compared to previous year

November 2014				November 2015			
Event Location				Event Location			
Center Hall (CH)	26	# of events	12	Center Hall (CH)	28	# of events	12
All Other	13	# of event days	15	All Other	14	# of event days	17
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$48,342.42			Event Gross Billable Revenues	\$52,456.33		
Less Discount	(\$5,850.50)			Less Discount	(\$6,746.78)		
<b>Net Event Billable Revenues</b>	<b>\$42,491.92</b>			<b>Net Event Billable Revenues</b>	<b>\$45,709.55</b>		
Plus Cash Receipts	\$15,496.80			Plus Cash Receipts	\$17,315.56		
<b>Total Revenues</b>	<b>\$57,988.72</b>			<b>Total Revenues</b>	<b>\$63,025.11</b>		

Usage Cumulative Totals

	# of Events
October 2014 - November 2014	27
October 2015 - November 2015	28

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 61 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - November 2014	57	93%
October 2015 - November 2015	54	89%

Monthly Recap

November showed an increase of 20% or \$11,036 as compared to prior year and an overall increase of 6.3% or \$7,471 from prior year to date. Increase primarily due to five new clients with new events combined an increase of catering commission at the Convention Center.

Conference Center 366 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - November 2014	67	18%
October 2015 - November 2015	50	14%

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - November 2014	\$150,160.90	(\$32,859.50)	\$117,301.40
October 2015 - November 2015	\$143,773.25	(\$15,064.03)	\$128,709.22

BRADENTON AREA CONVENTION CENTER  
December 2015

### Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
02	Man Cty Admin - Leadership Meeting	LBK	E		0.00	1,389.00						
03	Manatee County Solve House - fundraiser/auction	1/2CH	NC		2,650.00	630.00		554.36	202.14			
03-07	South East Spas - Hot Tub and Swim Spa Expo	1/2CH	NC		5,136.00	2,500.00						
04	Man. Cty. Purchasing - meeting	TC	E		0.00	527.00		0.00	0.00	0.00	0.00	0.00
05	BACVB Sports Commission - US Soccer event	CC	NE		0.00	1,525.00						
05	Melinda Perez dba Florida Family Expo - Baby and Kids Expo	1/2CH	NC		1,919.00	0.00			105.63			
10-11	Fla. Dept of Children and Families - conference	CC	NC	Milan	2,936.00	200.00		146.77	479.64	143.75		
12-13	USF - winter commencement	CC, CH	E		6,924.00				103.20	185.75		
18	State College of Florida - graduation	CC, CH	E		6,561.00				27.00	322.40		
26	Five Pearls of Excellence - banquet	1/2CH	E	Orange Blossom	2,899.00			1,019.90	846.00			34.00
	12/2015 ATM Commission											29.45
	12/2015 Dickens Theater - Ticket Commission											2,004.00
	01/2016 Shakespeare Theater - Ticket Commission											400.00
	01/2016 KidsFest - Ticket Commission											68.00
	Future Events Cancelled											(48.00)
	Soda Machines - Convention Center			Milan					27.38			
	Miscellaneous/Adjustments											(232.01)
	TOTALS				\$29,025.00	\$6,771.00	\$0.00	\$1,721.03	\$1,790.99	\$651.90	\$0.00	\$2,255.44
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

*Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event*

**Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS - Palma Sola, TC = Terra Ceia**

BRADENTON AREA CONVENTION CENTER  
December 2015

**Monthly Totals compared to previous year**

December 2014				December 2015			
Event Location				Event Location			
Center Hall (CH)	19	# of events	12	Center Hall (CH)	14	# of events	10
All Other	23	# of event days		All Other	34	# of event days	13
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$34,565.89			Event Gross Billable Revenues	\$35,796.00		
Less Discount	(\$2,746.50)			Less Discount	(\$6,771.00)		
<b>Net Event Billable Revenues</b>	<b>\$31,819.39</b>			<b>Net Event Billable Revenues</b>	<b>\$29,025.00</b>		
Plus Cash Receipts	\$9,788.48			Plus Cash Receipts	\$6,419.36		
<b>Total Revenues</b>	<b>\$41,607.87</b>			<b>Total Revenues</b>	<b>\$35,444.36</b>		

**Usage Cumulative Totals**

	# of Events
October 2014 - December 2014	39
October 2015 - December 2015	38

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 92 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - December 2014	76	83%
October 2015 - December 2015	68	74%

*Monthly Recap*

December showed a decrease of 31% or \$15,776 as compared to prior year and an overall decrease of 4.9% or \$8,305 from prior year to date. Decrease primarily due to a decrease or cancellation of large main arena events thru the month of December combined with the related alcohol sales and catering commission revenues associated with the event at the Convention Center.

Conference Center 552 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - December 2014	90	16%
October 2015 - December 2015	84	15%

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - December 2014	\$207,229.75	(\$37,228.50)	\$170,001.25
October 2015 - December 2015	\$185,418.20	(\$21,835.03)	\$163,583.17

## January 2016

[illegible]

**Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event**

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# BRADENTON AREA CONVENTION CENTER

January 2016

## Monthly Totals compared to previous year

January 2015				January 2016			
Event Location				Event Location			
Center Hall (CH)	35	# of events	16	Center Hall (CH)	31	# of events	9
All Other	38	# of event days	24	All Other	23	# of event days	14
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$67,540.42			Event Gross Billable Revenues	\$52,429.87		
Less Discount	(\$6,146.75)			Less Discount	(\$2,414.70)		
<b>Net Event Billable Revenues</b>	<b>\$61,393.67</b>			<b>Net Event Billable Revenues</b>	<b>\$50,015.17</b>		
Plus Cash Receipts	\$5,406.83			Plus Cash Receipts	\$9,854.55		
<b>Total Revenues</b>	<b>\$66,800.50</b>			<b>Total Revenues</b>	<b>\$59,869.72</b>		

## Usage Cumulative Totals

	# of Events
October 2014 - January 2015	55
October 2015 - January 2016	47

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	123	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - January 2015			111	90%
October 2015 - January 2016			99	80%

## Monthly Recap

JANUARY, 2016: January showed a decrease of 11% or \$7,483 as compared to prior year and an overall decrease of 6.6% or \$15,788 from prior year to date. Overall there has been a decrease of 8 events (47 events as compared to 55 in the prior year) primarily due to a decrease of large main arena events combined with the related alcohol sales and catering commission revenues associated with the event at the Convention Center.

<u>Conference Center</u>	738	# of room days available			
(# of room days x 6)					
			<u>Totals</u>	<u>Days Used</u>	<u>% of Occupancy</u>
October 2014 - January 2015			128		17%
October 2015 - January 2016			107		14%

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - January 2015	\$291,120.56	(\$43,375.25)	\$247,745.31
October 2015 - January 2016	\$248,665.29	(\$24,249.73)	\$224,415.56

## BRADENTON AREA CONVENTION CENTER

February 2016

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-06	Happy Gospel Crusade - gospel music conv.	CH, CC	E		16,910.00	6,000.00			2,754.12		11,084.54	(5.00)
07-10	Florida Fashion Focus - trade show	1/2CH	E	Subway	8,241.00				396.00			
11-13	Sarasota Shell Club - shell show	1/2CH	E		6,065.00	0.00			75.00			
11-13	Manatee Patchworkers Quilt Guild - quilt show	1/2CH, CC	E		4,680.00	950.00			203.44	34.50		
14	Kelloggs Retirees Association - reunion	AM, LBK	E	Milan	1,534.00				429.00			
15-21	Suncoast Bridge Tournament - tournament	CH, CC	E	Milan	13,755.00	9,625.00		26.18	6,282.65	148.70		
23-24	Coastal Conservation Association - banquet	CH	E	Texas Cattle Company	12,005.00				2,612.88	780.60		
24	College Financial Planning - workshop	TC	NC		337.00							
25	MC Human Resources - Longevity Banquet	1/2CH	E	Milan	619.50	1,594.50						
25-28	Service Club of Manatee County - Antique Show	1/2CH, CC	E	Pier 22	8,927.50	1,037.50	22.44	1,649.99	1,418.25	89.13		
26-28	Railroad Education.... - Train Show	1/2CH	E		2,764.00	225.00			472.96	25.88		
27	Parker - event	LBK	NC		934.00							
29	Man. Cty. Building and Dev. Services - Land Use 101	LBK			0.00	1,018.00						
	ATM Commission											\$63.57
	Miscellaneous/Adjustments											\$59.96
	1/2016 Shakespeare Ticket Sales Commission											\$60.00
	Soda Machines - Convention Center			Milan					98.03			
	<b>TOTALS</b>				<b>\$76,772.00</b>	<b>\$20,450.00</b>	<b>\$22.44</b>	<b>\$1,676.17</b>	<b>\$14,742.33</b>	<b>\$1,078.81</b>	<b>\$11,084.54</b>	<b>\$178.53</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

## Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola, TC = Terra Ceia

# BRADENTON AREA CONVENTION CENTER

February 2016

## Monthly Totals compared to previous year

February 2015				February 2016			
Event Location				Event Location			
Center Hall (CH)	48	# of events	11	Center Hall (CH)	49	# of events	13
All Other	120	# of event days	33	All Other	151	# of event days	32
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$85,554.51			Event Gross Billable Revenues	\$97,222.00		
Less Discount	(\$20,020.00)			Less Discount	(\$20,450.00)		
<b>Net Event Billable Revenues</b>	<b>\$65,534.51</b>			<b>Net Event Billable Revenues</b>	<b>\$76,772.00</b>		
Plus Cash Receipts	\$26,038.97			Plus Cash Receipts	\$28,782.82		
<b>Total Revenues</b>	<b>\$91,573.48</b>			<b>Total Revenues</b>	<b>\$105,554.82</b>		

## Usage Cumulative Totals

	# of Events
October 2014 - February 2015	67
October 2015 - February 2016	98

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
 Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
 Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 152 # of room days available

	<u>Totals</u>	<u>Days Used</u>	<u>% of Occupancy</u>
October 2014 - February 2015	159		74%
October 2015 - February 2016	148		97%

## Monthly Recap

February showed an increase of 11.2% or \$10,275 as compared to prior year and an overall decrease of 1.7% or \$5,513 from prior year to date. The increase for the month was due to an increase of 2 events over prior year. Overall there has been a decrease of 7 events (60 events as compared to 67 in the prior year) primarily due to a decrease of large main arena events combined with the related alcohol sales and catering commission revenues associated with the event at the Convention Center.

Conference Center 912 # of room days available  
 (# of room days x 6)

	<u>Totals</u>	<u>Days Used</u>	<u>% of Occupancy</u>
October 2014 - February 2015	248		27%
October 2015 - February 2016	258		28%

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - February 2015	\$406,323.36	(\$63,395.25)	\$342,928.11
October 2015 - February 2016	\$383,754.25	(\$44,699.73)	\$339,054.52



## BRADENTON AREA CONVENTION CENTER

March 2016

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-02	Manatee Community Foundation - Spirit of Manatee Banquet	1/2CH	E	Pier 22	3,868.00	135.00			1,796.70	318.25		
02	Man. Cty. Admin. Office - leadership meeting	LBK, TC	E		0.00	1,389.00						
02-04	Manatee County Schools - Title One Conf.	PS, CC	E	Milan	4,919.00	32.50			1,251.00			
04-06	Eastern Trade Solutions - home show	CH	E		4,620.00	750.00			236.10			3,600.00
05	Pamela Green - fashion show	LBK, PS	E	Tameras Kitchen	1,267.00	0.00			51.45			
05	Riviera Dunes Condo Assoc. - Board Meeting	TC	E		492.50	67.50				11.39		
08	Family Life Community School - banquet	1/2CH	E	Riverhouse Reef & Grill	2,716.00				donated - n/a			
09-10	W. FL Chapter Community Association Institute - CAI Trade Show	CH, CC	E	Sarasota Catering /Milan	9,383.00			577.73	1,662.56			
11-12	Physicians Marketing Management, Inc. - Guy Expo	CH, CC	E	Simply Gourmet /Milan	7,614.76				262.91	229.75		
14-16	Supervisor of Elections - Presidential Pref. Election	PS	E		279.00	675.00						
16-23	D E Foeller Sales, Inc. - Antique Car Auction	AM, CC, CH, PL	E		12,438.00				803.13	131.10		
23	Braden River Congregation - Jehovah Witness mtg	1/2CH	NC		1,812.00							
23	Rio Manatee Spanish Palmetto - Jeh. Witness mtg	LBK	E		871.00							
26	Islamic Society of Sarasota and Bradenton - fundraiser dinner	CC	NC	Zeckos	2,022.00				donated			
31	Man. Cty. Public Works - Visioning Mtg.	LBK, TC	E		0.00	791.00						
31	Tattooofest, Inc. - Tattoo Festival	CH	E		see April	see April			40.23			
						4.00						
	Catering Program Fees Received								600.00			
	ATM Commission											\$8.18
	Miscellaneous/Adjustments											(550.54)
	Soda Machines - Convention Center			Milan					30.42			
	<b>TOTALS</b>				<b>\$52,302.26</b>	<b>\$3,844.00</b>	<b>\$0.00</b>	<b>\$577.73</b>	<b>\$6,734.50</b>	<b>\$690.49</b>	<b>\$0.00</b>	<b>\$3,057.64</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

## Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola, TC = Terra Ceia

BRADENTON AREA CONVENTION CENTER  
March 2016

**Monthly Totals compared to previous year**

March 2015				March 2016			
Event Location				Event Location			
Center Hall (CH)	44	# of events	13	Center Hall (CH)	28	# of events	16
All Other	44	# of event days	20	All Other	75	# of event days	19
		(# of events x number of days used)				(# of events x number of days used)	

**Usage Cumulative Totals**

	# of Events
October 2014 - March 2015	80
October 2015 - March 2016	75

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 183 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - March 2015	203	112%
October 2015 - March 2016	176	96%

Conference Center 1098 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - March 2015	292	27%
October 2015 - March 2016	333	30%

MARCH 2016: March showed a decrease of 31.7% or \$31,243 as compared to prior year and an overall decrease of 8.6% or \$36,756 from prior year to date. The decrease for the month was due to two established clients repeat events shifting to the month of April, combined with the related alcohol/beverage sales and catering commission revenues for the month. Overall there has been a decrease of 5 events (75 events as compared to 80 in the prior year) primarily due to a decrease of large main arena events combined with the related alcohol sales and catering commission revenues associated with the

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - March 2015	\$518,798.02	(\$74,771.25)	\$444,026.77
October 2015 - March 2016	\$458,636.43	(\$48,543.73)	\$410,092.70

## BRADENTON AREA CONVENTION CENTER

April 2016

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-03	Tattoofest, Inc. - Tattoo Expo	CH	E		12,273.35		6.54	5,580.08	1,694.05			36.00
01-02	MC Neighborhood Services - Millennial Conf.	CC	EN		996.00	2,709.00						
03-08	Pierce Manufacturing - conference	1/2CH, CC	E	Milan	7,069.00	1,460.00			752.32			
09	Pamela Green dba Diamonds R U - show	LBK, PS	EN		1,335.64							40.00
09-10	Fl. Family Magazine-dba Nuovo Bride - expo	CH	E		4,471.00	675.00		736.65				
09	Del Couch Music Ed. Foundation - party	AM	EN		544.00							
11-14	TrendzWest - Fashion Expo	1/2CH	E	Subway	8,421.00	4.00			359.55			
12	BACVB - Quarterly Strategy Meeting	TC	EN		0.00	325.00						
13	BACVB - WiFi Kick Off	PS	EN		0.00	325.00						
13	AT & T - meeting	LBK, AM TC	NC		1,546.00	210.00				84.13		
14-18	South East Spas, Inc. - Hot Tub and Swim Expo	1/2CH	E		7,766.00	450.00						
16	MLG Event Draping and Designs - 3rd Annual Relax in the City	1/2CH	NC	Soulfully Sophisticated	3,163.00		17.76	1,919.23	0.00			(3.00)
22	Manatee County Schools - Palmetto High School - prom	1/2CH	E		2,857.00							
28	MC Neighborhood Services - Business Expo	LBK	E		0.00	1,087.00			32.40			
24-30	Hernando De Soto Historical Society - De Soto Celebration events	CH	E	Milan	17,703.84	5,200.00			1,635.60	134.98		
	Catering Program Fees Received								150.00			
	Miscellaneous/Adjustment											60.00
	Soda Machines - Convention Center			Milan					50.87			
	<b>TOTALS</b>				<b>\$68,145.83</b>	<b>\$12,445.00</b>	<b>\$24.30</b>	<b>\$8,235.96</b>	<b>\$4,674.79</b>	<b>\$219.11</b>	<b>\$0.00</b>	<b>\$133.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

## Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS - Palma Sola, TC = Terra Ceia

# BRADENTON AREA CONVENTION CENTER

April 2016

## Monthly Totals compared to previous year

April 2015				April 2016			
Event Location				Event Location			
Center Hall (CH)	39	# of events	17	Center Hall (CH)	39	# of events	15
All Other	46	# of event days	25	All Other	57	# of event days	28
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$77,840.89			Event Gross Billable Revenues	\$80,590.83		
Less Discount	(\$12,282.50)			Less Discount	(\$12,445.00)		
<b>Net Event Billable Revenues</b>	<b>\$65,558.39</b>			<b>Net Event Billable Revenues</b>	<b>\$68,145.83</b>		
Plus Cash Receipts	\$10,677.31			Plus Cash Receipts	\$13,287.16		
<b>Total Revenues</b>	<b>\$76,235.70</b>			<b>Total Revenues</b>	<b>\$81,432.99</b>		

## Usage Cumulative Totals

	# of Events
October 2014 - April 2015	97
October 2015 - April 2016	90

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	213	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - April 2015			242	114%
October 2015 - April 2016			215	101%

## Monthly Recap

APRIL 2016: April showed an increase of 8.5% or \$6,326 as compared to prior year and an overall decrease of (6.1%) or (\$30,430) from prior year to date. The increase for the month was due to two new client events, combined larger revenue generating events as compared to prior year. Overall there has been a decrease of 7 events (90 events as compared to 97 in the prior year) primarily due to a decrease of large main arena events combined with the related alcohol sales and catering commission revenues associated with the event at the Convention Center.

<u>Conference Center</u>	1278	# of room days available		
(# of room days x 6)			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - April 2015			338	23%
October 2015 - April 2016			384	30%

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - April 2015	\$607,983.62	(\$87,053.75)	\$520,929.87
October 2015 - April 2016	\$554,277.76	(\$60,988.73)	\$493,289.03

BRADENTON AREA CONVENTION CENTER  
May 2016

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-03	UTC Fire and Security Americas Corp. - Keybox Exchange	1/2CH	NC		4,119.00	600.00						
03-04	BACVB - Tourism Lunch	CC	E	Milan	0.00	3,095.00						
03	MC Admin. Office - joint meeting with MCS	1/2CH	E		0.00	2,246.00						
05	Man. County Schools - recruitment fair	1/2CH	EN		2,102.00				28.80			
06	State College of Florida - graduation	CH, CC	E		6,561.00	0.00			27.00	326.15		
07	University of South Florida - commencement ceremony	CH, CC	E		6,564.00				135.00	185.75		
10	Man. County Schools - Bayshore HS Awards	1/2CH	E	Orange Blossom	2,447.00				725.63			
11-12	Ringling College - graduation	CH, CC	E	Milan	5,894.00	0.00			276.16	1,096.83		
13-15	Florida Gun Shows - gun show	CH, AM	E		11,668.04	0.00			630.69	25.88		
18	MC Admin. Office - meeting	LBK	E		0.00	880.00						
19	Man. County Schools - Title One Meeting	LBK	E		1,489.00	0.00			62.64			
19	Frat. Order of Police - Equipment rent		E		255.00	225.00						
20	Keiser College - graduation	CH, LBK	E		6,231.00					797.22		
21	Southern Technical College - graduation	CH, CC	E		5,867.00	500.00			175.20	270.18		
22	Manatee Rare Fruit Council - sale	CH	E		2,808.96	0.00						
25	IMG Academies - NCAA Div. 11 Track - banquet	CH	NC	Milan	5,726.00				3,052.80	607.13		
31	Manatee School for the Arts - graduation	CH	E		5,322.00					93.45		
	Miscellaneous/Adjustments											\$59.82
	Soda Machines - Convention Center			Milan					106.48			
	<b>TOTALS</b>				<b>\$67,054.00</b>	<b>\$7,546.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$5,220.40</b>	<b>\$3,402.59</b>	<b>\$0.00</b>	<b>\$59.82</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

# BRADENTON AREA CONVENTION CENTER

May 2016

## Monthly Totals compared to previous year

May 2015				May 2016			
Event Location				Event Location			
Center Hall (CH)	30	# of events	14	Center Hall (CH)	30	# of events	16
All Other	64	# of event days	19	All Other	45	# of event days	18
		(# of events x number of days used)				(# of events x number of days used)	

## Usage Cumulative Totals

	# of Events
October 2014 - May 2015	111
October 2015 - May 2016	106

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 244 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - May 2015	272	111%
October 2015 - May 2016	242	99%

Conference Center 1464 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - May 2015	402	27%
October 2015 - May 2016	429	29%

## Monthly Recap

MAY 2016: May showed an increase of 6.8% or \$4,793 as compared to prior year and an overall decrease of (4.5%) or (\$25,637) from prior year to date. The increase for the month was due to two new client events, combined with larger revenue generating events as compared to prior year. Overall there has been a decrease of 5 events (106 events as compared to 111 in the prior year) primarily due to a decrease of large main arena events combined with the related alcohol sales and catering commission revenues associated with the events at the Convention Center.

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - May 2015	\$687,852.93	(\$94,478.75)	\$593,374.18
October 2015 - May 2016	\$640,060.56	(\$68,534.73)	\$571,525.83

## BRADENTON AREA CONVENTION CENTER

June 2016

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-04	School Dist. Of MC - graduations	CH, CC	E		13,503.00	1,700.00						
05-06	LECOM - graduation	CH, CC	E	Milan	8,279.00				195.54	554.08		
11	BACVB - FI Sports Foundation Power Lifting	CC	EN		0.00	2,080.00						
11	Garcia - wedding	CH	NC	Taqueria Mi Rancho	5,756.92		20.57	3,329.91	570.00			
15-20	Outsource Media - boat show	CH, PL, PF	E		11,761.00	3,366.00				134.91		351.00
22	MC Admin - Leadership Meeting	LBK	E		0.00	1,389.00						
24	The Bridge Church of PS Bay - meeting	TC	EN		112.50	112.50						
25	Dom. Rodgers Cromartie - fashion show	1/2CH	E	Milan	4,265.00				355.25	200.83		
25	Barbizon - model search	LBK, TC	E	Milan	1,497.00				30.00	73.60		
25	Hardrich, Inc. - Women's United Conference	1/2CH, AM	NC	Milan	2,429.08	162.50			28.80			
	ATM Commission											51.65
	Miscellaneous/Adjustment											\$23.99
	Soda Machines - Convention Center			Milan			552.30		168.17			
	<b>TOTALS</b>				<b>\$47,603.50</b>	<b>\$8,810.00</b>	<b>\$572.87</b>	<b>\$3,329.91</b>	<b>\$1,347.76</b>	<b>\$963.42</b>	<b>\$0.00</b>	<b>\$426.64</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

## Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

# BRADENTON AREA CONVENTION CENTER

June 2016

## Monthly Totals compared to previous year

June 2015				June 2016			
Event Location				Event Location			
Center Hall (CH)	22	# of events	12	Center Hall (CH)	28	# of events	10
All Other	44	# of event days	17	All Other	39	# of event days	15
		# of events x number of days used)				# of events x number of days used)	
Event Gross Billable Revenues				Event Gross Billable Revenues			
		\$46,409.05				\$56,413.50	
Less Discount		(\$9,905.00)		Less Discount		(\$8,810.00)	
Net Event Billable Revenues		\$36,504.05		Net Event Billable Revenues		\$47,603.50	
Plus Cash Receipts		\$7,004.22		Plus Cash Receipts		\$6,640.60	
Total Revenues		\$43,508.27		Total Revenues		\$54,244.10	

## Usage Cumulative Totals

	# of Events
October 2014 - June 2015	123
October 2015 - June 2016	116

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 274 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - June 2015	294	107%
October 2015 - June 2016	273	100%

Conference Center 1644 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - June 2015	446	27%
October 2015 - June 2016	468	28%

## Monthly Recap

JUNE 2016: June showed an increase of 21.7% or \$9,661 as compared to prior year and an overall decrease of (2.6%) or (\$15,976) from prior year to date. The increase for the month was due to the shift of Manatee School District High School graduations from May in the prior year to June in the current year, combined with two new client events. Overall there has been a decrease of 10 events (116 events as compared to 123 in the prior year) primarily due to a decrease of large main arena events combined with the related alcohol sales and catering commission revenues associated with the events at the Convention Center.

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - June 2015	\$744,723.29	(\$104,383.75)	\$640,339.54
October 2015 - June 2016	\$705,614.64	(\$77,344.73)	\$628,269.91



BRADENTON AREA CONVENTION CENTER  
July 2016

### Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Net Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
30-01	Best Evidence - conference	AM	NC	Milan	819.50	0.00			99.36			
07	A & S Transportation - hiring fair	TC	NC	Milan	499.00	0.00			101.11			
08-10	Florida Gun Shows - gun show	CH, AM	E		11,007.56	880.00			909.23	25.88		
12-16	It Works! - Green Carpet event	CH, CC	E	Nellie's Deli & Milan	15,270.97	9,395.60			6,697.28	2,228.06		
17-22	The Bridge Church... VBS	CC	E		6,177.10	1,200.00						
23	Morgan - wedding (Bradenton, FL)	CC	NC	Soulfully Sophisticated	1,846.00			381.42				10.00
27-28	MC Purchasing - Outreach Meeting	LBK	E	Milan	96.00	844.00						
30-31	Patel - wedding	1/2CH, PS	NC	Mast Masala Soulfully Sophisticated	5,083.00	1,403.00		568.38	1,522.50			
30	Hill - birthday party	LBK	NC		1,259.40	0.00						
	07/2016 ATM Commission											\$51.65
	Miscellaneous Adjustments											\$32.93
	Soda Machines - Convention Center			BACC/Milan			526.45		164.93			
	TOTALS				\$42,058.53	\$13,722.60	\$526.45	\$949.80	\$9,494.41	\$2,253.94	\$0.00	\$94.58
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

**Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event**

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS - Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

BRADENTON AREA CONVENTION CENTER  
July 2016

**Monthly Totals compared to previous year**

July 2015				July 2016			
Event Location				Event Location			
Center Hall (CH)	23	# of events	7	Center Hall (CH)	23	# of events	8
All Other	81	# of event days	16	All Other	81	# of event days	17
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues				Event Gross Billable Revenues			
		\$50,558.62				\$55,781.13	
Less Discount		(\$14,518.50)		Less Discount		(\$13,722.60)	
Net Event Billable Revenues		\$36,040.12		Net Event Billable Revenues		\$42,058.53	
Plus Cash Receipts		\$14,100.77		Plus Cash Receipts		\$13,319.18	
Total Revenues		\$50,140.89		Total Revenues		\$55,377.71	

**Usage Cumulative Totals**

	# of Events
October 2014 - September 2015	131
October 2015 - September 2016	124

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 305 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - September 2015	313	103%
October 2015 - September 2016	296	97%

*Monthly Recap*

*JULY 2016: July showed an increase of 5.6% or \$2,711 as compared to prior year and an overall decrease of (2%) or (\$13,265) from prior year to date. The increase for the month was due to one additional new client with new event in the month of July combined with higher generating events for the month of July (It Works!- Green Carpet Event and Suncoast Gun Show). Overall there has been a decrease of 7 events (124 events as compared to 131 in the prior year) primarily due to a decrease of large main arena events combined with the related alcohol sales and catering commission revenues associated with the events at the Convention Center.*

Conference Center 1830 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - September 2015	514	28%
October 2015 - September 2016	549	30%

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - September 2015	\$810,056.91	(\$118,902.25)	\$691,154.66
October 2015 - September 2016	\$772,930.09	(\$91,067.33)	\$681,862.76

BRADENTON AREA CONVENTION CENTER  
August 2016

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
05-06	MC Animal Services - Adoptapalooza	CH	E		40.00	6,665.00			90.51			
08	Imagine Schools - conference	CC	E	Milan	2,648.00				655.45	522.43		
08-11	Swimwear Association of Florida - trade show	1/2CH	E	Orange Blossom	6,811.00	800.00			897.75			
13	Sysco West Coast - dinner and casino evening	CH	NE	Milan	4,951.00	0.00			79.56	123.55		
17-19	Man. Cty. Rural Health - Team Week	CH, CC	E	Milan	16,489.25	2,388.75	27.11	22.44	2,431.39	1,372.33		14.00
19-20	MKM Knockout Promotions - Muay Thai	CH, AM, TC	E	Milan	7,175.68	986.25	3.74	2,244.58	226.82		676.05	\$131.98
21-28	Rhea Lana's of MC - children's consignment	1/2CH	NC		8,020.00	1,600.00						
29	Bradenton Area CVB - meeting	TC	E		0.00	312.00						
29-31	Supervisor of Elections - Primary Election	PS	E		279.00	675.00						
29	Bradenton Area CVB - meeting	TC	E		0.00	312.00						
30-31	MC Community Services - Master Gardner Conference	1/2CH	NC	Milan	1,104.75	2,234.25						
	Miscellaneous/Adjustment											403.87
	ATM Commission											46.98
	Catering Program Commission Fees Received								100.00			
	Soda Machines - Convention Center			Milan					57.13			
	Future Events Cancelled											\$938.97
	<b>TOTALS</b>				<b>\$47,518.68</b>	<b>\$15,973.25</b>	<b>\$30.85</b>	<b>\$2,267.02</b>	<b>\$4,538.61</b>	<b>\$2,018.31</b>	<b>\$676.05</b>	<b>\$1,535.80</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

BRADENTON AREA CONVENTION CENTER  
August 2016

Monthly Totals compared to previous year

August 2015				August 2016			
Event Location				Event Location			
Center Hall (CH)	21	# of events	9	Center Hall (CH)	28	# of events	11
All Other	23	# of event days	11	All Other	31	# of event days	16
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$41,604.51			Event Gross Billable Revenues	\$63,491.93		
Less Discount	(\$6,901.13)			Less Discount	(\$15,973.25)		
<b>Net Event Billable Revenues</b>	<b>\$34,703.38</b>			<b>Net Event Billable Revenues</b>	<b>\$47,518.68</b>		
Plus Cash Receipts	\$5,977.49			Plus Cash Receipts	\$11,066.64		
<b>Total Revenues</b>	<b>\$40,680.87</b>			<b>Total Revenues</b>	<b>\$58,585.32</b>		

Usage Cumulative Totals

	# of Events
October 2014 - August 2015	138
October 2015 - August 2016	135

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	336	# of room days available		
		<u>Totals Days Used</u>	<u>% of Occupancy</u>	
October 2014 - August 2015		335	100%	
October 2015 - August 2016		324	96%	

<u>Conference Center</u>	2016	# of room days available		
(# of room days x 6)		<u>Totals Days Used</u>	<u>% of Occupancy</u>	
October 2014 - August 2015		532	26%	
October 2015 - August 2016		580	29%	

Monthly Recap

AUGUST 2016: August showed an increase of 46% or \$19,608 as compared to prior year and an overall increase of .9% or \$6,343 from prior year to date. The increase for the month was due an increase in events (11 vs 9) including 2 new clients with new events. Overall there has been a decrease of 3 events (135 events as compared to 138 in the prior year) primarily due to a decrease of large main arena events combined with the related alcohol sales associated with the events. The decrease was slightly offset with an increase in the overall catering commission revenues of \$3,758 or 6% over prior year.

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - August 2015	\$861,984.66	(\$125,803.38)	\$736,181.28
October 2015 - August 2016	\$984,919.10	(\$107,040.58)	\$877,878.52

BRADENTON AREA CONVENTION CENTER  
September 2016

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
07	Man. Cty. Admin. Leadership Meeting	LBK, TC	E	Milan	0.00	1,389.00						
08	Man. Cty. Attorney's Office - seminar	LBK	E		0.00	852.00						
09-10	Gujaratia Assn. of Manasota - Indiafest	CH, AM	E	Various	8,446.65	2,576.75			148.78	483.48		1.00
11-15	Florida Fashion Focus - Trendzwest	1/2CH	E	Subway	8,562.50	1,237.50			403.20			
13	Manatee Sarasota Building Industry - Expo	1/2CH, AM	E	Sarasota Catering	2,081.76	3,325.95		261.75	352.50	20.70		
15	MC Substance Abuse Prevention Coalition - expo	CH, CC	NC		5,493.00	0.00				479.55		
17	Guadalupe Mejia - birthday party	1/2CH	NC	Taqueria Mi Rancho	4,626.60	0.00		2,020.20	675.00			28.00
21-22	MC Rural Health Services - awards dinner	1/2CH, AM	E	Fete	5,728.25	348.75	4.67	1,515.38	3,679.44	1,365.11		(11.00)
21-23	The Patterson Foundation - workshop	LBK, TC, PS	NC	Milan	4,981.00	630.00			1,891.35	1,126.77		
23-25	Florida Gun Shows - gun sale	CH, AM	E		10,932.56	880.00			630.43	25.88		
	Catering Program Commission Fees Received								700.00			
	Soda Machines - Convention Center			Milan					32.79			
	Miscellaneous/Adjustments											\$60.00
	<b>TOTALS</b>				<b>\$50,852.32</b>	<b>\$11,239.95</b>	<b>\$4.67</b>	<b>\$3,797.33</b>	<b>\$8,513.49</b>	<b>\$3,501.49</b>	<b>\$0.00</b>	<b>\$78.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

BRADENTON AREA CONVENTION CENTER  
September 2016

**Monthly Totals compared to previous year**

September 2015				September 2016			
Event Location				Event Location			
Center Hall (CH)	19	# of events	12	Center Hall (CH)	20	# of events	10
All Other	15	# of event days	17	All Other	28	# of event days	15
		(# of events x number of days used)				(# of events x number of days used)	

**Usage Cumulative Totals**

	# of Events
October 2014 - September 2015	150
October 2015 - September 2016	145

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 366 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - September 2015	354	97%
October 2015 - September 2016	344	94%

Conference Center 2196 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - September 2015	547	25%
October 2015 - September 2016	608	28%

*Monthly Recap*

SEPTEMBER 2016: September showed an increase of \$37,206 as compared to prior year and an overall increase of 5.9% or \$43,549 from prior year to date. The increase for the month was due to 3 new clients with new events. Increase in overall revenues primarily due to various new clients with new events combined with existing clients with repeat larger recurring multi-day events. Overall there has been a decrease of 5 events (145 events as compared to 150 in the prior year) primarily due to a decrease of large main arena events. The decrease however, was offset with an increase in the year-to-date catering and audiovisual commission thru our 3rd party in-house program.

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - September 2015	\$900,696.79	(\$136,829.13)	\$763,867.66
October 2015 - September 2016	\$929,848.15	(\$118,280.53)	\$811,567.62

POWEL CROSLEY ESTATE  
October 2015

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
02	Derue - wedding (St. Petersburg, FL)	1st & grounds	NC	Tryst	6,450.63			1,187.25				
03	Gay/Altier - wedding (Jacksonville, FL)	1st & grounds	NC	Milan	8,081.39	100.00			1,017.68			
05	Beldner - wedding (Bradenton)	1st floor	NC	Milan	2,660.00				299.55			
10	Levy/Feinberg - wedding (Orlando)	1st & grounds	NC	Delectables	7,340.06				433.28			
11	Bartz and Rizzo - wedding (Maitland, FL)	1st & grounds	NC	Michael's on East	5,115.37	130.00			1,019.80			
13	MC Admin - Farewell Party	1st floor	EN		0.00	1,150.00		120.59				
15	Drummond - wedding (Lutz, FL)	1st & grounds	NC	Milan	3,000.00				671.41			
16	Judge - wedding (Sarasota, FL)	1st & grounds	NC	Milan	4,300.00			767.50	1,012.25			
17	Nguyen and Kozlowski - wedding (Danbury, CT)	1st & grounds	NC	Milan	10,611.36				437.96			
18	Vazquez - wedding (Sarasota, FL)	1st & grounds	NC	Milan	6,546.43				869.38			
21	Man. Cty. Admin. Director Breakfast	1st floor	EN	Milan	0.00	1,000.00						
23	McCollough - wedding (Lakeland, FL)	1st & grounds	NC	Milan	4,249.26			890.90	990.04			
24	Morris/Betancourt - wedding (Tampa, FL)	1st & grounds	NC	Milan	6,482.82			129.01	470.07			
25	Britto - wedding (Bradenton)	1st & grounds	NC	Nellie's	4,615.45			1,292.66	401.71			10.24
27	BACVB GM Retreat	1st floor	EN		0.00	1,000.00						
28	Trenholm Photo - Photo Shoot	1st floor	NC		1,000.00							
31	Hatin/Vella - wedding (Sarasota)	1st floor	NC	Milan	5,704.17			162.66	632.33			
	2016 Catering Commission Program Fees Received								1,600.00			
	2016 Theater Sponsorship Revenues											\$2,500.00
	12/2015 Dickens Ticket Sales											\$631.00
	01/2016 Shakespeare Ticket Sales											\$66.00
	<b>TOTALS</b>				<b>\$76,156.94</b>	<b>\$3,380.00</b>	<b>\$0.00</b>	<b>\$4,550.57</b>	<b>\$9,855.46</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$3,207.24</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLEY ESTATE  
October 2015

Monthly Totals compared to previous year

October 2014				October 2015			
Event Location				Event Location			
1st/2nd Floor	18	# of events	18	1st/2nd Floor	17	# of events	17
Grounds	13	# of event days	18	Grounds	11	# of event days	17
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$89,686.07			Event Gross Billable Revenues	\$79,536.94		
Less Discount	(\$2,000.00)			Less Discount	(\$3,380.00)		
<b>Net Event Billable Revenues</b>	<b>\$87,686.07</b>			<b>Net Event Billable Revenues</b>	<b>\$76,156.94</b>		
Plus Cash Receipts	\$13,760.76			Plus Cash Receipts	\$17,613.27		
<b>Total Revenues</b>	<b>\$101,446.83</b>			<b>Total Revenues</b>	<b>\$93,770.21</b>		

Usage Cumulative Totals

	# of Events
October 2014	18
October 2015	17

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	31	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014			18	58%
October 2015			17	55%

Monthly Recap

OCTOBER, 2015: October Crosley revenues reflect an overall decrease of 8% or \$8,267 from prior year to date. Decrease due to one less event in the month of October as compared to prior year, combined with a decrease in the type of events that had alcohol/beverage sales.

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014	\$101,481.15	(\$2,000.00)	\$99,481.15
October 2015	\$94,593.60	(\$3,380.00)	\$91,213.60



BRADENTON AREA CONVENTION CENTER  
November 2015

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	Foundation for Youth Development - Cheerleading	CH, CC	E		5,143.00				2,132.13			
02, 05	Man. County Human Resources Dept - Mtg	1/2CH, LBK	EN		0.00	3,604.00						
03	Suncoast Massage Excellence - meeting/training	1/2CH	NC	Milan	2,590.00				303.00	576.23		
04-05	Manatee Chamber of Commerce & the Greater Sarasota Chamber of Commerce - Chamber Expo	CH	E		4,235.72		172.01	2,864.35				11.00
06-08	Florida Gun Shows - show and sale	CH, AM	E		10,864.90	880.00			633.74	25.78		
12-15	East Coast Consumer Shows - home show	CH	E		7,548.00	1,200.00			373.11			5,825.38
13	BACVB - Peace River Meeting	TC	E	Milan	0.00	990.00						
14	Life Leadership - seminar	LBK	NC		1,077.00					8.50		
21	Outwork Every Body - Tamela Mann Concert cancelled	CH	NC		1,643.19	7.78						22.00
25	Lifeline Screening - medical testing	AM	E		352.00	65.00						
26	Sho-Time Productions - Future in concert (cancelled night of show)	CH	NC		8,978.95			1,769.66	253.54			92.00
28	Trejo - party	1/2CH	E	El Pollo Loco	3,276.79		13.09	775.92				(19.00)
	12/2015 Dickens Theater - Ticket Commission											561.00
	01/2016 Shakespeare Theater - Ticket Commssion											64.00
	Future Events Cancelled											
	2016 Catering Commission Program - Fees Received								150.00			
	Soda Machine - Convention Center			Milan					161.07			
	Miscellaneous/Adjustments											\$547.05
	<b>TOTALS</b>				<b>\$45,709.55</b>	<b>\$6,746.78</b>	<b>\$185.10</b>	<b>\$5,409.93</b>	<b>\$4,006.59</b>	<b>\$610.51</b>	<b>\$0.00</b>	<b>\$7,103.43</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola, TC = Terra Ceia

BRADENTON AREA CONVENTION CENTER  
November 2015

Monthly Totals compared to previous year

November 2014				November 2015			
Event Location				Event Location			
Center Hall (CH)	26	# of events	12	Center Hall (CH)	28	# of events	12
All Other	13	# of event days	15	All Other	14	# of event days	17
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$48,342.42			Event Gross Billable Revenues	\$52,456.33		
Less Discount	(\$5,850.50)			Less Discount	(\$6,746.78)		
<b>Net Event Billable Revenues</b>	<b>\$42,491.92</b>			<b>Net Event Billable Revenues</b>	<b>\$45,709.55</b>		
Plus Cash Receipts	\$15,496.80			Plus Cash Receipts	\$17,315.56		
<b>Total Revenues</b>	<b>\$57,988.72</b>			<b>Total Revenues</b>	<b>\$63,025.11</b>		

Usage Cumulative Totals

	# of Events
October 2014 - November 2014	27
October 2015 - November 2015	28

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 61 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - November 2014	57	93%
October 2015 - November 2015	54	89%

Monthly Recap

November showed an increase of 20% or \$11,036 as compared to prior year and an overall increase of 6.3% or \$7,471 from prior year to date. Increase primarily due to five new clients with new events combined an increase of catering commission at the Convention Center.

Conference Center 366 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - November 2014	67	18%
October 2015 - November 2015	50	14%

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - November 2014	\$150,160.90	(\$32,859.50)	\$117,301.40
October 2015 - November 2015	\$143,773.25	(\$15,064.03)	\$128,709.22

BRADENTON AREA CONVENTION CENTER  
December 2015

### Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
02	Man Cty Admin - Leadership Meeting	LBK	E		0.00	1,389.00						
03	Manatee County Solve House - fundraiser/auction	1/2CH	NC		2,650.00	630.00		554.36	202.14			
03-07	South East Spas - Hot Tub and Swim Spa Expo	1/2CH	NC		5,136.00	2,500.00						
04	Man. Cty. Purchasing - meeting	TC	E		0.00	527.00		0.00	0.00	0.00	0.00	0.00
05	BACVB Sports Commission - US Soccer event	CC	NE		0.00	1,525.00						
05	Melinda Perez dba Florida Family Expo - Baby and Kids Expo	1/2CH	NC		1,919.00	0.00			105.63			
10-11	Fla. Dept of Children and Families - conference	CC	NC	Milan	2,936.00	200.00		146.77	479.64	143.75		
12-13	USF - winter commencement	CC, CH	E		6,924.00				103.20	185.75		
18	State College of Florida - graduation	CC, CH	E		6,561.00				27.00	322.40		
26	Five Pearls of Excellence - banquet	1/2CH	E	Orange Blossom	2,899.00			1,019.90	846.00			34.00
	12/2015 ATM Commission											29.45
	12/2015 Dickens Theater - Ticket Commission											2,004.00
	01/2016 Shakespeare Theater - Ticket Commission											400.00
	01/2016 KidsFest - Ticket Commission											68.00
	Future Events Cancelled											(48.00)
	Soda Machines - Convention Center			Milan					27.38			
	Miscellaneous/Adjustments											(232.01)
	TOTALS				\$29,025.00	\$6,771.00	\$0.00	\$1,721.03	\$1,790.99	\$651.90	\$0.00	\$2,255.44
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

**Activity Code** - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS - Palma Sola, TC = Terra Ceia

BRADENTON AREA CONVENTION CENTER  
December 2015

**Monthly Totals compared to previous year**

December 2014				December 2015			
Event Location				Event Location			
Center Hall (CH)	19	# of events	12	Center Hall (CH)	14	# of events	10
All Other	23	# of event days		All Other	34	# of event days	13
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$34,565.89			Event Gross Billable Revenues	\$35,796.00		
Less Discount	(\$2,746.50)			Less Discount	(\$6,771.00)		
<b>Net Event Billable Revenues</b>	<b>\$31,819.39</b>			<b>Net Event Billable Revenues</b>	<b>\$29,025.00</b>		
Plus Cash Receipts	\$9,788.48			Plus Cash Receipts	\$6,419.36		
<b>Total Revenues</b>	<b>\$41,607.87</b>			<b>Total Revenues</b>	<b>\$35,444.36</b>		

**Usage Cumulative Totals**

	# of Events
October 2014 - December 2014	39
October 2015 - December 2015	38

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 92 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - December 2014	76	83%
October 2015 - December 2015	68	74%

*Monthly Recap*

December showed a decrease of 31% or \$15,776 as compared to prior year and an overall decrease of 4.9% or \$8,305 from prior year to date. Decrease primarily due to a decrease or cancellation of large main arena events thru the month of December combined with the related alcohol sales and catering commission revenues associated with the event at the Convention Center.

Conference Center 552 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - December 2014	90	16%
October 2015 - December 2015	84	15%

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - December 2014	\$207,229.75	(\$37,228.50)	\$170,001.25
October 2015 - December 2015	\$185,418.20	(\$21,835.03)	\$163,583.17

## January 2016

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
02	Outwork Every Body Phase Two Inc. - Kids Fest	CH	EN		7,681.13				620.31			2,053.00
05	MC Admin. Council of Government - meeting	LBK	E		0.00	975.00						
08-09	Suncoast Antique Bottle Collector's Assn. - expo	1/2CH	E		2,937.00							
09	Ajax Paving Industies of FL, LLC - safety meeting	1/2CH, AM	NC	Milan	3,148.80	562.20			669.60	400.93		
14-17	Tampa Bay Turners - Gymnastics	CH, LBK	E	Milan & Nellies	11,337.00				2,414.31			
20-25	Outsource Media Group, Inc. Boat Show	CH, PL	E		11,442.50	877.50			218.82	134.91		128.00
23	Riveria Dunes Marina Condo. Assoc. - board mtg	MN	NC		417.50					11.39		
29	Imagine Schools - Science Fair	CC	E		1,793.00				272.07	115.00		
29-31	Suncoast - Florida Gun Shows	CH, AM	E		11,258.24				1,200.12	25.88		
	1/2016 Shakespeare Theater Commission											\$1,312.00
	2016 Catering Commission Program Fees Received								150.00			
	Soda Machines - Convention Center			Milan					72.00			
	Miscellaneous Adjustments									(0.15)		\$56.36
	TOTALS				\$50,015.17	\$2,414.70	\$0.00	\$0.00	\$5,617.23	\$687.96	\$0.00	\$3,549.36
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS - Palma Sola, MN - Manatee Room (formerly Terra Ceia)**

# BRADENTON AREA CONVENTION CENTER

January 2016

## Monthly Totals compared to previous year

January 2015				January 2016			
Event Location				Event Location			
Center Hall (CH)	35	# of events	16	Center Hall (CH)	31	# of events	9
All Other	38	# of event days	24	All Other	23	# of event days	14
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$67,540.42			Event Gross Billable Revenues	\$52,429.87		
Less Discount	(\$6,146.75)			Less Discount	(\$2,414.70)		
<b>Net Event Billable Revenues</b>	<b>\$61,393.67</b>			<b>Net Event Billable Revenues</b>	<b>\$50,015.17</b>		
Plus Cash Receipts	\$5,406.83			Plus Cash Receipts	\$9,854.55		
<b>Total Revenues</b>	<b>\$66,800.50</b>			<b>Total Revenues</b>	<b>\$59,869.72</b>		

## Usage Cumulative Totals

	# of Events
October 2014 - January 2015	55
October 2015 - January 2016	47

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	123	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - January 2015			111	90%
October 2015 - January 2016			99	80%

## Monthly Recap

JANUARY, 2016: January showed a decrease of 11% or \$7,483 as compared to prior year and an overall decrease of 6.6% or \$15,788 from prior year to date. Overall there has been a decrease of 8 events (47 events as compared to 55 in the prior year) primarily due to a decrease of large main arena events combined with the related alcohol sales and catering commission revenues associated with the event at the Convention Center.

<u>Conference Center</u>	738	# of room days available		
(# of room days x 6)				
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - January 2015			128	17%
October 2015 - January 2016			107	14%

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - January 2015	\$291,120.56	(\$43,375.25)	\$247,745.31
October 2015 - January 2016	\$248,665.29	(\$24,249.73)	\$224,415.56

## BRADENTON AREA CONVENTION CENTER

February 2016

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-06	Happy Gospel Crusade - gospel music conv.	CH, CC	E		16,910.00	6,000.00			2,754.12		11,084.54	(5.00)
07-10	Florida Fashion Focus - trade show	1/2CH	E	Subway	8,241.00				396.00			
11-13	Sarasota Shell Club - shell show	1/2CH	E		6,065.00	0.00			75.00			
11-13	Manatee Patchworkers Quilt Guild - quilt show	1/2CH, CC	E		4,680.00	950.00			203.44	34.50		
14	Kelloggs Retirees Association - reunion	AM, LBK	E	Milan	1,534.00				429.00			
15-21	Suncoast Bridge Tournament - tournament	CH, CC	E	Milan	13,755.00	9,625.00		26.18	6,282.65	148.70		
23-24	Coastal Conservation Association - banquet	CH	E	Texas Cattle Company	12,005.00				2,612.88	780.60		
24	College Financial Planning - workshop	TC	NC		337.00							
25	MC Human Resources - Longevity Banquet	1/2CH	E	Milan	619.50	1,594.50						
25-28	Service Club of Manatee County - Antique Show	1/2CH, CC	E	Pier 22	8,927.50	1,037.50	22.44	1,649.99	1,418.25	89.13		
26-28	Railroad Education.... - Train Show	1/2CH	E		2,764.00	225.00			472.96	25.88		
27	Parker - event	LBK	NC		934.00							
29	Man. Cty. Building and Dev. Services - Land Use 101	LBK			0.00	1,018.00						
	ATM Commission											\$63.57
	Miscellaneous/Adjustments											\$59.96
	1/2016 Shakespeare Ticket Sales Commission											\$60.00
	Soda Machines - Convention Center			Milan					98.03			
	<b>TOTALS</b>				<b>\$76,772.00</b>	<b>\$20,450.00</b>	<b>\$22.44</b>	<b>\$1,676.17</b>	<b>\$14,742.33</b>	<b>\$1,078.81</b>	<b>\$11,084.54</b>	<b>\$178.53</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

## Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola, TC = Terra Ceia

# BRADENTON AREA CONVENTION CENTER

February 2016

## Monthly Totals compared to previous year

February 2015				February 2016			
Event Location				Event Location			
Center Hall (CH)	48	# of events	11	Center Hall (CH)	49	# of events	13
All Other	120	# of event days	33	All Other	151	# of event days	32
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$85,554.51			Event Gross Billable Revenues	\$97,222.00		
Less Discount	(\$20,020.00)			Less Discount	(\$20,450.00)		
<b>Net Event Billable Revenues</b>	<b>\$65,534.51</b>			<b>Net Event Billable Revenues</b>	<b>\$76,772.00</b>		
Plus Cash Receipts	\$26,038.97			Plus Cash Receipts	\$28,782.82		
<b>Total Revenues</b>	<b>\$91,573.48</b>			<b>Total Revenues</b>	<b>\$105,554.82</b>		

## Usage Cumulative Totals

	# of Events
October 2014 - February 2015	67
October 2015 - February 2016	98

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
 Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
 Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 152 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - February 2015	159	74%
October 2015 - February 2016	148	97%

## Monthly Recap

February showed an increase of 11.2% or \$10,275 as compared to prior year and an overall decrease of 1.7% or \$5,513 from prior year to date. The increase for the month was due to an increase of 2 events over prior year. Overall there has been a decrease of 7 events (60 events as compared to 67 in the prior year) primarily due to a decrease of large main arena events combined with the related alcohol sales and catering commission revenues associated with the event at the Convention Center.

Conference Center 912 # of room days available  
 (# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - February 2015	248	27%
October 2015 - February 2016	258	28%

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - February 2015	\$406,323.36	(\$63,395.25)	\$342,928.11
October 2015 - February 2016	\$383,754.25	(\$44,699.73)	\$339,054.52



## BRADENTON AREA CONVENTION CENTER

March 2016

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-02	Manatee Community Foundation - Spirit of Manatee Banquet	1/2CH	E	Pier 22	3,868.00	135.00			1,796.70	318.25		
02	Man. Cty. Admin. Office - leadership meeting	LBK, TC	E		0.00	1,389.00						
02-04	Manatee County Schools - Title One Conf.	PS, CC	E	Milan	4,919.00	32.50			1,251.00			
04-06	Eastern Trade Solutions - home show	CH	E		4,620.00	750.00			236.10			3,600.00
05	Pamela Green - fashion show	LBK, PS	E	Tameras Kitchen	1,267.00	0.00			51.45			
05	Riviera Dunes Condo Assoc. - Board Meeting	TC	E		492.50	67.50				11.39		
08	Family Life Community School - banquet	1/2CH	E	Riverhouse Reef & Grill	2,716.00				donated - n/a			
09-10	W. FL Chapter Community Association Institute - CAI Trade Show	CH, CC	E	Sarasota Catering /Milan	9,383.00			577.73	1,662.56			
11-12	Physicians Marketing Management, Inc. - Guy Expo	CH, CC	E	Simply Gourmet /Milan	7,614.76				262.91	229.75		
14-16	Supervisor of Elections - Presidential Pref. Election	PS	E		279.00	675.00						
16-23	D E Foeller Sales, Inc. - Antique Car Auction	AM, CC, CH, PL	E		12,438.00				803.13	131.10		
23	Braden River Congregation - Jehovah Witness mtg	1/2CH	NC		1,812.00							
23	Rio Manatee Spanish Palmetto - Jeh. Witness mtg	LBK	E		871.00							
26	Islamic Society of Sarasota and Bradenton - fundraiser dinner	CC	NC	Zeckos	2,022.00				donated			
31	Man. Cty. Public Works - Visioning Mtg.	LBK, TC	E		0.00	791.00						
31	Tattooofest, Inc. - Tattoo Festival	CH	E		see April	see April			40.23			
						4.00						
	Catering Program Fees Received								600.00			
	ATM Commission											\$8.18
	Miscellaneous/Adjustments											(550.54)
	Soda Machines - Convention Center			Milan					30.42			
	<b>TOTALS</b>				<b>\$52,302.26</b>	<b>\$3,844.00</b>	<b>\$0.00</b>	<b>\$577.73</b>	<b>\$6,734.50</b>	<b>\$690.49</b>	<b>\$0.00</b>	<b>\$3,057.64</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

## Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola, TC = Terra Ceia

BRADENTON AREA CONVENTION CENTER  
March 2016

**Monthly Totals compared to previous year**

March 2015				March 2016			
Event Location				Event Location			
Center Hall (CH)	44	# of events	13	Center Hall (CH)	28	# of events	16
All Other	44	# of event days	20	All Other	75	# of event days	19
		(# of events x number of days used)				(# of events x number of days used)	

**Usage Cumulative Totals**

	# of Events
October 2014 - March 2015	80
October 2015 - March 2016	75

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 183 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - March 2015	203	112%
October 2015 - March 2016	176	96%

Conference Center 1098 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - March 2015	292	27%
October 2015 - March 2016	333	30%

MARCH 2016: March showed a decrease of 31.7% or \$31,243 as compared to prior year and an overall decrease of 8.6% or \$36,756 from prior year to date. The decrease for the month was due to two established clients repeat events shifting to the month of April, combined with the related alcohol/beverage sales and catering commission revenues for the month. Overall there has been a decrease of 5 events (75 events as compared to 80 in the prior year) primarily due to a decrease of large main arena events combined with the related alcohol sales and catering commission revenues associated with the

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - March 2015	\$518,798.02	(\$74,771.25)	\$444,026.77
October 2015 - March 2016	\$458,636.43	(\$48,543.73)	\$410,092.70

## BRADENTON AREA CONVENTION CENTER

April 2016

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-03	Tattoofest, Inc. - Tattoo Expo	CH	E		12,273.35		6.54	5,580.08	1,694.05			36.00
01-02	MC Neighborhood Services - Millennial Conf.	CC	EN		996.00	2,709.00						
03-08	Pierce Manufacturing - conference	1/2CH, CC	E	Milan	7,069.00	1,460.00			752.32			
09	Pamela Green dba Diamonds R U - show	LBK, PS	EN		1,335.64							40.00
09-10	Fl. Family Magazine-dba Nuovo Bride - expo	CH	E		4,471.00	675.00		736.65				
09	Del Couch Music Ed. Foundation - party	AM	EN		544.00							
11-14	TrendzWest - Fashion Expo	1/2CH	E	Subway	8,421.00	4.00			359.55			
12	BACVB - Quarterly Strategy Meeting	TC	EN		0.00	325.00						
13	BACVB - WiFi Kick Off	PS	EN		0.00	325.00						
13	AT & T - meeting	LBK, AM TC	NC		1,546.00	210.00				84.13		
14-18	South East Spas, Inc. - Hot Tub and Swim Expo	1/2CH	E		7,766.00	450.00						
16	MLG Event Draping and Designs - 3rd Annual Relax in the City	1/2CH	NC	Soulfully Sophisticated	3,163.00		17.76	1,919.23	0.00			(3.00)
22	Manatee County Schools - Palmetto High School - prom	1/2CH	E		2,857.00							
28	MC Neighborhood Services - Business Expo	LBK	E		0.00	1,087.00			32.40			
24-30	Hernando De Soto Historical Society - De Soto Celebration events	CH	E	Milan	17,703.84	5,200.00			1,635.60	134.98		
	Catering Program Fees Received								150.00			
	Miscellaneous/Adjustment											60.00
	Soda Machines - Convention Center			Milan					50.87			
	<b>TOTALS</b>				<b>\$68,145.83</b>	<b>\$12,445.00</b>	<b>\$24.30</b>	<b>\$8,235.96</b>	<b>\$4,674.79</b>	<b>\$219.11</b>	<b>\$0.00</b>	<b>\$133.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

## Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS - Palma Sola, TC = Terra Ceia

# BRADENTON AREA CONVENTION CENTER

April 2016

## Monthly Totals compared to previous year

April 2015				April 2016			
Event Location				Event Location			
Center Hall (CH)	39	# of events	17	Center Hall (CH)	39	# of events	15
All Other	46	# of event days	25	All Other	57	# of event days	28
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$77,840.89			Event Gross Billable Revenues	\$80,590.83		
Less Discount	(\$12,282.50)			Less Discount	(\$12,445.00)		
<b>Net Event Billable Revenues</b>	<b>\$65,558.39</b>			<b>Net Event Billable Revenues</b>	<b>\$68,145.83</b>		
Plus Cash Receipts	\$10,677.31			Plus Cash Receipts	\$13,287.16		
<b>Total Revenues</b>	<b>\$76,235.70</b>			<b>Total Revenues</b>	<b>\$81,432.99</b>		

## Usage Cumulative Totals

	# of Events
October 2014 - April 2015	97
October 2015 - April 2016	90

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	213	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - April 2015			242	114%
October 2015 - April 2016			215	101%

## Monthly Recap

APRIL 2016: April showed an increase of 8.5% or \$6,326 as compared to prior year and an overall decrease of (6.1%) or (\$30,430) from prior year to date. The increase for the month was due to two new client events, combined larger revenue generating events as compared to prior year. Overall there has been a decrease of 7 events (90 events as compared to 97 in the prior year) primarily due to a decrease of large main arena events combined with the related alcohol sales and catering commission revenues associated with the event at the Convention Center.

<u>Conference Center</u>	1278	# of room days available		
(# of room days x 6)			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - April 2015			338	23%
October 2015 - April 2016			384	30%

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - April 2015	\$607,983.62	(\$87,053.75)	\$520,929.87
October 2015 - April 2016	\$554,277.76	(\$60,988.73)	\$493,289.03

POWEL CROSLLEY ESTATE  
May 2016

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	Gart - reception (New York, NY)	1st & grounds	NC	Milan	7,352.90				1,008.69			
04	Manatee Chamber and Greater Sarasota Chamber - Blues by the Bay	1st & grounds	E	various	671.05	300.00	4.67	1,373.29	n/a			
05	Cantrell and Maneri - wedding (Lakeland)	1st & grounds	NC	Milan	4,204.16				606.89			
06	Giroux - wedding reception (Tampa)	1st & grounds	NC	Affordable Catering	5,144.84			543.14	503.96			
07	Griffiths and Garvin - reception (Tampa)	1st & grounds	NC	Michael's on East	11,858.84				1,788.99			
08	Crosley Foundation - Mother's Day Brunch	1st & grounds	E	Milan	0.00	2,500.00		674.02				(\$6.00)
12	Victoria Hulland and Edward French - wedding	1st & grounds	E	Milan	6,095.67				620.45			
13	Martin - wedding (New York, NY)	1st & grounds	NC	Milan	4,310.00			837.63	1,092.85			
14	Brakefield - wedding (Holmes Beach, FL)	1st & grounds	NC	Milan	8,056.32				762.95			
15	Flavio and Myers - wedding	1st & grounds	NC	Milan	7,658.56				1,256.68			
17	BACVB - WRC meeting	1st floor	E		0.00	500.00						
17	Global Financial Private Capital - dinner	1st floor	EN	Mattison's	4,239.45				602.65			
19	Lynn - wedding (Ft. Myers, FL)	1st & grounds	NC	Milan	3,550.00				931.12			
20	Minisci and Harrison - wedding	1st & grounds	NC	Milan	5,474.86			177.62	588.17			\$18.00
21	Eberhardt and Perrin - wedding (Riverview, FL)	1st & grounds	NC	Puff n Stuff	6,007.22		5.61	575.86	893.28			
22	Alimahomed - wedding (Midland, TX)	1st & grounds	NC	Milan	5,718.78				581.02			
26	MC Building and Dev. - banquet	1st floor	E		0.00	1,150.00	29.91	878.75				
27	Evans and Dehart - wedding (Sarasota)	1st floor	NC	Neli's Deli	3,750.00		4.67	389.83	460.10			(\$18.00)
28	Aplin - wedding (Holmes Beach, FL)	1st & grounds	NC	Amici's	7,908.88				428.77			
29	Keating - wedding (Toms River, NJ)	1st & grounds	NC	Puff n Stuff	7,344.28				1,900.49			
	Miscellaneous/Adjustments											(\$176.60)
	<b>TOTALS</b>				<b>\$99,345.81</b>	<b>\$4,450.00</b>	<b>\$44.86</b>	<b>\$5,450.14</b>	<b>\$14,027.06</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>(\$182.60)</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLEY ESTATE  
May 2016

Monthly Totals compared to previous year

May 2015				May 2016			
Event Location				Event Location			
1st/2nd Floor	20	# of events	20	1st/2nd Floor	20	# of events	20
Grounds	14	# of event days	20	Grounds	16	# of event days	20
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$106,681.56			Event Gross Billable Revenues	\$103,795.81		
Less Discount	(\$7,850.00)			Less Discount	(\$4,450.00)		
<b>Net Event Billable Revenues</b>	<b>\$98,831.56</b>			<b>Net Event Billable Revenues</b>	<b>\$99,345.81</b>		
Plus Cash Receipts	\$12,177.30			Plus Cash Receipts	\$19,339.46		
<b>Total Revenues</b>	<b>\$111,008.86</b>			<b>Total Revenues</b>	<b>\$118,685.27</b>		

Usage Cumulative Totals

	# of Events
October 2014 - May 2015	152
October 2015 - May 2016	122

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	244	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - May 2015			152	62%
October 2015 - May 2016			122	50%

Monthly Recap

MAY 2016: May Crosley revenues reflect an increase of 7.7% or \$8,521 from prior year and an overall slight increase of 0.1% or \$1,097 to date. Increase for the month of May was primarily due to an increase in the Catering Commission Program. The overall increase thru May is due to the increase in the Catering Commission Program slightly offset with a decrease in the number of events to date (122 vs 152).

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - May 2015	\$835,421.46	(\$51,872.00)	\$783,549.46
October 2015 - May 2016	\$838,501.58	(\$53,903.00)	\$784,598.58

POWEL CROSLLEY ESTATE

June 2016

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
04	Phinney & Grochowski - wedding (Sarasota)	1st floor	NC	Milan	7,698.92				906.30			
10	BACVB - WRC meeting	1st floor	E		0.00	500.00						
11	Kernaghan - wedding (Tampa, FL)	1st & grounds	NC	Simply Gourmet	7,447.50				788.07			
13	BACVB - meeting	1st floor	E		0.00	500.00						
17	West - wedding (Clermont, FL)	1st floor	NC	Milan	5,045.89				703.58			
18	Gonzales - wedding (Tampa, FL)	1st & grounds	NC	Polo Grill-Fete	6,408.99				647.26			
25	Ona - wedding (Manchester, CT)	1st floor	NC	Delectables	6,461.59				315.57			
	Future Events Cancelled											\$250.00
	<b>TOTALS</b>				<b>\$33,062.89</b>	<b>\$1,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$3,360.78</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$250.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLLEY ESTATE  
June 2016

Monthly Totals compared to previous year

June 2015				June 2016			
Event Location				Event Location			
1st/2nd Floor	13	# of events	10	1st/2nd Floor	7	# of events	7
Grounds	11	# of event days	11	Grounds	2	# of event days	7
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$72,911.74			Event Gross Billable Revenues	\$34,062.89		
Less Discount	(\$3,241.82)			Less Discount	(\$1,000.00)		
<b>Net Event Billable Revenues</b>	<b>\$69,669.92</b>			<b>Net Event Billable Revenues</b>	<b>\$33,062.89</b>		
Plus Cash Receipts	\$6,608.30			Plus Cash Receipts	\$3,610.78		
<b>Total Revenues</b>	<b>\$76,278.22</b>			<b>Total Revenues</b>	<b>\$36,673.67</b>		

Usage Cumulative Totals

	# of Events
October 2014 - June 2015	162
October 2015 - June 2016	129

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Crosley Estate 274 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - June 2015	184	67%
October 2015 - June 2016	161	59%

Monthly Recap

JUNE 2016: June Crosley revenues reflect a decrease of 45.8% or (\$37,244) from prior year and an overall decrease of 4.2% or (\$36,147) to date. Decrease for the month of June was primarily due to a decrease in the number of events (7 vs 10) combined with 3 larger revenue generating events in the prior year. The overall decrease thru June is due to the decrease in the overall number of event to date (129 vs 162) slightly offset by an increase of \$37,712 or 64.6% in the Catering Commission Program.

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - June 2015	\$919,911.88	(\$55,113.82)	\$864,798.06
October 2015 - June 2016	\$883,478.13	(\$54,903.00)	\$828,575.13



POWEL CROSLY ESTATE  
July 2016

### Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
09	Herrin/Hamang - wedding reception (Brandon, FL)	1st & grounds	NC	Olympia	5,904.36			548.75	621.73			(\$23.00)
10	El-Jabali - wedding reception (Tampa, FL)	1st floor	NC	Milan	1,751.25	1,750.00			581.61			
15	Espinoza - wedding (Austin, TX)	1st & grounds	NC	Milan	5,348.59	0.00		499.21	467.75			
	Miscellaneous/Adjustments											100.00
	Catering Commission Fees Received								150.00			
	Future Events Cancelled											250.00
	TOTALS				\$13,004.20	\$1,750.00	\$0.00	\$1,047.96	\$1,821.09	\$0.00	\$0.00	\$327.00
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

**Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event**

POWEL CROSLEY ESTATE  
July 2016

Monthly Totals compared to previous year

July 2015				July 2016			
Event Location				Event Location			
1st/2nd Floor	1	# of events	1	1st/2nd Floor	3	# of events	3
Grounds	1	# of event days	1	Grounds	2	# of event days	3
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues		\$2,900.00		Event Gross Billable Revenues		\$14,754.20	
Less Discount		\$0.00		Less Discount		(\$1,750.00)	
<b>Net Event Billable Revenues</b>		<b>\$2,900.00</b>		<b>Net Event Billable Revenues</b>		<b>\$13,004.20</b>	
Plus Cash Receipts		\$257.02		Plus Cash Receipts		\$3,196.05	
<b>Total Revenues</b>		<b>\$3,157.02</b>		<b>Total Revenues</b>		<b>\$16,200.25</b>	

Usage Cumulative Totals

	# of Events
October 2014 - September 2015	163
October 2015 - September 2016	132

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	305	# of room days available		
		<u>Totals Days Used</u>	<u>% of Occupancy</u>	
October 2014 - September 2015		185	61%	
October 2015 - September 2016		164	54%	

*Monthly Recap*  
JULY 2016: July Crosley revenues reflect an increase of \$13,555 from prior year and an overall decrease of 2.6% or (\$22,592) to date. Increase for the month of July was primarily due to an increase in the number of events (3 vs 1). The overall decrease thru July is due to the decrease in the overall number of event to date (132 vs 163) slightly offset by an increase of \$40,102 or 67.2% in the Catering Commission Program.

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - September 2015	\$924,393.87	(\$55,113.82)	\$869,280.05
October 2015 - September 2016	\$903,242.48	(\$56,653.00)	\$846,589.48

POWEL CROSLEY ESTATE  
August 2016

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
06	Gibbs - wedding reception (Sarasota)	1st & grounds	NC	Simply Gourmet	6,582.73				1,386.75			
10-11	MC Human Resources - Interviews	1st floor	E	Milan	0.00	2,000.00	0.93	47.68				1.00
13	Choi - wedding reception (St. Petersburg)	1st & grounds	NC	Milan	3,636.15	2,600.00			404.95			
18	Rojas - wedding reception (Sarasota)	1st floor	NC	Milan	1,873.93	1,250.00	3.74	133.68	427.05			
19	Purnell - wedding reception (Sarasota)	1st & grounds	NC	Michaels On East	4,704.63				1,401.06	54.00		
20	Vanness & Dissington - wedding reception (Sarasota)	1st & grounds	NC	Milan	4,404.46		1.87	177.62	453.62			
26	BACVB - LWR Business Alliance	1st floor	E	Sarasota Catering	0.00	1,000.00						
27	Lowers - wedding reception ( Marietta, GA)	1st & grounds	NC	Milan	4,192.59				983.76			
	Miscellaneous/Adjustments											1.24
	Catering Program Commission Fees Received								100.00			
	Future Events Cancelled											\$250.00
	<b>TOTALS</b>				<b>\$25,394.49</b>	<b>\$6,850.00</b>	<b>\$6.54</b>	<b>\$358.98</b>	<b>\$5,157.19</b>	<b>\$54.00</b>	<b>\$0.00</b>	<b>\$252.24</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLEY ESTATE  
August 2016

Monthly Totals compared to previous year

August 2015				August 2016			
Event Location				Event Location			
1st/2nd Floor	1	# of events	1	1st/2nd Floor	8	# of events	8
Grounds	0	# of event days	1	Grounds	5	# of event days	9
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$1,075.00			Event Gross Billable Revenues	\$32,244.49		
Less Discount	(\$1,000.00)			Less Discount	(\$6,850.00)		
<b>Net Event Billable Revenues</b>	<b>\$75.00</b>			<b>Net Event Billable Revenues</b>	<b>\$25,394.49</b>		
Plus Cash Receipts	\$3,554.55			Plus Cash Receipts	\$5,828.95		
<b>Total Revenues</b>	<b>\$3,629.55</b>			<b>Total Revenues</b>	<b>\$31,223.44</b>		

Usage Cumulative Totals

	# of Events
October 2014 - August 2015	164
October 2015 - August 2016	140

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	336	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - August 2015			186	55%
October 2015 - August 2016			173	51%

Monthly Recap

AUGUST 2016: August Crosley revenues reflect an increase of \$27,401 from prior year and an overall increase of .6% or (\$4,809) to date. Increase for the month of August was primarily due to an increase in the number of events (8 vs 1), there were 6 new clients with new events. The overall increase thru August is primarily due to an increase of \$45,016 or 75.1% in the Catering Commission Program.

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - August 2015	\$929,280.44	(\$56,113.82)	\$873,166.62
October 2015 - August 2016	\$941,381.52	(\$63,503.00)	\$877,878.52

POWEL CROSLEY ESTATE  
September 2016

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
02	Diaz - event cancelled at facility due to weather			Milan					910.79			
03	Floyd - wedding (Dade City, FL)	1st & grounds	NC	Salt Block Catering	8,441.98	770.00			811.35			
04	Franklin - wedding (Tampa)	1st & grounds	NC	Simply Gourmet	7,243.81	0.00			796.62			
09	BACVB - WRC meeting	1st floor	E		0.00	500.00						
17	Doyle & Compton - wedding (Tampa)	1st & grounds	NC	Milan	7,938.22	0.00			540.91			
18	Bankova - wedding (Tampa)	1st floor	NC	Milan	4,092.79	0.00	9.35	605.78	446.20			(8.00)
23	Crawford - wedding (Atlanta, GA)	1st & grounds	NC	Milan	7,639.95	300.00			1,153.72			
24	Rawls - wedding (Orlando, FL)	1st floor	NC	Milan	5,527.07				527.73			
25	Lutz - wedding (Vienna, VA)	1st & grounds	NC	Michaels On East	9,802.86	260.00			2,661.16			
29	Pleshkanova & Volkov - wedding (North Port)	1st & grounds	NC	Milan	3,570.00			428.16	781.68			
30	Quattrone & Romano - wedding (Tampa)	1st floor	NC	Catering by Rober	8,317.28				708.24			
	Catering Program Commission Fees Received								900.00			
	Future Events Cancelled											\$250.00
	<b>TOTALS</b>				<b>\$62,573.96</b>	<b>\$1,830.00</b>	<b>\$9.35</b>	<b>\$1,033.94</b>	<b>\$10,238.40</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$242.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLLEY ESTATE  
September 2016

**Monthly Totals compared to previous year**

September 2015				September 2016			
Event Location				Event Location			
1st/2nd Floor	7	# of events	7	1st/2nd Floor	10	# of events	10
Grounds	3	# of event days	7	Grounds	7	# of event days	10
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$28,417.29			Event Gross Billable Revenues	\$64,403.96		
Less Discount	(\$2,500.00)			Less Discount	(\$1,830.00)		
Net Event Billable Revenues	\$25,917.29			Net Event Billable Revenues	\$62,573.96		
Plus Cash Receipts	\$3,625.18			Plus Cash Receipts	\$11,523.69		
Total Revenues	\$29,542.47			Total Revenues	\$74,097.65		

**Usage Cumulative Totals**

	# of Events
October 2014 - September 2015	171
October 2015 - September 2016	150

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	366	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - September 2015			193	53%
October 2015 - September 2016			183	50%

*Monthly Recap*

SEPTEMBER 2016: September Crosley revenues reflect an increase of \$46,745 from prior year and an overall increase of 5.7% or \$51,554 to date. Increase for the month of September was primarily due to an increase in the number of events (10 vs 7), there were 9 new clients with new events combined with larger revenue generating type weddings. The overall increase thru September is primarily due to an increase of \$52,038 or 84.6% in the Catering Commission Program.

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - September 2015	\$954,963.56	(\$56,113.82)	\$898,849.74
October 2015 - September 2016	\$1,015,631.77	(\$65,333.00)	\$950,298.77

BRADENTON AREA CONVENTION CENTER  
October 2016

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	St. Stephen's Episcopal School - Dance	LBK	E	Hickory Hollow	1,349.00				37.50			
01-02	Fl. Family Mag. DBA Nuovo Bride Mag - Expo	CH	E		4,306.00	1,050.00	5.61	695.52				19.00
06-11	Southeast Spas - Spa Sale	1/2CH	E		7,292.00	1,200.00						
11	Man. Cty Admin. - Public Outreach Forum	AM	EN		0.00	536.00						
11	BACVB - USF Hospitality Tour	TC	EN		0.00	494.00						
14-16	Tampa Bay Turners - gymnastics tournament	CH, LBK	E	Nellie's Deli	7,691.00	1,000.00			1,417.55			
21-23	Buckler's Promotions - craft fair	1/2CH	E		2,944.00	1,100.00				34.50		
22	Loving Hands Ministry - More Than Words Conf	1/2CH, CC	NC		3,872.00	1,500.00				208.75		
25-26	L & L Exhibition Management, Inc. HOA Expo	1/2CH, CC	E	Milan	6,060.00				540.00	237.71		1,052.00
27	North River Care - Annual Fundraiser	1/2CH, LBK	E	Milan	3,393.00	636.00			981.30	166.25		
27	MC Human Resources - Employee Fair	1/2CH	E		300.00	2,019.00						
28-30	Florida Gun Shows - expo	CH, AM	E		11,401.44	880.00			681.65	25.88		
	ATM Commission											17.53
	Soda Machines - Convention Center			Milan					80.48			
	Catering Commission Program Fees Received								1,000.00			
	Future Events Cancelled											\$694.48
	Miscellaneous/Adjustments											\$59.96
	<b>TOTALS</b>				<b>\$48,608.44</b>	<b>\$10,415.00</b>	<b>\$5.61</b>	<b>\$695.52</b>	<b>\$4,738.48</b>	<b>\$673.09</b>	<b>\$0.00</b>	<b>\$1,842.97</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS - Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

BRADENTON AREA CONVENTION CENTER  
October 2016

Monthly Totals compared to previous year

October 2015				October 2016			
Event Location				Event Location			
Center Hall (CH)	26	# of events	16	Center Hall (CH)	30	# of events	12
All Other	36	# of event days	18	All Other	32	# of event days	17
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$51,272.09			Event Gross Billable Revenues	\$59,023.44		
Less Discount	(\$8,317.25)			Less Discount	(\$10,415.00)		
Net Event Billable Revenues	\$42,954.84			Net Event Billable Revenues	\$48,608.44		
Plus Cash Receipts	\$19,248.12			Plus Cash Receipts	\$7,955.67		
Total Revenues	\$62,202.96			Total Revenues	\$56,564.11		

Usage Cumulative Totals

	# of Events
October 2015	16
October 2016	12

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	31	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015			26	84%
October 2016			30	97%

Monthly Recap

OCTOBER 2016: October showed a slight overall decrease of (\$452) or (.7%) as compared to last year. The decrease for the month was primarily due to 4 fewer events for the month (12 vs 16) combined with the decrease of events requiring alcohol sales. The decrease was slightly offset with higher occupancy and multi-day use of the events in Center Hall in the month of October.

<u>Conference Center</u>	186	# of room days available		
(# of room days x 6)				
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015			36	19%
October 2016			32	17%

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015	\$70,865.36	(\$8,317.25)	\$62,548.11
October 2016	\$70,886.53	(\$10,415.00)	\$60,471.53



BRADENTON AREA CONVENTION CENTER  
November 2016

### Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-06	State College of Florida - FCHSAA Volleyball Tournament	CH, CC	NE		8,288.50	13,312.50			760.40			
07-09	Manatee County Supervisor of Elections - voting	PS	E		279.00	675.00						
08-09	Manatee Chamber and Sarasota Chamber - Expo	CH	E		4,282.90	473.00		2,168.83				
11-12	FI Elite Football and Cheerleading - banquet and competition	CH, CC	NE	Hickory Hollow	12,462.00			1,135.83	1,683.06			
15	Edward Jones meeting	LBK, AM	E	Milan	2,186.00				793.49	126.25		
18-20	Tampa Bay Turners - St. Championship	CH, LBK	E	Milan	8,941.00	1,200.00			1,070.29			
18	MC Admin. Peace River Meeting	PS	E		0.00	779.00						
25-26	Ramirez - sweet 15 party	CH			8,660.71			4,028.24	225.00			111.00
	12/2016 Crosley Theater-Carols & Classics-Ticket Sales Commission											368.00
	1/2017 Crosley Theater-Thrillers & Chillers -Ticket Sales Commission											40.00
	04/2017 Crosley Theater - Radio Show - Ticket Sales Commission											\$8.00
	ATM Commission											18.46
	Soda Machines - Convention Center			Milan					96.38			
	Miscellaneous/Adjustments											\$60.00
	TOTALS				\$45,100.11	\$16,439.50	\$0.00	\$7,332.90	\$4,628.62	\$126.25	\$0.00	\$605.46
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

### Key

**Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event**

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS - Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

BRADENTON AREA CONVENTION CENTER  
November 2016

**Monthly Totals compared to previous year**

November 2015				November 2016			
Event Location				Event Location			
Center Hall (CH)	28	# of events	11	Center Hall (CH)	30	# of events	8
All Other	14	# of event days	17	All Other	61	# of event days	13
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$52,456.33			Event Gross Billable Revenues	\$61,539.61		
Less Discount	(\$6,746.78)			Less Discount	(\$16,439.50)		
<b>Net Event Billable Revenues</b>	<b>\$45,709.55</b>			<b>Net Event Billable Revenues</b>	<b>\$45,100.11</b>		
Plus Cash Receipts	\$17,315.56			Plus Cash Receipts	\$12,693.23		
<b>Total Revenues</b>	<b>\$63,025.11</b>			<b>Total Revenues</b>	<b>\$57,793.34</b>		

**Usage Cumulative Totals**

	# of Events
October 2014 - November 2015	28
October 2015 - November 2016	20

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 61 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - November 2015	54	89%
October 2015 - November 2016	60	98%

Conference Center 366 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - November 2015	50	14%
October 2015 - November 2016	93	25%

*Monthly Recap*

November showed a decrease of (\$5,585) or (8.5%) and an overall decrease of (\$6,037) or (4.8%) as compared to last year. The decrease for the month was primarily due to three (3) fewer events for the month. The overall decrease was due to eight (8) fewer events for the year (20 vs 28) combined with the decrease of events requiring alcohol sales. The overall decrease was slightly offset with higher occupancy and multi-day use of the events in Center Hall thru the month of November.

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - November 2015	\$143,773.25	(\$15,064.03)	\$128,709.22
October 2015 - November 2016	\$147,545.34	(\$26,854.50)	\$120,690.84

BRADENTON AREA CONVENTION CENTER  
December 2016

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	Manasota SOLVE - auction	1/2CH	E		3,325.90	394.10		394.50	130.62			(5.00)
02-04	Eastern Trade Solutions, Inc. - Home Show	CH	E	Milan	7,528.82				535.22			3,962.95
02	MC Financial Mgmt - meeting seminar	TC	E		0.00	527.00						
03	BACVB - Soccer Coaches Meeting	AM LBK PS	E		0.00	2,305.00						
08	MC Financial Mgmt - retreat	TC	E		0.00	415.00						
10-11	USF - commencement	CH, CC	E	Milan	8,240.50				103.20	185.75		
10	Riviera Dunes Marina Condo Assoc. - meeting	TC	E		502.00					11.90		
13	BACVB - Rowing Meeting	TC	E		0.00	425.00						
16	State College of Florida Graduation	CH,CC	E		6,737.00				33.00	273.18		
17	Santos - sweet 15	CH	NC	Mexicali	7,320.16			4,309.82	537.56			22.80
	12/2016 Crosley Theater-Carols & Classics-Ticket Sales Commission											1,844.00
	01/2017 Crosley Theater - Thrillers & Chillers - Ticket Sales Commission											106.00
	04/2017 Crosley Theater - Radio Show - Ticket Sales Commission											26.00
	Catering Commission Program Fees Received								50.00			
	Soda Machines - Convention Center								27.89			
	Miscellaneous/Adjustments											
												48.70
	<b>TOTALS</b>				<b>\$33,654.38</b>	<b>\$4,066.10</b>	<b>\$0.00</b>	<b>\$4,704.32</b>	<b>\$1,417.49</b>	<b>\$470.83</b>	<b>\$0.00</b>	<b>\$6,005.45</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

BRADENTON AREA CONVENTION CENTER  
December 2016

**Monthly Totals compared to previous year**

December 2015				December 2016			
Event Location				Event Location			
Center Hall (CH)	14	# of events	10	Center Hall (CH)	15	# of events	10
All Other	34	# of event days	13	All Other	20	# of event days	11
		# of events x number of days used)				# of events x number of days used)	
Event Gross Billable Revenues	\$35,796.00			Event Gross Billable Revenues	\$37,720.48		
Less Discount	(\$6,771.00)			Less Discount	(\$4,066.10)		
Net Event Billable Revenues	\$29,025.00			Net Event Billable Revenues	\$33,654.38		
Plus Cash Receipts	\$6,419.36			Plus Cash Receipts	\$12,598.09		
Total Revenues	\$35,444.36			Total Revenues	\$46,252.47		

**Usage Cumulative Totals**

	# of Events
October 2014 - December 2015	38
October 2015 - December 2016	30

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	92	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - December 2015			68	74%
October 2015 - December 2016			75	82%

**Monthly Recap**

December showed an increase of \$9,370 or 26.8% and an overall increase of \$3,333 or 2.1% as compared to last year. The increase for the month was primarily due to a large new client party event.. The overall increase was due to higher occupancy and multi-day use of the events in Center Hall thru the month of December combined with a slight increase in alcohol sales \$3,037 or 25% over prior year.

<u>Conference Center</u>	552	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2014 - December 2015			84	15%
October 2015 - December 2016			113	20%

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - December 2015	\$185,418.20	(\$21,835.03)	\$163,583.17
October 2015 - December 2016	\$195,911.32	(\$30,920.60)	\$164,990.72

BRADENTON AREA CONVENTION CENTER  
January 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
03	Manatee Sheriff's Office - Swearing In Ceremony	TC, PS	E	MSO	48.00	1,558.00						
05-08	Suncoast Pickleball Association - Tournament	1/2CH	NC		5,404.00							
06-07	Suncoast Antique Bottle Collector's Assn - show	1/2CH	E		3,004.00	225.00						
12-15	Tampa Bay Turners - Tournament	CH, LBK	E	Nellie's Deli	13,755.00				2,248.41			
13	BACVB Sports Commission - meeting	PS	NE		0.00	418.00						
18-23	The Outsource Media Group - Boat Show	CH, PL	E		14,236.00	1,215.00			205.74	134.91		250.00
25-26	Take Stock in Children - Leadership Prayer B-fast	CH	NE	Milan	5,666.25	543.75			1,808.64	28.75		
25	BACVB Rowing Meeting	TC	E		0.00	300.00						
27-29	Florida Gun Shows - sale	CH, AM	E		15,102.04				882.71	25.88		
30-31	Florida Fashion Shows - Trendzwest	1/2CH	E	Subway	See February							
31	MC Administrator's Office - Council of Govt.	LBK	E		0.00	931.00						
	2/2017 Crosley Theater-Thrillers, Chillers & Killers - Ticket Sales Commission											\$1,188.00
	04/2017 Crosley Theater - Radio Show - Ticket Sales Commission											\$36.00
	Soda Machines - Convention Center			Milan					41.38			
	Miscellaneous/Adjustments											60.00
	<b>TOTALS</b>				<b>\$57,215.29</b>	<b>\$5,190.75</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$5,186.88</b>	<b>\$189.54</b>	<b>\$0.00</b>	<b>\$1,534.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

BRADENTON AREA CONVENTION CENTER  
January 2017

**Monthly Totals compared to previous year**

January 2016				January 2017			
Event Location				Event Location			
Center Hall (CH)	31	# of events	9	Center Hall (CH)	27	# of events	11
All Other	23	# of event days	14	All Other	15	# of event days	18
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$52,429.87			Event Gross Billable Revenues	\$62,406.04		
Less Discount	(\$2,414.70)			Less Discount	(\$5,190.75)		
<b>Net Event Billable Revenues</b>	<b>\$50,015.17</b>			<b>Net Event Billable Revenues</b>	<b>\$57,215.29</b>		
Plus Cash Receipts	\$9,854.55			Plus Cash Receipts	\$6,910.42		
<b>Total Revenues</b>	<b>\$59,869.72</b>			<b>Total Revenues</b>	<b>\$64,125.71</b>		

**Usage Cumulative Totals**

	# of Events
October 2015 - January 2016	47
October 2016 - January 2017	41

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	123	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - January 2016			99	80%
October 2016 - January 2017			102	83%

<u>Conference Center</u>	738	# of room days available		
(# of room days x 6)				
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - January 2016			107	14%
October 2016 - January 2017			128	17%

*Monthly Recap*

*JANUARY 2017: January showed an increase of \$4,184 or 6.9% and an overall increase of \$7,517 or 3.4% as compared to last year. The increase for the month was primarily due to a three (3) day Suncoast Pickleball Association Sports Tournament. The overall increase was due to higher occupancy and multi-day use of the events in Center Hall thru the month of January combined with a slight increase in alcohol sales \$3,037 or 25% over prior year.*

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - January 2016	\$248,665.29	(\$24,249.73)	\$224,415.56
October 2016 - January 2017	\$266,038.17	(\$36,111.35)	\$229,926.82

## BRADENTON AREA CONVENTION CENTER

February 2017

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Net Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-02	Florida Fashion Focus - Trendzwest Fashion Expo	1/2CH	E	Subway	11,149.00				298.80			
01	BACVB - Fitnuts Class	TC	E		0.00	526.00						
02	USA Field Hockey - Field Hockey Registration	CC	NC	Milan	566.25	1,233.75		230.67	300.00	100.05		
03-05	Sarasota Shell Club - shell show	1/2CH	E	Milan	7,497.00	300.00			210.00			
04	Ajax Paving Industries of FL - safety meeting	1/2CH	E	Milan	3,412.00				885.60	342.85		
06-11	Happy Gospel Crusade - gospel music convention	CH, CC	E	Milan	20,232.70	6,000.00			2,803.73		12,735.61	(1.00)
12	Kelloggs Retirees Association - reunion	AM, LBK	E	Subway	1,698.00				255.00			
13-19	Fl Unit 128 - bridge tournament	CH, CC	E	Milan	14,576.00	8,750.00			6,468.81			
22	MC Administrator's Office - Leadership meeting	LBK, TC	E	Milan	0.00	1,389.00						
22	Canadian Snowbird Association - Winter Info Mtg.	1/2CH	NC		2,093.00				129.28	30.48		
23-26	Service Club of Manatee County - antique show	1/2CH,CC	E	Pier 22	10,673.50			2,103.99	1,627.50	146.63		-14.01
24-26	The Railroad Education & Learning Cr. - Train Show	1/2CH, Manatee	E	Milan	3,685.00	600.00			503.95	22.50		
27-28	Manatee Community Association - Fundraiser	1/2CH	E	Pier 22	4,482.00				2,394.30			
	ATM Commission											\$18.37
	04/2017 Crosley Theater-Radio Show - Ticket Sales Commission											32.00
	Catering Commission Program Fees Received								150.00			
	Future Events Cancelled											\$1,401.87
	Soda Machines - Convention Center			Milan					105.98			
	Miscellaneous/Adjustments											\$28.67
	<b>TOTALS</b>				<b>\$80,064.45</b>	<b>\$18,798.75</b>	<b>\$0.00</b>	<b>\$2,334.66</b>	<b>\$16,132.95</b>	<b>\$642.51</b>	<b>\$12,735.61</b>	<b>\$1,465.90</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

## Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

# BRADENTON AREA CONVENTION CENTER

February 2017

## Monthly Totals compared to previous year

February 2016				February 2017			
Event Location				Event Location			
Center Hall (CH)	49	# of events	13	Center Hall (CH)	42	# of events	19
All Other	151	# of event days	32	All Other	104	# of event days	30
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$97,222.00			Event Gross Billable Revenues	\$98,863.20		
Less Discount	(\$20,450.00)			Less Discount	(\$18,798.75)		
<b>Net Event Billable Revenues</b>	<b>\$76,772.00</b>			<b>Net Event Billable Revenues</b>	<b>\$80,064.45</b>		
Plus Cash Receipts	\$28,782.82			Plus Cash Receipts	\$33,311.63		
<b>Total Revenues</b>	<b>\$105,554.82</b>			<b>Total Revenues</b>	<b>\$113,376.08</b>		

## Usage Cumulative Totals

	# of Events
October 2015 - February 2016	60
October 2016 - February 2017	60

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 151 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - February 2016	148	97%
October 2016 - February 2017	144	95%

## Monthly Recap

**FEBRUARY 2017:** February showed an increase of \$7,805 or 7.6% and an overall increase of \$15,322 or 4.7% as compared to last year. The increase for the month was primarily due to an increase in the number of event for the month of February (17 vs 13) combined with higher revenue generating billable revenue from repeat events. The overall increase was due to higher occupancy and multi-day use of the events in Center Hall thru the month of February combined with a slight increase in parking revenues of \$1,191 or 10% over prior year.

Conference Center 906 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - February 2016	258	28%
October 2016 - February 2017	232	26%

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - February 2016	\$383,754.25	(\$44,699.73)	\$339,054.52
October 2016 - February 2017	\$407,224.36	(\$54,910.10)	\$352,314.26



BRADENTON AREA CONVENTION CENTER  
March 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-02	Coastal Conservation Association (CCA) - banquet	CH, CC	E	Texas Cattle Co.	23,215.00	1,000.00			2,991.03			
03-05	Eastern Trade Solutions - home show	CH	E		6,685.00				227.19			3,399.50
07	Family Life Community Schools - fundraiser	1/2CH	E	Affordable Catering	3,409.00	200.00			1,051.53			
08-09	CAI Trade show	CH, CC	E	Sarasota Catering	8,660.00			497.63	1,739.13	865.00		1.00
10-11	Dave Schlick-Trask Guy Expo	CH, CC	E	Sonny's BBQ	8,001.62				299.70	105.90		
13-15	Mc Schools Title One Conference	CC	E	Milan	5,938.00				1,221.12			
16	Edward Jones - meeting	CC	E	Milan	1,946.00				462.73	86.25		
16-19	Bruce Ripley - Tattoofest	CH	E	Milan	14,968.50	918.75		3,920.57	1,320.65			11.00
18	World Wide Group - meeting	PS	NC		748.00							
19-24	Pierce Manufacturing	1/2CH, CC	E	Milan	9,128.00	2,375.00			930.24			
22	MC Human Resources - Longevity Banquet	1/2CH	E	Milan	692.75	1,766.25						
25	Cruz or Hernandez - party	LBK	NC	Orange Blossom	1,676.00				363.75			
25-26	FI Family Magazine - Bridal Show	CH			4,355.50	750.00		1,038.04				8.00
30-31	Rhea Lana's of Man. Cty - Consignment event	1/2CH	E		see April							
	4/2017 Crosley Theater - Radio Show Ticket Sales Commission											128.00
	Soda Machines - Convention Center			Milan					71.50			
	Miscellaneous / Adjustments											\$10.44
	<b>TOTALS</b>				<b>\$89,423.37</b>	<b>\$7,010.00</b>	<b>\$0.00</b>	<b>\$5,456.24</b>	<b>\$10,678.57</b>	<b>\$1,057.15</b>	<b>\$0.00</b>	<b>\$3,557.94</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

BRADENTON AREA CONVENTION CENTER  
March 2017

**Monthly Totals compared to previous year**

March 2016				March 2017			
Event Location				Event Location			
Center Hall (CH)	28	# of events	16	Center Hall (CH)	38	# of events	13
All Other	75	# of event days	19	All Other	87	# of event days	22
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$55,571.26			Event Gross Billable Revenues	\$96,433.37		
Less Discount	(\$3,844.00)			Less Discount	(\$7,010.00)		
<b>Net Event Billable Revenues</b>	<b>\$51,727.26</b>			<b>Net Event Billable Revenues</b>	<b>\$89,423.37</b>		
Plus Cash Receipts	\$11,060.36			Plus Cash Receipts	\$20,749.90		
<b>Total Revenues</b>	<b>\$62,787.62</b>			<b>Total Revenues</b>	<b>\$110,173.27</b>		

**Usage Cumulative Totals**

	# of Events
October 2015 - March 2016	75
October 2015 - March 2017	70

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 182 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - March 2016	176	96%
October 2015 - March 2017	182	100%

*Monthly Recap*

MARCH 2017: March showed an increase of \$45,109 or 66.9% and an overall increase of \$60,431 or 15.4% as compared to last year. The increase for the month was primarily due to a shift of two large repeat events to the month of April from other months as compared to last year (i.e. Tattoo Fest and Coastal Conservation Association banquet) combined with higher revenue generating billable revenue from repeat events. The overall increase was due to higher occupancy and multi-day use of the events in Center Hall thru the month of March combined with an increase in parking revenues of \$1,191 or 10%, catering Fee Program \$3,399 or 8% and alcohol sales of \$15,928 or 84% over prior year

Conference Center 1092 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - March 2016	333	30%
October 2015 - March 2017	319	29%

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - March 2016	\$458,636.43	(\$48,543.73)	\$410,092.70
October 2015 - March 2017	\$529,207.74	(\$61,920.10)	\$467,287.64

## BRADENTON AREA CONVENTION CENTER

April 2017

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-06	Rhea Lana's of Manatee County - sale	1/2CH	E		10,008.00							
07-09	Florida Gun Show - gun show and sale	CH	E	Milan	15,235.70				656.25	25.88		
10	Brad. Area CVB - USF Tour	TC	E		0.00	376.00						
11	Braden River Congregation	1/2CH	E		2,420.00							
12	BACVB - website meeting	TC	E		0.00	317.00						
14	MC Admin - Admin. Support Meeting	LBK	E		60.00	939.00						
18	BACVB Meeting - Fit Nuts Class	TC	E		0.00	526.00						
19-21	Fla. Assn. of Native Nurseries - plant show	CH	NC	Milan	7,557.00	450.00			341.16	431.25		
22	Sulina Powel - vendor expo	LBK	NC		832.00							
23-29	Hernando DeSoto Society - various events	CH	E	Milan	16,616.91	3,460.00			1,717.80	92.01		
	04/2017 Crosley Theater-Radio Show Live - Ticket Sales Commission											\$628.00
	Soda Machines - Convention Center			Milan					46.26			
	Miscellaneous/Adjustments											60.03
	<b>TOTALS</b>				<b>\$52,729.61</b>	<b>\$6,068.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2,761.47</b>	<b>\$549.14</b>	<b>\$0.00</b>	<b>\$688.03</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

## Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

# BRADENTON AREA CONVENTION CENTER

April 2017

## Monthly Totals compared to previous year

April 2016				April 2017			
Event Location				Event Location			
Center Hall (CH)	39	# of events	15	Center Hall (CH)	33	# of events	10
All Other	57	# of event days	28	All Other	9	# of event days	15
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$80,590.83			Event Gross Billable Revenues	\$58,797.61		
Less Discount	(\$12,445.00)			Less Discount	(\$6,068.00)		
<b>Net Event Billable Revenues</b>	<b>\$68,145.83</b>			<b>Net Event Billable Revenues</b>	<b>\$52,729.61</b>		
Plus Cash Receipts	\$13,287.16			Plus Cash Receipts	\$3,998.64		
<b>Total Revenues</b>	<b>\$81,432.99</b>			<b>Total Revenues</b>	<b>\$56,728.25</b>		

## Usage Cumulative Totals

	# of Events
October 2015 - April 2016	90
October 2016 - April 2017	84

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	212	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - April 2016			215	101%
October 2016 - April 2017			215	101%

## Monthly Recap

APRIL 2017: April showed a decrease of (\$23,935) or (29.7%) and an overall increase of \$36,496 or 7.7% as compared to last year. The decrease for the month was primarily due to a shift of two large repeat events to a different month as compared to last year (i.e. Tattoo Fest and Florida Gun Show). The overall increase was due to higher occupancy and multi-day use of the events in Center Hall thru the month of April combined with an increase in parking revenues of \$1,191 or 10%, and alcohol sales of \$7,136 or 24% over prior year.

<u>Conference Center</u>	1272	# of room days available		
(# of room days x 6)				
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - April 2016			384	30%
October 2016 - April 2017			328	26%

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - April 2016	\$554,277.76	(\$60,988.73)	\$493,289.03
October 2016 - April 2017	\$594,504.08	(\$67,988.10)	\$526,515.98

BRADENTON AREA CONVENTION CENTER  
May 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-04	Florida Fashion Focus - Trendzwest Expo	1/2CH	E	Subway	10,123.00	800.00			308.00			
01	MC Attorney's Office - seminar	LBK	E	Milan	216.00	1,606.00						
02	MC Neighborhood Services - Opiod Epidemic	LBK	E	Milan	0.00	1,049.00						
04	MC Schools - Bayshore HS - banquet	1/2CH	E	Orange Blossom	3,064.00	0.00			725.65			
05	State College of Florida - graduation	CH, CC	E	Milan	6,906.50	335.50			33.00	331.23		
08	USF- commencement	CH, CC	E	Milan	7,323.00	0.00			144.00	185.75		
09	Keiser University - graduation	CH, CC	E		7,183.00	857.00				774.32		
10	MC Human Resources - Hiring Fair	CC	NE		168.00	1,872.00						
10-11	Ringling College - graduation	CH, CC	E	Milan	5,570.00				304.76	1,151.33		
12	BACVB - Tourism Lunch	CH	E		0.00	6,419.00				(110.00)		
13	Southern Technical Institute - graduation	1/2CH, CC	E		3,932.00	481.00				413.28		
15	Manatee School of the Arts - graduation	CH, AM	E		6,358.50					713.10		
16	AT & T - meeting	CC	E	The Taco Spot	1,836.00				273.75	89.13		
17-20	MC Schools - graduations	CH, CC	E		14,165.00	2,200.00				202.25		
18	MC Sheriff's Office/FOP equipment rental		E		330.00	150.00						
18	BACVB - sports venue committee meeting	TC	E		0.00	376.00						
21	Manatee Rare Fruit Tree Council - sale	CH	E		2,664.00							
24	IMG - NCAA Track and Field Banquet	CH	E	Milan	8,275.56				4,272.00	702.58		
25	MC BOCC - Jt meeting with School Board	LBK	E		0.00	1,978.00						
26	New College Graduation - back up facility	CH, LBK	NC		2,000.00							
26	World Wide Group - meeting	PS	E		748.00							
27	Anna Zamarripa - sweet 15	CH	NC	The Spot Taco & More	7,138.22			615.75	360.00			
31	Life Line Screening	AM	E		459.00							
31	MC Cty Admin Meeting - leadership meeting	LBK	E		0.00	1,588.00						
	Soda Machines - Convention Center			Milan					206.07			
	Catering Commission Program Fees Received								450.00			
	Miscellaneous/Adjustments											\$60.00
	ATM Commission											\$3.26
	<b>TOTALS</b>				<b>\$88,459.78</b>	<b>\$19,711.50</b>	<b>\$0.00</b>	<b>\$615.75</b>	<b>\$7,077.23</b>	<b>\$4,452.97</b>	<b>\$0.00</b>	<b>\$63.26</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

# BRADENTON AREA CONVENTION CENTER

May 2017

## Monthly Totals compared to previous year

May 2016				May 2017			
Event Location				Event Location			
Center Hall (CH)	30	# of events	16	Center Hall (CH)	36	# of events	19
All Other	45	# of event days	18	All Other	65	# of event days	28
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$74,600.00			Event Gross Billable Revenues	\$108,171.28		
Less Discount	(\$7,546.00)			Less Discount	(\$19,711.50)		
<b>Net Event Billable Revenues</b>	<b>\$67,054.00</b>			<b>Net Event Billable Revenues</b>	<b>\$88,459.78</b>		
Plus Cash Receipts	\$8,682.81			Plus Cash Receipts	\$12,209.21		
<b>Total Revenues</b>	<b>\$75,736.81</b>			<b>Total Revenues</b>	<b>\$100,668.99</b>		

## Usage Cumulative Totals

	# of Events
October 2015 - May 2016	106
October 2016 - May 2017	103

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 243 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - May 2016	245	99%
October 2016 - May 2017	251	103%

Conference Center 1458 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - May 2016	429	29%
October 2016 - May 2017	393	27%

## Monthly Recap

MAY 2017: May showed an increase of \$23,843 or 31.5% and an overall increase of \$60,339 or 11% as compared to last year. The increase for the month was primarily due to an increase in the number of events (19 vs 16) combined with an increase in the number of event days use of the facility. The overall increase was due to higher occupancy and multi-day use of the events in Center Hall thru the month of May combined with an increase in alcohol sales of \$9,125 or 30% and catering fee program of \$2,621 or 5% over prior year.

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - May 2016	\$640,060.56	(\$68,534.73)	\$571,525.83
October 2016 - May 2017	\$716,298.90	(\$87,699.60)	\$628,599.30

BRADENTON AREA CONVENTION CENTER  
June 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
02	MC Parks and Natural Resources/Ag - 4H banquet	1/2CH	E	Fun With Food	659.50	1,978.50			604.01			
03-05	LECOM - commencement	CH, CC	E	Milan	9,602.00				200.10	599.48		
03	World Wide Group - meeting	PS	E		748.00							
07-12	The Outsource Media Group - boat show	CH, CC	E		12,659.00					134.91		375.00
14	MC BOCC - work session	1/2CH	EN		0.00	3,012.00						
16-17	Argosy University - commencement	TC., CH, LBK	NC	Orange Blossom	8,244.25				386.69	386.64		
19-25	It Works Marketing - conference	CH, CC	NC	Nellies/Milan	25,213.20	8,050.00			5,751.26	2,392.33		
27-30	RV One Superstores, Inc. - RV Show		NC		see July							
	Soda Machines - Convention Center			Milan					17.66			
	ATM Commission											\$0.47
	Miscellaneous Adjustments											\$61.00
	<b>TOTALS</b>				<b>\$57,125.95</b>	<b>\$13,040.50</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$6,959.72</b>	<b>\$3,513.36</b>	<b>\$0.00</b>	<b>\$436.47</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

## BRADENTON AREA CONVENTION CENTER

June 2017

## Monthly Totals compared to previous year

June 2016				June 2017			
Event Location				Event Location			
Center Hall (CH)	28	# of events	10	Center Hall (CH)	30	# of events	7
All Other	39	# of event days	15	All Other	53	# of event days	8
		(# of events x number of days used)				(# of events x number of days used)	

## Usage Cumulative Totals

	# of Events
October 2015 - June 2016	116
October 2016 - June 2017	110

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 273 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - June 2016	273	100%
October 2016 - June 2017	281	103%

Conference Center 1638 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - June 2016	468	29%
October 2016 - June 2017	446	27%

## Monthly Recap

JUNE 2017: June showed an increase of \$10,372 or 19.2% and an overall increase of \$70,711 or 11.7% as compared to last year. The increase for the month was primarily due to the shift of a large IT WORKS! conference from July to June this year combined with an increase in the number of event days use of the facility. The overall increase was due to higher occupancy and multi-day use of the events in Center Hall thru the month of June combined with an increase in alcohol sales of \$3,689 or 10% and catering fee program of \$4,660 or 9% over prior year.

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - June 2016	\$705,614.64	(\$77,344.73)	\$628,269.91
October 2016 - June 2017	\$796,302.51	(\$100,740.10)	\$695,562.41



BRADENTON AREA CONVENTION CENTER  
July 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-05	RV One Superstore - RV show and sale	CH, PL	NC	Milan	22,194.00	4,680.00			1,414.53			
07-09	Florida Gun Shows - gun show	CH,AM	E	Milan	13,988.70	1,030.00			737.98	25.88		
21	Edward Jones - meeting	TC	NC	Milan	451.00				111.60	51.75		
24-25	Performance Food Group - food show	1/2CH, TC	NC	Milan	5,053.00	78.00			124.80	17.25		
29	Pursue, Overtake and Recover Services, Inc. - expo	1/2CH	NC	Livy O's/Milan	3,887.80			593.45	208.27			12.98
				Milan								
	Soda Machines - Convention Center			Milan					16.65			
	Miscellaneous/Adjustments											59.99
	<b>TOTALS</b>				<b>\$45,574.50</b>	<b>\$5,788.00</b>	<b>\$0.00</b>	<b>\$593.45</b>	<b>\$2,613.83</b>	<b>\$94.88</b>	<b>\$0.00</b>	<b>\$72.97</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

# BRADENTON AREA CONVENTION CENTER

July 2017

## Monthly Totals compared to previous year

July 2016				July 2017			
Event Location				Event Location			
Center Hall (CH)	23	# of events	8	Center Hall (CH)	27	# of events	5
All Other	81	# of event days	17	All Other	13	# of event days	10
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$55,781.13			Event Gross Billable Revenues	\$51,362.50		
Less Discount	(\$13,722.60)			Less Discount	(\$5,788.00)		
<b>Net Event Billable Revenues</b>	<b>\$42,058.53</b>			<b>Net Event Billable Revenues</b>	<b>\$45,574.50</b>		
Plus Cash Receipts	\$13,319.18			Plus Cash Receipts	\$3,375.13		
<b>Total Revenues</b>	<b>\$55,377.71</b>			<b>Total Revenues</b>	<b>\$48,949.63</b>		

## Usage Cumulative Totals

	# of Events
October 2015 - July 2016	124
October 2016 - July 2017	115

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

### Center Hall 304 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - July 2016	296	97%
October 2016 - July 2017	308	101%

### Conference Center 1824 # of room days available (# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - July 2016	549	30%
October 2016 - July 2017	459	25%

### Monthly Recap

JULY 2017: July showed an increase of \$2,067 or 4.1% and an overall increase of \$72,778 or 11.1% as compared to last year. The increase for the month was primarily due to three (3) new clients with new event including a large RV show slightly offset by the shift of a large IT WORKS! conference from July to June this year. The overall increase was due to higher occupancy and multi-day use of the events in Center Hall thru the month of July combined with an increase in alcohol sales of \$3,870 or 11% and catering fee program of \$5,082 or 8% over prior year.

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - July 2016	\$772,930.09	(\$91,067.33)	\$681,862.76
October 2016 - July 2017	\$857,701.47	(\$106,528.10)	\$751,173.37

BRADENTON AREA CONVENTION CENTER  
August 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
04-05	MC Public Safety - Adoptapalooza	CH	E		0.00	6,092.00			130.69			
07	Imagine School at LWR - Summer Forum	CH, CC	E	Milan	4,002.00				901.32	632.44		
07-10	Swimwear Association of FL - trade show	1/2CH	E	Orange Blossom	6,056.00	800.00			830.25			
08-10	MC Purchasing	TC	E		0.00	1,023.00						
16-18	MC Rural Health Services - Team Week	CH, CC	E	Milan	11,403.00	1,200.00	7.44	1,171.05	1,308.00	1,384.65		15.00
19	Simply Events - Shabby Chic Market	CH	NC	Milan	3,187.00				419.51			
19	World Wide Group - Meeting	AM	E		748.00							
	ATM Revenues											\$4.65
	Miscellaneous/Adjustments											60.00
	Soda Machines - Convention Center			Milan					52.99			
	Soda Machine - Convention Center -Lounge						491.30					
	2018 Catering Program Fees Received								500.00			
	<b>TOTALS</b>				<b>\$25,396.00</b>	<b>\$9,115.00</b>	<b>\$498.74</b>	<b>\$1,171.05</b>	<b>\$4,142.76</b>	<b>\$2,017.09</b>	<b>\$0.00</b>	<b>\$79.65</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

BRADENTON AREA CONVENTION CENTER  
August 2017

Monthly Totals compared to previous year

August 2016				August 2017			
Event Location				Event Location			
Center Hall (CH)	28	# of events	11	Center Hall (CH)	14	# of events	7
All Other	31	# of event days	16	All Other	16	# of event days	11
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$63,491.93			Event Gross Billable Revenues	\$34,511.00		
Less Discount	(\$15,973.25)			Less Discount	(\$9,115.00)		
Net Event Billable Revenues	\$47,518.68			Net Event Billable Revenues	\$25,396.00		
Plus Cash Receipts	\$11,066.64			Plus Cash Receipts	\$7,909.29		
Total Revenues	\$58,585.32			Total Revenues	\$33,305.29		

Usage Cumulative Totals

	# of Events
October 2015 - August 2016	135
October 2016 - August 2017	122

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	335	# of room days available		
		<u>Totals Days Used</u>	<u>% of Occupancy</u>	
October 2015 - August 2016		324	96%	
October 2016 - August 2017		324	97%	

*Monthly Recap*  
AUGUST 2017: August showed a decrease of (\$28,487) or (45.9%) and an overall increase of \$44,291 or 6.2% as compared to last year. The increase for the month was primarily due to a decrease in the number of events (122 vs 135). The overall increase was due to higher occupancy and multi-day use of the events in Center Hall thru the month of August.

<u>Conference Center</u>	2010	# of room days available		
		(# of room days x 6)		
		<u>Totals Days Used</u>	<u>% of Occupancy</u>	
October 2015 - August 2016		532	26%	
October 2016 - August 2017		580	29%	

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - August 2016	\$984,919.10	(\$107,040.58)	\$877,878.52
October 2016 - August 2017	\$903,011.45	(\$115,643.10)	\$787,368.35

BRADENTON AREA CONVENTION CENTER  
September 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
06	Man. County Admin. Leadership Meeting	cancelled			0.00							
06	MC Public Safety - First Responder Training	cancelled			0.00							
08-10	Florida Gun Shows - Gun Show	cancelled			0.00							
11-17	Florida National Guard - staging area	1/2CH, CC	NC	Various	0.00							
12	MS BIA - trade show	moved 10/3			0.00							
13-22	Rhea Lana of M C - kids consignment show	1/2CH	E		11,310.00	1,800.00						
16	World Wide Group	moved 9/30			0.00							
21-25	South East Spas, Inc. - Spa sale	1/2CH	E		5,860.00	1,000.00						
23-26	Florida Fashion Focus - Trendzwest expo	1/2CH	E	Subway	11,626.00	800.00			414.15			
23	Belinda Clark - wedding	CC	NC		1,935.00				406.20			
27-28	MC Rural Health Services Foundation - awards	moved to 10/19			0.00							
28-30	Ruth Mobley - meeting	LBK	NC		2,190.00	300.00						
28-30	TOPS Vacuum and Sewing - party	TC, PS	NC		1,520.00	177.50						
29-30	Red Tiger Martial Arts - Tae Kwon Do	CH	NC		5,139.00	600.00			419.20	17.25		
30	World Wide Group - meeting	AM	E		748.00							
	Miscellaneous/Adjustments											49.44
	2018 Catering Program - Fees Received								2,000.00			
	Soda Machines - Convention Center			Milan					40.71			
	2017 WRCH - offsite Catering			Milan					21,018.25			
	<b>TOTALS</b>				<b>\$40,328.00</b>	<b>\$4,677.50</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$24,298.51</b>	<b>\$17.25</b>	<b>\$0.00</b>	<b>\$49.44</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

BRADENTON AREA CONVENTION CENTER  
September 2017

**Monthly Totals compared to previous year**

September 2016				September 2017			
Event Location				Event Location			
Center Hall (CH)	20	# of events	10	Center Hall (CH)	30	# of events	9
All Other	28	# of event days	15	All Other	58	# of event days	30
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$62,092.27			Event Gross Billable Revenues	\$45,005.50		
Less Discount	(\$11,239.95)			Less Discount	(\$4,677.50)		
<b>Net Event Billable Revenues</b>	<b>\$50,852.32</b>			<b>Net Event Billable Revenues</b>	<b>\$40,328.00</b>		
Plus Cash Receipts	\$15,894.98			Plus Cash Receipts	\$24,365.20		
<b>Total Revenues</b>	<b>\$66,747.30</b>			<b>Total Revenues</b>	<b>\$64,693.20</b>		

**Usage Cumulative Totals**

	# of Events
October 2015 - September 2016	145
October 2016 - September 2017	131

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	365	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - September 2016			344	94%
October 2016 - September 2017			352	94%

*Monthly Recap*

*SEPTEMBER 2017: September showed a decrease of (\$18,103) or (29%) and an overall increase of \$26,188 or 3.4% as compared to last year. The decrease for the month was primarily due to rescheduling of two events from September 2017 to October 2017 due to Hurricane Irma which resulted in a decrease in the number of event for the month (8 vs 10). The overall increase was due to higher occupancy and multi-day use of the events in Center Hall thru the month of September.*

<u>Conference Center</u>	2190	# of room days available		
(# of room days x 6)				
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - September 2016			608	28%
October 2016 - September 2017			533	24%

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - September 2016	\$918,608.20	(\$107,040.58)	\$811,567.62
October 2016 - September 2017	\$954,477.93	(\$120,320.60)	\$834,157.33

POWEL CROSLEY ESTATE  
October 2016

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	Miller - wedding (Bradenton)	1st & Grounds	NC	Milan	7,143.54	300.00			880.92			
02	Scanlon - wedding (Brandon, FL)	1st & Grounds	NC	Milan	5,272.87				775.27			
06	Arroyo - wedding (Tampa)	1st & Grounds	NC	Milan	3,450.00			631.02	580.90			
07	Bush - wedding (Cranberry Township, PA)	1st & Grounds	NC	Milan	5,597.47				797.20			
08	Dixon - wedding (Sarasota)	1st floor	NC	Milan	5,969.70			444.98	820.24			
09	Baker/Twigg - wedding (Ruskin, FL)	1st & Grounds	NC	Delectables	6,220.92			28.05	423.00			
14	Lewis/Mancini - wedding (Sarasota)	1st & Grounds	NC	Michaels On East	6,608.95			1,145.18	1,459.26			
15	Pryor and Handley - wedding (Sanford, FL)	1st & Grounds	NC	Milan	7,717.90				268.37			
16	Stone and Holeman - wedding (St. Pete)	1st & Grounds	NC	Affordable Catering	7,153.64				657.45			
17	Page and Navarro - wedding (Tampa, FL)	1st & Grounds	NC	Milan	4,121.51				321.86			
21	Feerick - wedding (Orlando)	1st & Grounds	NC	Milan	7,559.74				1,138.04			
22	Gerow - wedding (Miami)	1st & Grounds	NC	Simply Gourmet	8,428.65				838.33			
23	Plitfka - wedding (Sarasota)	1st & Grounds	NC	Milan	8,578.63				1,194.35			
28	Dean - wedding (Lutz)	1st & Grounds	NC	Sarasota Catering	8,362.13				1,708.87			
29	Sussman - wedding (Washington DC)	1st & Grounds	NC	Michaels On East	8,796.01				1,893.53			
30	Horsley - wedding reception (Venice)	1st & Grounds	NC	Simply Gourmet	6,629.41				906.02			
	Catering Commission Program Fees Received								700.00			
	<b>TOTALS</b>				<b>\$107,611.07</b>	<b>\$300.00</b>	<b>\$0.00</b>	<b>\$2,249.23</b>	<b>\$15,363.61</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLLEY ESTATE  
October 2016

Monthly Totals compared to previous year

October 2015				October 2016			
Event Location				Event Location			
1st/2nd Floor	17	# of events	17	1st/2nd Floor	16	# of events	16
Grounds	11	# of event days	17	Grounds	15	# of event days	16
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$79,536.94			Event Gross Billable Revenues	\$107,911.07		
Less Discount	(\$3,380.00)			Less Discount	(\$300.00)		
<b>Net Event Billable Revenues</b>	<b>\$76,156.94</b>			<b>Net Event Billable Revenues</b>	<b>\$107,611.07</b>		
Plus Cash Receipts	\$17,613.27			Plus Cash Receipts	\$17,612.84		
<b>Total Revenues</b>	<b>\$93,770.21</b>			<b>Total Revenues</b>	<b>\$125,223.91</b>		

Usage Cumulative Totals

	# of Events
October 2015	17
October 2016	16

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	31	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015			17	55%
October 2016			16	52%

*Monthly Recap*  
OCTOBER 2016: October Crosley revenues reflect an overall increase of 29.8% or \$27,158 from prior year. Increase for the month of October was primarily due to two new clients with new event combined with an increase in alcohol sales of 79% or \$15,636 at Crosley Wedding events.

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015	\$94,593.60	(\$3,380.00)	\$91,213.60
October 2016	\$118,672.46	(\$300.00)	\$118,372.46



POWEL CROSLEY ESTATE  
November 2016

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
03	Cullen - wedding (Sarasota)	1st & grounds	NC	Milan	3,480.00			1,250.82	547.95			
04	Arguelles - wedding (Tampa)	1st & grounds	NC	Catering By Robert	5,617.83			84.14	509.84			
05	Abbate and Geaney - wedding (Tampa)	1st & grounds	NC	Milan	7,849.71			1,197.53	1,163.94			
06	Goyer - wedding (Dunedin, FL)	1st floor	NC	Affordable Catering	5,391.58				487.81			
09	FWCS dba Sarasota Orchestra - Musical Morning	1st & grounds	NC		72.00	2,900.00						
10	Carr and Thomas - wedding	1st & grounds		Milan	4,786.32			244.92	639.72			
11	Stayart - wedding (Chicago, IL)	1st & grounds	NC	Milan	7,953.66				701.08			
12	Davila - wedding (Valrico, FL)	1st & grounds	NC	Milan	9,096.12				858.71			
13	Weldy and Walenda - wedding (Sarasota)	1st & grounds	NC	Milan	5,581.78			173.88	782.34			
15	Crosley Foundation Board Meeting	1st floor	E		0.00	500.00						
16	MC Admin - meeting and reception	1st floor	E	Milan	0.00	1,150.00		214.07	216.00			
17	MC IT Department - meeting	1st floor	E		0.00	500.00						
18	Beckon Ten Eyck - wedding	1st & grounds	NC	Milan	6,836.91	965.00			1,087.22			
19	Hanson - wedding (Washington DC)	1st & grounds	NC	Olympia	8,276.99				499.55			
20	Arbuckle and Rodriguez - wedding (Clearwater, FL)	1st & grounds	NC	Milan	5,492.80				645.18			
25	Mestancik and George - wedding (Lakewood Ranch)	1st & grounds	NC	Michael's On East	9,391.69				1,113.35			
26	Morrow - wedding (St. Petersburg, FL)	1st & grounds	NC	Amici's	5,991.50				306.94			
	Crosley Theater Ticket Sales - 12/2016 Carols & Classics											1,179.00
	Crosley Theater Ticket Sales - 1/2017 Thrillers											1,414.00
	Crosley Theater Ticket Sales - 04/2017 Radio Show											\$34.00
	Future Events Cancelled											\$3,661.97
	<b>TOTALS</b>				<b>\$85,818.89</b>	<b>\$6,015.00</b>	<b>\$0.00</b>	<b>\$3,165.36</b>	<b>\$9,559.63</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$6,288.97</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLEY ESTATE  
November 2016

Monthly Totals compared to previous year

November 2015				November 2016			
Event Location				Event Location			
1st/2nd Floor	15	# of events	14	1st/2nd Floor	17	# of events	17
Grounds	10	# of event days	15	Grounds	12	# of event days	17
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$85,695.56			Event Gross Billable Revenues	\$91,833.89		
Less Discount	(\$5,217.00)			Less Discount	(\$6,015.00)		
<b>Net Event Billable Revenues</b>	<b>\$80,478.56</b>			<b>Net Event Billable Revenues</b>	<b>\$85,818.89</b>		
Plus Cash Receipts	\$22,917.70			Plus Cash Receipts	\$19,013.96		
<b>Total Revenues</b>	<b>\$103,396.26</b>			<b>Total Revenues</b>	<b>\$104,832.85</b>		

Usage Cumulative Totals

	# of Events
October 2015 - November 2015	31
October 2016 - November 2016	33

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Crosley Estate 61 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - November 2015	32	52%
October 2016 - November 2016	33	54%

Monthly Recap

November Crosley revenues reflect an increase of 10.4% of \$10,286 from prior year and an overall increase of 19.7% or \$37,444 year to date. The increase for the month is primarily due to three new clients with new event combined with an overall increase in alcohol sales of 30% or \$14,587 and Catering Commission Program of \$8,468 or 58% for Crosley Wedding events.

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - November 2015	\$198,457.29	(\$8,597.00)	\$189,860.29
October 2016 - November 2016	\$233,609.51	(\$6,315.00)	\$227,294.51

POWEL CROSLLEY ESTATE  
December 2016

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
02	Bardwell - wedding (Holmes Beach, FL)	1st & grounds	NC	Milan	7,906.83				1,151.88			
03	Jokisch and Zemina - wedding (Tampa, FL)	1st & grounds	NC	Delectables	8,914.34				581.20			
04	Verrill - wedding (Cincinnati, OH)	1st floor	NC	Milan	4,837.44			173.88	702.39			
05	MC Utilities - meeting	1st floor	E		24.00	1,000.00						
07	MC Admin. Dept Head Breakfast	1st floor	E	Milan	0.00	1,000.00						
08	Lowe - wedding (Myakka City)	1st & grounds	NC	Milan	4,256.77			239.32	624.47			6.00
09	Soehren and Young - wedding (Bradenton)	1st & grounds	NC	Milan	6,412.47				923.34			
11	Lewis and Lowery - wedding (Palmetto)	1st floor	NC	Milan	6,378.24				516.34			
12-16, 19-23	Powel Crosley Theater - Carols and Classics	1st & grounds						1,981.86				19,178.00
17	Frost - wedding (Nokomis, FL)	1st & grounds	NC	Milan	7,523.00				1,066.93			
18	Ruple - wedding (Bradenton)	1st & grounds	NC	Milan	6,959.24				756.08			
28	Reeves - wedding reception (Bradenton)	1st floor	NC	Milan	2,500.00				433.12			
29	Wallon and DeMichael wedding	1st floor	NC	Milan	3,789.97				475.90			
30	James - wedding (Morton, IL)	1st & grounds	NC	Milan	5,520.21				1,281.27			
31	Crosley Foundation - New Year's Eve Gala	1st & grounds	NC	Milan	355.24	5,200.00		5,810.04				(79.00)
	01/2017 Crosley Theater - Thrillers & Chillers - Ticket Sales											\$524.00
	04/2017 Crosley Theater - Radio Show Ticket Sales											156.00
	Catering Commission Program Fees Received								50.00			
	Future Events Cancelled											\$250.00
	Miscellaneous/Adjustments											\$2.01
	<b>TOTALS</b>				<b>\$65,377.75</b>	<b>\$7,200.00</b>	<b>\$0.00</b>	<b>\$8,205.10</b>	<b>\$8,562.92</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$20,037.01</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLEY ESTATE  
December 2016

Monthly Totals compared to previous year

December 2015				December 2016			
Event Location				Event Location			
1st/2nd Floor	18	# of events	8	1st/2nd Floor	24	# of events	15
Grounds	17	# of event days	18	Grounds	20	# of event days	24
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$48,994.29			Event Gross Billable Revenues	\$72,577.75		
Less Discount	(\$2,900.00)			Less Discount	(\$7,200.00)		
<b>Net Event Billable Revenues</b>	<b>\$46,094.29</b>			<b>Net Event Billable Revenues</b>	<b>\$65,377.75</b>		
Plus Cash Receipts	\$39,921.35			Plus Cash Receipts	\$36,805.03		
<b>Total Revenues</b>	<b>\$86,015.64</b>			<b>Total Revenues</b>	<b>\$102,182.78</b>		

Usage Cumulative Totals

	# of Events
October 2014 - December 2015	39
October 2015 - December 2016	47

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	92	# of room days available		
		<u>Totals Days Used</u>	<u>% of Occupancy</u>	
October 2014 - December 2015		50	54%	
October 2015 - December 2016		47	51%	

Monthly Recap

December Crosley revenues reflect an increase of 23.9% of \$17,438 from prior year and an overall increase of 20.9% or \$54,882 year to date. The increase for the month is primarily due to an increase in the number of events as compared to prior year (14 vs 8) combined with an overall increase in alcohol sales of 25% or \$17,110 and Catering Commission Program of \$8,194 or 32% for Crosley Wedding events.

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2014 - December 2015	\$274,279.69	(\$11,497.00)	\$262,782.69
October 2015 - December 2016	\$331,058.19	(\$13,515.00)	\$317,543.19

POWEL CROSLY ESTATE  
January 2017

### Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	Knox - wedding reception (Coconut Creek, FL)	1st & grounds	NC	Milan	6,880.17				701.18			
06	Lilly - wedding reception (Sarasota, FL)	1st floor	NC	Milan	3,981.31	18.69		1,432.42	1,062.12			
07	Ewart - wedding reception (Wellington, FL)	1st & grounds	NC	Milan	8,257.77			634.36	978.57			
08	Sexauer - wedding reception (Siesta Key, FL)	1st & grounds	NC	Fete	7,741.53				1,042.10			
14	Resnick - wedding reception (Northport, FL)	1st & grounds	NC	Neli's Catering	6,302.47			326.48	531.46			
15	Wyss - wedding reception (Bradenton)	1st floor	NC	Milan	5,904.81				749.41			
17-20,22, 24-27, 29	Powel Crosley Theater - Thrillers, Chillers and Killers	1st floor	E					1,708.67				\$15,360.00
19	SRQ Wealth Mgmt - Theater Buy Out	1st & grounds	EN	Milan	904.69				750.56			
21	Gregoria - wedding reception (Bradenton)	1st & grounds	NC	Milan	8,968.98				1,278.66			
28	Phillip - wedding reception (Bradenton)	1st & grounds	NC	Milan	7,680.25				843.63			
	04/2017 Crosley Theater - Radio Show - Ticket Sales											124.00
	Catering Commission Program Fees Received								150.00			
	Future Events Cancelled											\$4,425.23
	TOTALS				\$56,621.98	\$18.69	\$0.00	\$4,101.93	\$8,087.69	\$0.00	\$0.00	\$19,909.23
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

**Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event**

POWEL CROSLEY ESTATE  
January 2017

**Monthly Totals compared to previous year**

January 2016				January 2017			
Event Location				Event Location			
1st/2nd Floor	25	# of events	13	1st/2nd Floor	25	# of events	10
Grounds	7	# of event days	25	Grounds	23	# of event days	25
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$62,686.35			Event Gross Billable Revenues	\$56,640.67		
Less Discount	(\$1,650.00)			Less Discount	(\$18.69)		
<b>Net Event Billable Revenues</b>	<b>\$61,036.35</b>			<b>Net Event Billable Revenues</b>	<b>\$56,621.98</b>		
Plus Cash Receipts	\$26,987.84			Plus Cash Receipts	\$32,098.85		
<b>Total Revenues</b>	<b>\$88,024.19</b>			<b>Total Revenues</b>	<b>\$88,720.83</b>		

**Usage Cumulative Totals**

	# of Events
October 2015 - January 2016	52
October 2016 - January 2017	57

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	123	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - January 2016			75	61%
October 2016 - January 2017			72	59%

*Monthly Recap*

*January 2017: January Crosley revenues reflect a slight decrease of (13.6%) or (\$13,124) from prior year and an overall increase of 11.6% or \$41,758 year to date. The decrease for the month is primarily due to a decrease in the number of events as compared to prior year (10 vs 13). The overall increase is due to an increase in the number of events year to date (57 vs 52) combined with an increase in alcohol sales of 24% or \$21,408 for Crosley Wedding events*

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - January 2016	\$372,409.64	(\$13,147.00)	\$359,262.64
October 2016 - January 2017	\$414,371.96	(\$13,533.69)	\$400,838.27

POWEL CROSLLEY ESTATE  
February 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Net Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-02	Crosley Foundation - Open House	1st & grounds	E	na	0.00	4,600.00						
04	Jelaso wedding (Boynton Beach, FL)	1st & grounds		Milan	8,073.01	300.00			1,115.51			
07, 08, 14, 15,	Crosley Foundation - Afternoon Teas			Simply Gourmet	see March							
10	Caldwell and LeFrancois - wedding (Sarasota)	1st & grounds	NC	Simply Gourmet	7,120.72				1,123.64			
11	Trefy - wedding (Atlanta, GA)	1st & grounds	NC	Michael's On East	13,382.93				2,455.94			
16	Jarrett and Peoples - wedding (Riverview, FL)	1st & grounds	NC	Milan	4,360.80				584.92			
17	Gutierrez - wedding (Tampa, Florida)	1st & grounds	NC	Milan	7,101.29				1,005.22			
18	Machado - wedding (Orlando, FL)	1st & grounds	NC	Milan	9,999.38				1,109.19			
19	Merrick - wedding (Mountain View, CA)	1st floor	NC	Sarasota Catering	6,875.56	137.50			1,046.55			
21	Crosley Estate Foundation - annual meeting	1st floor	E	Milan	0.00	500.00						
22	Chrzanowski/Lippert - wedding (Los Angeles, CA)	1st & grounds	NC	Simply Gourmet	4,320.62				608.74			
23	Tercyak - wedding (Brandon, FL)	first floor	NC	Milan	4,064.29				694.39			
24	Braun and Basilotto - wedding (Clearwater, FL)	1st & grounds	NC	Milan	7,008.87				878.41			
25	Dumas and Wu - wedding (Philadelphia, PA)	1st & grounds	NC	Milan	9,394.69				1,498.57			
26	Robishaw - wedding reception (Sorrento, FL)	1st & grounds	NC	Affordable Catering	9,469.16				1,423.56			
28	BACVB - SB2 Rumbles	1st floor	E	Milan	344.00	2,878.00						
	Catering Commission Program Fees Received								150.00			
	Future Events Cancelled											\$250.00
	Miscellaneous/Adjustments											\$106.65
	<b>TOTALS</b>				<b>\$91,515.32</b>	<b>\$8,415.50</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$13,694.64</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$356.65</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLLEY ESTATE  
February 2017

Monthly Totals compared to previous year

February 2016				February 2017			
Event Location				Event Location			
1st/2nd Floor	19	# of events	12	1st/2nd Floor	20	# of events	16
Grounds	6	# of event days	19	Grounds	12	# of event days	20
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$75,893.55			Event Gross Billable Revenues	\$99,930.82		
Less Discount	(\$23,702.00)			Less Discount	(\$8,415.50)		
<b>Net Event Billable Revenues</b>	<b>\$52,191.55</b>			<b>Net Event Billable Revenues</b>	<b>\$91,515.32</b>		
Plus Cash Receipts	\$9,744.26			Plus Cash Receipts	\$14,051.29		
<b>Total Revenues</b>	<b>\$61,935.81</b>			<b>Total Revenues</b>	<b>\$105,566.61</b>		

Usage Cumulative Totals

	# of Events
October 2015 - February 2016	64
October 2016 - February 2017	73

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	151	# of room days available		
		<u>Totals Days Used</u>	<u>% of Occupancy</u>	
October 2015 - February 2016		94	62%	
October 2016 - February 2017		92	61%	

Monthly Recap

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - February 2016	\$460,313.54	(\$36,849.00)	\$423,464.54
October 2016 - February 2017	\$536,246.21	(\$21,949.19)	\$514,297.02



POWEL CROSLLEY ESTATE  
March 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
03	Riccio and Johnson - wedding (Sarasota)	1st floor	NC	Milan	5,402.20				642.10			
04	Wehegen and Crofford - wedding	1st & grounds	NC	Milan	7,736.31				825.93			
05	Gentil and Dobosz - wedding (Orlando, FL)	1st floor	NC	Milan	5,640.05				678.16			
07, 08, 21, 22, 28, 29	Crosley Foundation Afternoon Teas	1st floor	E	Simply Gourmet	0.00	11,500.00			0.00			
10	Perry - wedding (Lutz, FL)	1st & grounds	NC	Olympia	7,024.32				580.68			
10	BACVB Rowing Meeting	1st floor	E		0.00	500.00						
11	Maher - wedding (Tampa, FL)	1st floor	NC	Milan	8,870.75				1,024.08			
12	Tsonas - wedding (Middle Villages, NY)	1st & grounds	NC	Milan	6,597.27				1,091.34			
14-16	Crosley Foundation Open House	1st & grounds	E		0.00	3,000.00			0.00			
17	Mendez - wedding (St. Petersburg)	1st & grounds	NC	Milan	6,267.24				696.23			
18	Lugo - wedding (Brandon, FL)	1st & grounds	NC	Milan	9,283.26				1,661.56			
19	Fernandez wedding (Tampa, FL)	1st & grounds	NC	Puff n Stuff	5,616.12				866.57			
20	BACVB WRC Meeting	1st floor	E		0.00	500.00						
24	King & Solly - wedding (Dunedin, FL)	1st & grounds	NC	Milan	7,254.54				623.22			
25	Lucas & Riccobono - wedding (Sarasota, FL)	1st & grounds	NC	Puff n Stuff	6,998.66				758.28			
25	BACVB - CBS Radio Dinner	Carriage House	NC	Milan	26.56	500.00						
26	Adil & Spencer - wedding (Hamden, CT)	1st & grounds	NC	Milan	7,928.46				1,090.58			
31	McAuliffe - wedding (Los Angeles, CA)	1st & grounds	NC	Simply Gourmet	6,154.21				692.67			
	Catering Commission Program Fees Received								150.00			
	Future Events Cancelled											\$500.00
	<b>TOTALS</b>				<b>\$90,799.95</b>	<b>\$16,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$11,381.40</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$500.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLY ESTATE  
March 2017

Monthly Totals compared to previous year

March 2016				March 2017			
Event Location				Event Location			
1st/2nd Floor	21	# of events	17	1st/2nd Floor	25	# of events	18
Grounds	18	# of event days	19	Grounds	14	# of event days	25
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$119,121.91			Event Gross Billable Revenues	\$106,799.95		
Less Discount	(\$10,054.00)			Less Discount	(\$16,000.00)		
<b>Net Event Billable Revenues</b>	<b>\$109,067.91</b>			<b>Net Event Billable Revenues</b>	<b>\$90,799.95</b>		
Plus Cash Receipts	\$25,907.75			Plus Cash Receipts	\$11,881.40		
<b>Total Revenues</b>	<b>\$134,975.66</b>			<b>Total Revenues</b>	<b>\$102,681.35</b>		

Usage Cumulative Totals

	# of Events
October 2015 - March 2016	81
October 2016 - March 2017	91

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	182	# of room days available		
		<u>Totals Days Used</u>	<u>% of Occupancy</u>	
October 2015 - March 2016		113	62%	
October 2016 - March 2017		117	64%	

Monthly Recap

March 2017: March Crosley revenues reflect a decrease of (19.6%) or \$25,509 from prior year and an overall increase of 11.8% or \$65,503 year to date. The decrease for the month is primarily due a decrease of a large repeat event as compared to last year combined with a decrease in event billable revenues for the Month of March. The overall increase is due to an increase in the number of events year to date (89 vs 81) combined with an increase in alcohol sales of 22% or \$30,772 and catering commission for Crosley Wedding events.

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - March 2016	\$600,726.07	(\$46,903.00)	\$553,823.07
October 2016 - March 2017	\$657,112.88	(\$37,949.19)	\$619,163.69

POWEL CROSLEY ESTATE  
April 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	Swanson - wedding (Washington DC)	1st & grounds	NC		8,308.39				1,001.83			
02	Armstrong - wedding (Dade City, FL)	1st & grounds	NC	Milan	7,668.14				1,914.85			
06	Magruder - wedding (Falls Church, VA)	1st & grounds	NC	Innovative Dining	5,270.33				1,121.80			
07	Showalter - wedding (Sarasota, FL)	1st & grounds	NC	Innovative Dining	7,867.41				1,532.04			
08	Stalaker & Agushi - wedding (Bradenton)	1st & grounds	NC	Milan	8,254.07				1,172.83			
09	Ryan - wedding (Bradenton)	1st & grounds	NC	Affordable Catering	6,450.18				1,215.24			
10	Nelson - wedding (LaCrosse, WI) - Silvera & Pena	1st & grounds	NC	Affordable Catering	3,517.43			505.06	324.04			
12	Man. & Sara Chamber of Commerce - Blues by the Bay	1st & grounds	E	Various	691.15	700.00		1,583.11				(5.00)
14	Carr and Leli - wedding	1st & grounds	NC	Milan	8,315.68				985.43			
15	Handwerk - wedding (Sarasota, FL)	1st & grounds	NC	Milan	7,414.71				831.05			
16	Crosley Foundation Easter Brunch	1st & grounds	E	Milan	0.00	2,650.00		612.96				
17-21, 23, 25-28	Powel Crosley Theater - Radio Show Live!	1st & grounds	E					971.97				7,389.00
21	McCullough and Mora - wedding (N. Hollywood, CA)	1st & grounds	NC	Milan	5,221.47			551.57	583.88			
22	Mathien and Louderback - wedding (St. Pete)	1st & grounds	NC	Milan	10,013.33				1,025.58			
29	Evans - wedding (Sarasota, FL)	1st & grounds	NC	Nellie's Deli	9,619.31				791.00			
30	Nolan - wedding (Sharpsburg, GA)	1st & grounds	NC	Milan	7,010.22				834.12			
	Future Events Cancelled											250.00
	Miscellaneous/Adjustments											(\$0.62)
	<b>TOTALS</b>				<b>\$95,621.82</b>	<b>\$3,350.00</b>	<b>\$0.00</b>	<b>\$4,224.67</b>	<b>\$13,333.69</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$7,633.38</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLEY ESTATE  
April 2017

Monthly Totals compared to previous year

April 2016				April 2017			
Event Location				Event Location			
1st/2nd Floor	21	# of events	21	1st/2nd Floor	29	# of events	16
Grounds	13	# of event days	21	Grounds	29	# of event days	29
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$101,122.11			Event Gross Billable Revenues	\$98,971.82		
Less Discount	(\$2,550.00)			Less Discount	(\$3,350.00)		
<b>Net Event Billable Revenues</b>	<b>\$98,572.11</b>			<b>Net Event Billable Revenues</b>	<b>\$95,621.82</b>		
Plus Cash Receipts	\$14,079.76			Plus Cash Receipts	\$25,191.74		
<b>Total Revenues</b>	<b>\$112,651.87</b>			<b>Total Revenues</b>	<b>\$120,813.56</b>		

Usage Cumulative Totals

	# of Events
October 2015 - April 2016	102
October 2016 - April 2017	107

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	212	# of room days available		
		<u>Totals Days Used</u>	<u>% of Occupancy</u>	
October 2015 - April 2016		134	63%	
October 2016 - April 2017		146	69%	

Monthly Recap

April 2017: April Crosley revenues reflect an increase of 1% or \$1,125 from prior year and an overall increase of 10% or \$66,628 year to date. The increase for the month is primarily due an increase in alcohol sales for wedding events for the month as compared to prior year. The overall increase is due to an increase in the number of events year to date (104 vs 102) combined with an increase in alcohol sales of 19% or \$33,638 and catering commission for Crosley Wedding events.

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - April 2016	\$715,547.67	(\$49,453.00)	\$666,094.67
October 2016 - April 2017	\$773,853.61	(\$41,299.19)	\$732,554.42

POWEL CROSLLEY ESTATE  
May 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	Clark - wedding (Bradenton)	1st & grounds	NC	Hickory Hollow	5,856.50				672.93			
05	Arens and Lacar - wedding (Sterling, VA)	1st & grounds	NC	Michael's On East	6,970.14				1,553.64			
06	Swenson and Peterson - wedding (Tampa, FL)	1st floor	NC	Delectables	9,425.92				478.90			
07	Freeman - wedding (Winter Park, FL)	1st & grounds	NC	Modern Events	7,692.43				1,194.03			
10	Moreno - wedding (Sarasota)	1st floor	NC	Milan	2,900.80			710.63	547.58			
11	Gerber - wedding (Ft. Myers, FL)	1st & grounds	NC	Milan	7,022.27				877.14			
12	Soto and Washington - wedding (Brad., FL)	1st & grounds	NC	Milan	6,798.63				778.00			
13	Ngnyen and Huynh - wedding (Galveston, TX)	1st & grounds	NC	unlisted caterer	15,481.16							
14	Crosley Foundation - Mother's Day Brunch	1st & grounds	E	Milan	0.00	2,500.00		327.41				(4.00)
18	Atallah & Wyrick - wedding (Winter Haven)	1st floor	NC	Milan	3,967.33				590.18			
19	Lleni and Uhgur - wedding (Brandon, FL)	1st & grounds	NC	Milan	8,504.92				1,224.36			
20	Fiorey - wedding (Towson, MD)	1st & grounds	NC	Simply Gourmet	7,988.70				1,120.75			
21	Orta - wedding (Miami, FL)	1st & grounds		Milan	5,911.00				877.20			
25	Koval and Spicer - wedding (Naples, FL)	1st & grounds	NC	Affordable Catering	4,064.94			72.55	533.67			
26	Ellis - wedding (Sarasota)	1st & grounds		Nellie's Deli	5,921.41				400.20			
27	Strahlman & Farley - reception (Sarasota)	1st & grounds	NC	Milan	10,507.14				1,357.51			
28	Brandner - wedding reeption (Holmes Beach)	1st & grounds	NC	Milan	6,202.07				681.22			
29	King - reception (Bradenton)	1st floor	NC	Sarasota Catering Company	3,100.00			869.68	570.01			
	Future Events Cancelled											\$500.00
	<b>TOTALS</b>				<b>\$118,315.36</b>	<b>\$2,500.00</b>	<b>\$0.00</b>	<b>\$1,980.27</b>	<b>\$13,457.32</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$496.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLEY ESTATE  
May 2017

Monthly Totals compared to previous year

May 2016				May 2017			
Event Location				Event Location			
1st/2nd Floor	20	# of events	20	1st/2nd Floor	18	# of events	18
Grounds	16	# of event days	20	Grounds	14	# of event days	18
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$103,795.81			Event Gross Billable Revenues	\$120,815.36		
Less Discount	(\$4,450.00)			Less Discount	(\$2,500.00)		
<b>Net Event Billable Revenues</b>	<b>\$99,345.81</b>			<b>Net Event Billable Revenues</b>	<b>\$118,315.36</b>		
Plus Cash Receipts	\$19,339.46			Plus Cash Receipts	\$15,933.59		
<b>Total Revenues</b>	<b>\$118,685.27</b>			<b>Total Revenues</b>	<b>\$134,248.95</b>		

Usage Cumulative Totals

	# of Events
October 2015 - June 2016	122
October 2016 - June 2017	125

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	243	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - June 2016			154	63%
October 2016 - June 2017			164	67%

Monthly Recap

MAY 2017: May Crosley revenues reflect an increase of 20.1% or \$23,846 from prior year and an overall increase of 11.5% or \$90,474 year to date. The increase for the month is primarily due an increase in occupancy rate (67% vs 64%) and in alcohol sales for wedding events for the month as compared to prior year. The overall increase is due to an increase in the number of events year to date (125 vs 122) combined with an increase in alcohol sales of 20% or \$41,600 and catering commission for Crosley Wedding events of \$6,020 or 7% over prior year.

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - June 2016	\$838,501.58	(\$53,903.00)	\$784,598.58
October 2016 - June 2017	\$918,687.25	(\$43,799.19)	\$874,888.06

POWEL CROSLEY ESTATE  
June 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-02	Kwanita Tiponi Yanaba - wedding (Jacksonville, FL)	1st & grounds	NC	Milan	6,980.59				729.97			
03	Holladay - wedding (Houston, TX)	1st & grounds	NC	Nellie's Deli	9,660.58				812.27			1.00
05	Sun Hydraulics - party	1st & grounds	NC		5,729.77				714.15			
10	Schmidt - wedding (Sarasota)	1st floor	NC	Simply Gourmet	5,575.42			290.21	564.52			
11	Harley and Elliott - reception (Fort Myers, FL)	1st floor	NC	Milan	5,348.48			250.21	535.78			
17	Jacobs - wedding (Babson Park, FL)	1st & grounds	NC		7,106.63				537.27			
23	Stillwell - wedding (Tinley Park, Illinois)	1st floor	NC	Milan	5,517.89				603.15			
	Catering Commission Program Fees Received								150.00			
	Miscellaneous Adjustments											\$0.35
	<b>TOTALS</b>				<b>\$45,919.36</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$540.42</b>	<b>\$4,647.11</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$1.35</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLLEY ESTATE  
June 2017

**Monthly Totals compared to previous year**

June 2016				June 2017			
Event Location				Event Location			
1st/2nd Floor	7	# of events	7	1st/2nd Floor	7	# of events	7
Grounds	2	# of event days	7	Grounds	5	# of event days	7
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$34,062.89			Event Gross Billable Revenues	\$45,919.36		
Less Discount	(\$1,000.00)			Less Discount	\$0.00		
<b>Net Event Billable Revenues</b>	<b>\$33,062.89</b>			<b>Net Event Billable Revenues</b>	<b>\$45,919.36</b>		
Plus Cash Receipts	\$3,610.78			Plus Cash Receipts	\$5,188.88		
<b>Total Revenues</b>	<b>\$36,673.67</b>			<b>Total Revenues</b>	<b>\$51,108.24</b>		

**Usage Cumulative Totals**

	# of Events
October 2015 - June 2016	129
October 2016 - June 2017	132

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	273	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - June 2016			161	59%
October 2016 - June 2017			171	63%

**Monthly Recap**

JUNE 2017: June Crosley revenues reflect an increase of 26.1% or \$11,463 from prior year and an overall increase of 12.3% or \$101,937 year to date. The increase for the month is primarily due to larger billable and alcohol sales of wedding events at the Crosley as compared to prior year. The overall increase is due to an increase in the number of events year to date (132 vs 129) combined with an increase in alcohol sales of 21% or \$45,423 and catering commission for Crosley Wedding events of \$4,614 or 5% over prior year.

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - June 2016	\$883,478.13	(\$54,903.00)	\$828,575.13
October 2016 - June 2017	\$974,145.63	(\$43,799.19)	\$930,346.44



POWEL CROSLEY ESTATE  
July 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	Johnson and Giordano - reception (Bartow, FL)	1st & grounds	NC	Milan	6,795.39				665.33			
08	Bennett - reception (Wimauma, FL)	1st & grounds	NC	Milan	7,242.07				621.08			
10	Grose and Lane (Bradenton)	1st floor	NC	Milan	3,686.90				389.33			
14	Eastham - wedding and reception (Bradenton)	1st floor	NC	Milan	3,825.00			1,084.55	460.27			7.00
28	Santos - reception (Miami, FL)	1st & grounds	NC	Milan	4,353.13				697.78			
	Future Events Cancelled											\$250.00
	<b>TOTALS</b>				<b>\$25,902.49</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$1,084.55</b>	<b>\$2,833.79</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$257.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLEY ESTATE  
July 2017

Monthly Totals compared to previous year

July 2016				July 2017			
Event Location				Event Location			
1st/2nd Floor	3	# of events	3	1st/2nd Floor	5	# of events	5
Grounds	2	# of event days	6	Grounds	4	# of event days	5
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$14,754.20			Event Gross Billable Revenues	\$25,902.49		
Less Discount	(\$1,750.00)			Less Discount	\$0.00		
<b>Net Event Billable Revenues</b>	<b>\$13,004.20</b>			<b>Net Event Billable Revenues</b>	<b>\$25,902.49</b>		
Plus Cash Receipts	\$3,196.05			Plus Cash Receipts	\$4,175.34		
<b>Total Revenues</b>	<b>\$16,200.25</b>			<b>Total Revenues</b>	<b>\$30,077.83</b>		

Usage Cumulative Totals

	# of Events
October 2015 - July 2016	132
October 2016 - July 2017	137

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	304	# of room days available		
		<u>Totals Days Used</u>	<u>% of Occupancy</u>	
October 2015 - July 2016		164	54%	
October 2016 - July 2017		176	58%	

Monthly Recap

JULY 2017: July Crosley revenues reflect an increase of 73.3% or \$13,219 from prior year and an overall increase of 13.6% or \$115,156 year to date. The increase for the month is primarily due an increase in the number of events (5 vs 3) as compared to prior year. The overall increase is due to an increase in the number of events year to date (137 vs 132) combined with an increase in alcohol sales of 22% or \$48,322 and catering commission for Crosley Wedding events of \$4,997 or 5% over prior year.

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - July 2016	\$903,242.48	(\$56,653.00)	\$846,589.48
October 2016 - July 2017	\$1,005,409.89	(\$43,799.19)	\$961,610.70

POWEL CROSLEY ESTATE  
August 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
11	WRC Meeting	First Floor	E		0.00	500.00						
22	Susan Moore - gathering	First Floor	NC		731.46	675.00						
25-26	Xenora Clayton Foundation lunch	First Floor	NC	Mattison's	250.00	8,150.00	7.44	76.27	543.41			
	Future Events Cancelled											250.00
	2018 Catering Program - Fees Received								500.00			
	<b>TOTALS</b>				<b>\$981.46</b>	<b>\$9,325.00</b>	<b>\$7.44</b>	<b>\$76.27</b>	<b>\$1,043.41</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$250.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLEY ESTATE  
August 2017

Monthly Totals compared to previous year

August 2016				August 2017			
Event Location				Event Location			
1st/2nd Floor	8	# of events	8	1st/2nd Floor	3	# of events	3
Grounds	5	# of event days	9	Grounds	0	# of event days	3
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$32,244.49			Event Gross Billable Revenues	\$10,306.46		
Less Discount	(\$6,850.00)			Less Discount	(\$9,325.00)		
<b>Net Event Billable Revenues</b>	<b>\$25,394.49</b>			<b>Net Event Billable Revenues</b>	<b>\$981.46</b>		
Plus Cash Receipts	\$5,828.95			Plus Cash Receipts	\$1,377.12		
<b>Total Revenues</b>	<b>\$31,223.44</b>			<b>Total Revenues</b>	<b>\$2,358.58</b>		

Usage Cumulative Totals

	# of Events
October 2015 - August 2016	140
October 2016 - August 2017	140

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	335	# of room days available		
		<u>Totals Days Used</u>	<u>% of Occupancy</u>	
October 2015 - August 2016		173	52%	
October 2016 - August 2017		179	53%	

Monthly Recap

AUGUST 2017: August Crosley revenues reflect a decrease of 92.8% or (\$29,025) from prior year and an overall increase of 9.8% or \$86,131 year to date. The decrease for the month is primarily due a decrease in the number of events (3 vs 8) as compared to prior year. The overall increase is due larger revenue generating type weddings combined with an increase in alcohol sales of 17% or \$39,326.

Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - August 2016	\$941,381.52	(\$63,503.00)	\$877,878.52
October 2016 - August 2017	\$1,017,247.84	(\$53,124.19)	\$964,123.65

POWEL CROSLEY ESTATE  
September 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
03	Horton - wedding	1st & grounds	NC	Milan	8,093.28				1,348.10			
09	Wilson and Still - cancelled	1st & grounds	NC		250.00							
15	Capdarest/Dexter - cancelled	1st & grounds	NC		250.00							
16	Klein and Shafer - cancelled	1st & grounds	NC		250.00							
25	Suncoast Aquatic Nature Center - World Rowing Championship Dinner	first floor	E	Milan	399.00	3,633.00			504.00			
28	Trahan and Gunaseka - reception	1st & grounds	NC	Mattisons	4,068.66	334.00						
30	Wilson - reception	1st & grounds	NC	Milan	6,820.08				779.71			
	FY2018 Catering Program - Fees Received								2,750.00			
	<b>TOTALS</b>				<b>\$20,131.02</b>	<b>\$3,967.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$5,381.81</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLEY ESTATE  
September 2017

**Monthly Totals compared to previous year**

September 2016				September 2017			
Event Location				Event Location			
1st/2nd Floor	10	# of events	10	1st/2nd Floor	4	# of events	4
Grounds	7	# of event days	10	Grounds	4	# of event days	4
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$64,403.96			Event Gross Billable Revenues	\$24,098.02		
Less Discount	(\$1,830.00)			Less Discount	(\$3,967.00)		
<b>Net Event Billable Revenues</b>	<b>\$62,573.96</b>			<b>Net Event Billable Revenues</b>	<b>\$20,131.02</b>		
Plus Cash Receipts	\$11,523.69			Plus Cash Receipts	\$5,381.81		
<b>Total Revenues</b>	<b>\$74,097.65</b>			<b>Total Revenues</b>	<b>\$25,512.83</b>		

**Usage Cumulative Totals**

	# of Events
October 2015 - September 2016	150
October 2016 - September 2017	144

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Crosley Estate 365 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2015 - September 2016	183	50%
October 2016 - September 2017	183	50%

**Monthly Recap**

*SEPTEMBER 2017: September Crosley revenues reflect a decrease of (65.8%) or (\$47,655) from prior year and an overall increase of 4.1% or \$38,476 year to date. The decrease for the month is primarily due a three (3) cancelled events due to Hurricane Irma combined with an overall decrease of event in the month of September (4 vs 10). The overall increase is due larger revenue generating type weddings combined with an increase in alcohol sales of 9.6% or \$23,740.*

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2015 - September 2016	\$1,013,801.77	(\$63,503.00)	\$950,298.77
October 2016 - September 2017	\$1,045,987.37	(\$57,091.19)	\$988,896.18

BRADENTON AREA CONVENTION CENTER  
October 2017

**Event Revenue and Utilization Report**

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
03	MS BIA Trade Show *	1/2CH, AM	E	Sarasota Catering/Milan	2,891.97	2,494.50		228.82	322.12	20.70		(7.00)
04	Radio Training Net. - Matthew West Concert	CH	E		8,245.35	1,475.00			628.22	71.42	1,943.93	5.00
04-05	MC Human Resources - Job Fair	1/2CH, CC	E		0.00	4,376.00						
07	Saint Stephens - homecoming dance	LBK	E		1,460.00				33.00			
07-08	FI Family Magazine - Nuovo Bride - Expo	CH	E		5,146.00	750.00		625.99				
09-10	L & L Exhibition Mag - Condo HOA Expo	1/2CH, CC	E	Milan	6,354.00				692.84	237.71		975.00
11	MCG Cty Adm - Leadership Meeting	LBK, TC	E	Milan	0.00	1,588.00						
13-15	Tampa Bay Turners - Gymnastics meet	CH, LBK	E	Nellie's	9,440.00	1,200.00			1,363.94			
18-19	MC Rural Health Services - awards dinner *	1/2CH, AM	E	Fete	6,292.00			1,706.79	3,596.25	1,317.43		3.00
20	Loving Hands Min. - More Than Words Conf	CH, CC	E	Hickory Hollow	6,974.00	900.00			358.46	401.90		
22	Foundation For Youth - Cheer Jam	CH, CC	E		5,552.00				1,756.35			
27-29	Florida Gun Shows - Gun Show	CH, AM	E		14,126.13	1,030.00			674.07	25.88		
	* rescheduled from September 2017											
	2018 Catering Program - Fees Received								1,250.00			
	Miscellaneous/Adjustments											60.00
	Soda Machines - Conventon Center	Milan							131.89			
1 - 3	2017 WRCH - offsite Catering	Milan							1,945.48			
	<b>TOTALS</b>				<b>\$66,481.45</b>	<b>\$13,813.50</b>	<b>\$0.00</b>	<b>\$2,561.60</b>	<b>\$12,752.62</b>	<b>\$2,075.04</b>	<b>\$1,943.93</b>	<b>\$1,036.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palma Sola (Palmetto), TC = Terra Ceia (Manatee)

BRADENTON AREA CONVENTION CENTER  
October 2017

**Monthly Totals compared to previous year**

October 2016				October 2017			
Event Location				Event Location			
Center Hall (CH)	30	# of events	12	Center Hall (CH)	30	# of events	12
All Other	32	# of event days	17	All Other	57	# of event days	14
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$59,023.44			Event Gross Billable Revenues	\$80,294.95		
Less Discount	(\$10,415.00)			Less Discount	(\$13,813.50)		
<b>Net Event Billable Revenues</b>	<b>\$48,608.44</b>			<b>Net Event Billable Revenues</b>	<b>\$66,481.45</b>		
Plus Cash Receipts	\$7,955.67			Plus Cash Receipts	\$20,369.19		
<b>Total Revenues</b>	<b>\$56,564.11</b>			<b>Total Revenues</b>	<b>\$86,850.64</b>		

**Usage Cumulative Totals**

	# of Events
October 2016	12
October 2017	12

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	31	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016			30	97%
October 2017			30	97%

*Monthly Recap*

*OCTOBER 2017: October showed an increase of (\$26,334) or (44%) as compared to last year. The increase for the month was primarily due to rescheduling two (2) large events from September 2017 to October 2017 due to Hurricane Irma which resulted in an increase of revenues and usage of the facility.*

<u>Conference Center</u>	186	# of room days available		
(# of room days x 6)				
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016			32	17%
October 2017			57	31%

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016	\$70,886.53	(\$10,415.00)	\$60,471.53
October 2017	\$100,583.90	(\$13,813.50)	\$86,770.40



**BRADENTON AREA CONVENTION CENTER**  
**November 2017**

**Event Revenue and Utilization Report**

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-05	State College of Florida - JUCO Volleyball	CH,CC	E	Milan	6,513.50	11,437.50			1,040.90	463.60		
06-07	Steller Entertainment Group - Circus	CH	E		7,700.40				283.04		1,233.64	
06-07	Pierce Manufacturing - Meeting	TC	EN	Milan	639.00	90.00			0.00			
08	Manatee and Sarasota Chambers - expo	CH	E		3,617.80			2,670.46				41.91
10-11	Fl. Elite Football and Cheerleading - awards	CH,CC	E	Milan	13,753.00			942.24	1,825.01			5.00
14	Lorena Fletes	LBK	NC		1,126.00							
16	MC Public Safety - First Responder Training	PS	EN	Milan	0.00	659.00			117.75			
17	Sysco West Coast Florida - sales meeting	CH,CC	E	Milan	7,945.00					192.75		
18	World Wide Group, LLC - meeting	LBK	E		1,071.00							
20-27	South East Spas, Inc. - Spa Sale	1/2CH	E		7,518.70	1,125.30						
25	Temika Ward - sale	1/2CH	NC		1,460.00							
30	U.S. Soccer Federation - Meeting	CC	NC		602.50	1,807.50						
	ATM Commission Revenue											5.58
	Soda Machines			Milan					91.85			
	Catering Program - Fees Received								500.00			
	Prior Year - A/V			CCAV						47.58		
	Miscellaneous/Adjustments											\$59.74
	<b>TOTALS</b>				<b>\$51,946.90</b>	<b>\$15,119.30</b>	<b>\$0.00</b>	<b>\$3,612.70</b>	<b>\$3,858.55</b>	<b>\$703.93</b>	<b>\$1,233.64</b>	<b>\$112.23</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

*Key*

*Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event*

*Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palmetto (formerly Palma Sola), TC = Manatee (formerly Terra Ceia)*

BRADENTON AREA CONVENTION CENTER  
November 2017

**Monthly Totals compared to previous year**

November 2016				November 2017			
Event Location				Event Location			
Center Hall (CH)	30	# of events	8	Center Hall (CH)	26	# of events	12
All Other	61	# of event days	13	All Other	51	# of event days	20
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$61,539.61			Event Gross Billable Revenues	\$67,066.20		
Less Discount	(\$16,439.50)			Less Discount	(\$15,119.30)		
<b>Net Event Billable Revenues</b>	<b>\$45,100.11</b>			<b>Net Event Billable Revenues</b>	<b>\$51,946.90</b>		
Plus Cash Receipts	\$12,693.23			Plus Cash Receipts	\$9,521.05		
<b>Total Revenues</b>	<b>\$57,793.34</b>			<b>Total Revenues</b>	<b>\$61,467.95</b>		

**Usage Cumulative Totals**

	# of Events
October 2016 - November 2016	20
October 2017 - November 2017	24

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bars received by the facility for the month, fees for cancelled events).

Center Hall 61 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - November 2016	60	98%
October 2017 - November 2017	56	92%

Conference Center 366 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - November 2016	93	25%
October 2017 - November 2017	107	29%

**Monthly Recap**

November showed an increase of \$1,894 or 3.2% as compared to last year and an overall increase of \$28,228 or 23%. The increase for the month was primarily due to an increase in the number of events for year as compared to prior year (12 vs 8) which includes 3 (three) new clients with new events. Also, there was an increase in parking of \$3,178 due to two large events at the Convention Center - Matthew West Concert in October and Circus event in November.

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - November 2016	\$147,545.34	(\$26,854.50)	\$120,690.84
October 2017 - November 2017	\$177,739.67	(\$28,932.80)	\$148,806.87

BRADENTON AREA CONVENTION CENTER  
December 2017

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-03	Tampa Bay Turners - Gymnastics Championship	CH, LBK	E	Milan/Nellies	9,423.00	1,200.00			1,393.66			
02	Riviera Dunes MCA- meeting	TC	E		502.00							
07	MC Neighborhood Services - workshop - Results First	PS	EN	Milan	0.00	731.00			39.00			
08	US Soccer Federation - meeting - hosted by BACVB	CC	E		602.50	1,807.50						
09	Simply Events - Christmas Shabby Chic	CH	E		2,637.00				273.42			
11	USF - Winter Commencement	CH, CC	E	Milan	7,765.00				144.00	525.18		
14	Elite Legacy Education, Inc. - workshop	LBK	NC		1,001.00					8.50		
14	FDOT/Cell Molnar & Assoc. - meeting	AM	NC		643.00							
15	State College of Florida - graduation	CH,CC	E	Milan	7,703.00				33.00	278.25		
16	Trejo - wedding	1/2CH	EN	El Pollo Loco	5,548.82			896.67				(20.00)
20	MC Admin. - meeting	LBK,TC	E		0.00	1,549.00						
	Soda Machines			Milan					37.85			
8	Pierce Manufacturing - offsite Catering			Milan					436.28			
	Miscellaneous/Adjustments											\$60.00
	TOTALS				\$35,825.32	\$5,287.50	\$0.00	\$896.67	\$2,357.21	\$811.93	\$0.00	\$40.00
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

*Key*

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS - Palmetto (formerly Palma Sola), TC = Manatee (formerly Terra Ceia)

**BRADENTON AREA CONVENTION CENTER**  
December 2017

**Monthly Totals compared to previous year**

December 2016				December 2017			
Event Location				Event Location			
Center Hall (CH)	15	# of events	10	Center Hall (CH)	13	# of events	11
All Other	20	# of event days	11	All Other	32	# of event days	12
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$37,720.48			Event Gross Billable Revenues	\$41,112.82		
Less Discount	(\$4,066.10)			Less Discount	(\$5,287.50)		
<b>Net Event Billable Revenues</b>	<b>\$33,654.38</b>			<b>Net Event Billable Revenues</b>	<b>\$35,825.32</b>		
Plus Cash Receipts	\$12,598.09			Plus Cash Receipts	\$4,105.81		
<b>Total Revenues</b>	<b>\$46,252.47</b>			<b>Total Revenues</b>	<b>\$39,931.13</b>		

**Usage Cumulative Totals**

	# of Events
October 2016 - December 2016	30
October 2017 - December 2017	35

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Center Hall 92 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - December 2016	75	82%
October 2017 - December 2017	69	75%

Conference Center 552 # of room days available  
(# of room days x 6)

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - December 2016	113	20%
October 2017 - December 2017	139	25%

**Monthly Recap**

DECEMBER 2017: December showed a decrease of (\$4,402) or (9.9%) as compared to last year and an overall increase of \$23,826 or 14.5%. The decrease for the month was primarily due to a decrease in alcohol sales. The overall increase was due to an increase in the number of events for the year as compared to prior year (35 vs 30) which includes 2 (two) new clients with new events. Also, there was an increase in parking of \$3,178 due to two large events at the Convention Center - Matthew West Concert in October and Circus event in November.

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - December 2016	\$195,911.32	(\$30,920.60)	\$164,990.72
October 2017 - December 2017	\$222,886.49	(\$34,220.30)	\$188,666.19

# BRADENTON AREA CONVENTION CENTER

January 2018

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
04	US Soccer Federation - meeting	CC	E		447.00	1,341.00				208.08		
11	MC Human Resources - meeting	AM	EN		44.00	679.00			151.20	37.38		
11-15	Tampa Bay Turners - tournament	CH, LBK	E	Nellie's/Milan	17,010.00				3,490.94			
17-22	The Outsource Media Group - boat show	CH, PL	E		15,237.00	0.00			125.13	134.91		125.00
24-25	Take Stock in Children of MC - breakfast	CH	E	Affordable Catering	5,257.00				1,254.38			
25	MC Human Resources - meeting	TC	E		0.00	430.00						
26-28	Florida Gun Shows - Gun Show	CH, AM	E		14,837.70				977.94	25.90		
30	MC Admin. - meeting - Council of Govt.	LBK	E		0.00	931.00						
31	Manatee Chamber of Commerce - dinner	CH	EN	California Pizza Kitchen	2,280.35	2,909.25		3,680.60		438.86		\$9.01
	Catering Program - Fees Received								500.00			
	Soda Machine/Vending Machine			MCC			53.76					
	Soda Machines/Vending - Commission Received			Milan					63.25			
	Future Events Cancelled											
	Miscellaneous/Adjustments											\$59.99
	<b>TOTALS</b>				<b>\$55,113.05</b>	<b>\$6,290.25</b>	<b>\$53.76</b>	<b>\$3,680.60</b>	<b>\$6,562.84</b>	<b>\$845.13</b>	<b>\$0.00</b>	<b>\$194.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

### Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS - Palmetto (formerly Palma Sola), TC = Manatee (formerly Terra Ceia)

# BRADENTON AREA CONVENTION CENTER

January 2018

## Monthly Totals compared to previous year

January 2017				January 2018			
Event Location				Event Location			
Center Hall (CH)	27	# of events	11	Center Hall (CH)	32	# of events	9
All Other	15	# of event days	18	All Other	31	# of event days	15
				</			

## Usage Cumulative Totals

	# of Events
October 2016 - January 2017	41
October 2017 - January 2018	44

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the fa for the month, fees for cancelled events).

<u>Center Hall</u>	123	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - January 2017			102	83%
October 2017 - January 2018			95	77%

<u>Conference Center</u>	738	# of room days available		
(# of room days x 6)				
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - January 2017			128	17%
October 2017 - January 2018			168	23%

## Monthly Recap

JANUARY 2018: December showed a decrease of (\$3,791) or (5.8%) as compared to last year and an overall increase of \$20,035 or 8.7%. The decrease for the month was primarily due to a decrease in the number of events (9 vs 11). The overall increase was due to an increase in the number of events for the year as compared to prior year (44 vs 41) which includes 2 (two) established clients with new event. Also, there was an increase in parking due to two large events at the Convention Center - Matthew West Concert in October and Circus event in November.

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - January 2017	\$266,038.17	(\$36,111.35)	\$229,926.82
October 2017 - January 2018	\$290,321.94	(\$40,510.55)	\$249,811.39

## BRADENTON AREA CONVENTION CENTER

February 2018

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-04	Florida Fashion Focus, Inc. Trendwest Show	1/2CH	E	Subway	12,347.00				358.35			
01-03	Manatee Patchworkers - Suncoast Quilt Show	1/2CH	E		4,700.00				211.70	34.50		
05-10	Happy Gospel Crusade - Gospel Music Conv.	CH,CC	E	Milan	21,807.70	5,250.00			3,065.96			11,778.98
11	Kelloggs Retirees Picnic - Reunion	LBK,AM	E	Popi's	1,701.00				523.46			
11-16	Pierce Manufacturing - Training	1/2CH, CC		Milan	10,228.00	2,000.00			891.67			
16	Rowlett Academy - fundraiser	1/2CH	NC	Texas Cattle Co.	4,480.00	125.00			609.02			
17-18	The Spirit University - A-Ha Holistic Expo/Fair	CC	NC		3,052.00							
17-18	FI Family Magazine dba Nuovo Bridal Mag - Wedding Expo	CH	E		5,126.00			1,109.66				\$17.00
19-25	Florida Sun Coast Unit 102 - Bridge Tournament	CH,CC	E	Milan	16,951.00	7,000.00			5,949.52			
27	Canadian Showbird Association	1/2CH	E		2,093.00				84.11	40.25		
28	Coastal Conservation Assoc. - banquet move in	CH	E		See March							
	Soda Machine/Vending Machine			Milan					70.32			
	ATM Commission											60.00
	Miscellaneous/Adjustments											\$19.53
	<b>TOTALS</b>				<b>\$82,485.70</b>	<b>\$14,375.00</b>	<b>\$0.00</b>	<b>\$1,109.66</b>	<b>\$11,764.11</b>	<b>\$74.75</b>	<b>\$0.00</b>	<b>\$11,875.51</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

## Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palmetto (formerly Palma Sola), TC = Manatee (formerly Terra Ceia)

# BRADENTON AREA CONVENTION CENTER

February 2018

## Monthly Totals compared to previous year

February 2017				February 2018			
Event Location				Event Location			
Center Hall (CH)	42	# of events	19	Center Hall (CH)	46	# of events	10
All Other	104	# of event days	30	All Other	125	# of event days	27
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$98,863.20			Event Gross Billable Revenues	\$96,860.70		
Less Discount	(\$18,798.75)			Less Discount	(\$14,375.00)		
<b>Net Event Billable Revenues</b>	<b>\$80,064.45</b>			<b>Net Event Billable Revenues</b>	<b>\$82,485.70</b>		
Plus Cash Receipts	\$33,311.63			Plus Cash Receipts	\$24,824.03		
<b>Total Revenues</b>	<b>\$113,376.08</b>			<b>Total Revenues</b>	<b>\$107,309.73</b>		

## Usage Cumulative Totals

	# of Events
October 2016 - February 2017	60
October 2017 - February 2018	54

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	151	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - February 2017			144	95%
October 2017 - February 2018			141	93%
<u>Conference Center</u>	906	# of room days available		
(# of room days x 6)			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - February 2017			232	26%
October 2017 - February 2018			293	32%

## Monthly Recap

*FEBRUARY 2018: February showed an increase of \$4,545 or 4.1% as compared to last year and an overall increase of \$24,580 or 7.2%. The increase for the month was primarily due to an increase in multiple room usage combined with higher revenue generating billable revenue from repeat events. The overall increase was due to an increase in the conference center occupancy for the year of 6% (32% vs 26%). Also, there was an increase in parking due to two large events at the Convention Center - Matthew West Concert in October and Circus event in November.*

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - February 2017	\$407,224.36	(\$54,910.10)	\$352,314.26
October 2017 - February 2018	\$432,280.98	(\$54,885.55)	\$377,395.43



## BRADENTON AREA CONVENTION CENTER

March 2018

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Beverage Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	Coastal Conservation Assn. - banquet	CH, CC	E	Texas Road House	15,178.00			972.93	3,015.03	1,032.78		
02-04	Eastern Trade Solutions - Home Show	CH	E		6,417.00				56.26			3,450.00
06	MC Human Resources - training	TC	EN		0.00	456.00						
06-07	Man. Community Foundation - luncheon	1/2CH	E	Pier 22	4,525.00				2,358.30			
07	Response - seminar	1/2CH	NC	Milan	3,481.00				606.00	313.73		
07	MC Admin. - meeting	LBK,TC	E		0.00	1,549.00						
08-11	Service Club of Man. Cty - antique show	1/2CH, CC	E	Pier 22	9,973.00			2,141.20	1,532.25	146.63		11.00
09-11	The Railroad Ed. & Learning Ctr - train show	1/2CH	E	Milan	3,850.00	300.00			484.55	22.50		
13	Family Life Community School - banquet	1/2CH	E	Affordable Catering	4,422.00				1,217.31			
14-15	W. Fl. Chapter CAI - trade show	CH, CC	E	Sarasota Catering	10,680.00			293.92	1,169.67	161.46		(10.00)
16	Sysco West Coast Fl - meeting	CH, CC	E	Milan	7,477.00				78.00	204.13		
19-21	Supervisor of Elections - polling location	PS	E		234.50	775.00						
22	MC Human Resources - banquet	1/2CH	E	Milan	647.75	1,547.25						
24	Worldwide - meeting	LBK	E		1,137.00							
25	Simply Events, Shabby Chic Market	CH	E		3,053.00				199.41			
31	Braden River Congregation of JW	1/2CH	E		2,488.00							
	Soda Machines/Vending - Commission Received								51.14			
	Miscellaneous/Adjustments											\$59.56
	<b>TOTALS</b>				<b>\$73,563.25</b>	<b>\$4,627.25</b>	<b>\$0.00</b>	<b>\$3,408.05</b>	<b>\$10,767.92</b>	<b>\$1,881.23</b>	<b>\$0.00</b>	<b>\$3,510.56</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

## Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palmetto (formerly Palma Sola), TC = Manatee (formerly Terra Ceia),

# BRADENTON AREA CONVENTION CENTER

March 2018

## Monthly Totals compared to previous year

March 2017				March 2018			
Event Location				Event Location			
Center Hall (CH)	38	# of events	13	Center Hall (CH)	31	# of events	16
All Other	87	# of event days	22	All Other	39	# of event days	21
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$96,433.37			Event Gross Billable Revenues	\$78,190.50		
Less Discount	(\$7,010.00)			Less Discount	(\$4,627.25)		
<b>Net Event Billable Revenues</b>	<b>\$89,423.37</b>			<b>Net Event Billable Revenues</b>	<b>\$73,563.25</b>		
Plus Cash Receipts	\$20,749.90			Plus Cash Receipts	\$19,567.76		
<b>Total Revenues</b>	<b>\$110,173.27</b>			<b>Total Revenues</b>	<b>\$93,131.01</b>		

## Usage Cumulative Totals

	# of Events
October 2016 - March 2017	74
October 2017 - March 2018	67

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	182	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - March 2017			182	100%
October 2017 - March 2018			172	95%

<u>Conference Center</u>	1092	# of room days available		
(# of room days x 6)				
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - March 2017			319	29%
October 2017 - March 2018			332	30%

## Monthly Recap

MARCH 2018: March showed a decrease of (\$21,289) or (18.9%) as compared to last year and an overall increase of \$3,291 or .73%. The decrease for the month was primarily due to the large Tattoofest event not returning to the Convention Center in March slightly offset by a new client new event. The overall increase was due to an increase in the conference center occupancy for the year of 1% (30% vs 29%). Also, there was an increase in parking due to two large events at the Convention Center - Matthew West Concert in October and Circus event in November.

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - March 2017	\$529,207.74	(\$61,920.10)	\$467,287.64
October 2017 - March 2018	\$530,623.20	(\$59,512.80)	\$471,110.40

## BRADENTON AREA CONVENTION CENTER

April 2018

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
06-08	Florida Gun Shows - sale	CH, AM	E		15,094.70				853.98	25.88		
07	FAMU National Alumni Assoc. SM - banquet	LBK	NC	Orange Blossom	834.00			93.01	391.31			
10	Arthur Ruttenberg Homes - conference	1/2CH, TC, AM, PS	EN	Milan	6,388.00				806.40	211.77		
11	FL W Coast Public Broadcasting - reception	CC	NC	Sarasota Catering	3,227.00	150.00			221.40	376.09		
12	MC Ag & Extension - seminar	PS	EN		0.00	759.00						
12-15	Tampa Bay Turners - gymnastics tournament	CH, LBK, AM		Nellie's/Milan	15,622.00				2,208.34			
18	MC Community Services - seminar	LBK	EN	Subway	0.00	1,332.00			137.10			
19	MC Human Resouces - Hiring Expo	CH	E		84.00	3,151.00						
22	Donald Denker - meeting	TC	NC		325.00							
22-28	Hernando De Soto Historical Society - festival	CH	E	Milan	17,986.29	3,660.00			1,667.40	52.98		
26	MC Neighborhood Services - meeting	LBK	E		0.00	1,257.00						
27	MC AdminBACVB TBARTA	LBK, TC	EN	Milan	0.00	925.00						
28	Sheila Broadbent - party	AM	NC	Milan	1,841.27				156.94	38.78		
	ATM Commission											2.33
	Miscellaneous/Adjustments											60.00
	Soda Machines/Vending - Commission Received			Milan					45.93			
	Future Events Cancelled											\$1,853.93
	<b>TOTALS</b>				<b>\$61,402.26</b>	<b>\$11,234.00</b>	<b>\$0.00</b>	<b>\$93.01</b>	<b>\$6,488.80</b>	<b>\$705.50</b>	<b>\$0.00</b>	<b>\$1,916.26</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

## Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palmetto (formerly Palma Sola), TC = Manatee (formerly Terra Ceia)

# BRADENTON AREA CONVENTION CENTER

April 2018

## Monthly Totals compared to previous year

April 2017				April 2018			
Event Location				Event Location			
Center Hall (CH)	33	# of events	10	Center Hall (CH)	29	# of events	13
All Other	9	# of event days	15	All Other	34	# of event days	19
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$58,797.61			Event Gross Billable Revenues	\$72,636.26		
Less Discount	(\$6,068.00)			Less Discount	(\$11,234.00)		
<b>Net Event Billable Revenues</b>	<b>\$52,729.61</b>			<b>Net Event Billable Revenues</b>	<b>\$61,402.26</b>		
Plus Cash Receipts	\$3,998.64			Plus Cash Receipts	\$9,203.57		
<b>Total Revenues</b>	<b>\$56,728.25</b>			<b>Total Revenues</b>	<b>\$70,605.83</b>		

## Usage Cumulative Totals

	# of Events
October 2016 - April 2016	84
October 2017 - April 2017	83

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	212	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - April 2016			215	101%
October 2017 - April 2017			201	95%

<u>Conference Center</u>	1272	# of room days available		
(# of room days x 6)			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - April 2016			328	26%
October 2017 - April 2017			366	29%

## Monthly Recap

APRIL 2018: April showed an increase of \$12,625 or 22% as compared to last year and an overall increase of \$15,916 or 3%. The increase for the month was primarily due to three (3) more events in March (13 vs 10) which included two (2) large new clients with new event. The overall increase was due to an increase in the conference center occupancy for the year combined with an increase in catering and audio visual commission. Also, there was an increase in parking due to two large events at the Convention Center - Matthew West Concert in October and Circus event in November.

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - April 2016	\$594,504.08	(\$67,988.10)	\$526,515.98
October 2017 - April 2017	\$613,712.52	(\$70,746.80)	\$542,965.72

# BRADENTON AREA CONVENTION CENTER

May 2018

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	MCG - County Atty's Office - seminar	LBK	E		0.00	2,197.00						
02-03	Ringling College of Art & Design - graduation	CH, CC	E		8,162.00				310.95	1,366.04		
04	State College of Florida - graduation	CH, CC	E		7,825.00				33.00	278.25		
05	MCG - Cty Adm Office - seminar	LBK	EN		0.00	843.00						
05	WWF Operating Company - Danone banquet	1/2CH	NC	Milan	10,856.48				2,119.25	320.85		
07	USF - commencement	CH, CC	E		8,074.00				144.00	346.93		
08-11	Fla Fashion Focus - Trendzwest Expo	1/2CH	E	Subway	9,594.00							
08	School Dist of Man. Cty. - Bayshore High School	1/2CH	E	Orange Blossom Catering	3,166.00				691.88			
10	BACVB Press Conference	TC	EN		0.00	334.00						
12	Everglades U. dba Keiser College - graduation	CH, CC	E		8,277.00					998.00		
14	Man. School of the Arts - graduation	CH,AM	E		6,341.00					863.35		
15	BACVB - Lincoln Middle Day	AM,PS,TC	EN		0.00	1,247.00						
16-19	School Dist of Man. Cty. - high school grad.	CH, CC	E		16,403.00	1,700.00				202.25		
20	Manatee Rare Fruit Tree - sale	CH	E		2,658.00							
21	Life Line Screening - health screening	AM	E		573.00							
22	Zurixx - Daymon Johns Success Form Seminar	LBK	NC		1,035.00				51.00			
22	World Wide Group - meeting	PS	E		820.00							
24-29	Southeast Spas - sale	1/2CH	E		8,592.00							
24	MCG - Human Resources - Retirement Seminar	LBK,TC	E		0.00	2,210.00						
	ATM Commission											20.23
	Soda Machine/Vending Commission Received						473.59		148.71			
	Offsite Catering - Danoners @ PSC			Milan					400.82			
	Miscellaneous/Adjustments											\$60.00
	<b>TOTALS</b>				<b>\$92,376.48</b>	<b>\$8,531.00</b>	<b>\$473.59</b>	<b>\$0.00</b>	<b>\$3,899.61</b>	<b>\$4,375.67</b>	<b>\$0.00</b>	<b>\$80.23</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

### Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palmetto (formerly Palma Sola), TC = Manatee (formerly Terra Ceia)

# BRADENTON AREA CONVENTION CENTER

May 2018

## Monthly Totals compared to previous year

May 2017				May 2018			
Event Location				Event Location			
Center Hall (CH)	36	# of events	19	Center Hall (CH)	33	# of events	19
All Other	65	# of event days	28	All Other	51	# of event days	26
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$108,171.28			Event Gross Billable Revenues	\$100,907.48		
Less Discount	(\$19,711.50)			Less Discount	(\$8,531.00)		
<b>Net Event Billable Revenues</b>	<b>\$88,459.78</b>			<b>Net Event Billable Revenues</b>	<b>\$92,376.48</b>		
Plus Cash Receipts	\$12,209.21			Plus Cash Receipts	\$8,829.10		
<b>Total Revenues</b>	<b>\$100,668.99</b>			<b>Total Revenues</b>	<b>\$101,205.58</b>		

## Usage Cumulative Totals

	# of Events
October 2016 - May 2017	103
October 2017 - May 2018	102

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	243	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - May 2017			251	103%
October 2017 - May 2018			234	96%

<u>Conference Center</u>	1458	# of room days available		
(# of room days x 6)			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - May 2017			393	27%
October 2017 - May 2018			417	29%

## Monthly Recap

MAY 2018: May showed an increase of \$2,685 or 2.7% as compared to last year and an overall increase of \$18,601 or 3.1%. The increase for the month was due to higher conference center occupancy for the month (29% vs 27%) as a result of a large new client with new event (banquet) at the Convention Center. The overall increase was due to an increase in the conference center occupancy for the year combined with an increase in catering, audio visual commission and equipment rental for the facility. Also, there was an increase in parking due to two large events at the Convention Center - Matthew West Concert in October and Circus event in November.

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - May 2017	\$716,298.90	(\$87,699.60)	\$628,599.30
October 2017 - May 2018	\$726,924.30	(\$79,173.80)	\$647,750.50

## BRADENTON AREA CONVENTION CENTER

June 2018

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01-02	Florida Sports Foundation - SS Games Weight Lifting	CC	EN		2,186.40	532.60						
02-03	LECOM - Commencement	CH,CC	E	Milan	11,729.00				298.50	639.98		
05	MC Admin - Leadership Meeting	LBK,TC	E		0.00	1,294.00						
06-11	Outsource Media Group - Boat Show	CH, PL	E		13,559.00	2,790.00				134.91		802.50
15-16	Argosy University - Commencement	CC, CH	E		8,647.00	611.25		218.58		547.83		
19-20	REALTOR Assoc. of SM - conference	CH, AM, TC, PS	NC	Milan	6,800.00				728.64	399.61		
22-23	Mixed Martial Arts Coalition Grappling - tournament	1/2CH	NC		2,940.00							
23	DRC Foundation - Fashion Show	1/2CH	E	Milan	4,117.00			740.40	551.09			(22.00)
23	World Wide Group	LBK	E		1,135.00							
25-30	RV One - show	CH, PL	E		see July							
27-28	School Dist. Of MC - meeting	CC	E		2,124.00							
	ATM Commission											13.72
	Soda Machine/Vending - Commission Received			Milan					73.51			
	Miscellaneous/Adjustments											\$59.94
	<b>TOTALS</b>				<b>\$53,237.40</b>	<b>\$5,227.85</b>	<b>\$0.00</b>	<b>\$958.98</b>	<b>\$1,651.74</b>	<b>\$1,722.33</b>	<b>\$0.00</b>	<b>\$854.16</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

## Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

Location Code - CH = Center Hall, CC = Conference Center, LBK = Longboat Key room, AM = Anna Maria, PS = Palmetto (formerly Palma Sola), TC = Manatee (formerly Terra Ceia)

**BRADENTON AREA CONVENTION CENTER**  
June 2018

**Monthly Totals compared to previous year**

June 2017				June 2018			
Event Location				Event Location			
Center Hall (CH)	30	# of events	7	Center Hall (CH)	26	# of events	10
All Other	53	# of event days	8	All Other	54	# of event days	13
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$70,166.45			Event Gross Billable Revenues	\$58,465.25		
Less Discount	(\$13,040.50)			Less Discount	(\$5,227.85)		
<b>Net Event Billable Revenues</b>	<b>\$57,125.95</b>			<b>Net Event Billable Revenues</b>	<b>\$53,237.40</b>		
Plus Cash Receipts	\$10,909.55			Plus Cash Receipts	\$5,187.21		
<b>Total Revenues</b>	<b>\$68,035.50</b>			<b>Total Revenues</b>	<b>\$58,424.61</b>		

**Usage Cumulative Totals**

	# of Events
October 2016 - June 2017	110
October 2017 - June 2018	112

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Center Hall</u>	273	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - June 2017			281	103%
October 2017 - June 2018			284	104%

<u>Conference Center</u>	1638	# of room days available		
(# of room days x 6)			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - June 2017			446	27%
October 2017 - June 2018			483	29%

**Monthly Recap**

JUNE 2018: June showed a decrease of (\$7,441) or(11.5%) as compared to last year and an overall increase of \$11,160 or 1.7%. The decrease for the month was due to shift of a large recurring event (It Works) to July combined with the related catering and audio visual commission. The decrease was slightly offset with two new clients with new event. The overall increase was due to an increase in the number of events (112 vs 110) combined with a slight increase in catering, audio visual commission and equipment rental for the facility. Also, there was an increase in parking due to two large events at the Convention Center - Matthew West Concert in October and Circus event in November.

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - June 2017	\$796,302.51	(\$100,740.10)	\$695,562.41
October 2017 - June 2018	\$791,665.65	(\$84,401.65)	\$707,264.00



POWEL CROSLLEY ESTATE  
October 2017

*Event Revenue and Utilization Report*

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
06	Massey - wedding (Tampa, FL)	1st & grounds	NC	Milan	8,456.32			204.63	1,547.78			
08	Stidham and Xu - wedding (Brandon, FL)	1st & grounds	NC	Milan	5,752.45				670.14			
09	Lauren Delucia - wedding (St. Louis, MO)	1st & grounds	NC	Milan	5,707.14				628.02			
12	Ashley Jean - wedding (Miami, FL)	1st floor	NC	Milan	2,575.00				636.16			
13	Trudeau - wedding (Cadyville, NY)	1st & grounds	NC	Milan	6,996.30			186.96	927.26			
14	Kline and Crum - wedding (Chandler, AZ)	1st & grounds	NC	Milan	6,846.39			65.11	751.15			
15	Lacina-Williams - wedding (Shakopee, MN)	1st floor	NC	Milan	5,822.04				1,266.24			
16	MC Admin. Director's Meeting	1st floor	E		0.00	500.00						
20	Mihalak and Vargues - wedding (Sarasota, FL)	1st & grounds	NC	Morton's	7,386.18				1,103.50			20.00
21	Engineering Visions - Andrews Wedding (Sarasota)	1st & grounds	NC	Milan	7,647.18				1,739.63			
26	Crosley Foundation - supper club	1st floor	E	Milan	0.00	1,000.00						
27	Asolo Rep - photo shoot	1st floor	NC		500.00							
28	Williams - wedding (Sarasota, FL)	1st & grounds	NC	Fete	6,377.28				711.23			
	2018 Catering Program - Fees Received								1,500.00			
	<b>TOTALS</b>				<b>\$64,066.28</b>	<b>\$1,500.00</b>	<b>\$0.00</b>	<b>\$456.70</b>	<b>\$11,481.11</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$20.00</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

*Key*

*Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event*

POWEL CROSLLEY ESTATE  
October 2017

**Monthly Totals compared to previous year**

October 2016				October 2017			
Event Location				Event Location			
1st/2nd Floor	16	# of events	16	1st/2nd Floor	13	# of events	13
Grounds	15	# of event days	16	Grounds	8	# of event days	13
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$107,911.07			Event Gross Billable Revenues	\$65,566.28		
Less Discount	(\$300.00)			Less Discount	(\$1,500.00)		
<b>Net Event Billable Revenues</b>	<b>\$107,611.07</b>			<b>Net Event Billable Revenues</b>	<b>\$64,066.28</b>		
Plus Cash Receipts	\$17,612.84			Plus Cash Receipts	\$11,957.81		
<b>Total Revenues</b>	<b>\$125,223.91</b>			<b>Total Revenues</b>	<b>\$76,024.09</b>		

**Usage Cumulative Totals**

	# of Events
October 2016	16
October 2017	13

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	31	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016			16	52%
October 2017			13	42%

**Monthly Recap**

October Crosley revenues reflect a decrease of (38.4%) or (\$45,447) from prior year. Decrease for the month is primarily due to three (3) less events for the month as compared to prior year (13 vs 16) combined with a decrease of alcohol sales of (\$19,679) or 55%.

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016	\$118,672.46	(\$300.00)	\$118,372.46
October 2017	\$74,425.18	(\$1,500.00)	\$72,925.18

POWEL CROSLEY ESTATE  
November 2017

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
02	Raquel Sanchez - wedding (Tallevast, FL)	1st & grounds	NC	Milan	3,300.00				985.48			
03	Meghan Pitcher - wedding (Indianapolis, IN)	1st & grounds	NC	Fete	5,934.67				844.36			
04	White and Ryan - wedding (Tampa, FL)	1st & grounds	NC	Milennia Event Cat.	8,123.19			156.27	824.00			
05	Ivings and Wudecki - wedding (Bradenton)	1st & grounds	NC	Milan	6,549.59				684.13			
10	Hixon and Tisdale - wedding (Homer, AK)	1st & grounds	NC	Olympia	7,151.56			314.39	530.08			5.00
11	Boscia and Petruzzi - wedding (Sarasota, FL)	1st & grounds	NC	Milan	8,516.05				909.28			
12	Weingartner - wedding (Boynton Beach, FL)	1st & grounds	NC	Milan	8,718.29				1,389.86			
16	Hicks and Daly - wedding (Port Charlotte, FL)	1st floor	NC	Puff N Stuff	3,613.18			203.70	738.55			49.45
17	Clark and Claussen - wedding (Valrico)	1st & grounds	NC	Simply Gourmet	6,862.38				1,010.04			
18	Ross and Stopnitsky - wedding (Tampa, FL)	1st & grounds	NC	Fete	8,300.35				1,374.95			
19	Sprout - wedding (Sarasota, FL)	1st floor	NC	Milan	7,288.77				702.78			
21	Bradenton Area CVB - meeting	1st floor	NC	Milan	0.00	614.00						
22	Green - photo shoot	1st floor	NC		1,000.00							
24	T. DiFederico - wedding (Brandon, FL)	1st & grounds	NC	Milan	7,035.60				1,069.37			
25	Morrell - wedding (Valrico, FL)	1st & grounds	NC	Milan	9,654.62				1,122.75			
26	Barlow - wedding (Largo, FL)	1st & grounds	NC	Modern Events	6,901.88				787.33			\$77.88
29	MC Admin. - Dept. Head Mtg.	1st floor	E	Milan	0.00	1,000.00						
	<b>TOTALS</b>				<b>\$98,950.13</b>	<b>\$1,614.00</b>	<b>\$0.00</b>	<b>\$674.36</b>	<b>\$12,972.96</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$132.33</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat even

POWEL CROSLLEY ESTATE  
November 2017

**Monthly Totals compared to previous year**

November 2016				November 2017			
Event Location				Event Location			
1st/2nd Floor	17	# of events	17	1st/2nd Floor	15	# of events	17
Grounds	12	# of event days	17	Grounds	10	# of event days	17

**Usage Cumulative Totals**

	# of Events
October 2016 - November 2016	33
October 2017 - November 2017	30

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	61	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - November 2016			33	54%
October 2017 - November 2017			29	48%

**Monthly Recap**

November Crosley revenues reflect a slight decrease of (.9%) or (\$956) from prior year and an overall decrease of (\$46,403) or (20.4%). Decrease is primarily due to three (3) less events for the year as compared to prior year (30 vs 33) combined with a decrease of alcohol sales of (\$17,492) or 28%. Also, there is no Crosley Theater for the 1st quarter of FY2018.

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - November 2016	\$233,609.51	(\$6,315.00)	\$227,294.51
October 2017 - November 2017	\$184,009.86	(\$3,114.00)	\$180,895.86

POWEL CROSLY ESTATE  
December 2017

**Event Revenue and Utilization Report**

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	Jesaitis - wedding (St. Pete, FL)	1st & grounds	NC	Michael's On East	10,331.16				2,690.20			
02	Fishman - wedding (Longboat Key, FL)	1st & grounds	NC	Michael's On East	10,712.51	620.00			3,091.68			
05	BACVB - Strategic Meeting/retreat	1st floor	E		0.00	1,000.00						
07	Star2Star Communications (Sarasota)	1st & grounds	E	Sarasota Catering	5,044.97			126.50	990.64			
08	Tiller - wedding (Altamonte Springs, FL)	1st & grounds	NC	none	4,200.00							
09	Bentley & Peet - wedding (Port Charlotte, FL)	1st & grounds	NC	Milan	8,648.81				1,098.36			
10	Jenkins - wedding (Sarasota)	1st & grounds	NC	Catering by Robert	6,594.82							
16	Hamilton - wedding (Winter Park, FL)	1st & grounds	NC	Milan	10,949.87				1,571.67			
17, 23	Crosley Foundation - Supper Club - Storytelling/Lunch with Santa	1st floor	EN	Milan	0.00	2,000.00						
27	Ammons - wedding (St. Pete)	1st & grounds	NC	Milan	5,565.78				859.18			
28	Smith - wedding (Rockledge, FL)	1st floor	NC	Milan	2,990.65	247.85		178.58	952.04			2.00
30	Rivera - wedding (Temple Terrace, FL)	1st & grounds	NC	Affordable Catering	9,414.32				1,098.99			
31	Crosley Foundation - Supper Club - NYE Gala	1st & grounds	E	Milan	362.76	4,200.00		6,391.02				(8.00)
	Future Events Cancelled											\$3,271.03
	<b>TOTALS</b>				<b>\$74,815.65</b>	<b>\$8,067.85</b>	<b>\$0.00</b>	<b>\$6,696.10</b>	<b>\$12,352.76</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$3,265.03</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

**Key**

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLLEY ESTATE  
December 2017

**Monthly Totals compared to previous year**

December 2016				December 2017			
Event Location				Event Location			
1st/2nd Floor	24	# of events	15	1st/2nd Floor	14	# of events	13
Grounds	20	# of event days	24	Grounds	10	# of event days	13
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$72,577.75			Event Gross Billable Revenues	\$82,883.50		
Less Discount	(\$7,200.00)			Less Discount	(\$8,067.85)		
<b>Net Event Billable Revenues</b>	<b>\$65,377.75</b>			<b>Net Event Billable Revenues</b>	<b>\$74,815.65</b>		
Plus Cash Receipts	\$36,805.03			Plus Cash Receipts	\$22,313.89		
<b>Total Revenues</b>	<b>\$102,182.78</b>			<b>Total Revenues</b>	<b>\$97,129.54</b>		

**Usage Cumulative Totals**

	# of Events
October 2016 - December 2016	47
October 2017 - December 2017	43

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	92	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - December 2016			47	51%
October 2017 - December 2017			42	46%

**Monthly Recap**

DECEMBER 2017: December Crosley revenues reflect an increase of 5.5% or \$4,925 from prior year and an overall decrease of (\$41,478) or (13.1%). Increase for the month is due to various catering commissions received from prior period events thru December 2017. The overall decrease is primarily due to five (5) less events for the year as compared to prior year (43 vs 47) combined with a decrease in alcohol sales of (\$11,932) or (13%). Also, there is no Crosley Theater for the 1st quarter of FY2018.

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - December 2016	\$331,058.19	(\$13,515.00)	\$317,543.19
October 2017 - December 2017	\$287,357.49	(\$11,181.85)	\$276,175.64

POWEL CROSLEY ESTATE  
January 2018

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
05	Smith and Rivera - wedding (Bradenton)	1st & ground	NC	Puff N Stuff	7,696.49				971.76			
06	Cowden - wedding (Tampa, FL)	first floor	NC	Milan	6,975.61				760.17			
07	Hummel - wedding (Palmetto, FL)	first floor	NC	Milan	4,444.13			364.62	678.36			
11	Craft - wedding (Sarasota, FL)	1st floor	NC	Fete	5,475.59				570.78			
12	Osipova - wedding (North Port, FL)	1st & ground	NC	Affordable Catering	4,325.00				637.74			
13	Rebhan and Sichling - wedding (Venice, FL)	1st & ground	NC	Mattison's	7,541.37				1,041.49			0.01
14	Klasing - wedding (Tampa, FL)	1st & ground	NC	Simply Gourmet	9,763.96				1,320.29			
15	Brown - wedding (Winter Park, FL)	1st & ground	NC	Milan	5,919.94				785.61			
19	Crosley Estate Foundation - Sarasota Opera	1st floor	E	Milan	1,254.77	2,800.00		176.72	0.00			(48.00)
20	Kumbat and Laupert - wedding (Ft. Myers, FL)	1st floor	NC	Milan	7,877.74				609.66			
25	MC Public Works - Fleet Conference	first floor	E	Sarasota Catering	40.00	1,000.00			46.75			3.48
27	Orcutt - wedding (Naples, FL)	1st floor	NC	Milan	6,449.03				645.17			
	Future Events Cancelled											250.00
	Miscellaneous/Adjustments											(\$77.88)
	TOTALS				\$67,763.63	\$3,800.00	\$0.00	\$541.34	\$8,067.78	\$0.00	\$0.00	\$127.61
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

*Key*

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLEY ESTATE  
January 2018

**Monthly Totals compared to previous year**

January 2017				January 2018			
Event Location				Event Location			
1st/2nd Floor	25	# of events	10	1st/2nd Floor	12	# of events	12
Grounds	23	# of event days	25	Grounds	6	# of event days	12
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$56,640.67			Event Gross Billable Revenues	\$71,563.63		
Less Discount	(\$18.69)			Less Discount	(\$3,800.00)		
<b>Net Event Billable Revenues</b>	<b>\$56,621.98</b>			<b>Net Event Billable Revenues</b>	<b>\$67,763.63</b>		
Plus Cash Receipts	\$32,098.85			Plus Cash Receipts	\$8,736.73		
<b>Total Revenues</b>	<b>\$88,720.83</b>			<b>Total Revenues</b>	<b>\$76,500.36</b>		

**Usage Cumulative Totals**

	# of Events
October 2016 - January 2017	57
October 2017 - January 2018	55

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	123	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - January 2017			72	59%
October 2017 - January 2018			54	44%

**Monthly Recap**

*JANUARY 2018: January Crosley revenues reflect a slight decrease of (1.6%) or (\$1,357) from prior year and an overall decrease of (\$42,835) or (10.7%). Decrease for the month is due to no Crosley Theater event in the month of January mostly offset by an increase in the number of events (12 vs 10). The overall decrease is primarily due to two (2) less events for the year as compared to prior year (55 vs 57) combined with a decrease in alcohol sales of (\$8,845) or (7.8%).*

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - January 2017	\$414,371.96	(\$13,533.69)	\$400,838.27
October 2017 - January 2018	\$373,120.87	(\$14,981.85)	\$358,139.02



## February 2018

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
02	Kundert and Panfil - wedding (Nokomis, FL)	1st & grounds	NC	Milan	7,368.36				715.29			
03	Renz and Leonard - wedding (Tampa, FL)	1st & grounds	NC	Affordable Catering	12,006.52				946.88			
06-07,13-14,27-28	Crosley Foundation - Afternoon Teas with Simply Gourmet	1st floor	NC	Simply Gourmet	see March				n/a			
09	Diluzio and Drewes - wedding (Seminole, FL)	1st & grounds	NC	Milan	8,067.24				1,175.57			
10	Thompson - wedding (Punta Gorda, FL)	1st & grounds	NC	Milan	9,714.28				1,414.61			
11	Easton - wedding (Bradenton)	1st floor	NC	Milan	5,071.40				642.60			
16	Ferreira and Haxton - wedding (Tampa)	1st & grounds	NC	Milan	6,633.09			693.89	1,047.93			
17	Romano and Glassman - wedding (Atlanta, GA)	1st & grounds	NC	Good Food Catering	11,040.03				1,321.06			
18	Poff - wedding (Arlington, VA)	1st floor	NC	Milan	8,382.35				1,688.81			
19	Yue and Prpich - wedding (Laguna, CA)	1st & grounds	NC	Puff N Stuff	5,141.75			137.66	822.61			
20	BACVB - SB2	1st floor	E	Milan	0.00	3,350.00			70.18			
21	Crosley Foundation meeting	1st floor	E	Milan	0.00	1,312.00			n/a			
23	Correa and Safford - wedding (Ruskin, FL)	1st & grounds	NC	Milan	3,725.00				748.72			
24	Blaess - wedding (Sarasota)	1st & grounds	NC	Milan	7,392.28				947.50			
25	Roskoski and Formica - wedding (Tampa)	1st & grounds	NC	Milan	5,763.04				615.83			
	TOTALS				\$90,305.34	\$4,662.00	\$0.00	\$831.55	\$12,157.59	\$0.00	\$0.00	\$0.00
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

# POWEL CROSLLEY ESTATE

February 2018

## Monthly Totals compared to previous year

February 2017				February 2018			
Event Location				Event Location			
1st/2nd Floor	20	# of events	16	1st/2nd Floor	13	# of events	14
Grounds	12	# of event days	20	Grounds	9	# of event days	14
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$99,930.82			Event Gross Billable Revenues	\$94,967.34		
Less Discount	(\$8,415.50)			Less Discount	(\$4,662.00)		
<b>Net Event Billable Revenues</b>	<b>\$91,515.32</b>			<b>Net Event Billable Revenues</b>	<b>\$90,305.34</b>		
Plus Cash Receipts	\$14,051.29			Plus Cash Receipts	\$12,989.14		
<b>Total Revenues</b>	<b>\$105,566.61</b>			<b>Total Revenues</b>	<b>\$103,294.48</b>		

## Usage Cumulative Totals

	# of Events
October 2016 - February 2017	73
October 2017 - February 2018	69

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	151	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - February 2017			92	61%
October 2017 - February 2018			74	49%

## Monthly Recap

*FEBRUARY 2018: February Crosley revenues reflect a decrease of (8.8%) or (\$9,993) from prior year and an overall decrease of (\$52,828) or (10.3%). Decrease for the month is due to a decrease in the number of events (14 vs 16). The overall decrease is primarily due to four (4) less events for the year as compared to prior year (69 vs 73) combined with a decrease in alcohol sales of (\$4,836) or (28%) and no Crosley Theater events for the year reflecting a decrease of (\$35,584).*

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - February 2017	\$536,246.21	(\$21,949.19)	\$514,297.02
October 2017 - February 2018	\$481,252.20	(\$19,643.85)	\$461,608.35

POWEL CROSLEY ESTATE

March 2018

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	HlinKristergsdottir - wedding (Iceland)	First Floor	NC	Milan	3,726.32				478.31			
02	MC Public Safety - Marine Banquet	First Floor	EN	Milan	0.00	1,150.00						
03	Carlstrom - wedding (Coral Gables, FL)	1st & grounds	NC	Sarasota Catering	7,514.62				815.36			
04	Danaher - wedding (Winchester, MA)	1st & grounds	NC	Simply Gourmet	8,838.73				961.89			
05-08	Crosley Foundation - Open House	First Floor	E	Simply Gourmet	0.00	11,500.00						
09	Andrews - wedding (Odessa, FL)	1st & grounds	NC	Milan	6,450.32				882.98			
10	Nieves - wedding (Lakewood Ranch, FL)	1st & grounds	NC	Fete	9,798.01				1,506.90			
11	Rivas - wedding (Ruskin, FL)	1st floor	NC	Milan	5,783.20				864.96			
12	Tittle - Peach wedding (North Port, FL)	1st & grounds	NC	Milan	4,626.41				776.74			
13, 14, 20, 21	Crosley Foundation - Afternoon Teas	1st floor		Simply Gourmet	0.00	11,500.00						
15	USF - Meet & Greet (BACVB)	First Floor	EN		0.00	1,168.00		27.90				
16	Harvey/Thomas - wedding (St. Pete, FL)	1st & grounds	NC	Milan	7,930.85				1,223.87			
17	Sawicki/Kazbour - wedding (Brandon, FL)	1st & grounds	NC	Milan	10,615.02				1,555.65			
18	Ramirez/Foroughi - wedding (Tampa, FL)	1st & grounds	NC	Olympia	6,362.65				541.85			
22	Rutherford - wedding (Port Richey, FL)	1st & grounds	NC	Milan	4,592.22				660.50			
24	Witschel/Wallace - wedding (St. Pete, FL)	1st & grounds	NC	Milan	10,514.13				1,807.70			
25	Vankirk - wedding (Sarasota, FL)	1st floor	NC	Sarasota Catering	4,493.19			543.20	350.39			(\$12.00)
30	Echtler and Chen - wedding (Tampa, FL)	1st & grounds	NC	Milan	5,588.53			150.68	580.19			
31	Morris/Yoon - wedding (Tampa, FL)	1st floor	NC	Milan	6,102.45			265.09	659.91			
	Miscellaneous/Adjustments											\$0.01
	Future Events Cancelled											\$3,932.58
	Offsite Catering Commission			Milan					272.16			
	<b>TOTALS</b>				<b>\$102,936.65</b>	<b>\$25,318.00</b>	<b>\$0.00</b>	<b>\$986.87</b>	<b>\$13,939.36</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$3,920.59</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSBY ESTATE  
March 2018

**Monthly Totals compared to previous year**

March 2017				March 2018			
Event Location				Event Location			
1st/2nd Floor	25	# of events	18	1st/2nd Floor	23	# of events	16
Grounds	14	# of event days	25	Grounds	11	# of event days	23
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$106,799.95			Event Gross Billable Revenues	\$128,254.65		
Less Discount	(\$16,000.00)			Less Discount	(\$25,318.00)		
<b>Net Event Billable Revenues</b>	<b>\$90,799.95</b>			<b>Net Event Billable Revenues</b>	<b>\$102,936.65</b>		
Plus Cash Receipts	\$11,881.40			Plus Cash Receipts	\$18,846.82		
<b>Total Revenues</b>	<b>\$102,681.35</b>			<b>Total Revenues</b>	<b>\$121,783.47</b>		

**Usage Cumulative Totals**

	# of Events
October 2016 - March 2017	92
October 2017 - March 2018	85

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	182	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - March 2017			127	64%
October 2017 - March 2018			97	53%

**Monthly Recap**

*MARCH 2018: March Crosby revenues reflect an increase of (15%) or \$15,724 from prior year and an overall decrease of (\$37,104) or (6%). Increase for the month is due to higher generating event revenues combined with increase in alcohol sales and catering commission for the month. The overall decrease is primarily due to six (6) less events for the year as compared to prior year (85 vs 91) combined with an overall decrease in alcohol sales of (\$8,984) or (5.2%) and no Crosby Theater events for the year reflecting a decrease of (\$36,048).*

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - March 2017	\$657,112.88	(\$37,949.19)	\$619,163.69
October 2017 - March 2018	\$627,149.41	(\$44,961.95)	\$582,187.46

POWEL CROSLEY ESTATE

April 2018

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	Crosley Foundation Easter Brunch	1st & lawn	E	Milan	0.00	1,150.00		496.70				-14.00
05	Briggs and O'Brien - wedding (Tampa, FL)	1st floor	NC	Milan	4,526.59				585.15			
06	Still - wedding (Jacksonville, FL)	1st & lawn	NC	Modern Events	7,099.55				1,025.57			
07	Morocco - wedding (Orlando, FL)	1st & lawn	NC	Milan	9,278.16				2,337.08			
08	Taiz - wedding (Sarasota)	1st floor	NC	Milan	5,590.67				586.53			
12	Phillips - wedding (Bradenton)	1st floor	NC	Sarasota Catering	4,192.08			190.68	433.85			2.00
13	Rivas - bridal shoot	1st floor	EN		500.00							
14	Youngs and Smick - wedding (Cape Coral, FL)	1st & lawn	NC	Milan	7,153.69			9.30	793.98			
15	Hoffman - wedding (Sarasota, FL)	1st & lawn	NC	Milan	7,081.06				1,291.85			
19	MC Building Dept. - meeting	1st floor	EN	Milan	48.00	1,258.00		845.50				(14.00)
21	Meuser - wedding (Sarasota, FL)	1st & lawn	NC	Michael's On East	18,114.40				7,568.59			
22-27	Shuteye - film shoot	1st floor	NC	Gaston's	9,429.69	14,789.06			575.00			
28	Diven - wedding (Washington DC)	1st & lawn	NC	Innovative Dining	8,084.21				1,569.98			
	Catering Program - Fees Received								250.00			
	Future Events Cancelled											3,839.89
	Miscellaneous/Adjustments											\$1.00
	<b>TOTALS</b>				<b>\$81,098.10</b>	<b>\$17,197.06</b>	<b>\$0.00</b>	<b>\$1,542.18</b>	<b>\$17,017.58</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$3,814.89</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

# POWEL CROSBY ESTATE

April 2018

## Monthly Totals compared to previous year

April 2017				April 2018			
Event Location				Event Location			
1st/2nd Floor	29	# of events	16	1st/2nd Floor	17	# of events	13
Grounds	29	# of event days	29	Grounds	7	# of event days	17
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$98,971.82			Event Gross Billable Revenues	\$98,295.16		
Less Discount	(\$3,350.00)			Less Discount	(\$17,197.06)		
<b>Net Event Billable Revenues</b>	<b>\$95,621.82</b>			<b>Net Event Billable Revenues</b>	<b>\$81,098.10</b>		
Plus Cash Receipts	\$25,191.74			Plus Cash Receipts	\$22,374.65		
<b>Total Revenues</b>	<b>\$120,813.56</b>			<b>Total Revenues</b>	<b>\$103,472.75</b>		

## Usage Cumulative Totals

	# of Events
October 2016 - April 2017	108
October 2017 - April 2018	98

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Crosley Estate 212 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - April 2017	156	69%
October 2017 - April 2018	98	46%

## Monthly Recap

APRIL 2018: April Crosley revenues reflect a decrease of (12%) or (\$13,778) from prior year and an overall decrease of (\$50,882) or (7%). Decrease for the month is due to three (3) less events (13 vs 16) as compared to prior year combined with a decrease in alcohol sales of (\$3,923). The overall decrease is primarily due to nine (9) less events for the year as compared to prior year (98 vs 107) combined with an overall decrease in alcohol sales of (\$19,786) or (9.6%) and no Crosley Theater events for the year reflecting a decrease of (\$38,767). This decrease was slightly offset by an increase in catering commission of \$7,451 for the year.

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - April 2017	\$773,853.61	(\$41,299.19)	\$732,554.42
October 2017 - April 2018	\$744,098.51	(\$62,159.01)	\$681,939.50

POWEL CROSLEY ESTATE

April 2018

Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
01	Crosley Foundation Easter Brunch	1st & lawn	E	Milan	0.00	1,150.00		496.70				-14.00
05	Briggs and O'Brien - wedding (Tampa, FL)	1st floor	NC	Milan	4,526.59				585.15			
06	Still - wedding (Jacksonville, FL)	1st & lawn	NC	Modern Events	7,099.55				1,025.57			
07	Morocco - wedding (Orlando, FL)	1st & lawn	NC	Milan	9,278.16				2,337.08			
08	Taiz - wedding (Sarasota)	1st floor	NC	Milan	5,590.67				586.53			
12	Phillips - wedding (Bradenton)	1st floor	NC	Sarasota Catering	4,192.08			190.68	433.85			2.00
13	Rivas - bridal shoot	1st floor	EN		500.00							
14	Youngs and Smick - wedding (Cape Coral, FL)	1st & lawn	NC	Milan	7,153.69			9.30	793.98			
15	Hoffman - wedding (Sarasota, FL)	1st & lawn	NC	Milan	7,081.06				1,291.85			
19	MC Building Dept. - meeting	1st floor	EN	Milan	48.00	1,258.00		845.50				(14.00)
21	Meuser - wedding (Sarasota, FL)	1st & lawn	NC	Michael's On East	18,114.40				7,568.59			
22-27	Shuteye - film shoot	1st floor	NC	Gaston's	9,429.69	14,789.06			575.00			
28	Diven - wedding (Washington DC)	1st & lawn	NC	Innovative Dining	8,084.21				1,569.98			
	Catering Program - Fees Received								250.00			
	Future Events Cancelled											3,839.89
	Miscellaneous/Adjustments											\$1.00
	<b>TOTALS</b>				<b>\$81,098.10</b>	<b>\$17,197.06</b>	<b>\$0.00</b>	<b>\$1,542.18</b>	<b>\$17,017.58</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$3,814.89</b>
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

Key

Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

# POWEL CROSBY ESTATE

April 2018

## Monthly Totals compared to previous year

April 2017				April 2018			
Event Location				Event Location			
1st/2nd Floor	29	# of events	16	1st/2nd Floor	17	# of events	13
Grounds	29	# of event days	29	Grounds	7	# of event days	17
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$98,971.82			Event Gross Billable Revenues	\$98,295.16		
Less Discount	(\$3,350.00)			Less Discount	(\$17,197.06)		
<b>Net Event Billable Revenues</b>	<b>\$95,621.82</b>			<b>Net Event Billable Revenues</b>	<b>\$81,098.10</b>		
Plus Cash Receipts	\$25,191.74			Plus Cash Receipts	\$22,374.65		
<b>Total Revenues</b>	<b>\$120,813.56</b>			<b>Total Revenues</b>	<b>\$103,472.75</b>		

## Usage Cumulative Totals

	# of Events
October 2016 - April 2017	108
October 2017 - April 2018	98

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Crosley Estate 212 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - April 2017	156	69%
October 2017 - April 2018	98	46%

## Monthly Recap

APRIL 2018: April Crosley revenues reflect a decrease of (12%) or (\$13,778) from prior year and an overall decrease of (\$50,882) or (7%). Decrease for the month is due to three (3) less events (13 vs 16) as compared to prior year combined with a decrease in alcohol sales of (\$3,923). The overall decrease is primarily due to nine (9) less events for the year as compared to prior year (98 vs 107) combined with an overall decrease in alcohol sales of (\$19,786) or (9.6%) and no Crosley Theater events for the year reflecting a decrease of (\$38,767). This decrease was slightly offset by an increase in catering commission of \$7,451 for the year.

## Cumulative Financials compared to previous year

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - April 2017	\$773,853.61	(\$41,299.19)	\$732,554.42
October 2017 - April 2018	\$744,098.51	(\$62,159.01)	\$681,939.50



POWEL CROSLEY ESTATE  
May 2018

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
04	Sadie Littel- wedding (Ft. Myers)	1st & grounds	NC	Milan	7,326.26				851.61			
05	Wesmiller - wedding (Sarasota, FL)	1st & grounds	NC	Simply Gourmet	7,433.78				767.67			
06	Pulcifer - wedding (Atlanta, Ga)	1st & grounds	NC	Milan	8,399.46				856.11			
10	BACVB - National Tourism Awards Banquet	1st floor	EN	Milan	300.00	1,450.00						
11	Fisk - wedding (Sarasota, FL)	1st & grounds	NC	Milan	4,867.22				500.70			
12	Boswell - wedding (Tampa, FL)	1st & grounds	NC	Milan	8,772.52				1,185.58			
13	Crosley Foundation - Mother's Day Lunch	1st & grounds	E	Milan	0.00	3,500.00		504.14				
17	Jablanski and Hart - wedding (Bradenton)	1st & grounds	NC	Affordable Catering	5,725.49				446.20			
18	MCG Utilities Department - retreat	1st floor	EN	Milan	44.00	1,000.00						
19	Sensenbrenner - wedding (Venice, FL)	1st & grounds	NC	Milan	6,466.12			557.16	707.87			
20	Mouradian - wedding (Zephyrhills, FL)	1st floor	NC	Milan	2,507.88			640.87	550.00			
22	Apothica Design & Events - photo shoot	1st & grounds	NC	Nellie's	1,000.00				20.37			
25	Arredondo and Dick - wedding (Largo, FL)	1st & grounds	NC	Mattison's	7,226.53				1,806.03			
26	Black - wedding (New Smyrna Beach, FL)	1st & grounds	NC	Milan	9,015.49				1,483.80			
27	Savage - wedding (Lakeland, FL)	1st & grounds	NC	Milan	5,563.29			217.66	694.97			
	TOTALS				\$74,648.04	\$5,950.00	\$0.00	\$1,919.83	\$9,870.91	\$0.00	\$0.00	\$0.00
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

*Key*  
Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event

POWEL CROSLLEY ESTATE  
May 2018

**Monthly Totals compared to previous year**

May 2017				May 2018			
Event Location				Event Location			
1st/2nd Floor	18	# of events	18	1st/2nd Floor	14	# of events	15
Grounds	14	# of event days	18	Grounds	12	# of event days	15
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$120,815.36			Event Gross Billable Revenues	\$80,598.04		
Less Discount	(\$2,500.00)			Less Discount	(\$5,950.00)		
<b>Net Event Billable Revenues</b>	<b>\$118,315.36</b>			<b>Net Event Billable Revenues</b>	<b>\$74,648.04</b>		
Plus Cash Receipts	\$15,933.59			Plus Cash Receipts	\$11,790.74		
<b>Total Revenues</b>	<b>\$134,248.95</b>			<b>Total Revenues</b>	<b>\$86,438.78</b>		

**Usage Cumulative Totals**

	# of Events
October 2016 - May 2017	125
October 2017 - May 2018	113

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts  
Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)  
Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

<u>Crosley Estate</u>	243	# of room days available		
			<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - May 2017			154	63%
October 2017 - May 2018			129	53%

**Monthly Recap**

MAY 2018: May Crosley revenues reflect a decrease of (37%) or (\$52,892) from prior year and an overall decrease of (\$103,774) or (11.9%). Decrease for the month is due to three (3) less events (15 vs 18) as compared to prior year combined with a decrease in alcohol sales of (\$3,923). The overall decrease is primarily due to twelve (12) less events for the year as compared to prior year (113 vs 125) combined with an overall decrease in alcohol sales of (\$37,870) or (15.2%) and no Crosley Theater events for the year reflecting a decrease of (\$42,547).

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - May 2017	\$918,687.25	(\$43,799.19)	\$874,888.06
October 2017 - May 2018	\$839,480.51	(\$68,109.01)	\$771,371.50

POWEL CROSLY ESTATE  
June 2018

## Event Revenue and Utilization Report

Date	Event Name	Location Code	Activity Code	Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar & Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues
02	Koch - wedding (Evanston, IL)	1st & lawn	NC	Milan	8,825.69				834.02			
03	Dixon - wedding (Bradenton, FL)	1st floor	NC	Affordable Catering	3,600.00				580.19			
04	Bradenton Area CVB - press conference	1st floor	E		0.00	1,000.00			78.00	138.68		
06	Bradenton Area CVB - USF lunch	1st floor	E		0.00	1,000.00						
09	Vross - wedding (Canfield, OH)	1st & lawn	NC	Michael's On East	12,626.78				3,347.43			
16	Azevedo - wedding (Knoxville, TN)	1st floor	NC	Milan	6,810.78			877.13	633.78			-61.00
23	Ford - wedding (Charlotte, NC)	1st & lawn	NC	Milan	9,369.71				1,453.17			
29	Colburn - wedding (Phoenix, AZ)	1st floor	NC	Milan	7,270.81				906.15			
	Miscellaneous/Adjustments											(0.01)
	TOTALS				\$48,503.77	\$2,000.00	\$0.00	\$877.13	\$7,832.74	\$138.68	\$0.00	(\$61.01)
Date	Event Name	Location		Caterer	Event Billable Revenues	Discounts	Beverage Concessions	Alcohol Cash Bar/Concessions	Catering Comm.	AV Comm.	Parking	Other Revenues

*Key*  
*Activity Code - NC = New Client with new event; EN = Established Client with new event; E = Established Client with repeat event*

POWEL CROSLLEY ESTATE  
June 2018

**Monthly Totals compared to previous year**

June 2017				June 2018			
Event Location				Event Location			
1st/2nd Floor	7	# of events	7	1st/2nd Floor	8	# of events	8
Grounds	5	# of event days	7	Grounds	3	# of event days	8
		(# of events x number of days used)				(# of events x number of days used)	
Event Gross Billable Revenues	\$45,919.36			Event Gross Billable Revenues	\$50,503.77		
Less Discount	\$0.00			Less Discount	(\$2,000.00)		
<b>Net Event Billable Revenues</b>	<b>\$45,919.36</b>			<b>Net Event Billable Revenues</b>	<b>\$48,503.77</b>		
Plus Cash Receipts	\$5,188.88			Plus Cash Receipts	\$8,787.54		
<b>Total Revenues</b>	<b>\$51,108.24</b>			<b>Total Revenues</b>	<b>\$57,291.31</b>		

**Usage Cumulative Totals**

	# of Events
October 2016 - June 2017	132
October 2017 - June 2018	121

Discount - A reduction in price provided to given to license as provided by the rate resolution, ie consecutive day discounts and government discounts

Net Event Billable Revenues - Event gross billable revenues less discounts applied (total of the two above)

Total Revenues - Includes Cash Receipts (services, concessions, commissions, cash bards received by the facility for the month, fees for cancelled events).

Crosley Estate 273 # of room days available

	<u>Totals Days Used</u>	<u>% of Occupancy</u>
October 2016 - June 2017	171	63%
October 2017 - June 2018	138	51%

**Monthly Recap**

JUNE 2018: June Crosley revenues reflect an increase of 12.7% or \$7,019 from prior year and an overall decrease of (\$96,755) or (10.4%). Increase for the month is due to one (1) more event for the month as compared to prior year (8 vs 7) combined with an increase in catering commission for June. The overall decrease is primarily due to eleven (11) less events for the year as compared to prior year (121 vs 132) combined with an overall decrease in alcohol sales of (\$33,493) or (12.8%) and no Crosley Theater events for the year reflecting a decrease of (\$42,547).

**Cumulative Financials compared to previous year**

	<u>Gross Revenues</u>	<u>Discounts</u>	<u>Net Revenues</u>
October 2016 - June 2017	\$974,145.63	(\$43,799.19)	\$930,346.44
October 2017 - June 2018	\$903,908.67	(\$70,109.01)	\$833,799.66



# Your wedding at the *Crosley*

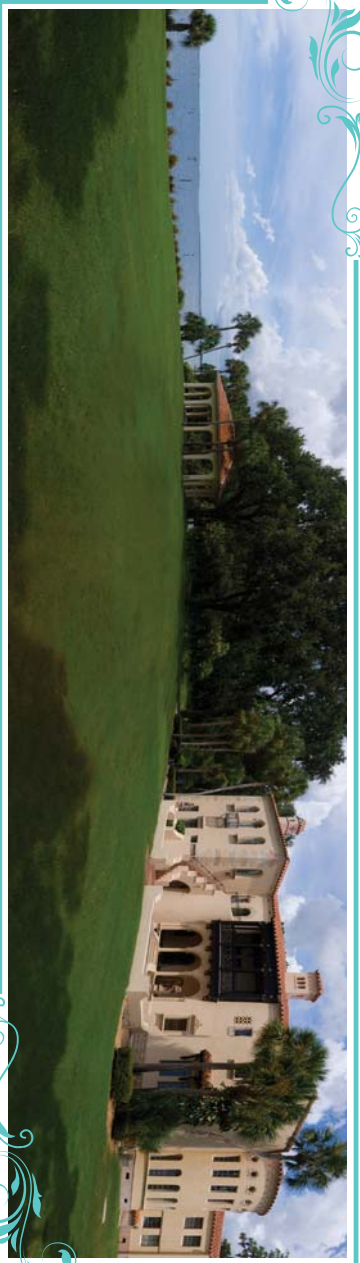


Congratulations. Not only on your upcoming wedding, but also on finding its perfect location: the historic Powel Crosley Estate.

Imagine your event amid the grandeur of a bygone era. You and your guests will walk in the footsteps of the titans of America's Roaring 20s, as your event creates a history all its own. This is where fairytales come true, in the area's most impressive venue, on the shimmering shores of Sarasota Bay.

Here, every view offers stunning scenes, creating picturesque memories of a lifetime. Whether your guest list is 20 or 1,000, you'll find the Crosley easily adapts to become the perfect setting. Indoors, outdoors, from intimate dinners to gala weddings and receptions, all you need for the perfect affair is all in one place.

Come discover the area's most impressive venue and all you need for the most perfect event possible.



## Contact Info

Powel Crosley Estate  
8374 N. Tamiami Trail  
Sarasota, FL 34243

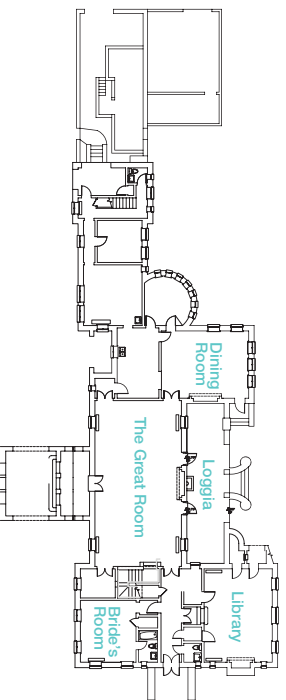
Visit us at [PowelCrosleyEstate.com](http://PowelCrosleyEstate.com)  
Sales Office: 941.722.3244  
Area information: [BradentonGulfIslands.com](http://BradentonGulfIslands.com)





# LAYOUT & RENTAL INFORMATION

## First Floor

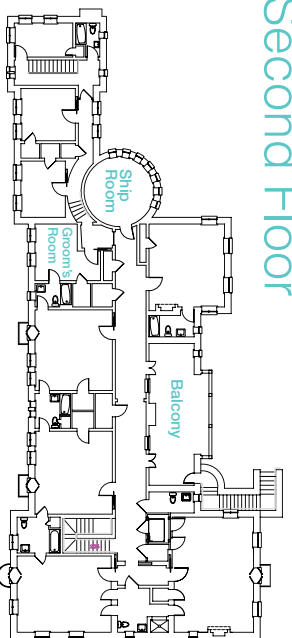


## 1st Floor

### Basic Rental

- \$2500** | Monday - Thursday | Noon - 11pm
- \$3500** | Friday or Sunday | Noon - 11pm
- \$4500** | Saturday | Noon - 11pm

## Second Floor



## 1st Floor & Bayside Lawn Full Rental

- \$3200** | Monday - Thursday | Noon - 11pm
- \$4200** | Friday or Sunday | Noon - 11pm
- \$5200** | Saturday | Noon - 11pm

Rentals include all public areas on the 1st & 2nd floors, six restrooms (upstairs & down), patio & pavilion



## Business Meetings

- \$500** | One room non-exclusive use of the estate between 7 am - 11 pm | 8 Hours Max  
Available 4 months in advance of event date, excludes Great Room.
- \$1000** | Exclusive use of the estate between 7am - 11pm | 8 Hours Max  
Available 4 months in advance of event date.

See important information & frequently asked questions for food & beverage information.





# *Romantic Ceremony Locations*

The gracious ambiance of the Powel Crosley Estate offers several beautiful outdoor locations for your ceremony. For a more intimate setting, an indoor ceremony in the Great Room of the mansion is available. Depending upon your ceremony location, your grand entrance can be down the second story staircase or around the estate.

## Your Entrance



## The Loggia



## The Bayside Lawn



## The Pavilion



## The Great Room





# *Romantic Reception Locations*

## On the Bay Reception

The Powel Crosley lawn overlooks the Sarasota Bay with spectacular sunsets & romantic star lit dining.



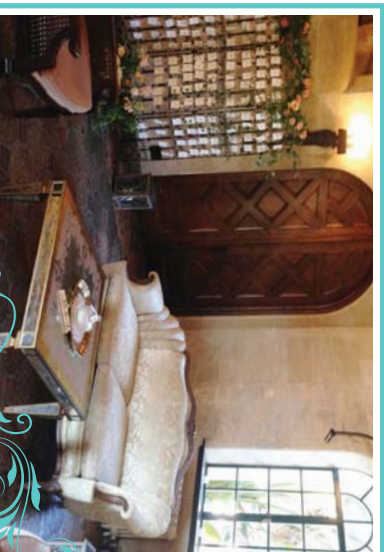
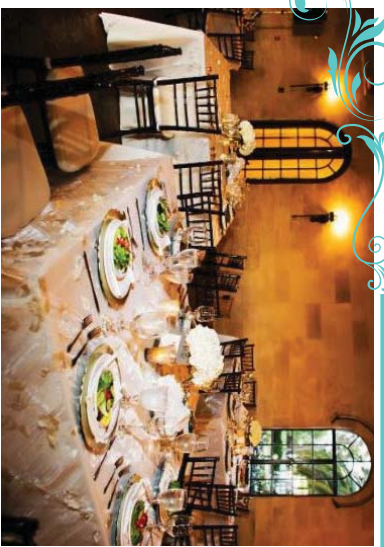
## The Bay Side Pavilion

Another bay side, intimate setting in the covered shade.



## Elegant Interiors

The Great Room offers an intimate dining reception with grand vintage décor. Additional guest seating is available in the dining room & library.





# *Your Day Begins*

## Bridal Suite

A private bridal suite for on-site wedding preparations.



## Groom Suite

Your groom and his groomsmen are safely tucked away on the second floor getting ready.



# *Your Guest Arrive*

## Portico Entrance

The grand entrance through the estate's Great Room with views of the bay.



## Bay Side Entrance

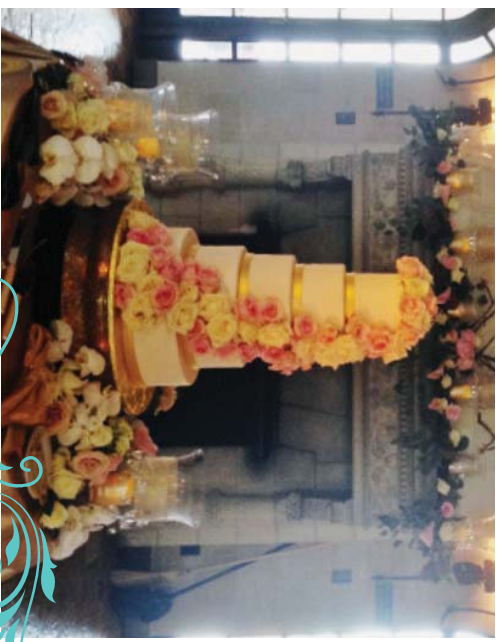
Guests walk down a tree-lined pathway to the bay front lawn: a perfect location to add pre-ceremony musicians.



# Wedding Menu

In-house catering provided by  
Milan Catering & Event Design

Perfection | Five Star Cuisine | Impeccable Service | Full Wedding Planning Services



## Contact Info

Milan Catering & Event Design  
941.312.0000 | [MilanCatering.com](http://MilanCatering.com)

Wedding Planning & Coordination  
Exclusive Crosley Showroom  
941.923.9700 | [SarasotaWeddingGallery.com](http://SarasotaWeddingGallery.com)





# *Five Star Cuisine*

## Butlered Hors d'oeuvres

Usually five to six butlered hors d'oeuvres during the one hour cocktail reception or consider our presentation stations of bruschetta, flatbreads, antipasti, seafood or cheese and charcuterie displays.

## Family Style

Every guest gets a taste of each entrée with platters of your menu served to every table. This service eliminates the "buffet" lines and encourages lively conversation during dining service. Each entrée is served with seasonal vegetables and sides.

## Guest Choice Tableside

Once your guests are seated, our staff will ask them which entrée they would like for dinner. You don't have to collect dinner RSVPs ahead of time... After all most guests can't remember what they chose and they may change their minds.

## Ala Carte Menu

Wedding Cakes & Cupcakes - Send us your photos!

Dessert Station - Small bites for family style service

Non-Alcoholic Beverage Stations - Pre-ceremony & during reception

Late Night Bites

Vegetarian, Vegan & Gluten-Free Cuisine

Childrens' Meals - Age 6 & under

Food Carts, Ice Cream Carts, Custom Coffee Carts & Gourmet Popcorn





# Wedding Packages

Professional chefs will create a delicious five star menu that fits your personality, vision and favorite cuisine. Entrées are served with locally sourced, seasonal vegetables & delicious sides. Sample menu items are below, visit our website to see all of the choices. [MilanCatering.com](http://MilanCatering.com)

## Each Wedding Package Includes

Customized menus  
Complimentary bride & groom menu tasting  
Complimentary wedding cake cutting  
Complimentary styling in our Crosley Showroom  
Table setting including linens & napkins (over 250 colors), china, & flatware, bridal sweetheart table, gift table and wedding cake table, and chairs.  
Miscellaneous fees included: Crosley catering commission, set-up & post event clean-up.



## Silver Wedding Package

*Warm Hospitality*

**\$48 per person | 100 guests**

**Cocktail Hour** | presentation stations - bruschetta, flatbreads, artisan cheese, & fruit or vegetables

**First Course** | examples include - mixed green organic salad with berries or vegetables, Caesar salad, or fresh iceberg wedges. Served with artisan bread & Boursin whipped butter.

**Single or Duet Served Entrées** | Chicken, Shrimp, Pork. Entrées are served with locally sourced, seasonal vegetables & a side. Service time: Four hour ceremony & reception

## Gold Wedding Package

*Sparkling Creativity*

**\$68 per person | 100 guests**

**Cocktail Hour** | choices of five buttered hors d'oeuvres - pick your favorites!

**First Course** | examples include - mixed green organic salad with berries or vegetables, Caesar salad, or fresh iceberg wedges. Served with artisan bread & Boursin whipped butter.

**Entrées | Choose Three Options** | chicken, pork, shellfish, fish, or grilled New York strip loin. Entrées are served with locally sourced, seasonal vegetables & sides

**Dinner Service** | Family Style or Guest Choice Tableside. Five hour ceremony & reception. Gold Chivari chairs with ivory seat cushions

Vegetarian, vegan & special dietary meals available upon request





# Wedding Packages

## Platinum Wedding Package

\$98+ per person | 100 guests

*Dazzle & Divine*

**Cocktail Hour** | choices of six buttered hors d'oeuvres - pick your favorites! Presentation stations of seafood, artisan cheeses and charcuterie. Optional lighted ice sculpture.

**First Course** | mixed green organic salad with berries or vegetables, Caesar salad, or fresh iceberg wedges. Served with artisan bread & Boursin whipped butter.

### **Pasta Course or Intermezzo**

**Four Entrées** | domestic black grouper, Florida local snapper, Florida lobster, grilled beef tenderloin, center cut filets, rack of lamb, or more traditional - chicken, pork, shellfish. Entrées are served with locally sourced, seasonal vegetables & a side.

**Dinner Service** | Family Style or Guest Choice Tableside, Chef Assisted Presentations or Guest Choice Tableside with Family Style sides. Six hour service- ceremony & reception.

**Dessert Station** | pick five favorites or consider an ice cream & candy station or gourmet popcorn station.

Gold Chivari chairs with ivory seat cushions

Vegetarian, vegan & special dietary meals available upon request

## Ala Carte Services

**Wedding Coordination** | day of, partial and full wedding coordination is available from our sister event planning company, The Sarasota Wedding Gallery.  
[SarasotaWeddingGallery.com](http://SarasotaWeddingGallery.com)

### **Floral Décor & Specialty Linens & Tablescapes**

**Our Exceptional Tried & True Vendors**  
officiants, ceremony musicians  
make-up & hair stylist  
specialty bridal exits - boat, trolley, vintage car, carriage

**Entertainment** | DJ, bands, theatrical performers, cigar rollers

### **Photographers, Videographers, Photobooths**

**Wedding Cakes** | Our pastry team will assist you in creating your unique & delicious wedding cake, just send us photos!





# *Memories to Last a Lifetime*

## Wedding Coordination

**Sarasota Wedding Gallery | [SarasotaWeddingGallery.com](http://SarasotaWeddingGallery.com)**

**Phone: 941-923-9700**







# Bar Service

## Requirements & Labor Fees

### Alcohol Service

Crosley Estate holds the liquor license. The Crosley Estate must purchase & provide all alcoholic beverages. No exclusions. Per license, alcohol may NOT be removed from the premise nor liquor brought onto the Crosley Estate.



#### **Alcohol Deposit | \$20 per person**

Deposit required on all hosted bars. Combinations of hosted & cash bars are available.

#### **Bar Relocation Fee | \$75**

#### **Bartender Rate | \$150**

Up to 8 Hours | 1 per 100 guests. Includes standard glasses at bar only.

#### **Signature Drinks**

Price quotes are available for special drink requests.

#### **Table Side Wine OR Champagne Service | \$75**

Maximum of 2 hours | One server required per 50 guests. Includes wine or champagne glasses.

#### **Table Side Wine & Champagne Services | \$125**

Maximum of 2 hours | One server required per 50 guests. Includes wine & champagne glasses.

#### **Final Billing**

Final liquor charges are based on fluid ounces used. Prices are subject to change. Prices for your event will be at current prices in effect at the time of the event.





# Wine Menu

## Canyon Road | \$4 Glass

Sourced from California's premier vineyards

### **Sauvignon Blanc**

Citrus lemon & grapefruit with a hint of mineral

### **Pinot Grigio**

Floral aromas with refreshing notes of apple & pear

### **Chardonnay**

Fresh aromas of ripe green apple & citrus, creamy with notes of Meyer lemon & tropical fruit

### **Moscato**

Inviting notes of peaches & honey followed by sweet pears & lemon

### **Pinot Noir**

Medium bodied with notes of dark cherry, brown spice & cloves

### **Merlot**

Full bodied with dark fruit flavor & a long rounded finish

### **Cabernet Sauvignon**

Aromas of ripe raspberry jam & blackberries that integrate with notes of vanilla & cocoa. Round & soft with a hint of spice on the finish.

## Mirassou Winery | \$6 Glass

Sourced throughout central California

### **Sauvignon Blanc**

Bright Meyer lemon, citrus, kiwi & passion fruit flavors with a clean finish.

### **Pinot Grigio**

Lemon, white peach & juicy flavors are balanced with a hint of acidity

### **Chardonnay**

Medium bodied with a peach & nectarine flavor & subtle oak

### **Moscato**

Sweet tropical fruit & honey with a touch of acidity to round it out

### **Pinot Noir**

Cherry, strawberry & raspberry with a hint of oak & vanilla

### **Merlot**

Jammy with layers of vanilla & toasted oak

### **Cabernet Sauvignon**

Full bodied with rich blackberry & subtle herbal notes

## Frei Brothers | \$8 Glass

Most prestigious AVAs in Sonoma

Russian River, Alexander Valley & Dry Creek Valley

### **Sauvignon Blanc, Russian River**

Notes of guava & pear, this wine is rich with a crisp finish

### **Chardonnay, Russian River**

Sweet aromas of toasted oak & butter, balanced by flavors or ripe green apples.

### **Zinfandel, Dry Creek Valley**

Bright cherry fruit flavors & lush spice

### **Merlot, Dry Creek Valley**

Jucy blackberry, with herbs & cocoa

### **Cabernet, Alexander Valley**

Aromas of ripe plum & smoky undertones

## Lamarca | \$21 Bottle

Treviso area of Northern Italy

### **Prosecco**

Characterized by light & delicate fruit & floral aromatics, low alcohol. 100% Glera grapes, pale golden color, fresh citrus on the nose with a hint of honey & white floral.







# Drink Menu

**\$2 Soda | Bottled Water | Juice**

**\$4 Domestic Beer | 12oz Bottle**

Budweiser      Miller Light  
Bud Light      Coors Lite  
Bud Light Lime      Michelob Ultra

**\$5 Micro Brews & Import Beer | 12oz Bottle**

Sam Adams      Amstel Light  
Heineken      Guinness Draught  
Corona      Stella Artois  
Yuengling

**\$6 Premium Single Pour Product**

Vodka | Absolut, Three Olives (Flavor Varieties)  
Gin | Tanqueray, Bombay Sapphire  
Rum | Mailbu, Captain Morgan, Bacardi, Meyer's Dark  
Tequila | Jose Cuervo Gold  
Whiskey | Crown Royal, Johnnie Walker Red  
Scotch | Dewar's  
Bourbon | Jack Daniels, Jim Beam

**\$7 Cordials**

Sambuca, Kahlúa, Bailey's Irish Whiskey, Grand Marnie,  
Frangelico, Di Saronna Amaretto

**\$8 Super Pour Premium Product**

Vodka | Grey Goose, Kettle One  
Tequila | 1800 Tequila, Patron Silver  
Whiskey | Johnny Walker Black  
Scotch | Chivas 12 Year, Glenlivet  
Cognac | Hennessy





## Dogs

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Below are the guidelines for the Crosley Estate

Non-service animals:

- At the request of the Licensee (contract holder) dogs may be in a wedding ceremony or in wedding pictures.
- The dog must be leashed at all time while on property.
- The dog must be crated or off the property except for the wedding ceremony and picture taking.
- The owner must clean up after the dog.
- Requests for any animal other than a dog must be approved by the General Manager.

Service animals:

- Service animals are to follow all rules and laws applying to service animals for the State of Florida.

# Frequently Asked Questions

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Below are many questions you may have regarding your event at the Powel Crosley Estate.

**VERY IMPORTANT - your caterer will be a very important part of the event. All caterers must be on the Crosley Estate Off-Site Caterer list to do business on the property. They have read the rules and know the program. They must handle all of your rental items – which means they order, take delivery and pay for them as a part of their invoice to you. Many people also use a wedding planner supplied by the caterer or working as an individual. This is for you to discuss with the caterer but does not change the control of rental items.**

## **In the beginning**

**How to contact the Sales office?** Our sales office is located at the Bradenton Area Convention Center in Palmetto open Monday through Friday 8am to 5pm. 941-722-3244, ext. "227"

**How do I see the Powel Crosley Estate?** Available dates and times for a self-guided site visit. You may attend as many as needed.

**How do I check available dates at the Powel Crosley Estate?** Sales office 941-722-3244, ext. "227"

**What can I expect from my self-guided site visit at the Powel Crosley Estate?** Upon arrival you will sign you in, receive a visitor badge and a self-guided site visit map. You are then free to walk the estate during your assigned time period. Bring any persons you require including planner and caterer.

**Are prices negotiable?** No.

**How do I get the required insurance?** We have a number of sources to purchase the insurance. Some home owner's policies can also provide it. It's important the additional insured wording is listing on your certificate of coverage or it cannot be accepted. Contact the sales office for a sample of requirements and wording, it will also be listed in your license agreement.

**When are deposits due?** 1/3 of the rent is due with the signed agreement. The balance (2/3 of the rent) is due six months prior to the event and the total of known charges is due ten days prior to the event taking place. Additional hours, bartenders, rehearsals, and bar relocations are all considered as additional charges.

**What forms of payment do you accept?** Visa, Mastercard, and Discover; cash and certified funds. No check less than 21 days prior to the event. Unfortunately we do not take American Express.

## **Facility basics**

**What time can I use the Crosley?** Standard rental hours are noon to 11pm. Additional hours before or after are available for a fee. Your party will be allowed on the property the day of your event at your contracted time. This includes: stylists, vendors, caterer, etc. the Powel Crosley Estate is a busy facility and could have a variety of things going on prior to your scheduled time.

**Why do you not provide a specific layout of the facility?** With over 100 weddings and receptions a year there are many different layouts available. We suggest you first view the facility to see if has the look you are seeking then consult with the caterers for specific layouts based on what you want for your individual event.

**Is the Crosley Estate ADA compliant?** Yes the Crosley Estate is compliant with the America Disabilities Act. We have a lift (small elevator) that goes to all floors as well as several ramps for scooters, wheelchairs, etc. We highly recommend guests with mobility issues always use the lifts and not the stairs.

**What's the most I can fit on the Bayside Lawn?** The Bayside Lawn has the ability to host up to a one thousand person banquet. Any large party needs to be addressed with your Powel Crosley Estate Facility Representative to discuss logistics, parking, etc. Large tents will often require additional move in and out time.

**How many people could I sit on the pavilion for a ceremony?** You can fit up to 140 people.

**What is the sales tax?** Manatee County Sales Tax is 6.5%.

**Are tables and chairs available?** You have the option to use the following tables at no cost: 20-60" round tables, 12-8' tables, and 4-6' tables. You will be responsible to see that these tables are set-up and taken down by your caterer.

## **Food and Beverage**

**What caterer should I use?**

The Crosley Estate has in-house food and beverage where you will be initially referred. There is an also additional list of Off-Site Caterers permitted to do business at the estate. These caterers have been given the facility program rules and agree to them to protect our historic investment. They pay an annual fee to cover the administrative costs as well as a percentage of the event food sales. This is a common practice in this industry. Caterers can also recommend other services such as florists, decorators, etc.

**Please note** – Caterers doing business at the Crosley Estate are required to be full service caterers and handle set up and tear down as well as the rental and coordination of most rental items as indicated in their agreement. These items include plates, silverware, decorations (rented), lighting, chairs, tables, furniture, tents, etc. Liability insurance and a copy of their current license is also required.

**Can I provide my own food service?** Self-catering is not permitted.

**What rental items are not required to be handled by the caterer?** Transportation (limos, carriages, etc), flowers, formal wear or clothing, cakes, all entertainment, photographer and wedding planners.

**What if I want my own caterer not on the list?** We are not accepting new caterers to the Off-Site Caterer list at this time.

**Why do the caterers now have to handle the majority of the rental items?** Caterers are now required to run many of the rentals through their operation – mainly for control of those items before, during and after the event. The caterers will partner with companies they trust that will provide you with the service you need.

**Can I still bring in my old family linens or some of my own decorations?** That will be between you and the caterer. Often home-made or heirloom decorations are used. The facility is not responsible for any items left behind.

**Why can't my rental items be picked up the next day?** The facility may be rented seven days a week with a variety of vendors on site doing set up and tear for event. We cannot be responsible for your items on property at any time. This is one of the reasons we want the caterers to handle rental items.

**Why can't I bring in alcoholic beverages?** The Estate has a liquor license which means only we can provide alcohol at the venue. We only serve alcohol from purchased from our distributors. Any breach of this could jeopardize our license as well as your event. We have pre-wedding alcohol available for purchase – such as Mimosas. Speak with your facility representative for availability.

**Do you have alcohol packages?** We do not offer alcohol packages but we do have several pricing tiers to choose from. We initially charge \$20 per person as a deposit. The alcohol used in inventories before and after the event. Per drink prices will then be added to your final invoice. The \$20 per person we received as deposit is added as a credit. This results in an amount still due the facility or an overage which is returned to you.

**What types of bars do you have?** The Estate offers hosted bars (paid by you), cash bars (paid by the purchaser) or a combination of the two. Some people prefer to provide only hosted beer and wine for their guests, while others may have beer and wine hosted with liquor paid by the guests at the cash bar. It's your preference based on the vision you have for your wedding. **Your facility representative will go over your options and finalize 30 days prior to the event. A Beverage Price sheet is available**

**Can my friend make the cake?** We do not require that the caterer supply the cake, however, remember you are serving food to many people of which there is always product liability involved. Speak with your caterer regarding your cake desires. A problem with the cake quality could reflect on them and each caterer may have individual rules on this.

## **Start planning**

**Who can plan my wedding? Do you have wedding planners?** The Crosley Estate does not provide wedding planners.

**What does my facility representatives do?** You will be assigned a Powell Crosley Estate representative of the venue (normally an Event Manager, Operations Manager or other) that will review your event ensuring proper vendor and procedure regulations. They do not function as wedding planners. They will contact you approximately 30 days prior to the event to gather information on your event and work out bar details. You will also have a facility representative on-sight from move in to move out to run the bars, monitor air conditioning and for safety.

**Can you recommend ... Photographer, florist, etc?** We do not but ask your caterer recommendations or check in local bridal magazines and websites.

**Can I bring in my boat or arrive by boat?** You can use the boat basin during your scheduled event. The Powell Crosley Estate offers a large, deep water boat basin for docking and we can provide you with the Nautical Navigation instructions.

**Can I have live music or a DJ?** Basic power is available for bands, string quartets, DJ's, etc. However, you will need to communicate specific power needs with your facility representative. You must also follow specific decibel guidelines per county ordinances.

**Can I hang lanterns, chandeliers from the trees?** Yes, speak with your caterer.

**Do people get married after dark?** Yes, talk to your decorator, planner or caterer about additional lighting and power needs.

**What kinds of flowers are allowed at the Powell Crosley Estate?** Anything other than live red rose petals is permitted for use at the facility. Rose petals leave behind stains and can damage the historic facility. Silk flowers should only be used in a controlled environment and not put on the ground for clean-up reasons. We don't want them to blow around and pollute Sarasota Bay.

**Can we put our name on the marquee by US 41?** We do not publish our private events on the marquee.

**That tree is in my way. Can it be removed?** No, we do not change landscaping.

**Can I do birdseed, rice or bubbles?** Bubbles only.

**Why can't I have Sky Lanterns?** The facility is in the flight pattern of the airport. Regulations do not allow anything to be released in the air including birds, balloons and especially sky lanterns.

**Can I have professional fireworks brought in?**

A professional pyro-technician may be hired to provide fireworks for your event on a floating barge. There are permits that must be completed – Manatee County Building and Development Services – 941-748-4501, ext. 3821; Homeland Security – Coast Guard and the US Department of Transportation – FAA. Make sure your Facility Representative is notified.

**Can I use the fireplaces in the house?** They are only provided as props due to safety regulations.

**Can I have a fire pit?** We do not allow fire pits for safety reasons.

**Are candles allowed?** All candles must be in a container and the top of the flame must be below the top of the container. Unity candles are permitted during the ceremony only.

**Are sparklers allowed?** Sparklers are not allowed at the Crosley.

**Can I set up a video slide show?** Yes, our In-House Audio Visual Service can assist you and provide recommendations. They also are able to provide the lights over the patio. [info@cccavinc.com](mailto:info@cccavinc.com) 941-954-8000.

**Can we use the showers at the Powell Crosley Estate?** No

**Plan ahead with designated drivers.** Guests should never drive while consuming alcoholic beverages. Occasionally a guest will leave their vehicle on property overnight. The property is not open 24 hours and is occasionally closed all day. They are welcome to come by to see if the gate is open or call the main office 941-722-3244, ext. 0 during business hours to ask when it will be open again. You may want to consider hiring a limo service in advance to assist your guests.

**When can we rehearse?** Rehearsals will be confirmed approximately 30 days prior to your event by your event manager. We will do our best to work in a time that works for you and your guests around other activities going on at the venue.

## **After the event**

**Where's my overpayment?** Your overpayment will be returned in the form it is received. If it was made with a Visa card it will be returned to the Visa. If it was a check or cash it will be returned in check form. It takes general 2-3 weeks for an overpayment.

**What's the survey I just received?** We appreciate your feedback and do listen to what worked for you and what did not. That's how we can improve to be the best special events venue in the area.





## License Agreement Request Form

Today's Date \_\_\_\_\_ Rental date(s) requested \_\_\_\_\_ Type of event \_\_\_\_\_  
Move-in time \_\_\_\_\_ \* Event Start/End \_\_\_\_\_ Complete move-out \_\_\_\_\_ \*

\* This must include move in and move out for all vendors. Extensive lighting and/or a tent may require several additional hours.

Event Name \_\_\_\_\_  
Space requested \_\_\_\_\_ 1<sup>st</sup> Floor + 2<sup>nd</sup> Floor Common Areas \_\_\_\_\_ Grounds (See #3 for more information)  
Caterer selected \_\_\_\_\_ Yes \_\_\_\_\_ No If yes, please list \_\_\_\_\_  
MANY RENTAL ITEMS MUST BE HANDLED BY CATERERS. PLEASE DISCUSS THIS WITH THEM.

### LICENSEE (RENTER) INFORMATION

#### For businesses and organizations

Legal Name of Organization \_\_\_\_\_  
\* Florida Sales Tax Exemption certificate required at time of license agreement is prepared for exemption

#### For individuals

Applicant's full name \_\_\_\_\_  
*Note – Joint agreements with "and" will require signatures of both parties*

#### Address for individuals and organizations

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Primary phone ( ) \_\_\_\_\_ Secondary phone ( ) \_\_\_\_\_ Email \_\_\_\_\_

#### Contact Person (Event or Wedding Planner is suggested as the contact person)

*This person will be called for information and can authorize charges on you or your organization's behalf.*

Name \_\_\_\_\_ Relationship to Licensee \_\_\_\_\_  
Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Primary phone ( ) \_\_\_\_\_ Secondary phone ( ) \_\_\_\_\_ Email \_\_\_\_\_

#### **Authorization for verification of Space Utilization History, Bank Account Records, Credit Report and Public Records.**

I hereby authorize the release of Convention/Conference/Meeting Space Utilization History, Bank Account Records, Credit Report and Public Records whether by telephone, fax, photo copy or original to Crosley Estate. I agree to hold harmless Crosley Estate and all providers of information on the prospective licensee described above. I hereby covenant and warrant that the information provided on this Application is true and accurate. Any resulting contract shall be voidable by the Center if this information is shown to be false or inaccurate. **The Crosley Estate reserves the right to review and approve applicants and events to determine their acceptability for the facility. Completion of a written contract is required to secure your rights.**

## Important Crosley Estate Contract Highlights

Please initial all boxes

1.        **Standard Rental hours** are from 12pm until 11pm. The following rates will apply for additional hours – 7am-12pm, 11pm-12am \$125 per hour; 12am – 1am \$125 per hour; 1am-7am \$250 per hour. Additional hours must be listed in the initial license agreement or added by addendum. Hours not listed at the time of contracting may not be available at a later date. ***Please make sure you have contracted enough time for ALL vendors including deliveries to move in and out. Large tents can take several hours.***
2.        **Guaranteeing Space and Refunds** - Space is not guaranteed until a license agreement is signed by both parties. *Cancellations less than six month prior to the event date are not eligible for refunds.*
3.        **Rental space** –1<sup>st</sup> Floor + 2<sup>nd</sup> Floor *Common Areas* include all public areas of the first floor (great room, dining room, library, breakfast nook, bride's room and public restrooms); and public areas of the 2<sup>nd</sup> floor (the balcony, ship room, groom's room and public restrooms); plus the patio and pavilion. There are locked rooms upstairs used for storage that are not included.  
"Grounds" refer to the bayside lawn. Set up of equipment including tables, chairs, etc. on the bayside lawn will be considered "rental" and will incur additional charges.
4.        **Rehearsal** – For \$100 rehearsals of up to two hours in length may be scheduled. A rehearsal time may be requested at 60 days prior to the event and will be confirmed for availability no more than 30 days prior to the event. Rehearsal are based on availability of the facility. Food service during rehearsal is not permitted. Rehearsals are intended as a practice for the wedding ceremony. They are a non-exclusive use and showings or other business may be taking place during rehearsals. Rehearsals do not take precedence over a contracted, scheduled event.
5.        **Liability insurance** is required on all events. Insurance requirements will be provided in your License Agreement. Sources will be provided to you to purchase insurance.
6.        **Catering** – Powell Crosley Estate provides in-house food and beverage service. I understand that I am encouraged to choose them or to pick a caterer from the Off-Site Caterer list if I need to supply any catered food to my guests. Self-catering is NOT permitted. These caterers understand the rules of the facility and have met the license and insurance requirements to do business at the Powell Crosley Estate. The Caterer must also handle all rentals and pay a commission of the gross sales. It is suggested you discuss prices and catering prior to contracting. We will be requesting your caterer's name two months prior to the event. Currently no additional caterers are being added to the list. **There are no exceptions to these rules.**
7.        **Alcohol Service** - Powell Crosley Estate has an exclusive right to provide and handle all alcohol service. *You cannot bring in personal alcohol to the building. Donated alcoholic beverages including wine, champagne, beer and liquor are not permitted.* Liquor cannot be removed from the premises. Alcohol pricing will be applied at the prevailing rate in effect at the time of the event.
8.        **Equipment** - The following equipment will be available: 20 – 60" round tables, 12 – 8' tables and 4-6' tables. All set up and tear down of this equipment will be the responsibility of the caterer as per our agreement with them.
9.        **Not Permitted** – Sparklers, ***sky lanterns***, fireworks or other things projected into the air are not permitted on the facility property. Live rose petals are not permitted.
10.        **Payments** - Estimated balance of charges, per your **pre-event invoice**, will be due no less than two weeks prior to the event. Certified checks, money orders, Visa, Mastercard, and Discover, as well as cash are acceptable. Checks are not accepted less than 21 days prior to event. All charges must be paid in advance. A final invoice will be issued following the event showing all charges and credits to the account.
11.        **The weather in Florida** can be unpredictable. It is suggested you have "Plan B" in place with your caterer.
12. **IMPORTANT** – The business office will retain your file with signed license agreement until approximately two months prior to the event. It will then be reviewed by the business office that it is complete and it will be assigned to an event manager by four weeks prior to the event date. The event manager will then begin gathering event coordination work on the event and fine tuning layouts.

**Signing this confirms you have read and understood this information and that you will pass this on to those involved in the planning of your event. Retain a copy of this request form for your records.**

Signature \_\_\_\_\_ Date \_\_\_\_\_  
Return this application to: Crosley Estate, Attn. Business Office, One Haben Blvd., Palmetto, Florida 34221  
Fax to 941-729-1820





# FOOD AND BEVERAGE SERVICES



941 722 3244 ext. 257

Kala Clark, Food and Beverage Director

[kala@milancatering.com](mailto:kala@milancatering.com)



# IMAGINE PERFECTION

Whether you are planning a 600 person gala, providing box lunches for a corporate meeting or offering concession services, we offer mouth watering menus, flawless service and a attention to detail. Our in-house food and beverage department operates the onsite Bradenton Area Convention Center 1,500 person licensed kitchen with professional chefs to insure that every menu is served at and cooked to perfection. Food services include

- Breakfast, coffee and beverage services
- Deli lunches, box lunches, buffet service, mid-day snacks
- Served lunch and dinner menus and desserts
- Meet and Great and VIP cocktail parties
- Concessions

All it takes is one phone call to start!

## FARM TO TABLE LOCALLY SOURCED

We are a Florida certified green caterer and source from local Florida farms for fresh and organic ingredients. Because of our commitment to support these farms, some ingredients may not be available year round.

## Certifications and Awards



*FL Minority Business Certification*

*FLORIDA WEST COAST BEST CATERER AWARDS  
2009, 2010, 2011, 2012, 2013 2014 and 2015*

*Operated by Milan Catering and Event Design, LLC 941 312 0000. [www.MilanCatering.com](http://www.MilanCatering.com)*



# CONTINENTAL BREAKFAST



*Buffet Style Service*

*1 Hour Service Time*

*Includes Disposable Plates Utensils and Napkins*

*Includes Coffee and Water Service*

*25 person minimum*

**TRADITIONAL** an assortment of freshly baked muffins and breakfast breads, seasonal whole fresh fruit, \$6 per person

**FLORIDA SUNSHINE** a daily variety of freshly baked breakfast croissants, muffins, and pastries served with butter, seasonal fresh whole fruit and berries, assorted yogurts, and fruit preserves \$10 per person

**A HEALTHY START** fresh Florida orange juice, seasonal sliced fruit and strawberries, freshly baked muffins and breakfast breads, yogurt and granola parfaits, breakfast bars \$11 per person

**DELUXE CONTINENTAL** nova lox and bagels served with capers, tomatoes and cream cheese, fresh sliced tropical fruit display, Southern Beignets and Croissants with butter and fruit preserves, yogurt and granola bar, fresh Florida orange juice, grapefruit juice, apple and cranberry juice \$14 per person

## **ALA CARTE**

**COFFEE SERVICE** Regular and Decaf Coffee, Selections of Hot Teas, and Iced Water . \$3 per person

**BEIGNETS** Southern beignets dusted with sugar and served with fresh berry preserves \$24 per dozen

**INDIVIDUAL COLD CEREALS** assorted individual cereals with milk \$15 per dozen

**MUFFIN and CROSSIANT BASKET** freshly baked large blueberry streusel, double fudge chocolate, mixed berry muffins and flaky croissants with butter and preserves \$24 per dozen

**GOURMET BAGEL PLATTER** served with plain and low fat cream cheese, veggie cream cheese, butter and fruit preserves \$36 per dozen

**FLORIDA'S HARVEST** sliced cantaloupe, pineapple, mango, Florida navel oranges and strawberries \$175 platter, serves up to 50

**BASKET OF MIXED WHOLE FRUIT** an assortment of oranges, apples, and bananas, \$24 per dozen

**INDIVIDUAL YOGURTS** an assortment of non-fat yogurts and Greek yogurt parfaits and fresh berries \$24 per dozen

**NOVA LOX AND BAGELS** sliced Nova lox with plain bagels and cream cheese, red onions, and capers \$56 per 8



# BREAKFAST

## SANDWICHES



*Individually wrapped*

*1 Hour Service Time*

*Includes Disposable Utensils and Napkins*

*Includes Coffee and Water Service*

*24 person minimum with two different types*

*\$9.50 per person*

### **BREAKFAST SANDWICHES OR WRAPS**

(choice of biscuit, English muffin, croissant, or white, wheat, sundried tomato wraps)

RISE AND SHINE hickory smoked bacon, egg and cheddar cheese

HOME TOWN honey baked ham, egg and Swiss cheese

SOUTHEN sausage patty, cheddar cheese, egg

VEGETARIAN cheddar cheese, egg

CAJUN andouille sausage, roasted red peppers, cheddar cheese and scrambled eggs

AMERICAN scrambled eggs, bacon and American cheese

SOUTHERN eggs, maple sausage, sweet roasted peppers and Monterey Jack cheese

VEGETABLE scrambled eggs, mushrooms and cheddar cheese

YOUR CHOICE choose 1 meat (sausage, bacon, ham) 1 vegetable (mushrooms, onions, peppers, spinach, salsa)

1 Cheese (American, Swiss, Cheddar, Provolone, Feta, Boursin Cream, Monterey Jack Cheese)

### **ALA CARTE**

seasonal whole fruits \$2.00 per person

yogurt parfaits—\$1.75 per person

fresh strawberries and berries medley—\$3.00 per person

juices (individually served ) \$3.00 per person

hash brown cakes—\$2.00 per person





# BREAKFAST BUFFETS

*Buffet Style Service*

*1 Hour Service Time*

*Includes Disposable Plates, Utensils and Napkins*

*Includes Coffee and Water Service*

*50 person minimum*

**BUTTERMILK PANCAKES** served with maple syrup, jam and butter, berry medley, whipped cream, and chocolate syrup. \$9 per person

**WAFLE STATION** belgium waffles served with maple syrup, fresh strawberries, whipped cream, and butter \$9 per person

**OMELET MUFFINS** personal omelet muffins with choice of honey baked ham, bacon, chorizo, andouille sausage or vegetarian with cheddar cheese \$10 per person

**ALL AMERICAN BREAKFAST** scrambled eggs, sausage or bacon, home fries, freshly baked biscuits and sliced fruit \$15 per person

**BREAKFAST QUICHES** \$ 9 per person.

**SOUTHERN** breakfast sausage, mushrooms and buffalo mozzarella in a flaky pastry crust

**CLASSIC** with crisp crumbled bacon and Gruyere cheese in a flaky pie crust

**HEALTHY START** fresh broccoli and fontina cheese in a flaky pie crust

## ALA CARTE

crisp bacon or honey glazed ham—\$3.50 per person

Corned Beef Hash — \$3 per person

sausage links or patties—\$3 per person

Southern Biscuits and Gravy — \$3 per person

home fries or tater tots—\$2 per person

Hash Brown Cakes — \$2 per person

fresh strawberries and berries medley—\$3.00 per person

Sliced Fruit Platters — \$4 per person

juices (individually served ) \$3.00 per person

Gallon of Florida Orange Juice — \$20 gallon

# LIGHT LUNCHEES

*Buffer Style Service*

*1 Hour Service Time*

*Includes Disposable Plates, Utensils and Napkins*

*50 person minimum*



## DELI COMBINATIONS

### DELI SAMPLER

sliced meats: hickory smoked turkey, roast beef, and sugar-cured ham,, assortment of cheeses, accompanied by fresh tomatoes, romaine lettuce and condiments, croissants and rolls and freshly baked cookies or brownies, whole fruit, Iced Tea and Iced Water \$14.00 per person

### SANDWICH BOXED MEALS

full sandwich of your choice served with bottled water, whole fruit and a cookie or brownie \$9 per person  
1 / 2 sandwich option available at \$8.00 per person. (Pg 7 and 8)

### SALAD SANDWICHES

a variety of home-made sandwich salads including albacore tuna salad, egg salad, and chicken salad with dried cranberries and celery or chicken Ceaser and served on croissants and rolls, freshly baked cookies or brownie, Florida whole fruit , Iced Tea and Iced Water \$12.00 per person

### HEALTHY SALAD SAMPLER

build your own salads, fresh mixed organic green salads and romaine lettuce, grilled chicken, chick peas, accompanied with grape tomatoes, shredded carrots, cucumbers, fresh peas, grilled chicken, bread and an assortment of house made dressings, freshly baked cookies or brownies, Florida whole fruit, Iced Tea and Iced Water \$14.50 per person . Add Florida Gulf Coast shrimp for an additional \$6.00 per person

### HOUSE MADE SOUPS ALA CARTE

creamy tomatoes and basil, southern corn chowder, chicken noodle, creamy butternut squash, chili, vegetarian chili, black bean and rice, broccoli cheddar, Mushroom bisque or harvest vegetable \$3.00 per person

### SIDE SALADS

Mixed green, classic Cesar, Greek, cucumber and tomato, coleslaw, pasta salad, potato salad \$3 per person (pg.10)



# SANDWICH WRAPS

*Individually wrapped*

*Includes Disposable Cutlery and Napkins*

*48 person minimum with four different types*

*\$9.00 per person*



an assortment of tortilla and gluten free wraps with freshly baked cookie, whole fruit, bottled water

HICKORY SMOKED TURKEY with smoky bacon, white swiss cheese and ranch dressing

LATIN TURKEY with tomatoes, cucumbers, fire roasted corn and Chimichurri dressing

HICKORY SMOKED TURKEY with swiss cheese, honey mustard, fresh apples, and spinach

MIDDLE EASTERN tabouli with Greek olives, roasted red peppers and feta cheese vinaigrette

GRILLED SALMON with smoky bacon, tomato, red onion and basil mayonnaise

ANTIPASTO smoked ham, genoa salami, provolone cheese, plum tomatoes, arugula and EVOO

TUSCANY grilled chicken, diced tomatoes and couscous with a hit of lemon and fresh herbs

CHICKEN CAESAR with romaine lettuce, shaved parmesan cheese and classic Caesar dressing

SOUTHWESTERN grilled chicken strips, pepper jack cheese, black beans and corn relish and ranch dressing

CORDON BLU grilled chicken, bacon, red onion, romaine lettuce and blue cheese dressing

ASIAN CHICKEN teriyaki glazed chicken with spring onions, greens and wasabi mayonnaise

BUFFALO CHICKEN buffalo chicken with blue cheese crumbles and blue cheese dressing

WHITE BEAN AND AVOCADO served with chipotle red pepper aioli and shredded lettuce

ASIAN TOFU with yellow curry and fresh vegetables and peppers

VEGETARIAN freshly made hummus, fresh vegetables, red pepper aioli

LATIN VEGETARIAN grilled tofu with pico de gallo and shredded lettuce





# ALL AMERICAN SANDWICHES

*Individually wrapped*

*Includes Disposable Cutlery and Napkins*

*48 person minimum with four different types*

*\$9 per person*



served on freshly baked hoagies, rolls or croissants, tomatoes and lettuce. Includes cookie, fruit and bottled water

**BLACK ANGUS HERO** rare black angus top round of beef, red onion and creamy horseradish spread

**HONEY BAKED HAM** Swiss cheese with honey mustard

**GRILLED CHICKEN CLUB** smoky bacon and sun-dried tomato-basil aioli

**SOUTHERN GRILLED CHICKEN** with cheddar cheese and honey mustard

**CORDON BLU** Grilled chicken strips, spinach and blue cheese dressing

**TUSCANY CHICKEN** kalamata olives, cucumbers, pepperoncini peppers and feta cheese dressing

**SOUTHERN TURKEY** cheddar cheese, chipotle mayo, and corn relish

**TURKEY CLUB** American cheese, smokey bacon and ranch dressing

**TURKEY PASTRAMI** with provolone cheese and caramelized red onions and thousand island dressing

**ITALIAN** Capicola, hard salami, provolone cheese, roasted red peppers, pepperoncini peppers, Italian dressing

**VEGETARIAN PORTOBELLO** grilled mushrooms with a Boursin cheese spread

**ASIAN TOFU** with sweet red chili pepper glaze and shredded broccoli slaw

**CHICK PEA HUMMUS** with Greek tahini and mint pesto

**CHUNKY PB&J** freshly made Florida berry jam preserves

**JUST THE CHEEZ PLEAZ** assortment of provolone, jack and mozzarella cheese and basil pesto aioli







# PRESSED



*Individually wrapped*

*Includes Disposable Cutlery and Napkins*

*48 person minimum with three different types*

*\$11 per person*

served on panini flatbread, includes cookie, whole fruit and bottled water

## **PRESSED**

CAPRISE mozzarella, tomatoes, eggplant with basil pesto

ANITPASTO hard salami and prosciutto with mozzarella and basil pesto

ITALIAN CHICKEN grilled chicken provolone and prosciutto with fresh sage

SMOKED TURKEY with American cheese, bacon and ranch dressing

SOUTHERN HAM with swiss cheese and stone ground mustard

BUFFALO CHICKEN grilled chicken, cheddar cheese, red onion and bbq sauce

ROAST BEEF with gruyere cheese and caramelized red onion marmalade

REUBAN corn beef, sauerkraut and swiss cheese with thousand island dressing

TOFU REUBAN sauerkraut and swiss cheese with thousand island dressing

SOUTHERN MELT grilled chicken with bacon jam and cheddar cheese

FLORIDA CHICKEN with jerk seasoning, mango and pineapple and tropical jam

VEGETARIAN MEDLEY fire roasted seasonal vegetables with olive tapenade and chive cream

LATIN FLANK STEAK with jalapeno cheese and Chimichurri drizzle

BARBECUE PORK with red cabbage slaw

JUST THE CHEEZ PLEAZ assortment of provolone, jack and mozzarella cheese and basil pesto aioli





## SIDE SALADS

*Served with Disposable Cutlery and Napkins*

*48 person minimum*

*\$3 more per person if not included in menu service*



**FLORIDA MERRY BERRIES** baby spinach and kale leaves with fresh Florida strawberries, crumbled feta cheese and cucumbers in a raspberry vinaigrette

**FARM TO TABLE SALAD** Mixed organic baby greens with tomatoes, baby carrots, and European cucumbers served with ranch, Thousand Island, Italian, Blue Cheese, red balsamic, feta cheese or raspberry vinaigrette

**CLASSIC CAESAR** romaine lettuce, garlic croutons, and Parmesan cheese in a creamy Caesar dressing

**TOMATO-CUCUMBER SALAD** roma tomatoes, European cucumbers and black olives served over romaine lettuce in a red wine balsamic vinaigrette

**FLORIDA SUNSHINE** Florida oranges, roasted beets and , mixed organic baby greens in a citrus dressing

**GRILLED VEGETABLES** Roasted zucchini, peppers, and yellow squash lightly brushed with a basil garlic olive oil and served over baby kale and spinach in a feta cheese vinaigrette

**SOUTHERN SLAW** Traditional cabbage and shredded carrots in a creamy coleslaw dressing

**NEW POTATOE AND GREEN BEANS** Roasted red bliss potatoes and green beans served over mixed organic greens in a crispy bacon scallion vinaigrette

**TOMATO PENNE SALAD** penne pasta tossed with locally sourced tomatoes, basil and capers served over penne in a wine balsamic vinaigrette

**SPRING PASTA SALAD** cavatappi pasta with fresh asparagus, peas, and dill in a lemon and chive vinaigrette

**CITRUS ORZO** tossed with Florida strawberries and dried cranberries and served in a citrus vinaigrette

**PASTA MEDLEY** with Florida roasted vegetables and finely diced red onions served in a champagne vinaigrette

**POTATO SALAD** choice of Mustard, Dill, or Red Potato Salad



# LUNCHEON

## SALADS



*Tableside Service*

*Preset salad, bread, dessert and ice tea, water*

*China Dinnerware, Flatware, and Glassware*

*\$18.00 per person*

*1 Hour Service*

served with bread, butter and your choice of dessert, unsweetened ice tea, raspberry tea and iced water

**MANGO TANGO CHICKEN** grilled chicken medallions served with a mango and pineapple Thai relish, on a bed of organic mixed greens with a citrus vinaigrette

**CAJUN CHICKEN** grilled Cajun spiced chicken with andouille sausage and tomatoes relish served on a bed of organic mixed greens with a buttermilk ranch dressing

**SANGRIA CHICKEN** glazed sangria (non-alcoholic) chicken breast on baby spinach and kale with scallions, strawberries, feta cheese and lemon basil vinaigrette

**SOUTHERN CHICKEN** hand bread chicken medallions served with smoked bacon, fresh tomatoes and hard boiled eggs on a bed of organic mixed greens with a creamy blue cheese dressing

**ASIAN CHICKEN SALAD** shredded chicken breast tossed with sweet pineapple and red pepper cabbage slaw, in a teriyaki ginger dressing

**COBB SALAD** grilled breast of chicken, crispy bacon, crumbled blue cheese, and fresh tomatoes with remoulade dressing

**FLORIDA COBB SALAD** grilled breast of chicken, mangoes, crumbled feta cheese, cucumbers in a citrus vinaigrette

**TUSCANY SALAD** grilled garlic chicken with hearts of palm, Kalamata olives, baby grape tomatoes and artichoke hearts in a roasted red pepper vinaigrette

**LATIN CHICKEN** with fire roasted corn and black beans, pico de gallo salsa and cilantro dressing

**CAESAR SALAD** crisp romaine lettuce, Parmesan cheese and garlic croutons in a Caesar dressing .

Choice of grilled chicken / grilled shrimp / grilled salmon / grilled flank steak. Add an additional \$4 per person for shrimp and salmon and \$5 for steak

## SEAFOOD

### LUNCH SALADS

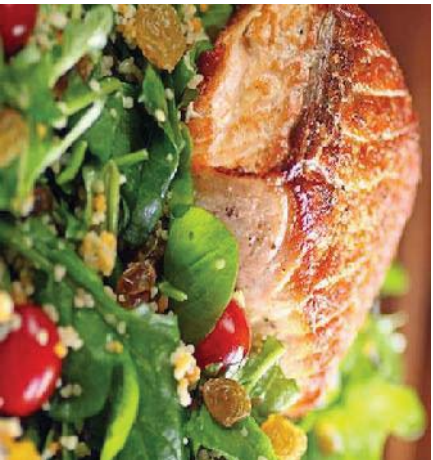
#### *Tableside Service*

*Preset salad, bread, dessert and ice tea, water*

*China Dinnerware, Flatware, and Glassware*

*\$22.00 per person*

*1 Hour Service*



served with cuban bread, butter and your choice of dessert, unsweetened ice tea or raspberry tea and iced water

MOJITO MAGIC SHRIMP with a key lime and butter white wine reduction served over orzo pasta and mixed greens

SHRIMP LOUIS WEDGE gulf coast shrimp skewers with iceberg wedge, cherry tomatoes, cucumbers, capers and in a creamy remoulade dressing

BANG BANG SHRIMP corn crusted shrimp served over romaine lettuce with cherry tomatoes and bang bang sauce

TROPICAL SHRIMP with Cavatappi pasta in a creamy dill and chive sauce

BBQ GRILLED SALMON with roasted red potatoes medley and Dijon mustard over mixed greens

GRILLED SALMON with crumbled feta cheese vinaigrette served with raspberries and cucumbers over mixed greens

VEGETARIAN MEDLEY with salmon or shrimp chick peas, black beans and fire roasted corn in a key lime vinaigrette

SHRIMP CESAR grilled or blackened shrimp with shaved parmesan cheese, romaine lettuce and creamy Cesar dressing

BALSAMIC SALMON with glazed balsamic salmon, cranberries, feta cheese over a bed of spinach

ITALIAN grilled shrimp, red peppers, black olives, tomatoes over a bed of mixed greens and arugula

ASIAN teriyaki glazed salmon or shrimp over mixed greens with crispy noodles, mandarin oranges, shredded carrots

NICOISE lemon dill salmon, potatoes, green beans, hard boiled eggs, tomatoes, olives over a bed of mixed greens





# BUFFET LUNCHEES

*Beverage Station*

*Upscale Disposable dinnerware and napkins*

*\$17.00 per person*

*1 Hour Service*

*100 person minimum*

served with your cuban bread, butter and your choice of dessert, unsweetened ice tea or raspberry tea and iced water

**DAY IN THE SOUTH** grilled chicken with corn and pepper relish, pulled pork with smokey BBQ sauce , red bliss potatoes and slaw

**FLORIDA** jerk spiced chicken with saffron infused rice, grilled pineapple and spiced plantains with sangria glazed Florida gulf coast shrimp, and fresh strawberry spinach salad

**SOUTHERN PEACH** seared chicken breast glazed with ancho peach salsa over sautéed baby spinach, sangria glazed pork tenderloin, baked cheesy grits and fresh mixed strawberry salad.

**COUNTRY FAIR** slow roasted BBQ chicken, bacon wrapped hotdogs in baked beans, creamy potato salad and fresh green bean salad

**PICNIC IN THE SOUTH** crispy pieces of southern fried chicken (dark and white meat) ,Cajun sausage on spoon bread, new potato and green bean salad and home style baked beans .

**SOUTHERN HOSPITALITY** chicken and mild andouille sausage jambalaya, corn and baby grape tomatoes salad and slaw

**SOUTHERN COMFORT** crispy pieces of southern fried chicken (dark and white meat) with honey ham, southern succotash and mixed green salad

**LATIN SPICE** key lime glazed chicken and pork carnitas with pico de gallo, rice and black bean medley and sweet corn and pepper salad

**ARROZ CON POLLO** shredded chicken with ancho seasoned rice and roasted peppers and onions, baby shrimp and plantain medley, strawberry salad and tortillas



# BUFFET LUNCHES

*Beverage Station*

*Upscale Disposable dinnerware and napkins*

*\$17.00 per person*

*1 Hour Service*

*100 person minimum*



served with cuban bread, butter and your choice of dessert, unsweetened ice tea or raspberry tea and iced water

MARGARTVILLE grilled chicken red wine and pomegranate glaze , Gulf Coast shrimp drizzled with Chimichurri sauce, smashed red bliss potatoes, and mango and pineapple tropical salad

FLORIDA CITRUS MEDLEY grilled chicken medallions with mango marmalade, orange glazed ham, saffron infused rice with grilled pineapple and fresh carrot salad

THAT'S AMORE roasted garlic chicken with baked three cheese tortellini and smokey bacon, roasted vegetable medley and Caesar salad

TUSCANY grilled oregano and garlic spiced chicken served over Cavatappi pasta with asiago cream sauce, Italian grilled sausage with roasted peppers and onions and Caesar salad

CHICKEN PARMIGIANA panko crusted chicken medallions with house made marinara, five cheese ziti with Italian sausage, roasted vegetable medley and Caesar salad

CHICKEN MARSALA grilled chicken in a sweet mushroom marsala, potato medley, Italian lasagna, and Greek salad

HOME-STYLE TURKEY with home style gravy with cranberry relish , roasted pork loin with warm sage butter served with home-style whipped potatoes and mixed green salad

RAVIOLI TRIO choice of porcini, butternut squash and cheese raviolis tossed with warm tomato sauce, basil pesto and creamy alfredo sauce with Caesar salad and tomato caprese medley

GLUTEN FREE penne pasta baked under a mozzarella cheese crust with roasted zucchini, sweet peppers, eggplant and tomatoes medley and mixed green salad

MEDITERRANEAN QUINOA Stuffed eggplants with fire roasted vegetable medley and quinoa

TROPICAL QUINOA with or mango tango medley and tropical jam

# BUFFET

## ADDITIONS

*Addition to buffet*

*\$6 per person*

*1 Hour Service*

*100 person minimum*



### ADD TO ANY LUNCH BUFFET

CRISPY COCONUT SHRIMP served with a tropical pineapple and habanero jam and tropical slaw

BANG BANG SHRIMP with slightly spicy remoulade sauce, served over shredded romaine

CREOLE GULF COAST SHRIMP served with roasted red pepper and tomato relish over creamy grits

SPICY SHRIMP with jerk seasoning served with pina colada sauce over coconut rice

ISLAND SHRIMP sautéed in rum butter sauce and served with black beans and rice

MANGO TANGO MAHI MAHI grilled with pineapple and mango tropical jam served with basmati rice

MOJITO MAHI MAHI grilled with key lime and dressing, served with coconut basmati rice and plantains

SAKE MARINATED MAHI MAHI served with spicy mango jam and basmati rice

MANGO SNAPPER grilled red snapper with a mango salsa accompanied by pearl cous cous

MOJITO SNAPPER grilled red snapper with a mojito glaze and served with basmati rice

LEMON AND GARLIC GLAZED SNAPPER with cucumber and pepper relish in a creamy yogurt

CAJUN SNAPPER served with warm corn and pepper choux (includes bacon) and roasted potatoes

TROPICAL SNAPPER grilled filet with coconut and passion fruit glaze and basmati rice

FLORIBBEAN SNAPPER grilled filet with Caribbean teriyaki glaze served with jasmine rice

FLORIDA GROUPER grilled domestic grouper served with choice of mango tango relish, warm tomatoes relish, Margareville glaze or Chimichurri served with basmati rice. *Market price*

# BUFFET

## ADDITIONS

*Addition to buffet*

*1 Hour Service*

*100 person minimum*



### **SALMON ADDITIONAL \$6 per person**

**BARBECUE SALMON** glazed with a Southern barbecue sauce, served with smashed new baby potatoes

**MANGO TANGO SALMON** with tropical jam served with basmati coconut rice

**ASIAN SALMON** grilled with sesame crust and teriyaki glaze, served with cous cous

**TUSCANY SALMON** with warm tomato relish and roasted potatoes

**HONEY MUSTARD MAPLE GLAZED** grilled salmon with wild rice medley

**LATIN SPICED** grilled salmon with Chimichurri and served over rice, black bean and plantains

### **BEEF**

**FLAT IRON STEAK** grilled with Chimichurri and soft tortillas served with island rice. \$6 per person

**GRILLED NEW YORK STRIP** carving station with au jus, horseradish cream fraiche and small dinner rolls. \$9 per person

**BOURBON GLAZED SHORT RIBS** served over smashed red bliss garlic potatoes \$10 per person

**COFFEE CRUSTED SHORT RIBS** with red wine reduction served over red bliss garlic potatoes \$10 per person

**GRILLED BEEF TENDERLOIN** carving station with choice of wine balsamic reduction, caramelized onions, au jus or horseradish cream fraiche and small dinner rolls. *Market Price*





# DINNER

## ENTRÉES



*Tableside Service*

*Preset salad, bread, dessert and ice tea, water*

*China Dinnerware, Flatware, and Glassware*

*\$25.00 per person*

*1 Hour Service*

### SERVED SINGLE CHICKEN ENTRÉE'S

served with cuban bread, butter and your choice of dessert, unsweetened ice tea or raspberry tea and iced water

DAY IN THE SOUTH grilled chicken with country gravy and red bliss smashed potatoes

FLORIDA jerk spiced chicken with saffron infused rice and grilled pineapple and spiced plantains rice

SOUTHERN PEACH seared chicken glazed with ancho peach salsa over sautéed spinach and baked cheesy grits

COUNTRY FAIR slow roasted BBQ chicken and tri color baby potatoes

SOUTHERN CHICKEN crispy pieces of southern fried chicken served with home style country gravy and whipped potatoes

SOUTHERN HOSPITALITY grilled chicken and mild andouille sausage jambalaya

LATIN SPICE key lime glazed chicken with pico de gallo and rice and black beans

ARROZ CON POLLO shredded chicken with ancho seasoned rice and roasted peppers and onions

MARGARITVILLE grilled chicken red wine and pomegranate glaze served and smashed red bliss potatoes

FLORIDA CITRUS grilled chicken medallions with orange marmalade served and saffron infused rice

THAT'S AMORE roasted garlic EVOO basted chicken and baked three cheese tortellini

CHICKEN PARMIGIANA panko crusted chicken medallions with house made marinara and creamy penne pasta

TUSCANY CHICKEN with warm tomato relish and baked ziti

CHICKEN MARSALA with sweet mushroom marsala sauce, potato medley and green beans





# DINNER

## ENTREES

*Tableside Service*

*Preset salad, bread, dessert and ice tea, water*

*China Dinnerware, Flatware, and Glassware*

*\$28.00 per person*

*1 Hour Service*

*100 person minimum*



### SERVED SINGLE SEAFOOD ENTRÉE

served with cuban bread, butter and your choice of dessert, unsweetened ice tea or raspberry tea and iced water

SANGRIA GLAZED GULF COAST SHRIMP with pineapple jicama relish and basmati rice

CREOLE GULF COAST SHRIMP served with roasted red pepper and tomato relish over creamy grits

SPICY SHRIMP with jerk seasoning served with pina colada sauce over coconut rice

ISLAND SHRIMP sautéed in rum butter sauce and served with black beans and rice

BANANA WRAPPED MAHI MAHI with roasted red pepper relish and basmati rice

MANGO TANGO MAHI MAHI grilled with pineapple and mango tropical jam served with basmati rice

MOJITO MAHI MAHI grilled with key lime and dressing served with coconut basmati rice and plantains

SAKE MARINATED MAHI MAHI served with spicy mango jam and basmati rice

TUSCAN SNAPPER with olive and tomato medley, served with creamy risotto

MANGO SNAPPER grilled red snapper with a mango salsa served with pearl cous cous

LEMON AND GARLIC SNAPPER with cucumber and pepper relish in a creamy yogurt

BARBECUE SALMON with a Southern barbecue sauce, served with smashed new baby potatoes

MANGO TANGO grilled shrimp with tropical jam served with basmati coconut rice

ASIAN SALMON grilled with sesame crust and teriyaki glaze served with cous cous medley

# DINNER

## ENTREES



*Tableside Service*

*Preset salad, bread, dessert and ice  
tea, water*

*China Dinnerware, Flatware, and  
Glassware*

*1 Hour Service*

### SERVED SINGLE ENTRÉE BEEF

served with cuban bread, butter and your choice of dessert, unsweetened ice tea or raspberry tea and iced water

GRILLED SKIRT STEAK with bloody Mary and tomatoes relish, and whipped potatoes. \$28 per person

GRILLED NEW YORK STRIP with au jus and roasted potatoes \$32 per person

BOURBON GLAZED SHORT RIBS served over home-style whipped potatoes \$35 per person

COFFEE CRUSTED SHORT RIBS with red wine reduction served over red bliss garlic potatoes \$35 per person

GRILLED BEEF TENDERLOIN with choice of wine balsamic reduction, caramelized onions, au jus or horseradish  
cream *fraiche Market Price*

### SERVED DUET PLATES

Includes two entrees served to each guest with one starch and seasonal vegetables.

served with cuban bread, butter and your choice of dessert, unsweetened ice tea or raspberry tea and iced water

CHICKEN AND SEAFOOD \$ 32 per person

CHICKEN AND BEEF \$37 per person

SEAFOOD AND BEEF \$40 per Person

**FAMILY STYLE** Entrée's are served on large platters to each table. Please call for services and pricing

**GUEST CHOICE TABLESIDE** Guests pick their entrée once seated; please call for services and pricing

**VEGETARIAN, VEGAN, GLUTEN FREE.** 5% of guest count for Vegetarian menus. Vegan and Gluten free menu choices available, please call for details





# APPETIZER ACTION STATIONS



guests select and create their service in upscale disposable appetizer plates, bowls and cloth like napkins.

**MAC n CHEESE** creamy mac n cheese station with assortment of toppings: fresh vegetables, shredded bacon, shredded cheese's ; Choice of 2 shredded BBQ pulled pork (or chicken), bang bang shrimp

**SOUTHERN SLIDERS** Choice of 2 slow roasted BBQ pulled pork, panko crusted chicken medallions with bacon jam or BBQ short rib sliders accompanied by traditional slaw, caramelized onions and stone ground mustard with mini Kaiser rolls

**SOUTHERN GRITS** choice of 2 grilled chicken medallions, andouille sausage, and bang bang shrimp served with creamy cheesy grits, southern choux gravy and fresh vegetables

**TACO BAR** grilled chicken or bang bang shrimp, served with shredded iceberg lettuce, chopped tomatoes, cheddar and Monterey jack cheese, flour tortillas, homemade salsa and guacamole with tortilla chips

**SOUTHERN RODIZIO** grilled chicken, sirloin tips and sausage skewered with fire roasted vegetables, pineapple and plantains, served with beans, variety of salsas and soft tortillas. Additional \$4 more per person

**LATIN PAELLA** choice of 2 saffron rice with shrimp, chorizo sausage, ancho grilled chicken, served with sweet peppers, roasted vegetables and sweet peas served with mango, pineapple and coconut salsa

**BACKYARD PICNIC** petite hamburgers and mini hot dogs accompanied by condiments platters of lettuce, tomatoes, diced onions, sauerkraut, condiments served with fresh hamburger and hot dog rolls and freshly made coleslaw

**FLORIBBEAN BBQ SLIDERS** roasted pork shoulder in smoky Caribbean BBQ sauce served with Hawaiian rolls and grilled chicken fajita style with corn and pepper salsa served with slaw . Mini Kaiser rolls

**FLATBREADS** choice of 2 flatbreads. mozzarella, tomato and basil, or pepperoni, mozzarella and tomato, or Sausage mozzarella and tomato, or spinach mushroom and herbed ricotta, or sausage mozzarella and herbed ricotta

**DOG 'S & BRATS:** Build your own mini Nathans all beef hot dogs and Johnsonville Beer Bratwurst with mini buns, accompanied by funnel cake fries and served with sauerkraut, diced onions, diced bacon, shredded cheddar cheese, German mustards, and traditional condiments

*Butlered 100 person minimum, maximum one hour service, any selection under this category*

*Five appetizers \$ 13 per person*

*Six appetizers \$15 per person*

# VEGETARIAN BUTLERED HORS'DOEUVRES



## PHYLLO PURSES

baked brie and mission fig jam in bite sized phyllo purses



## TOMATO CAPRESE

mini shooters with wine balsamic reduction



## TARTS

creamy spinach and artichoke or goat cheese and pistachio or pesto tomato caprese



## BABY REDS

truffle salted with cream fraiche



## BEEET AND ENDIVE

Roasted beet and ginger cream fraiche served on fresh endive



## PLANTAINS EGGROLLS

Sweet plantain wrapped in egg rolls with tropical jam



## MANGO TANGO CUPS

cucumber cups with mango and pineapple salsa



## MAC N CHEESE

Creamy mac n cheese puffs with roasted Poblano dipping sauce



## MUSHROOM

polenta cakes with exotic mushroom duxelle



## BRUSCHETTA

Tomato caprese, edamame and peppers or tomato basil

*PLEASE CALL FOR ADDITIONAL SELECTIONS*

*Butlered 100 person minimum, maximum one hour service, any selection under this category*

*Five appetizers \$13 per person*

*Six appetizers \$15 per person*

# SOUTHERN BUTLERED HORS'DOEUVRES



FLORIDA FISH TACOS

grilled FL snapper with ancho glazed seasoning served with mango or pico de gallo salsa

SHRIMP



Florida gulf shrimp sautéed with key lime glaze served with andouille sausage



CRISPY COCONUT SHRIMP

Served with a tropical jam or ginger teriyaki glaze



BANG BANG SHRIMP

bang bang (our version) with slightly spicy remoulade sauce



COCKTAIL SHRIMP

served with brandy cocktail sauce or more traditional cocktail sauce



CRABCAKES

Sweet lump crab served with roasted red pepper remoulade, Asian with key lime aioli or Latin with roasted poblano sauce



GRILLED SALMON POPS

sesame crusted grilled salmon with teriyaki glaze



FLORDIA SNAPPER on wonton crisps with Asian slaw



CEVICHE

Abi tuna, classic white fish or shrimp

PLEASE CALL FOR ADDITIONAL SELECTIONS



*Butlered 100 person minimum, maximum one hour service, any selection under this category*

*Five appetizers \$13 per person*

*Six appetizers \$15 per person*

# CLASSIC

## BUTLERED

## HORS'DOEUVRES



BACON WRAPPED  
PLANTAINS



BEEF CROSTINI  
Served on mini flatbread with  
horseradish cream fraiche



BARBECUE PORK  
Southern style BBQ served on  
bite sized mac n cheese puffs (or  
with BBQ chicken )



BEEF TENDERLOIN  
wrapped with smokey bacon and  
served with caramelized onions



TROPICAL CHICKEN  
served with pina colada drizzle  
or Dr. Pepper and Jack Daniels  
chicken skewers, or Southern  
BBQ



TERAYKI  
GLAZED  
BEEF  
SKEWERS



SLIDERS  
Cheseburgers in paradise, short  
rib, Italian, Philly steak, BBQ  
pork and chicken and waffle.  
Requires on-site chef



PIGS N BLANKET



PLEASE CALL FOR ADDITIONAL SELECTIONS



# APPETIZER PLATTERS

*Disposable Plates , Napkins and Cutlery*

*1 Hour Service*

*Serves up to 50*



## TROPICAL FRUIT

Florida fresh sliced fruit with berries \$175

## FRUIT & CHEESE

domestic cheeses with fruit and berries, accompanied by an assortment of wafers \$235

## BAKED BRIE

with raspberry and fig preserves served with a basket of assorted flat breads. \$42.50 each round serves 10-12

## DIP AND BREAD BOWLS

with spinach and artichoke dip, buffalo wing and blue cheese dip and queso blanco with roasted red peppers accompanied by vegetables and flatbreads \$135

## IT'S A FIESTA

Dips of roasted tomato salsa, creamy queso and jalapeno pineapple salsa, guacamole and sour cream served with corn tortillas chips \$185

## VEGETABLE CRUDITES

Assortment of fresh seasonal vegetables served with buttermilk ranch, blue cheese and Vidalia onion dipping sauces \$195

## VEGETABLE CAPRESE

cherry tomatoes, marinated artichokes, roasted peppers, olives and artisan cheeses with mozzarella served with lemon and thyme, and red wine balsamic sauces and grilled flatbread \$285





# APPETIZER PLATTERS

*Disposable Plates , Napkins and Cutlery*

*1 Hour Service*

*Serves up to 50*



## BRUSCHETTA

fresh Florida tomatoes and basil, olive tapenade and roasted red pepper and edamame served with sliced mozzarella on grilled flatbread \$285

## HUMMUS TRIO

Classic, garlic and thyme and roasted red pepper hummus served with olive tapenade and soft pita chips or grilled flatbread \$175

## CHARCUTERIE AND CHEESE PLATTER

Italian delicacies to include roasted red peppers, hard salami and prosciutto wrapped around mozzarella, olives, marinated artichokes and fresh baby grape tomatoes, accompanied by crostini and flatbread \$285

## SHRIMP COCKTAIL

steamed Florida gulf coast shrimp with lemon wedges, cocktail sauce and spicy horseradish \$235 for 100 pieces

## PINWHEELS

rolled tortilla wraps sliced in pinwheels with turkey, bacon, gruyere cheese and buttermilk ranch aioli, ham and swiss cheese with apricot Dijon mustard and roasted red pepper and zucchini (vegetarian) \$285

## NOVA LOX

Sliced lox, hard boiled eggs, red onion, tomatoes, capers and flatbreads \$385

## DELI ASSORTMENT

Cuban bread with assorted ham and turkey, lettuce and tomato deli sandwiches cut in half \$175

# HORS D'OEUVRES

## STATION



*Served in Chafing Dishes*

*Disposable Plates , Napkins and Cutlery*

*1 Hour Service*

*Serves up to 50*

TERAYAKI GLAZED CHICKEN SKEWERS with ginger cream \$28 per dozen

BUFFALO WINGS plump chicken wings prepared in a zesty Buffalo-style sauce accompanied by celery and carrots with blue cheese dressing \$35 per dozen

MESQUITE GRILLED WINGS plump chicken wings prepared in a smoky mesquite glaze, accompanied with bacon jam \$35 per dozen

CHICKEN SAMOSA chopped chicken blended with ginger, garlic, tomato and spices rolled in a phyllo dough and served with a yogurt dipping sauce \$24.00 per dozen

CRISPY SPRING ROLLS served with sweet-and-sour sauce, chicken, pork or vegetable \$28.00 per dozen

SPINACH STUFFED MUSHROOM CAPS savory spinach filled mushroom caps \$28.00 per dozen

SPANIKOPTA a blend of spinach and feta cheese baked in phyllo dough \$22.00 per dozen

EMPANADAS flaky pastry filled with chicken, chorizo or black beans and rice served with tropical salsa \$22 per dozen

COCKTAIL FRANKS mini hotdogs wrapped in puff pastry served with honey mustard \$18 per dozen

BACON WRAPPED SMOKIES mini franks wrapped in bacon and served with ranch dressing \$18 per dozen

BAVARIAN PRETZEL served with honey mustard, large \$22 per dozen

ITALIAN MEATBALLS bite-size, oven-roasted meatballs in a tomato basil sauce \$18.00 per dozen

SIRACHI BBQ MEATBALLS bite-size, oven-roasted meatballs in a spicy red pepper sauce \$18.00 per dozen

SWEDISH MEATBALLS bite-size, oven-roasted meatballs in a creamy dill sauce \$18.00 per dozen

CHICKEN OR BEEF WELLINGTON with mushroom Duxelle wrapped in puff pastry \$50 per dozen



# DESSERTS

*Available for lunch, dinner and cocktail parties.*

*Cocktail party are bite sized*



## FRESH FLORIDA DESSERTS

**KEY LIME TARTS** or **SQUARE** \$28 per dozen

**STRAWBERRY SHORTCAKE** yellow genoise cake and fresh Florida strawberries covered with whipped cream and fresh strawberries \$28.00 per dozen

**TROPICAL PARFAITS** mango and pineapple fruit parfait with coconut sponge cake and a tropical fruit garnish \$32.00 per dozen

**BERRY FUSION** moist vanilla sponge cake with wild berry mousse, white chocolate parfait and raspberry glaze \$33.00 per dozen

**ORANGE BLOSSOM CAKE** individual sized cakes with Florida oranges cooked in caramel and butter, layered in orange cream cake and topped with whipped cream \$43.00 per dozen

**NEW YORK-STYLE CHEESECAKE** traditional with berry swirls \$30.00 each, serves 10

**CHEESECAKE BITES** assortment of cheesecake bites \$40 serves 30

**FRESH BAKED PIES** · apple · cherry · pecan · coconut-crusteds \* Key Lime · \$23.00 each / serves 8

## HEAVENLY CHOCOLATE

**DEVIL'S FOOD** old-fashioned bundt chocolate cake with double chocolate icing \$30.00 each , serves 8

**CHOCOLATE LAVA CAKE** individual moist chocolate cake with molten chocolate center and semi sweet ganache glaze \$64.00 per dozen

**TIRAMISU** creamy sponge cake soaked in espresso layered with coffee cream and rich mascarpone cheese mousse, with a chocolate garnish \$62.00 each, serves 24



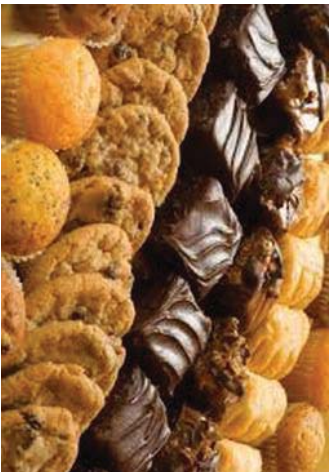


# BITTES FOR BREAKS

*\$5 per person*

*50 person minimum*

*30 minute service*



## SWEETS

### COOKIES AND BROWNIE BREAK

Freshly baked cookies, chocolate chip, white chocolate and macadamia nut, oatmeal raisin, peanut butter and assorted brownies with chocolate shavings. Regular and Decaf Coffee. Bottled Water . \$5 per person

### CUPCAKES

Frosted Cupcakes in red velvet, double chocolate, and strawberry. Sprinkles may be added in corporate colors. Served with bottled soda and bottled water \$5 per person

### FRENCH PASTRY

Mini Vanilla Éclairs, Mini Chocolate Éclairs, Cream Puffs, Chocolate covered cream puffs. Served with bottled water and coffee service \$5 per person

## SAVORY

### ENERGIZE

Assorted Whole Fruit, Granola Bars, and Yogurts. Served with bottled water and Iced Tea

### CLASSIC

Assorted Whole Fruit, Bagged Chips, Candy Bars. Served with Bottled Water and Coffee service.

### VEGGIES AND DIPS

Assortment of fresh seasonal vegetables served with buttermilk ranch, blue cheese and Vidalia onion dipping sauces . Served with bottled water and sodas

### PRETZELS

Freshly baked salted pretzels with honey mustard , cheddar cheese, and yellow mustard dipping sauce. Bowls of popped popcorn. Served with bottled water and sodas







# BEVERAGES

*Served in Decanters*

*Disposable Cups and Napkins*

*1 Hour Service*

## COFFEE SERVICE

Freshly brewed Regular and Decaffeinated, Hot Herbal Teas. One hour service. Minimum of 25 people. \$3 per person  
\$1 per person for extended hour of service; *please call for full day service*

## BEVERAGES

Individual bottled orange juice, cranberry juice and apple juice \$3 per person

Bottled water \$3.00

Assorted Sodas \$3.00

## ICED WATER STATIONS

Ice Water Station 8 hour service, serves up to 75 per station \$175

Flavored water refresher station \$195

Staffed Arena Water service. *Please call for pricing*

## ADDITIONAL OPTIONS

China dinnerware, silver flatware and cloth napkins \$3.00 per person

Glassware \$1 per glass

Bistro tables and linens \$32.00 (your choice of colors on linens)

Non-floral décor - please call



# MEETING PLANNERS

## ALL DAY MENU FOR 50+ GUESTS

All breaks will be replenished for a total of 30 minutes. Lunch service is up to one hour.

### **Breakfast**

FLORIDA SUNSHINE a daily variety of freshly baked breakfast croissants, muffins, and breakfast breads served with butter, seasonal fresh whole fruit and strawberries, assorted yogurts, and fruit preserves.

freshly brewed regular and decaffeinated coffee, assortment of hot herbal teas, Florida orange juice

### **Mid Morning Refresher**

freshly brewed regular and decaffeinated coffee, assortment of hot herbal teas, assortment of soda and bottled water with whole fruit

### **Deli Lunch Sampler**

(Choice of Three)

sliced meats: hickory smoked turkey, roast beef, sugar-cured ham, and turkey pastrami, assortment of cheeses, accompanied by fresh tomatoes, romaine lettuce with horseradish sauce, relish and condiments, croissants and rolls and freshly baked cookies, mixed green salad • assorted rolls, unsweetened ice tea, assortment of soda and bottled water

### **Afternoon Break**

freshly baked cookies or brownies, brewed regular and decaffeinated coffee, assortment of hot herbal teas, assortment of soda and bottled water

**\$35 Per Person**



OVER 200  
GUESTS,  
ARENA &  
ALL DAY  
EVENTS

**SERVICES OFFERED:**

*Breakfast*

*Lunch*

*Dinner*

*Breaks*

*Concessions*

*Food Tents*

*Beverages*

*Water Stations*

*On Consumption*



**PLEASE CALL FOR YOUR PERSONALIZED MENU AND PROPOSAL**





# ORDERING

**Menus:** Menu selection and other details pertinent to your function should be submitted to the Food and Beverage department at least one month prior to your event date. Because every event varies in purpose, detail and budget, we are happy to offer custom menu planning to meet your particular needs or theme.

**Booking Us:** Events under \$3,000 require a non-refundable SAVE the Date booking fee of \$800. Events over \$3,000 require a \$1,500 non-refundable SAVE the DATE booking fee or 20% of the total contract price, whichever is greater. When contracts are issued within 14 days of the event, we require 100% prepayment. Prices are guaranteed once we receive the booking fee and the signed contract.

**Final Payment, Guest Counts, Services** Due seven business days before event. We will attempt to accommodate any day of changes at three times the stated price of that item. If the final guest count is not received as stated, we reserve the right to charge for the number of persons specified on the contract.

**Sales Tax :** Prices quoted do not include the 6.5% Sales Tax or any gratuity.

**Service Charge:** We do not charge a service charges. Menu pricing does include all applicable commissions to convention center

**Length of Service:** Pricing for all menu options are based on 1 hour of service unless otherwise noted. Additional fees will be assessed for longer length of service

**Labor charges:** Additional servers may be requested over and above our normal staffing minimum for your event . The charge is \$32 per hour, per server with a four-hour minimum. Chefs are \$40 per hour with a four hour minimum.

**Minimums:** In event that a minimum is not met on a package a charge of \$150 will be added to that package

**Cancellation:** Cancellation of contracted services must be made in writing . If cancellation occurs after the contract is signed, the Save the Date and all booking fees are non-refundable. If the event is cancelled less than one week prior to the event, it will incur 100% of the contract price.

**Food liability:** We are responsible for the quality and freshness of its food. Due to the current health regulations, food may not be taken off premises after it has been prepared and served. Our company does participate with the Salvation Army and local food banks in Manatee County.

**Consumer Advisory** Consuming raw or undercooked meats, poultry, seafood, shellfish or eggs may increase the risk of food borne illness, especially if you have certain medical conditions.

The prices stated within may be changed without prior notice.

Contact: Kala Clark

Food and Beverage Director

941. 722 3244 EXT 257

Published August, 2015



**AGREEMENT No. 12-0544DR**  
**FOR**  
**CATERING SERVICES**

**THIS AGREEMENT** is entered into by and between the County of Manatee, a political subdivision of the State of Florida, hereinafter referred to as the "COUNTY" and **MILAN CATERING AND EVENT DESIGN, LLC**, existing under the laws of the State of Florida, hereinafter referred to as "CONTRACTOR", with offices located at 4141 South Tamiami Trail #3, Sarasota, Florida 34231.

**WHEREAS**, the COUNTY has determined that it is necessary, expedient and in its best interests to retain, obtain or employ the CONTRACTOR to render and perform professional catering services.

**WHEREAS**, the CONTRACTOR submitted a proposal in response to Request For Proposal No. 12-0544DR and the COUNTY thereafter conducted a competitive selection process in accordance with Manatee County Code of Law, resulting in this Agreement.

**NOW, THEREFORE**, in consideration of the mutual covenants, promises, and representations contained herein, the parties hereto agree as follows:

**ARTICLE 1: SCOPE OF SERVICE.** The CONTRACTOR covenants and represents to COUNTY that CONTRACTOR shall provide catering services to the clients of the Bradenton Area Convention and Visitors Bureau (BACVB) as described in Exhibit "A", hereinafter referred to as the "Scope of Services".

The locations, hereinafter referred to as Facilities, for performing these services are: 1) Convention Center, located at One Haben Boulevard, Palmetto, Florida; and 2) Powell Crosley Estate, located at One Seagate Drive, Sarasota, Florida.

**ARTICLE 2: EXHIBITS INCORPORATED.** The CONTRACTOR shall comply with the following Exhibits which are attached and made a part of this AGREEMENT:

Exhibit "A" --- Scope of Services  
Exhibit "B" --- Payments to the County  
Exhibit "C" --- Special Conditions  
Exhibit "D" --- Insurance Certificate  
Exhibit "E" --- Kitchen Equipment List

In the event of a conflict between the terms and conditions provided in the body of this Agreement and any Exhibit, the provisions contained within the Agreement shall prevail unless the term or provision in the Exhibit specifically states that it shall prevail.

**ARTICLE 3: LIMITATION OF COSTS AND PAYMENTS.** CONTRACTOR shall pay to the COUNTY an amount in accordance with Exhibit "B" for the provision of the Scope of Services. CONTRACTOR has been advised that no contractor or employee of the COUNTY may authorize a change in the amount stated in Exhibit "B". Any change in total compensation paid to the COUNTY must be authorized in writing by the Board of County Commissioners or designee.

**ARTICLE 4: CONTRACT TERM.** Unless renewed or terminated as provided in this AGREEMENT, this AGREEMENT shall be for a period of one year, commencing on the date of execution by the COUNTY (herein the "effective date") and ending one year later.

Contract may be renewed after the first one-year contract period for four (4) optional one-year periods upon mutual consent of both parties and as specified in Exhibit "C."

**ARTICLE 5: TERMINATION.**

A. This AGREEMENT may be terminated by either party for any reason or for no reason by giving to the other party no less than thirty (30) days written notice of intent to terminate. COUNTY may terminate this AGREEMENT immediately by delivery of written notice to CONTRACTOR upon determining that CONTRACTOR has failed to comply with the terms of this AGREEMENT. The notice shall specify the manner in which the CONTRACTOR has failed to comply with this AGREEMENT.

B. Upon expiration or termination of this AGREEMENT for any reason, the CONTRACTOR shall prepare all final reports and documents required by the terms of the AGREEMENT up to the date of termination and shall submit all payments due within ten (10) calendar days after termination of this AGREEMENT.

**ARTICLE 6: NOTICES.** All notices or written communications required or permitted hereunder shall be deemed to have been given when received if hand delivered or when deposited in the U.S. mail, postage paid and addressed as follows:

If mailed to Contractor: MILAN CATERING AND EVENT DESIGN, LLC  
Attn: Roberta Montelione, Principal  
4141 South Tamiami Trail #3  
Sarasota, Florida 34231  
941/312-0000

If by hand delivery: MILAN CATERING AND EVENT DESIGN, LLC  
Attn: Roberta Montelione, Principal  
4141 South Tamiami Trail #3  
Sarasota, Florida 34231

If mailed to County: Bradenton Area Convention & Visitors Bureau  
Attn: Director  
One Haben Boulevard  
Palmetto, Florida 34221  
941/722-3244 ext.239

If by hand delivery: Bradenton Area Convention & Visitors Bureau  
Attn: Director  
One Haben Boulevard  
Palmetto, Florida 34221

Notice of termination shall be served by certified or registered mail, return receipt requested or by hand delivery.

**ARTICLE 7: GENERAL CONDITIONS.**

**A: MAINTENANCE OF RECORDS.**

- i. CONTRACTOR shall maintain records, accounts, property records, and personnel records in accordance with generally accepted accounting principles, as deemed necessary by COUNTY to assure proper accounting of funds and compliance with the provisions of this AGREEMENT.
- ii. CONTRACTOR shall provide COUNTY all necessary information, records and contracts required by this AGREEMENT as requested by COUNTY for monitoring and evaluating services. CONTRACTOR'S information shall be made available to COUNTY for audit, inspection or copying during normal business hours and as often as COUNTY may deem necessary, except for client records protected by client confidentiality rules or regulations established by State or Federal law. In cases where client confidentiality applies, CONTRACTOR shall provide requested records in a fashion which maintains confidentiality. COUNTY shall have the right to obtain and inspect any audit pertaining to the performance of this AGREEMENT made by any local, State or Federal Agency. CONTRACTOR shall retain all of its records and supporting documents related to this AGREEMENT in accordance with all applicable laws, rules and regulations; in the absence of any other requirement, such records and supporting documents will be retained by CONTRACTOR for at least three (3) years after the termination of this AGREEMENT.

**B: COMPLIANCE WITH LAWS; NON-DISCRIMINATION.** The performance of this AGREEMENT shall be in compliance with all applicable laws, orders and codes of Federal, State, and local governments and the Americans with Disabilities Act. Additionally, CONTRACTOR covenants and agrees that no person shall on the grounds of race, creed, color, handicap, national origin, sex, age, political affiliation or beliefs be excluded from participation in, be denied the benefits of employment by CONTRACTOR, or be subjected to discrimination under any program or activity funded in whole or in part with funds made available by the COUNTY.

**C. LICENSES.** CONTRACTOR shall obtain any licenses required to provide the Scope of Services and maintain full compliance with any licensure requirements. Copies of reports provided to or by any licensing or regulatory agency shall be forwarded to the COUNTY within ten (10) days after receipt by CONTRACTOR.

**D: CONTRACTUAL LIABILITY.** The relationship of the CONTRACTOR to the COUNTY shall be that of an independent CONTRACTOR. Nothing herein contained shall be construed as vesting or delegating to the CONTRACTOR or any of the officers, employees, personnel, contractors, or subcontractors of the CONTRACTOR any rights, interest or status as an employee of the COUNTY. The COUNTY shall not be liable to any person, firm or corporation that is employed by, contracts with or provides goods or services to the CONTRACTOR in connection with the Scope of Services or for debts or claims accruing to such parties. CONTRACTOR shall promptly pay, discharge or promptly take such action as may be necessary and reasonable to settle such debts or claims.

E: SUBCONTRACTORS. CONTRACTOR agrees that the Scope of Services shall be provided by employees of CONTRACTOR and not by subcontractors. Nothing herein shall preclude employment of personnel through a lease or similar arrangement with the approval of COUNTY'S representative, or contracts or leases for materials, supplies, facilities and other support services for CONTRACTOR'S Scope of Services.

F: NON-ASSIGNABILITY. CONTRACTOR may not assign, transfer, or encumber this AGREEMENT or any right or interest in this AGREEMENT.

G: CONTRACTOR'S REPRESENTATIVES. Within thirty (30) days from the date of execution of this AGREEMENT by both parties, CONTRACTOR shall provide the COUNTY with a list of representatives authorized to act on behalf of the CONTRACTOR.

**ARTICLE 8: INDEMNIFICATION.** CONTRACTOR shall indemnify, keep and save harmless the COUNTY, its contractors, officials and employees, against all injuries, deaths, losses, damages, claims, patent claims, suits, liabilities, judgements, costs and expenses, which may accrue against the COUNTY arising out of the performance of or failure to perform the Scope of Services required by this AGREEMENT or the terms of this AGREEMENT, whether or not it shall be alleged or determined that the act was caused through negligence or omission of the CONTRACTOR or its employees, or of the subcontractors or its employees, if any. CONTRACTOR shall pay all charges of attorneys and all costs and other expenses incurred in connection therewith, and if any judgement shall be rendered against the COUNTY in any such action, the CONTRACTOR shall, at its own expense, satisfy and discharge the same. CONTRACTOR expressly understands and agrees that any performance bond or insurance protection required by this AGREEMENT, or otherwise provided by CONTRACTOR, shall in no way limit the responsibility to indemnify, keep and save harmless and defend the COUNTY as herein provided.

The indemnity hereunder shall continue until such time as any and all claims arising out of CONTRACTOR'S performance or failure to perform under this AGREEMENT have been finally settled, regardless of when such claims are made.

In the event that any action, suit or proceeding is brought against the COUNTY upon any liability arising out of this AGREEMENT, COUNTY at once shall give notice thereof in writing to CONTRACTOR at the above listed address. Upon receipt of notice, CONTRACTOR, at its own expense, may defend against such action and take all such steps as may be necessary or proper to prevent a judgment against the COUNTY. Nothing in this AGREEMENT shall be deemed to affect COUNTY'S right to provide its own defense and to recover from CONTRACTOR attorneys' fees and expenses associated with such representation or the rights, privileges and immunities of the COUNTY as set forth in Florida Statute 768.28.

**ARTICLE 9: INSURANCE.** Without limiting any of the other obligations or liabilities of the CONTRACTOR, the CONTRACTOR shall, at the CONTRACTOR'S sole expense, procure, maintain and keep in force amounts and types of insurance conforming to the nature and type represented by the Certificates of Insurance attached hereto as Exhibit "D".



COUNTY shall be under no obligation to pay CONTRACTOR for any services provided or for any costs associated with CONTRACTOR's Scope of Services for any period of time not covered by the insured required under this AGREEMENT.

**ARTICLE 10: COUNTY'S CONTRACT ADMINISTRATOR.** Director, Bradenton Area Convention and Visitors Bureau, or such other employee as may be designated in writing by the County's Purchasing Manager shall serve as County's Contract Administrator and is authorized to interpret this AGREEMENT and designate such additional employees as may be required to monitor CONTRACTOR's performance, provide technical assistance, and assume other administrative duties associated with the implementation of this AGREEMENT. Disputes over any provision not satisfactorily resolved with the Contract Administrator shall be referred to the Purchasing Manager or his designee.

**ARTICLE 11: AMENDMENTS.** This AGREEMENT may not be modified, amended or extended orally. This AGREEMENT may be amended only by written AGREEMENT executed by the governing bodies of both parties.

**ARTICLE 12: SEVERABILITY.** In the event that any paragraph of this AGREEMENT is adjudged by a court of competent jurisdiction to be invalid, such adjudication shall not affect or nullify the remaining paragraphs hereof, but shall be confined solely to the paragraphs involved in such decision.

**ARTICLE 13: HEADINGS.** All articles and descriptive headings of paragraphs in this AGREEMENT are inserted for convenience only and shall not affect the construction or interpretation hereof.

**ARTICLE 14: AGREEMENT.** This is not an exclusive contract. Except as specifically provided for herein with respect to the CONTRACTOR's use of the areas as designated and as provided in this AGREEMENT, the COUNTY shall at all times continue to retain and have the unqualified right to make any and all determinations concerning or relating to the Facilities, including but not limited to, scheduling of events, establishing operating procedures, and/or safety standards.

**ARTICLE 15: DISPUTES.** Disputes shall be resolved in accordance with § 2-26-63 and § 2-26-64 of the Manatee County Code. Any dispute resolution constituting a material change in this Agreement will not be final until approved by the County Administrator or designee.


**ARTICLE 16: GOVERNING LAW, JURISDICTION AND VENUE.** CONTRACTOR consents and agrees that all legal proceedings related to the subject matter of this Agreement shall be governed by the laws of and maintained in courts sitting within the State of Florida. CONTRACTOR further consents and agrees that jurisdiction for such proceedings shall lie exclusively with such court and venue shall be in Manatee County, Florida or if in Federal Court the Middle District of Florida, Tampa Division.

**ARTICLE 17: NO CONFLICT.** By accepting award of this Agreement, CONTRACTOR, for itself and its directors, officers and employees, represents that it presently has no interest in and shall acquire no interest in any business or activity which would conflict in any manner with the performance of duties or services required hereunder.


**ARTICLE 18: AUTHORITY TO EXECUTE.** Each of the parties hereto covenants to the other party that it has lawful authority to enter into this AGREEMENT and has authorized the execution of this AGREEMENT by the party's authorized representative.

**IN WITNESS WHEREOF,** the parties have executed this AGREEMENT to provide for CATERING SERVICES at the Bradenton Area Convention and Visitors Bureau.

**MILAN CATERING AND EVENT DESIGN, LLC**

By:   
Print Name: Robert Wendel  
Title: Owner  
Date: 4/8/12

**COUNTY OF MANATEE FLORIDA**  
Authority to execute this contract per Manatee County Code, Chapter 2-26, and per the delegation by the County Administrator effective 01/26/2009, revised 08/10/2009.

By:   
Melissa M. Wendel, CPPO  
Purchasing Official  
Date: 4/13/2012

**EXHIBIT "A"**  
**SCOPE OF SERVICES**

**A.02 SCOPE OF SERVICES**

The scope of catering services shall include all areas of service typically offered in a first class convention center services, i.e., table side service, buffet, tapas, themed events for the BACVB clients, all in-house COUNTY sponsored events, and the complete control of the BACVB concession operations.

The services include, but are not limited to, the purchase, preparation, sales/marketing, and service of food and non-alcoholic beverages and other related food items for COUNTY catered and non-catered events at the Facilities. The CONTRACTOR shall meet with all potential and current clients to review and to offer suggestions for their food service needs. The CONTRACTOR shall coordinate all services with the COUNTY and its clients.

**A.02.1. Responsibilities of the CONTRACTOR**

The CONTRACTOR shall be responsible for all aspects of the food service operation, including the following:

- a) Ordering, preparing and serving food and beverages in all areas of the Facilities.
- b) The CONTRACTOR shall assign a qualified representative to answer questions relating to the food service operation from clients and prospective clients of the COUNTY.
- c) The CONTRACTOR shall be responsible for setting all complete buffets, beverage stations, all linens, centerpieces, décor, flatware, dishes, glassware and condiments; and will furnish the plastic covers and skirts for the buffet tables and pipe and draping. COUNTY staff will be responsible only to set guest tables, chairs, risers, stage, trash cans, and audio visual equipment.
- d) Covering and draping of tables, placing of decorations, (i.e., flags, balloons, drapes, flowers, wedding favors, table stands with numbers, etc.) on tables, cleaning and removing of all tables utilized for food service, service ware and décor, tablecloths, and draping at the completion of the function in areas where food service functions are held. CONTRACTOR is responsible for tear-down of all equipment.
- e) Provide decorations and signage for coffee service, food stations, buffets, etc. to provide a "hotel like" atmosphere suitable for the area.
- f) Delivering and dispensing all food, beverage, supplies, and other articles for temporary set ups and portable carts.

- g) Provide and clean items required for event water services including, but not limited to, water pitchers, trays, ice, and glasses. The CONTRACTOR shall set up and supply the water service for all tables and lecterns required by a client during a meeting if food service is utilized, otherwise the COUNTY will provide the service.
- h) The CONTRACTOR shall be responsible for providing all necessary equipment to properly move product from one location to another. The CONTRACTOR will not be permitted use of the COUNTY'S pallet jacks, forklifts, or other vehicles, lifts and carts, except with specific permission of the COUNTY.
- i) The CONTRACTOR shall operate within the framework of the COUNTY event schedule. The COUNTY agrees, when possible, to build reasonable time periods into the event schedule for set-up and removal of the CONTRACTOR'S equipment. However, if necessary, the CONTRACTOR shall provide adequate staff to perform required set-up and removal to accommodate the COUNTY schedule.
- j) The CONTRACTOR shall comply with all OSHA and ADA requirements as well as all federal, state and local laws, regulations and ordinances.
- k) The CONTRACTOR shall maintain all food service facilities it occupies in a clean and sanitary condition in accordance and consistent with all applicable rules and requirements of law, pertinent health and sanitary codes, and the requirements of duly authorized authorities having jurisdiction. The COUNTY shall determine acceptable performance levels relative to maintenance and sanitary conditions. A copy of all health inspections shall be provided to the COUNTY within twenty-four (24) hours of said operation.
- l) The CONTRACTOR shall be responsible for all repairs resulting from normal wear and tear. (Note: Excludes equipment affixed to the building, reference item. A.02.01a,c.)
- m) Upon expiration of this Agreement, the CONTRACTOR shall return control to the COUNTY, a complete functional kitchen which includes properly maintained and operating equipment and fixtures; thoroughly cleaned equipment, floors, and walls; and a passing Health Inspection in accordance with applicable laws and regulations of Manatee County.

**A.02.1a. Responsibilities of the COUNTY**

- a) The COUNTY shall transfer to the CONTRACTOR a complete functional kitchen which includes properly maintained and operating equipment and fixtures; thoroughly cleaned equipment, floors, and walls; and a passing Health Inspection in accordance with applicable laws and regulations of Manatee County.
- b) Repair any equipment that is currently working and falters within the first six (6) months of proper operation.



- c) Repair or replace kitchen equipment that is permanently affixed to the building, including the roofs and all exterior walls.
- d) The COUNTY will be responsible for the set-up and tear-down of all tables and chairs except those used for break service and those specifically required by the CONTRACTOR for servicing and staging.
- e) Payment of fee for “transfer of ownership” licenses for kitchen, south concession, and north concession. (Renewals are the responsibility of the CONTRACTOR.)
- f) As required by Manatee County laws and regulations, the COUNTY shall maintain all fire extinguishers, emergency signs, and hood, and control all compliance inspections.
- g) All vending machine services.

#### **A.02.2. Operations**

- a) The CONTRACTOR shall provide services and represent the COUNTY in a professional manner.
- b) The CONTRACTOR shall operate the spaces designated for the service of food and beverage in a manner consistent with convenience and safety of the public and event management during designated COUNTY events. These areas may include the kitchen, conference center, north and south hall arena, and lobby concessions.
- c) The CONTRACTOR shall employ a highly skilled professional, management staff possessing the necessary experience and expertise to provide the overall management of a high-quality catering service.
- d) At no time will any employee of the CONTRACTOR allow free entrance to the facility of any person who is not an employee of the facility or the CONTRACTOR or client.
- e) The CONTRACTOR and the COUNTY will do a quarterly review of the menus and set pricing. The CONTRACTOR has the ability to do “custom catering” menus for galas, special events, private events, and to offer discounts at CONTRACTOR’S discretion.
- f) All subcontractors of the CONTRACTOR shall require prior approval by the COUNTY.

#### **A.02.3. Employee Attire**

All employees of the CONTRACTOR shall be neatly attired in uniforms that clearly and properly identify the CONTRACTOR. All employees shall wear a name identification tag at all times while on duty. Additionally, it shall be the responsibility of the CONTRACTOR to ensure that all employees meet minimum hygiene and appearance standards.

#### **A.02.4. Serving of Alcoholic Beverages**

The COUNTY will manage and maintain all liquor operations and licenses.

#### **A.02.5. Inventory**

The COUNTY will provide minimal existing inventory including smallwares, kitchen preparation and service equipment. All such equipment will remain the property of the COUNTY and must not be loaned or removed from the facilities. No modifications or alterations may be made to this equipment without the written approval of the COUNTY.

Food and beverage product shall be inventoried (to ensure food quality) on a quarterly basis by the CONTRACTOR and copies provided to the COUNTY. The COUNTY will have full discretion in maintaining proper smallwares for appropriate service expectations and food and beverage product quality.

#### **A.02.6. Smallwares Inventory**

The CONTRACTOR may utilize existing smallwares inventory but will be responsible for providing matching smallwares, flatware, and glassware if the number served is above existing inventory. The CONTRACTOR shall maintain existing levels throughout the contract period.

#### **A.02.7. Menu and Signage**

All menus shall be typed or professionally printed. No hand written menus or signs shall be allowed. The CONTRACTOR shall post and display all menu items and prices for all permanent and portable stands. The CONTRACTOR shall provide state of the art menu boards graphic signage whenever required. All signs shall be consistent, professional, and approved by the COUNTY prior to displaying.

#### **A.02.8. Equipment**

The COUNTY will furnish existing kitchen and food service equipment and smallwares as stated herein and listed in Exhibit "E". In the event, the CONTRACTOR desires to change or modify the type, location, or quantity of such equipment, all expenses shall be borne by the CONTRACTOR.

The CONTRACTOR shall install and use at the premises the following equipment which includes, but is not limited to, cash registers, sales slips, invoicing machines, and other automated accounting equipment or devices required to properly and accurately record the gross receipts on all sales, by event, by type, services and any other business transactions made by the CONTRACTOR under the resulting AGREEMENT relating to any cash events or operating the concessions for the COUNTY during pre-determined larger events.

#### **A.02.9. Kitchen Area**

The CONTRACTOR has use of the kitchen area at an agreed upon commission for offsite catering not related to COUNTY clients. The COUNTY shall not furnish any assistance in CONTRACTOR'S off-site catering. Any self promotion event (i.e., Chef Roberta's Café, Crosley Seafood Fest, etc.) shall be considered as offsite catering. (ref. Exhibit "B")

There will be an occasion when the COUNTY will allow a client, SYSCO Foods, who is qualified and trained in the food industry, the full use of the kitchen for an event. The COUNTY will provide the CONTRACTOR ample notice when scheduling this type of event. The COUNTY will be responsible for cleaning and inventory of the kitchen after such an event. The CONTRACTOR will oversee the client's kitchen protocol at no cost to the COUNTY or to the client.

#### **A.02.10. Utilities**

The COUNTY will provide all utilities associated with the use of the kitchen and will furnish telephone service, one 8-yard dumpster, electricity, natural gas, air conditioning, heat, water, and sewer. Any additional utility capacity and/or outlets beyond those provided and the cost of such installation and hookups shall be the responsibility of the CONTRACTOR.

The cost of additional telephone service shall be the expense of the CONTRACTOR.

The COUNTY will be responsible for the expense associated with, and coordination of, regularly scheduled exterminators to control vermin and pests within kitchen and storage areas.

#### **A.02.11. Permits**

The CONTRACTOR shall maintain the proper license from the Florida Department of Professional Regulations to operate the kitchen, the south and north concessions.

The CONTRACTOR shall be solely responsible for all sanitation laws and ordinances as well as conducting kitchen inspections with the proper agency.

The CONTRACTOR is responsible for obtaining, maintaining, and renewing all applicable permits, licenses and certifications required by federal, state, and local laws regulations, codes, and ordinances for the performance of the services described herein.

#### **A.02.12. Designated Space**

The CONTRACTOR shall be designated the following space:

- a) Use of receiving dock area;
- b) Kitchen, kitchen office and storage; and Cooler #2, Cooler #4, and freezer.
- c) Staff parking spaces on a first-come-first-service basis.
- d) Use of a room (as scheduled through the COUNTY) for meeting with clients.

#### **A.02.13. Maintenance and Clean-up**

- a) The CONTRACTOR shall maintain all COUNTY owned equipment and smallwares used in performance of its duties in a clean, good state of operation, including maintenance or repair necessitated by ordinary wear and tear.
- b) The CONTRACTOR shall be required to operate all food service related equipment in accordance with manufacturers' recommendations.
- c) The CONTRACTOR shall maintain all food and beverage service facilities in a clean and sanitary condition in accordance and consistent with all applicable rules, demands and requirements of law, pertinent health and other authorities of the State of Florida or department having jurisdiction.
- d) The CONTRACTOR shall maintain on a continuing basis in a sanitary and clean manner the receiving dock area where food and beverages are delivered and shall be responsible for the return of all pallets, storage containers, linens and other equipment used in the conduct of operating the food service that belongs to the suppliers. This dock area is to be free and clear of any items stored as it is also utilized by COUNTY staff, clients, and vendors.
- e) The CONTRACTOR shall provide salt pellets for the kitchen water softener; and shall also provide all chemicals utilized in the commercial dishwasher and all soap products for the concession stands.

#### **A.02.14. Employment Opportunities**

The CONTRACTOR shall not discriminate against any employee or applicant for employment because of race, color, religion, sex, age, disability, marital status, or national origin. The CONTRACTOR shall take affirmative action to ensure that all employees are treated fairly during employment, without regard to their race, color, religion, sex, age, or national origin.

**A.02.15. Financial Transaction**

The CONTRACTOR shall meet directly with the COUNTY client and/or COUNTY facility staff to develop menu and style of service. The CONTRACTOR shall invoice the client and collect payment directly from the client and provide the COUNTY the agreed upon fee. This fee is not permitted to be listed on the client invoice as a separate service or facility charge rather it must be built into the client's quoted food price.

**A.02.15. Audit Compliance**

The CONTRACTOR shall participate in, and comply with, any internal and external quality assurance, and grievance procedures as a result of the services performed.

The CONTRACTOR shall effectively work with the Manatee County Clerk of the Circuit Court, an independent constitutional office, who may, from time to time, determine certain requirements of Florida law must be met concerning the payment or collection of COUNTY funds. The CONTRACTOR shall work with the COUNTY to ensure compliance with any such issues.



**EXHIBIT "B"**  
**PAYMENTS TO THE COUNTY**

1. **For Catering Services:** The CONTRACTOR shall remit monthly payments to the COUNTY of twelve percent (12%) of the total gross receipts less sales taxes of all events (not including alcohol or vending machines, Off-Site, or In-House COUNTY sponsored events). Payment shall be paid to the COUNTY by the fifth (5<sup>th</sup>) business day the following month (due date), with interest accruing after ten (10) calendar days. Any discrepancies shall be resolved within five (5) days of original submission.

**For Concession Services:** The CONTRACTOR shall remit monthly payments to the COUNTY of eighteen percent (18%) of the total gross receipts less sales taxes of all events (not including alcohol or vending machines or In-House COUNTY sponsored events). Payment shall be paid to the COUNTY by the fifth (5<sup>th</sup>) business day the following month (due date), with interest accruing after ten (10) calendar days. Any discrepancies shall be resolved within five (5) days of original submission.

**For Off-Site Catering Services:** The CONTRACTOR shall remit monthly payments to the COUNTY of seven (7%) of the total gross receipts less sales taxes of all events. Payment shall be paid to the COUNTY by the fifth (5<sup>th</sup>) business day the following month (due date), with interest accruing after ten (10) calendar days. Any discrepancies shall be resolved within five (5) days of original submission.

**For CONTRACTOR Self-Promotion Events:** The CONTRACTOR shall remit monthly payments to the COUNTY of seven (7%) of the total gross receipts less sales taxes of all events. The rental cost for location shall be 75% off the regular rental cost (includes cost for utilities and COUNTY staff on duty).

2. To coincide with the above monthly payments, a copy of the CONTRACTOR'S receipts (a summary statement outlining each catered event) shall be submitted to the BACVB on or before the fifth (5th) of each month for the previous month.

In the event CONTRACTOR fails to pay COUNTY any of the fees or charges due under the provisions of this AGREEMENT, interest at one and one half percent (1 ½ %) per month shall accrue against each delinquent payment until same is paid. Interest shall be charged from the date payment is due. Neither the inclusion of this provision, nor its implementation, shall preclude the COUNTY from terminating this AGREEMENT for default or from pursuing any other remedies as provided herein or by law. The COUNTY'S acceptance of late payment of any fees or charges shall not constitute a waiver of COUNTY'S right to terminate this AGREEMENT in the event of any subsequent default by CONTRACTOR in the payment of any fees or charges on the date the same shall be due and payable.

3. CONTRACTOR shall remit monthly payments to the BACVB Finance Office in the form of a check payable to the Manatee County Board of County Commissioners.
4. Any In-House COUNTY sponsored event shall receive a thirty-five percent (35%) discount off the regular set menu pricing and is not subject to commission payment. In-House sponsored events shall not exceed 50 persons.
5. The COUNTY will waive the equipment rental fee when the CONTRACTOR sets up the serving tables and performs the setting, cleaning, and striking.
6. The CONTRACTOR may use BACVB staff to set up buffet tables, beverage tables, or any other table needed to provide food service at a cost of \$15.00 per hour straight labor fee.
7. Catering services funded by Grant monies (and identified as such by the BACVB) are to be invoiced to the COUNTY. Payment will be processed from the COUNTY (minus appropriate commission).

## **EXHIBIT "C"**

### **SPECIAL CONDITIONS**

1. Payments shall remain firm for the first twelve month base AGREEMENT term. Compensation after the annual anniversary date may be renegotiated by either party which may include the adjustment of the percentage rate paid to the COUNTY on total gross of all sales less sales tax on revenue, a lump sum monthly payment or a combination of both, or any revised compensation.
2. Services for performed at Powel Crosley Estate through the County-approved caterers list are not subject to commission under this Agreement.



## **EXHIBIT "D"**

### **INSURANCE CERTIFICATE**

The Certificate must name the County of Manatee, Florida as an additional insured (in reference to General Liability) and the standard cancellation clause should read as follows: "Should any of the above described policies be cancelled or changed by restricted amendment before the expiration date thereof, the issuing Company will give 30 days written notice to the certificate holder, County of Manatee, Florida."



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
03/13/12

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER  
Al Malins Insurance  
3801 Bee Ridge Road, Suite #6  
Sarasota, FL 34233

941-377-7283  
941-927-8461

CONTACT  
NAME: \_\_\_\_\_  
PHONE (A/C, No. Ext.): \_\_\_\_\_ FAX (A/C, No.): \_\_\_\_\_  
E-MAIL: \_\_\_\_\_  
ADDRESS: \_\_\_\_\_  
PRODUCER: \_\_\_\_\_  
CUSTOMER ID #: **MILAN-1**

INSURER(S) AFFORDING COVERAGE

NAIC #

INSURED

**Milan Catering & Event Designs**  
**4141 S Tamiami Trail Ste 3**  
**Sarasota, FL 34231**

INSURER A: Landmark American Ins Co

INSURER B: FirstComp

INSURER C:

INSURER D:

INSURER E:

INSURER F:

## COVERAGES

### CERTIFICATE NUMBER:

### REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS

NSR LTR	TYPE OF INSURANCE	ADDITIONAL INSURER	POLICY NUMBER	POLICY EFF. DATE (MM/DD/YYYY)	POLICY EXP. DATE (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR	X	FDCPA -H	01/22/12	01/22/13	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 1,000,000
	<input checked="" type="checkbox"/> GEN'L AGGREGATE LIMIT APPLIES PER <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC					
	<b>AUTOMOBILE LIABILITY</b>					COMBINED SINGLE LIMIT \$ (Ea accident) BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ \$ \$
	<input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS					
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE					EACH OCCURRENCE \$ AGGREGATE \$ \$ \$
	<input type="checkbox"/> DEDUCTIBLE					\$
	<input type="checkbox"/> RETENTION \$					\$
3	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY <input type="checkbox"/> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N/A	SC10009137-01	01/21/12	01/21/13	X WC STATUS: <input type="checkbox"/> OTH- E.L. EACH ACCIDENT \$ 100,000 E.L. DISEASE - EA EMPLOYEE \$ 100,000 E.L. DISEASE - POLICY LIMIT \$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

**CERTIFICATE HOLDER**  
CERTIFICATE HOLDER IS LISTED AS ADDITIONAL INSURED  
HOLD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED OR CHANGED BY  
RESTRICTED AMENDMENT BEFORE THE EXPIRATION DATE THEREOF THE ISSUING COMPANY  
WILL GIVE 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER MANATEE COUNTY  
FLORIDA

CERTIFICATE HOLDER

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

MANATEE COUNTY  
FINANCIAL MANAGEMENT DEPT  
PURCHASING DIVISION  
1112 MANATEE AVE WEST # 803  
BRADENTON, FL 34205

*Charles H. H.*

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User : SFLD4Q35

Insured: MILAN CATERING LLC

Pol. No.: 048980698

07/01

Phone: ( 941 ) 724 - 7762

\*\*ITEM COVERAGES\*\*

State: FL Territory: 0044

Class Code: 011990

Item No: 0001

2007 CHEVY TRUC

COVERAGE

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AB BI-Sngl Lmt

5,000

\$1,583.00

CC Med Pay

5,000

\$39.00

DD Collision

500

\$306.00

HH Comp

500

\$141.00

LGI Lease Gap

100,000

\$0.00

SS Uninsured BI

01 1

\$176.00

VA PIP

01 1

\$211.00

Total Policy Premium:

\$2,456.00

Total Item Premium:

\$2,456.00

VIN: 1GBJG31U071126189

OCN: 25000

SP EQUIP COST:

(ENTER) CONTINUE {

} (F1) HELP

(F3) QUIT

(F4) BACK SCREEN

**EXHIBIT “E”**

**KITCHEN EQUIPMENT LIST**

(Upgraded Periodically by the County)



EXHIBIT "E"

Kitchen Equipment at the Manatee Convention Center

Quantity	Equipment
5	Prep Tables - 10' x 30"
7	Speed Rack Carts
1	Oven-gas 30" with 25" Griddle
1	Oven-gas 30" with 6 gas burners
4	Oven-gas snorkel convection
1	Grill - 5' mobile gas
1	Griddle- 6' self contained
1	Tilt Skillet
1	Fryer- 3 tub
1	Steam Table- 6 deep wells
1	Mixer- Vulcan 1 speed
1	Food Processor - Hobart
1	Food Slicer- Berkel
1	Heat Lamp
6	Food Warming Cabinets
2	Kegeerator coolers- 2 tap system
1	Freezer- Walk in
2	Coolers- walk in
6	Storage Racks- Mobile Stainless
1	Dishwasher- American Dish Service w/ Stainless tables and Sink

as of March 26, 2012

# EMAIL TRANSMITTAL

FINANCIAL MANAGEMENT  
DEPARTMENT

Purchasing Division  
1112 Manatee Avenue West  
Bradenton, FL 34205



MANATEE COUNTY  
FLORIDA

Phone: 941.749.3074  
Fax: 941.749.3034  
[deborah.careyreed@mymanatee.org](mailto:deborah.careyreed@mymanatee.org)

**To:** Susan Romine, Supervisor  
Clerk of Circuit Court Board Records

**From:** Deborah Carey-Reed, CPPB, Contracts Negotiator  
Purchasing Division

**Date:** October 4, 2012

**Subject:** Amendment No. 1 to Agreement for Professional Catering Services  
Contractor: Milian Catering and Event Design, LLC

Please accept into record the attached executed Amendment No.1 establishing the Powell Crosley Estate Foundation as a partner with the Bradenton Area Civic Center Bureau to the Agreement for Professional Catering Services with Milian Catering and Event Design, LLC per the Manatee County Code of Laws.

## INSTRUCTION TO BOARD RECORDS

### **Please send acceptance to:**

- Deborah Carey-Reed, Purchasing

Thank you. If you require any additional information, please call me at extension 3074.

/dcr

Attachment:

- 1) Amendment No.1 (executed 09/17/2012)

Cc: Roberta Montelione, Milian Catering [ChefRoberta@MilianCatering.com](mailto:ChefRoberta@MilianCatering.com)  
Sean Walter, BACVB Operations Manager

AMENDMENT No.1

to

AGREEMENT BETWEEN MANATEE COUNTY

and

MILAN CATERING AND EVENT DESIGN, LLC

for

PROFESSIONAL CATERING SERVICES

THIS Amendment No.1 to Agreement, is made and entered into by and between the **COUNTY OF MANATEE**, a political subdivision of the state of Florida, by and through its Board of County Commissioners, hereinafter referred to as the "County," with mailing address at 1112 Manatee Avenue West, Bradenton, Florida 34205 and **MILAN CATERING AND EVENT DESIGN, LLC**, hereinafter referred to as the "Contractor", duly authorized to conduct business in the state of Florida, with offices located at 4141 South Tamiami Trail #3, Sarasota, Florida 34231.

**WHEREAS**, on April 13, 2012 the County executed a revenue generating Agreement (No. 12-0544DR) with Milan Catering And Event Design, LLC to provide professional catering services for clients of the Bradenton Area Convention and Visitors Bureau (BACVB); and

**WHEREAS**, the Agreement Attachment "B", Payments to the County, specifies compensation and payment terms for services rendered; and

**NOW THEREFORE**, for and in consideration of the mutual benefits to be derived, the parties hereto agree as follows:

1. The Powel Crosley Estate Foundation (a fundraising corporation established for the restoration, preservation, maintenance, and operation of the Crosley Estate), in relation to this Agreement, is considered a partner of the BACVB.  
Events produced for the Powel Crosley Estate Foundation are in partnership with the County; and though considered a self-promotion of the Contractor, shall not be subject to a commission payment as specified in Agreement Attachment "B".
2. All other terms and conditions of the Agreement shall remain in full force and effect during the term of the Agreement.

The parties hereto have caused this Amendment No.1 to the Agreement (#12-0544DR) for **Professional Catering Services** to be fully executed by their authorized representatives.

**MILAN CATERING AND EVENT DESIGN, LLC**

By: \_\_\_\_\_

\_\_\_\_\_  
(Print Name and Title of Above Signer)

Date: \_\_\_\_\_

9/4/12

**COUNTY OF MANATEE, FLORIDA**

By: \_\_\_\_\_

\_\_\_\_\_  
Melissa M. Wendel, CPPO  
Purchasing Official

Date: \_\_\_\_\_

September 17, 2012



AMENDMENT No. 2

to

MANATEE COUNTY

AGREEMENT BETWEEN MANATEE COUNTY

2013 MAY 15 PM 8 39

and

MILAN CATERING AND EVENT DESIGN, LLC PURCHASING

for

PROFESSIONAL CATERING SERVICES

THIS Amendment No. 2 to Agreement, is made and entered into by and between the **COUNTY OF MANATEE**, a political subdivision of the state of Florida, by and through its Board of County Commissioners, hereinafter referred to as the "County," with mailing address at 1112 Manatee Avenue West, Bradenton, Florida 34205 and **MILAN CATERING AND EVENT DESIGN, LLC**, hereinafter referred to as the "Contractor", duly authorized to conduct business in the state of Florida, with offices located at 4141 South Tamiami Trail #3, Sarasota, Florida 34231.

**WHEREAS**, on April 13, 2012 the County executed a revenue generating Agreement (No. 22-0544DR) with Milian Catering And Event Design, LLC to provide professional catering services for clients of the Bradenton Area Convention and Visitors Bureau (BACVB); and

**WHEREAS**, on September 17, 2012 the County executed Amendment No.1 clarifying the Powell Crosley Estate Foundation (a fundraising corporation established for the restoration, preservation, maintenance, and operation of the Crosley Estate) as a partner to the BACVB; and

**WHEREAS**, pursuant to Article 4 of the Agreement, the Agreement shall remain in effect for a period of one year but may be renewed for four additional one-year periods; and

**WHEREAS**, the Agreement Exhibit "B", Payments to the County, specifies compensation and payment terms for services rendered; and

**WHEREAS**, the County has determined a need for the services beyond the one year period ending April 12, 2013 and the re-negotiation of compensation and payment terms; and

**NOW THEREFORE**, for and in consideration of the mutual benefits to be derived, the parties hereto agree as follows:


1. The duration of the Agreement shall be extended by one year commencing April 13, 2013 and ending April 12, 2014.

MILAN CATERING AND EVENT DESIGN, LLC  
ADMENDMENT NO.2

2. The Agreement Exhibit "B" has been negotiated and is revised per the attached exhibit titled, Revised Exhibit "B" Compensation.
3. All other terms and conditions of the Agreement shall remain in full force and effect during the term of the Agreement. There are three remaining optional renewal periods, each for one year.

The parties hereto have caused this Amendment No. 2 to the Agreement (12-0544DR) for **Professional Catering Services** to be fully executed by their authorized representatives.

**MILAN CATERING AND EVENT DESIGN, LLC**

By:   
Roberta Mendels  
(Print Name and Title of Above Signer)

Date: 4/13/13

**COUNTY OF MANATEE, FLORIDA**

By:   
Deborah Lowrey-Freed  
Melissa M. Wendel, CPPO  
Purchasing Official

Date: 04/15/2013





PROFESSIONAL CATERING SERVICES

**EXHIBIT "B"**  
**COMPENSATION**

1. Commission to the County for:

**Catering Services:** The CONTRACTOR shall remit monthly payments to the COUNTY of twelve percent (12%) of the total gross receipts less sales taxes of all events (not including alcohol or vending machines, Off-Site, or In-House COUNTY sponsored events). Payment shall be paid to the COUNTY by the fifth (5<sup>th</sup>) business day the following month (due date), with interest accruing after ten (10) calendar days. Any discrepancies shall be resolved within five (5) days of original submission.

**Concession Services:** The CONTRACTOR shall remit monthly payments to the COUNTY of eighteen percent (18%) of the total gross receipts less sales taxes of all events (not including alcohol or vending machines or In-House COUNTY sponsored events). Payment shall be paid to the COUNTY by the fifth (5<sup>th</sup>) business day the following month (due date), with interest accruing after ten (10) calendar days. Any discrepancies shall be resolved within five (5) days of original submission.

**Off-Site Catering Services:** The CONTRACTOR shall remit monthly payments to the COUNTY of seven percent (7%) of the total gross receipts less sales taxes of all events. Payment shall be paid to the COUNTY by the fifth (5<sup>th</sup>) business day the following month (due date), with interest accruing after ten (10) calendar days. Any discrepancies shall be resolved within five (5) days of original submission.

**CONTRACTOR Self-Promotion Events:** The CONTRACTOR shall remit monthly payments to the COUNTY of seven percent (7%) of the total gross receipts less sales taxes of all events. The rental cost for location shall be 75% off the regular rental cost (includes cost for utilities and COUNTY staff on duty).

**(New) Clients signed by the CONTRACTOR to the COUNTY facilities:** As an incentive to the CONTRACTOR, Commission, on the initial sale to the Client, shall be reduced to eight percent (8%) of the total gross receipts less taxes for contracts totaling \$13,000 or more.

MILAN CATERING AND EVENT DESIGN, LLC  
ADMENDMENT NO.2

2. To coincide with the above monthly payments, a copy of the CONTRACTOR'S receipts (a summary statement outlining each catered event) shall be submitted to the BACVB on or before the fifth (5th) of each month for the previous month.

In the event CONTRACTOR fails to pay COUNTY any of the fees or charges due under the provisions of this AGREEMENT, interest at one and one half percent (1 ½ %) per month shall accrue against each delinquent payment until same is paid. Interest shall be charged from the date payment is due. Neither the inclusion of this provision, nor its implementation, shall preclude the COUNTY from terminating this AGREEMENT for default or from pursuing any other remedies as provided herein or by law. The COUNTY'S acceptance of late payment of any fees or charges shall not constitute a waiver of COUNTY'S right to terminate this AGREEMENT in the event of any subsequent default by CONTRACTOR in the payment of any fees or charges on the date the same shall be due and payable.

3. CONTRACTOR shall remit monthly payments to the County Clerk of Circuit Court Finance Office in the form of a check payable to the Manatee County Board of County Commissioners.

4. In-House COUNTY sponsored events are those events being hosted by any of the COUNTY departments or partners and are not subject to commission payment:

- Thirty-five percent (35%) discount off the regular set menu pricing for events hosted by the COUNTY administration offices. Shall not exceed 50 persons.
- Twelve percent (12%) discount off the regular set menu pricing for all other departments and partners.
- Fifteen percent (15%) discount off regular set menu pricing for a maximum of three events for 200 or more guests, i.e., Longevity Banquet, Volunteer Banquet.

5. The COUNTY will waive the equipment rental fee when the CONTRACTOR sets up the serving tables and performs the setting, cleaning, and striking.

6. The CONTRACTOR may use BACVB staff to set up buffet tables, beverage tables, or any other table needed to provide food service at a cost of \$15.00 per hour straight labor fee.

7. Catering services funded by Grant monies (and identified as such by the BACVB) are to be invoiced to the COUNTY. Payment will be processed from the COUNTY (minus appropriate commission).





# CERTIFICATE OF LIABILITY INSURANCE

OP ID: HAHN  
DATE (MM/DD/YYYY)  
04/11/2013

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsements).

PRODUCER  
Milans Insurance  
301 Bee Ridge Road, Suite #6  
Sarasota, FL 34233  
House Account

Phone: 941-377-7283  
Fax: 941-927-8461

CONTACT  
NAME: \_\_\_\_\_  
PHONE: \_\_\_\_\_  
FAX: \_\_\_\_\_  
E-MAIL: \_\_\_\_\_  
ADDRESS: \_\_\_\_\_  
PRODUCER: \_\_\_\_\_  
CUSTOMER ID #: MILAN-1

INSURER(S) AFFORDING COVERAGE

NAIC #

SURED  
Milan Catering & Event Designs  
4141 S Tamiami Trail Ste 3  
Sarasota, FL 34231

INSURER A: Landmark American Ins Co  
INSURER B: FirstComp  
INSURER C:  
INSURER D:  
INSURER E:  
INSURER F:

## OVERAGES

### CERTIFICATE NUMBER:

### REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR	TYPE OF INSURANCE	ADDITIONAL SUBR	INSR. W/O	POLICY NUMBER	POLICY EFF. DATE (MM/DD/YYYY)	POLICY EXP. DATE (MM/DD/YYYY)	LIMITS
	GENERAL LIABILITY						EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 1,000,000
X	COMMERCIAL GENERAL LIABILITY	X		LBA145721	01/22/2013	01/22/2014	COMBINED SINGLE LIMIT \$ (Ea accident) BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE \$ (Per accident) \$ EACH OCCURRENCE \$ AGGREGATE \$ WC STATUTORY LIMITS \$ OTHER \$
	ANY AUTO						
	ALL OWNED AUTOS						
	SCHEDULED AUTOS						
	HIRED AUTOS						
	NON-OWNED AUTOS						
	UMBRELLA LIAB						
	EXCESS LIAB						
	DEDUCTIBLE						
	RETENTION \$						
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY						
	ANY PROPERTY PARTNER/EXECUTIVE OFFICER/ MEMBER EXCLUDED? (Mandatory in NH)	Y/N					
	DESCRIPTION OF OPERATIONS below	N/A		SCI0009137-01	01/21/2013	01/21/2014	X E.L. EACH ACCIDENT \$ 100,000 E.L. DISEASE - EA EMPLOYEE \$ 100,000 E.L. DISEASE - POLICY LIMIT \$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)  
CERTIFICATE HOLDER IS LISTED AS ADDITIONAL INSURED  
W/OUT ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED OR CHANGED BY  
STRICTED AMENDMENT BEFORE THE EXPIRATION DATE THEREOF THE ISSUING COMPANY  
GIVE 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER MANATEE COUNTY  
FLA

## RITIFICATE HOLDER

MANATEE COUNTY  
FINANCIAL MANAGEMENT DEPT  
PURCHASING DIVISION  
1112 MANATEE AVE WEST # 803  
BRADENTON, FL 34205

## CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

*Cherie H*



AMENDMENT No.3  
to  
AGREEMENT BETWEEN MANATEE COUNTY  
and  
MILAN CATERING AND EVENT DESIGN, LLC  
for  
PROFESSIONAL CATERING SERVICES

THIS Amendment No.1 to Agreement, is made and entered into by and between the **COUNTY OF MANATEE**, a political subdivision of the state of Florida, by and through its Board of County Commissioners, hereinafter referred to as the "County," with mailing address at 1112 Manatee Avenue West, Bradenton, Florida 34205 and **MILAN CATERING AND EVENT DESIGN, LLC**, hereinafter referred to as the "Contractor", duly authorized to conduct business in the state of Florida, with offices located at 4141 South Tamiami Trail #3, Sarasota, Florida 34231.

**WHEREAS**, on April 13, 2012 the County executed a revenue generating Agreement (No. 12-0544DR) with Milan Catering And Event Design, LLC to provide professional catering services for clients of the Bradenton Area Convention and Visitors Bureau (BACVB); and

**WHEREAS**, the Agreement may be amended upon mutual consent of the parties as evidenced by execution of an addendum; and

**WHEREAS**, the County has determined a need for services beyond the initial (1) year period ending April 12, 2014

**NOW THEREFORE**, for and in consideration of the mutual benefits to be derived, the parties hereto agree as follows:

1. The duration of the Agreement shall be extended by three (3) months commencing April 12, 2014 and ending July 12, 2014.
2. All other terms and conditions of the Agreement shall remain in full force and effect.

The parties hereto have caused this **Amendment No.2 to the Agreement (#12-0544DR) for Professional Catering Services** to be fully executed by their authorized representatives.

**MILAN CATERING AND EVENT DESIGN, LLC**

By: \_\_\_\_\_

Robert Macalione Owner  
(Print Name and Title of Above Signer)

Date: \_\_\_\_\_

5/6/14

**COUNTY OF MANATEE, FLORIDA**

By: \_\_\_\_\_

Melissa M. Wendel, CPPO  
Purchasing Official

Date: 5/19/14

**AMENDMENT NUMBER FOUR**  
**to**  
**AGREEMENT BETWEEN MANATEE COUNTY**  
**and**  
**MILAN CATERING AND EVENT DESIGN, LLC**  
**for**  
**PROFESSIONAL CATERING SERVICES**

**THIS AMENDMENT NUMBER 4 TO AGREEMENT**, is made and entered into by and between the **COUNTY OF MANATEE**, a political subdivision of the state of Florida, by and through its Board of County Commissioners, hereinafter referred to as the "County," with mailing address at 1112 Manatee Avenue West, Bradenton, Florida 34205 and **MILAN CATERING AND EVENT DESIGN, LLC**, hereinafter referred to as the "Contractor", duly authorized to conduct business in the state of Florida, with offices located at 4141 South Tamiami Trail #3, Sarasota, Florida 34231.

**WHEREAS**, on April 13, 2012 the County executed a revenue generating Agreement (No. 12-0544DR) with Milan Catering And Event Design, LLC to provide professional catering services for clients of the Bradenton Area Convention and Visitors Bureau (BACVB); and

**WHEREAS**, on September 17, 2012, the parties hereto entered into Amendment No. 1 clarifying the Powel Crosley Foundation (a fundraising corporation established for the restoration, preservation, maintenance, and operation of the Crosley Estate) as a partner to the BACVB; and

**WHEREAS**, on April 15, 2013, the parties hereto entered into Amendment No. 2 which extended the duration of the Agreement for one (1) year.

**WHEREAS**, on May 8, 2014, the parties hereto entered into Amendment No. 3 which temporarily extended the duration of the Agreement for three (3) months.

**WHEREAS**, the Agreement may be amended upon mutual consent of the parties as evidenced by execution of an addendum; and

**WHEREAS**, the County has determined there is a need to extend the agreement for three (3) months; and


**NOW THEREFORE**, for and in consideration of the mutual benefits to be derived, the parties hereto agree as follows:

1. The duration of the Agreement shall be extended by three (3) months commencing July 11, 2014 and ending October 1, 2014
2. All other terms and conditions of the Agreement shall remain in full force and effect.



The parties hereto have caused this Amendment Number Four to the Agreement (#12-0544DR) for Professional Catering Services to be fully executed by their authorized representatives.

**MILAN CATERING AND EVENT DESIGN, LLC**

By:   
(Print Name and Title of Above Signer)

Date: 7/3/14

**COUNTY OF MANATEE, FLORIDA**

By:  for  
Melissa M. Wendel, CPPO  
Purchasing Official

Date: 7/3/14

AMENDMENT No. 5  
to  
AGREEMENT BETWEEN MANATEE COUNTY  
and  
MILAN CATERING AND EVENT DESIGN, LLC  
for  
PROFESSIONAL CATERING SERVICES

THIS Amendment No. 5 to Agreement, is made and entered into by and between the **COUNTY OF MANATEE**, a political subdivision of the state of Florida, by and through its Board of County Commissioners, hereinafter referred to as the "County," with mailing address at 1112 Manatee Avenue West, Bradenton, Florida 34205 and **MILAN CATERING AND EVENT DESIGN, LLC**, hereinafter referred to as the "Contractor", duly authorized to conduct business in the state of Florida, with offices located at 4141 South Tamiami Trail #3, Sarasota, Florida 34231.

**WHEREAS**, on April 13, 2012 the County executed a revenue generating Agreement (No. 22-0544DR) with Milian Catering And Event Design, LLC to provide professional catering services for clients of the Bradenton Area Convention and Visitors Bureau (BACVB); and

**WHEREAS**, on September 17, 2012 the County executed Amendment No.1 clarifying the Powel Crosley Estate Foundation (a fundraising corporation established for the restoration, preservation, maintenance, and operation of the Crosley Estate) as a partner to the BACVB; and

**WHEREAS**, pursuant to Article 4 of the Agreement, the Agreement shall remain in effect for a period of one year but may be renewed for four additional one-year periods; and

**WHEREAS**, the Agreement Exhibit "B", Payments to the County, specifies compensation and payment terms for services rendered; and

**WHEREAS**, the County has determined a need for the services beyond the one year period ending April 12, 2014 and the re-negotiation of compensation, payment terms and special conditions; and


**NOW THEREFORE**, for and in consideration of the mutual benefits to be derived, the parties hereto agree as follows:

1. The duration of the Agreement shall be extended by one year commencing October 1, 2014 to September 30, 2015.

2. *The Agreement Section A.02.12 Designated Spaces will be revised to read as follows:*
  - *The CONTRACTOR shall be designated the following space:*
    - a) *Use of receiving dock area at BACC.*
    - b) *Kitchen, kitchen office and storage; and Cooler #3, Cooler #4, and Freezer #2 at BACC.*
    - c) *Staff parking spaces on a first-come-first-service basis at both facilities.*
    - d) *Use of a room (as scheduled through the COUNTY) for meeting with clients.*
    - e) *The use of the Crosley Carriage House center and West garage bay for storage and other code acceptable uses. Space is used as is and no accommodations will be made by COUNTY.*
3. *The Agreement Exhibit "B" has been negotiated and is revised per the attached exhibit titled, Revised Exhibit "B" Compensation.*
4. *The Agreement Exhibit "C" has been negotiated and is revised per the attached exhibit titled, Revised Exhibit "C" Special Conditions.*
5. *All other terms and conditions of the Agreement shall remain in full force and effect during the term of the Agreement. There are three remaining optional renewal periods, each for one year.*


The parties hereto have caused this Amendment No. 5 to the Agreement (12-0544DR) for Professional Catering Services to be fully executed by their authorized representatives.

**MILAN CATERING AND EVENT DESIGN, LLC**

By:   
Melissa M. Wendel, CPPO  
(Print Name and Title of Above-Signer)

Date: 9/5/14

**COUNTY OF MANATEE, FLORIDA**

By:  Feb  
Melissa M. Wendel, CPPO  
Purchasing Official

Date: 9/5/14

## PROFESSIONAL CATERING SERVICES

### EXHIBIT "B" COMPENSATION

1. Commission to the County for:

**Catering Services:** The CONTRACTOR shall remit monthly payments to the COUNTY of twelve percent (12%) of the total gross receipts less sales taxes of all events (not including alcohol or vending machines, Off-Site, or In-House COUNTY sponsored events). Payment shall be paid to the COUNTY by the fifth (5<sup>th</sup>) business day the following month (due date), with interest accruing after ten (10) calendar days. Any discrepancies shall be resolved within five (5) days of original submission. Gross receipts include food, beverage, labor and rental items. Rental items will include rentals and services but will specifically exclude: limousine services and transportation, florist, cake, entertainment, wedding planners, or convention center in-house audio visual services.

**Concession Services:** The CONTRACTOR shall remit monthly payments to the COUNTY of eighteen percent (18%) of the total gross receipts less sales taxes of all events (not including alcohol or food vending machines or In-House COUNTY sponsored events). Payment shall be paid to the COUNTY by the fifth (5<sup>th</sup>) business day the following month (due date), with interest accruing after ten (10) calendar days. Any discrepancies shall be resolved within five (5) days of original submission.

**Off-Site Catering Services:** The CONTRACTOR shall remit monthly payments to the COUNTY of seven percent (7%) of the total gross receipts less sales taxes of all events. Payment shall be paid to the COUNTY by the fifth (5<sup>th</sup>) business day the following month (due date), with interest accruing after ten (10) calendar days. Any discrepancies shall be resolved within five (5) days of original submission. Off-Site Catering Services shall be defined as a client event at a Non-County facility in which County kitchen facilities were utilized for food services.

**CONTRACTOR Self-Promotion Events:** The CONTRACTOR shall remit monthly payments to the COUNTY of seven percent (7%) of the total gross receipts less sales taxes of all events. The rental cost for location shall be 75% off the regular rental cost (includes cost for utilities and COUNTY staff on duty).

**Crosley Estate:** The CONTRACTOR shall remit monthly payments to the COUNTY of ten percent (10%) gross receipts. Gross receipts include food, beverage, labor and rental items. Rental items will include rentals and services but will specifically exclude: limousine services and transportation, florist, cake, entertainment, wedding planners, or convention center in-house audio visual services.

(New) Clients signed by the CONTRACTOR to the COUNTY facilities: As an incentive to the CONTRACTOR, Commission, on the initial sale to the Client, shall be reduced to eight percent (8%) of the total gross receipts less taxes for contracts totaling \$13,000 or more.

2. To coincide with the above monthly payments, a copy of the CONTRACTOR'S receipts (a summary statement outlining each catered event) shall be submitted to the BACVB on or before the fifth (5th) of each month for the previous month.

In the event CONTRACTOR fails to pay COUNTY any of the fees or charges due under the provisions of this AGREEMENT, interest at one and one half percent (1 ½ %) per month shall accrue against each delinquent payment until same is paid. Interest shall be charged from the date payment is due. Neither the inclusion of this provision, nor its implementation, shall preclude the COUNTY from terminating this AGREEMENT for default or from pursuing any other remedies as provided herein or by law. The COUNTY'S acceptance of late payment of any fees or charges shall not constitute a waiver of COUNTY'S right to terminate this AGREEMENT in the event of any subsequent default by CONTRACTOR in the payment of any fees or charges on the date the same shall be due and payable.

3. CONTRACTOR shall remit monthly payments to the County Clerk of Circuit Court Finance Office in the form of a check payable to the Manatee County Board of County Commissioners.

4. In-House COUNTY sponsored events are those events being hosted by any of the COUNTY departments or partners are not subject to commission payment:

- Thirty-five percent (35%) discount off the regular set menu pricing for events hosted by the COUNTY administration offices. Shall not exceed 50 persons.
- Twelve percent (12%) discount off the regular set menu pricing for all other departments and partners.
- Fifteen percent (15%) discount off regular set menu pricing for a maximum of three events for 200 or more guests, i.e., Longevity Banquet, Volunteer Banquet.

5. The COUNTY will waive the equipment rental fee when the CONTRACTOR sets up the serving tables and performs the setting, cleaning, and striking.

6. The CONTRACTOR may use BACVB staff to set up buffet tables, beverage tables, or any other table needed to provide food service at a cost of \$15.00 per hour straight labor fee.

7. Catering services funded by Grant monies (and identified as such by the BACVB) are to be invoiced to the COUNTY. Payment will be processed from the COUNTY (minus appropriate commission).

## **EXHIBIT "C"**

### **SPECIAL CONDITIONS**

1. Payments shall remain firm for the first twelve month base AGREEMENT term. Compensation after the annual anniversary date may be renegotiated by either party which may include the adjustment of the percentage rate paid to the COUNTY on total gross of all sales less sales tax on revenue, a lump sum monthly payment or a combination of both, or any revised compensation.
2. Under no circumstances will Milan and / or Milan staff express exclusive rights to any client or guest, excluding the concessions at BACC.
3. Milan Catering has the ability to show and perform sales tours of the Crosley Estate and BACC to prospective clients on behalf of the County.

**AMENDMENT No. 6**  
**to**  
**AGREEMENT BETWEEN MANATEE COUNTY**  
**and**  
**MILAN CATERING AND EVENT DESIGN, LLC**  
**for**  
**PROFESSIONAL CATERING SERVICES**

THIS Amendment No. 6 to Agreement, is made and entered into by and between the **COUNTY OF MANATEE**, a political subdivision of the state of Florida, by and through its Board of County Commissioners, hereinafter referred to as the "County," with mailing address at 1112 Manatee Avenue West, Bradenton, Florida 34205 and **MILAN CATERING AND EVENT DESIGN, LLC**, hereinafter referred to as the "Contractor", duly authorized to conduct business in the state of Florida, with offices located at 4141 South Tamiami Trail #3, Sarasota, Florida 34231.

**WHEREAS**, on April 13, 2012 the County executed a revenue generating Agreement (No. 22-0544DR) with Milan Catering And Event Design, LLC to provide professional catering services for clients of the Bradenton Area Convention and Visitors Bureau (BACVB); and

**WHEREAS**, on September 17, 2012 the County executed Amendment No.1 clarifying the Powel Crosley Estate Foundation (a fundraising corporation established for the restoration, preservation, maintenance, and operation of the Crosley Estate) as a partner to the BACVB; and

**WHEREAS**, on September 5, 2015 the parties hereto entered into Amendment No. 5 which extended services beyond the one year period, revised Agreement Section A.02.12 Designated Spaces, revised Exhibit "B" Compensation, and revised Exhibit "C" Special Conditions; and

**WHEREAS**, pursuant to Article 4 of the Agreement, the Agreement shall remain in effect for a period of one year but may be renewed for four additional one-year periods; and

**WHEREAS**, the Agreement Exhibit "B", Payments to the County, specifies compensation and payment terms for services rendered; and

**WHEREAS**, the County has determined a need for the services beyond the one year period ending September 30, 2015; and



**NOW THEREFORE**, for and in consideration of the mutual benefits to be derived, the parties hereto agree as follows:

1. The duration of the Agreement shall be extended by one year commencing October 1, 2015 to September 30, 2016. There are two (2) renewal options remaining.
2. All other terms and conditions of the Agreement shall remain in full force and effect during the term of the Agreement.

The parties hereto have caused this **Amendment No. 6 to the Agreement (12-0544DR)** for **Professional Catering Services** to be fully executed by their authorized representatives.

**MILAN CATERING AND EVENT DESIGN, LLC**

By:   
Robert Mondragon Pinares  
(Print Name and Title of Above Signer)

Date: 11/11/15

**COUNTY OF MANATEE, FLORIDA**

By:  For  
Melissa M. Wendel, CPPO  
Purchasing Official

Date: 11/19/15

**AMENDMENT No. 7**  
**to**  
**AGREEMENT BETWEEN MANATEE COUNTY**  
**and**  
**MILAN CATERING AND EVENT DESIGN, LLC**  
**for**  
**PROFESSIONAL CATERING SERVICES**

THIS Amendment No. 7 to Agreement, is made and entered into by and between the **COUNTY OF MANATEE**, a political subdivision of the state of Florida, by and through its Board of County Commissioners, hereinafter referred to as the "County," with mailing address at 1112 Manatee Avenue West, Bradenton, Florida 34205 and **MILAN CATERING AND EVENT DESIGN, LLC**, hereinafter referred to as the "Contractor", duly authorized to conduct business in the state of Florida, with offices located at 4141 South Tamiami Trail #3, Sarasota, Florida 34231.

**WHEREAS**, on April 13, 2012 the County executed a revenue generating Agreement (No. 22-0544DR) with Milan Catering And Event Design, LLC to provide professional catering services for clients of the Bradenton Area Convention and Visitors Bureau (BACVB); and

**WHEREAS**, on September 17, 2012 the County executed Amendment No.1 clarifying the Powel Crosley Estate Foundation (a fundraising corporation established for the restoration, preservation, maintenance, and operation of the Crosley Estate) as a partner to the BACVB; and

**WHEREAS**, on September 5, 2015 the parties hereto entered into Amendment No. 5 which extended services beyond the one year period, revised Agreement Section A.02.12 Designated Spaces, revised Exhibit "B" Compensation, and revised Exhibit "C" Special Conditions; and

**WHEREAS**, on November 19, 2015, the parties hereto entered into Amendment No. 6 which extended services from October 1, 2015 to September 30, 2016; and

**WHEREAS**, pursuant to Article 4 of the Agreement, the Agreement shall remain in effect for a period of one year but may be renewed for four additional one-year periods; and

**WHEREAS**, the Agreement Exhibit "B", Payments to the County, specifies compensation and payment terms for services rendered; and

**WHEREAS**, the County has determined a need for the services beyond the one year period ending September 30, 2016; and

**NOW THEREFORE**, for and in consideration of the mutual benefits to be derived, the parties hereto agree as follows:

1. The duration of the Agreement shall be extended by one year commencing October 1, 2016 to September 30, 2017. There is one (1) renewal option remaining.
2. All other terms and conditions of the Agreement shall remain in full force and effect during the term of the Agreement.

The parties hereto have caused this Amendment No. 7 to the Agreement (12-0544DR) for Professional Catering Services to be fully executed by their authorized representatives.

**MILAN CATERING AND EVENT DESIGN, LLC**

By: \_\_\_\_\_

*Robert Mandula, Director*  
\_\_\_\_\_  
(Print Name and Title of Above Signer)

Date: 9/29/16

**COUNTY OF MANATEE, FLORIDA**

By: \_\_\_\_\_

*Melissa M. Wendel*  
\_\_\_\_\_  
Melissa M. Wendel, CPPO  
Purchasing Official

Date: 10/5/16

AMENDMENT No. 8  
to  
AGREEMENT BETWEEN MANATEE COUNTY  
and  
MILAN CATERING AND EVENT DESIGN, LLC  
for  
PROFESSIONAL CATERING SERVICES

THIS Amendment No. 8 to Agreement, is made and entered into by and between the **COUNTY OF MANATEE**, a political subdivision of the state of Florida, by and through its Board of County Commissioners, hereinafter referred to as the "County," with mailing address at 1112 Manatee Avenue West, Bradenton, Florida 34205 and **MILAN CATERING AND EVENT DESIGN, LLC**, hereinafter referred to as the "Contractor", duly authorized to conduct business in the state of Florida, with offices located at 4141 South Tamiami Trail #3, Sarasota, Florida 34231.

**WHEREAS**, on April 13, 2012 the County executed a revenue generating Agreement (No. 22-0544DR) with Milan Catering And Event Design, LLC to provide professional catering services for clients of the Bradenton Area Convention and Visitors Bureau (BACVB); and

**WHEREAS**, on September 17, 2012 the County executed Amendment No.1 clarifying the Powel Crosley Estate Foundation (a fundraising corporation established for the restoration, preservation, maintenance, and operation of the Crosley Estate) as a partner to the BACVB; and

**WHEREAS**, on September 5, 2015 the parties hereto entered into Amendment No. 5 which extended services beyond the one year period, revised Agreement Section A.02.12 Designated Spaces, revised Exhibit "B" Compensation, and revised Exhibit "C" Special Conditions; and

**WHEREAS**, on November 19, 2015, the parties hereto entered into Amendment No. 6 which extended services from October 1, 2015 to September 30, 2016; and

**WHEREAS**, on October 6, 2016, the parties hereto entered into Amendment No. 7 which extended services from October 1, 2016 to September 30, 2017; and

**WHEREAS**, pursuant to Article 4 of the Agreement, the Agreement shall remain in effect for a period of one year but may be renewed for four additional one-year periods; and

**WHEREAS**, the County has determined a need for the services beyond the one year period ending September 30, 2017; and

**NOW THEREFORE**, for and in consideration of the mutual benefits to be derived, the parties hereto agree as follows:

1. The duration of the Agreement shall be extended by one year commencing October 1, 2017 to September 30, 2018. There are no renewal options remaining.
2. All other terms and conditions of the Agreement shall remain in full force and effect during the term of the Agreement.

The parties hereto have caused this **Amendment No. 8 to the Agreement (12-0544DR)** for **Professional Catering Services** to be fully executed by their authorized representatives.

**MILAN CATERING AND EVENT DESIGN, LLC**

By: \_\_\_\_\_

Rachel Mendicino- Alcocer  
(Print Name and Title of Above Signer)

Date: 12/4/17

**COUNTY OF MANATEE**

By: \_\_\_\_\_

Printed Name: Theresa Webb, CPPO, CPPB, CPSM,  
C.P.M.

Title: Procurement Official

Date: December 4, 2017





# NON-MANDATORY PRE-BID CONFERENCE ATTENDANCE

RFP 18-R06891AJ RFP Title: ON SITE CATERING SERVICES

Time: 10:00 AM Date: 20-Jul-18

NAME (Please Print)	COMPANY NAME	PHONE	FAX	EMAIL
anne van wocnen	Brad Quacorn Ctr	722-3244	729-1820	anne.vanwocnen@bacub.com
Sable Santana	BAC	722-3244		Sable.Santana@bacub.com
Ezy Robbins	PortAPit BBQ	813-888-8995		izzzy@portapitbbq.com
Sashi Patel	Sarasota Catering Co.	941-927-7675		sashi@sarasotacatering.com
Ryan Clelland	Orange Blossom	727-822-6129		rclelland@orangeblossomcatering.com
Kala Clark	Milan Catering	941-312-0000		kala@milancatering.com
ANASTASIA TAYLOR	MILAN CATERING	941-312-0000		anastasia@milancatering.com
Kim Seidensticker	Tafelseide	941-538-7330		Kim@tafelseide.com
Jessica Stevens	Mattison's	941-921-3400		jessica@mattisonss.com
Alana Jean Haters Greel		850-212-0733		AlanaJean@qmbu.com
Brie Barstow	Melhe's	941-924-2705		Brie@melhe.com
Kathy Taylor	"			kathytaylor@catering.com
Ngoe Phan	Pier 22			ngoe@pier22catering.com
Tillian Rice	Pier 22	941-785-9952		Jillian@pier22catering.com
Lauren Baker	Puffo Staff	813-388-5901		Lauren@puffostaff.com
Joas Ampson	Pier 22	941-586-0446		Joas@pier22catering.com

**Purchasing Department**  
**Manatee County Government**  
**1112 Manatee Ave W, Suite 803**  
**Bradenton, FL 34205**  
**Phone: 941-748-4501**



## NON MANDATORY FACILITY TOUR PRE-BID CONFERENCE ATTENDANCE

**BID 18-R068916AJ      Bid Title: **ON SITE CATERING SERVICES****

**Time                      9:00 AM      Date:                      2-Aug-18**

<u>NAME (Please Print)</u>	<u>COMPANY NAME</u>	<u>PHONE</u>	<u>FAX</u>	<u>EMAIL</u>
Ngoc Phan	Pier 22	941.748 8087		ngoc@pier22dining.com
Greg Ampore	Pier 22	971-586-0446		greg@pier22dining.com
Vincent Savadel	Mattisons	908 472 5939		Vinnies@mattisons.com
Jillian Pore	Pier 22	748-8087		Jillian@Pier22dining.com
Juan Parmenter	Pier 22	"		Juan@Pier22dining.com
Valerie Leater	Tableside	941-914-6262		valerie@tableside.com
Michael Harris	Metz Culinary	5708556593		michael@metzcorp.com
Brie Barstow	Nellie's	924-2705 x 13		brieg@nelliescatering.com



**Purchasing Department**  
**Manatee County Government**  
**1112 Manatee Ave W, Suite 803**  
**Bradenton, FL 34205**  
**Phone: 941-748-4501**



## **NON MANDATORY FACILITY TOUR PRE-BID CONFERENCE ATTENDANCE**

**BID** **18-R068916AJ**      **Bid Title:** **ON SITE CATERING SERVICES**

**Time**                      **9:00 AM**      **Date:**                      **2-Aug-18**

<u><b>NAME (Please Print)</b></u>	<u><b>COMPANY NAME</b></u>	<u><b>PHONE</b></u>	<u><b>FAX</b></u>	<u><b>EMAIL</b></u>
<u>Jack Brill</u>	<u>Metz Culinary</u>	<u>(941) 554-4701</u>	<u>(941) 554-4708</u>	<u>JBrill@MetzCorp.com</u>
<u>Nello Allegretti</u>	<u>Metz Culinary</u>	<u>570-417-4283</u>		<u>MA2065chef@metzcorp.com</u>
<u>Jessica Stevens</u>	<u>Mattisons</u>	<u>539 6057</u>	<u>921 3404</u>	<u>jessicaS@mattisons.com</u>
<u>Kala Clark</u>	<u>Milan Catering</u>	<u>941,312.0000</u>		<u>kala@milancatering.com</u>
<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>
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Purchasing Department  
Manatee County Government  
1112 Manatee Ave W, Suite 803  
Bradenton, FL 34205  
Phone: 941-748-4501



**NON MANDATORY FACILITY TOUR PRE-BID CONFERENCE ATTENDANCE**

**BID 18-R068916A1 Bid Title: ON SITE CATERING SERVICES**

Time 9:00 AM Date: 2-Aug-18

NAME (Please Print)	COMPANY NAME	PHONE	FAX	EMAIL
KATHY TAYLOR	Nellie's CATERING	941-921-2705		KathyT@nelliescatering.com
Anastasia Taylor	Milan Catering	941-312-0000		anastasia@milancatering.com
Jacque Armstrong	PIER 22	810-808-2479		jacque@pier22dining.com
Warren Dietel	PIER 22 CATERING	407-227-5697		warren@pier22dining.com
Greg Robins	Apptight Catering	813-888-8995		greg@apptightcatering.com
Leggy Mills	Mattison's	941-938-6375		peggy@mattisons.com
Ryan Hill	TABLERSIDE	941-552-9650		ryan@tblrside.com