



SPOKANE PUBLIC FACILITIES DISTRICT



**2010**

**SPOKANE VETERANS MEMORIAL ARENA  
SPOKANE CONVENTION CENTER  
INB PERFORMING ARTS CENTER**

**YEAR END REPORT**



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## LETTER OF INTRODUCTION

We just had the best year in the history of the facilities!

2010 will be tough to repeat but we have already made that our goal for 2011. We started off with the US Figure Skating Championships and hosted the Mens NCAA Championships in the Arena, had a great Broadway series in the INB and the CC remained busy, resulting in thousands of room nights, restaurant visits, and shopping experiences. Great events resulted in very strong attendance. A strong staff effort to manage costs through sustainable efforts coupled with strong revenue resulted in record operating profits.

I want to acknowledge and compliment the efforts of the District Management Team and all of our employees along with contract services which are an integral part of the District's success. I want to specifically recognize the contributions of Centerplate, Staff Pro, ISS Services, TicketsWest, and Diamond Parking.

I truly appreciate the support and trust of the District Board - without whom we could not focus on the tasks at hand. We have adopted the Board Vision and live it every day:

*We create event experiences that make our guests say WOW!*

### 2010 Highlights:

The Spokane Arena hosted 166 major events and 408 minor events with 879,813 guests attending. A net operating profit of \$2,234,475 was generated by events at the Arena.

The INB Performing Arts Center welcomed 133,613 guests to 68 major and 17 minor events, generating a net operating profit of \$332,534.

The Spokane Convention Center continued to exceed expectations with 274,422 guests attending 316 major and 160 minor events. The Convention Center was responsible for 48,479 hotel room nights and generated \$59,510,259 of economic impact for the Spokane community.

Facility improvements completed in 2010 included a new weight room, new basketball backstops, Phase I of the Arena landscape renewal project, suite upgrades, completion of the re-cladding project and an HD switcher and related HD gear at the Arena. At the Convention Center we purchased bleachers for the sporting events, put a new roof on the ATC and meeting rooms, and upgraded the audio and video systems. A new on-stage storage area was constructed in the INB Performing Arts Center and the hot water system was upgraded.

As always, our venues are the single focus of the District Board and its employees. Thank you for spending some time with our 2010 year-end report.



Kevin Twohig, CFE  
Chief Executive Officer, Spokane Public Facilities District



## DISTRICT REVENUES COMBINED STATEMENT OF OPERATIONS

DESCRIPTION	APPROVED BUDGET	ARENA REVENUES	CENTER REVENUES	INB PAC REVENUES	TOTAL REVENUES	UNREALIZED REVENUES
Facilities Rental	\$2,333,000.00	\$1,223,162.43	\$942,867.95	\$257,382.65	\$2,423,413.03	\$(90,413.03)
Concessions	1,170,000.00	1,319,599.32	115,077.73	32,487.65	1,467,164.70	(297,164.70)
Catering	483,000.00	103,769.36	380,044.52	4,228.08	488,041.96	(5,041.96)
Merchandise	150,000.00	152,774.20	-	24,704.14	177,478.34	(27,478.34)
Parking	29,273.00	28,402.00	-	-	28,402.00	871.00
Event Parking	640,000.00	719,615.00	-	89,805.00	809,420.00	(169,420.00)
Daily Parking	510,000.00	131,822.73	23,270.15	330,325.22	485,418.10	24,581.90
Box Office	341,500.00	423,878.32	1,149.66	74,897.80	499,925.78	(158,425.78)
Suite Income	502,000.00	527,000.00	-	-	527,000.00	(25,000.00)
Advertising - Contracts	663,083.00	456,045.00	50,000.00	153,360.00	659,405.00	3,678.00
Ad Agency	5,000.00	11,014.54	-	3,105.43	14,119.97	(9,119.97)
Membership Income	26,600.00	18,600.00	-	-	18,600.00	8,000.00
Club Income	485,450.00	466,600.00	-	-	466,600.00	18,850.00
Misc Event Revenue	48,000.00	21,278.50	6,471.56	655.06	28,405.12	19,594.88
Cleaning Fees	91,800.00	124,800.00	250.00	200.00	125,250.00	(33,450.00)
Electrical Fees	257,000.00	124,687.24	152,818.42	-	277,505.66	(20,505.66)
Set-up Fees	126,000.00	2,805.00	115,225.91	274.00	118,304.91	7,695.09
Equipment Rental	175,000.00	26,100.00	122,597.50	15,344.99	164,042.49	10,957.51
Phone & Internet	48,600.00	26,530.00	26,795.00	875.00	54,200.00	(5,600.00)
Technical Service	69,500.00	58,643.50	13,400.00	1,910.00	73,953.50	(4,453.50)
Ushering Revenue	339,000.00	-	239,811.44	17,002.97	256,814.41	82,185.59
Stagehand Revenue	74,000.00	-	42,350.44	-	42,350.44	31,649.56
Event Insurance Revenue	-	-	950.00	1,065.50	2,015.50	(2,015.50)
Show Promote Revenue	40,000.00	-	-	-	-	40,000.00
Forfeited Deposits / Liquidated Damages	-	-	42,045.51	500.00	42,545.51	(42,545.51)
Recycling Revenue	500.00	2,391.29	-	-	2,391.29	(1,891.29)
Other Miscellaneous	7,020.00	15,192.40	8,481.22	6,433.98	30,107.60	(23,087.60)
AR Admission Tax	700,000.00	842,702.47	-	-	842,702.47	(142,702.47)
CC Admission Tax	20,000.00	-	13,514.37	-	13,514.37	6,485.63
PAC Admission Tax	230,000.00	-	-	133,884.12	133,884.12	96,115.88
Lodging Tax	771,925.00	-	953,362.56	-	953,362.56	(181,437.56)
<b>Total</b>	<b>\$10,337,251.00</b>	<b>\$6,827,413.30</b>	<b>\$3,250,483.94</b>	<b>\$1,148,441.59</b>	<b>\$11,226,338.83</b>	<b>\$(889,087.83)</b>

# 2010 YEAR END REPORT



S P O K A N E  
P U B L I C F A C I L I T I E S  
D I S T R I C T

## DISTRICT EXPENSES COMBINED STATEMENT OF OPERATIONS

DESCRIPTION	APPROVED BUDGET	ARENA EXPENSES	CENTER EXPENSES	INB PAC EXPENSES	TOTAL EXPENSES	UNREALIZED EXPENSES
Salaries & Wages	\$1,878,082.00	\$867,849.74	\$1,046,608.39	\$186,614.58	\$2,101,072.71	\$(222,990.71)
Benefits & Expense	610,978.00	278,340.57	346,522.53	52,043.57	676,906.67	(65,928.67)
Office Supplies	16,500.00	6,495.50	5,039.42	2,846.90	14,381.82	2,118.18
Chemical/Lab Supplies	21,900.00	19,262.50	13,733.99	10,212.71	43,209.20	(21,309.20)
Clothing	19,195.00	8,389.77	1,137.72	-	9,527.49	9,667.51
Operating Supplies	243,975.00	128,001.20	113,876.33	31,175.37	273,052.90	(29,077.50)
Publications	1,360.00	-	-	-	-	1,360.00
Software	14,000.00	3,476.11	-	-	3,476.11	10,523.89
Meals	1,200.00	1,106.63	562.75	-	1,669.38	(469.38)
Fuel	7,800.00	5,133.74	876.12	-	6,009.86	1,790.14
Minor Equipment	339,585.00	122,066.90	112,646.29	44,311.46	279,024.65	60,560.35
Professional Services	78,742.00	12,149.38	6,618.77	3,998.31	22,766.46	55,975.54
Contract Services	517,250.00	368,678.59	96,604.31	115,413.12	580,696.02	(63,446.02)
Contract Labor	1,151,000.00	758,168.53	437,749.18	94,841.87	1,290,759.58	(139,759.58)
Reimbursed Event Ushering	237,300.00	-	151,368.41	14,476.46	165,844.87	71,455.13
Reimbursed Stagehands	110,000.00	-	40,406.97	-	40,406.97	69,593.03
Hockey	300,000.00	270,800.81	-	-	270,800.81	29,199.19
Football	50,000.00	51,923.85	-	-	51,923.85	(1,923.85)
Co-Promote	-	106,402.93	-	8,078.94	114,481.87	(114,481.87)
Club Seat Commissions	53,400.00	51,205.01	-	-	51,205.01	2,194.99
Advertising Commissions	183,255.00	146,552.33	7,500.00	22,500.00	176,552.33	6,702.67
Contract Services Cvb	507,213.00	-	593,311.05	-	593,311.05	(86,098.05)
Telephone	43,000.00	26,874.45	12,461.09	5,546.61	44,882.15	(1,882.15)
Cell Phone	5,880.00	2,328.07	2,644.35	318.49	5,290.91	589.09
Postage	6,700.00	3,133.05	2,466.19	1,751.09	7,350.33	(650.33)
Cable Tv	15,700.00	9,836.68	1,920.88	2,857.64	14,615.20	1,084.80
Travel	48,678.00	14,873.90	20,775.59	2,604.28	38,253.77	10,424.23
Building Advertising	67,000.00	57,622.38	5,449.75	100.00	63,172.13	3,827.87
Event Advertising	12,500.00	10,823.48	5,804.45	-	16,627.93	(4,127.93)
Chiefs Advertising	32,782.00	31,849.00	-	-	31,849.00	933.00
Advertising	300.00	2,549.02	201.00	-	2,750.02	(2,450.02)
Other Marketing	5,500.00	59.99	2,275.40	-	2,335.39	3,164.61
Promotional Hosting	3,000.00	-	65.65	-	65.65	2,934.35
Operating Rentals	17,878.00	7,958.08	4,223.02	2,620.72	14,801.82	3,076.18
Insurance	100,000.00	29,070.51	45,303.50	11,824.75	86,198.76	13,801.24
Insurance Claims	-	-	7,169.82	-	7,169.82	(7,169.82)
Water & Sewer	85,000.00	46,978.20	29,920.32	7,619.45	84,517.97	482.03
Electricity	936,000.00	411,577.50	390,799.09	52,317.01	854,693.60	81,306.40
Refuse	52,000.00	25,593.18	11,568.77	4,958.03	42,119.98	9,880.02
Gas	335,000.00	85,958.35	71,818.96	17,638.62	175,415.93	159,584.07
Exterior Repairs & Maintenance	126,150.00	41,936.61	35,674.90	6,453.64	84,065.15	42,084.85
Bldg Repairs & Maintenance	252,150.00	146,033.98	136,377.31	30,048.25	312,459.54	(60,309.54)
Equip Repairs & Maintenance	77,502.00	21,831.13	15,792.02	12,490.60	50,113.75	27,388.25
Repair & Maintenance Supplies	86,600.00	17,150.37	19,524.69	7,193.05	43,868.11	42,731.89
Suite & Club Tickets	189,844.00	182,416.00	-	-	182,416.00	7,428.00
Dues, Subs, Memberships	7,175.00	2,419.74	3,701.00	423.49	6,544.23	630.77
Registration & Schooling	35,444.00	6,410.45	11,243.92	1,172.20	18,826.57	16,617.43
Laundry & Sanitation	14,500.00	9,940.30	1,449.95	1,449.92	12,840.17	1,659.83
Permits, Other Fees	53,500.00	1,308.20	21,452.52	6,274.98	29,035.70	24,464.30
Printing & Copying	6,125.00	2,027.72	1,588.40	356.98	3,973.10	2,151.90
Bank Charges	11,000.00	1,126.73	6,430.71	4,791.41	12,348.85	(1,348.85)
Other Misc Charges	11,000.00	-	-	-	-	11,000.00
Reserve For Budget Adjustment	5,000.00	-	-	-	-	5,000.00
Taxes	320,000.00	187,247.09	90,290.51	48,582.81	326,120.41	(6,120.41)
<b>Total</b>	<b>\$9,305,643.00</b>	<b>\$4,592,938.25</b>	<b>\$3,932,955.99</b>	<b>\$815,907.31</b>	<b>\$9,341,801.55</b>	<b>\$(36,158.55)</b>
Operating Profit/(Loss)	\$1,031,608.00	\$2,234,475.05	\$(682,472.05)	\$332,534.28	\$1,884,537.28	\$(852,929.28)

2009		2010	
Revenue	\$9,937,719.47	Revenue	\$11,226,338.83
Expenses	8,786,534.52	Expenses	9,341,801.55
Operations Profit/Loss	\$1,151,184.95	Operations Profit/Loss	\$1,884,537.28
Attendance	1,158,029	Attendance	1,287,848



## EXECUTIVE SUMMARY SPOKANE VETERANS MEMORIAL ARENA

It is our commitment that through teamwork we will operate the Spokane Arena with a continuing effort to provide with pride the highest quality of Guest services and a safe, comfortable environment for all events, in a fiscally responsible manner.

Reporting Period:	January 1 - December 31, 2010
Number of Major Events:	166
Number of Minor Events:	408
Total Events:	574
Total Attendance:	879,813

### Largest Attendance by Event Type:

Arena Concert:	Nickelback	May 5, 2010	10,686 Guests
Family Show:	Monster Jam	February 20, 2010	6,154 Guests
Sporting Event:	NCAA Men's Basketball	March 19, 2010	10,781 Guests
Community Event:	Get Motivated	August 17, 2010	12,337 Guests

### Financial Information:

Gross Ticket Sales:	\$17,696,752.39
Revenues:	\$6,827,413.30
Expenses:	\$4,592,938.25
Net:	\$2,234,475.05





## EXECUTIVE SUMMARY INB PERFORMING ARTS CENTER

It is our mission to operate as a community facility - providing first class performing and meeting surroundings, with excellent service, at affordable use rates to local performing arts groups, event presenters, meeting planners and school districts, thereby enhancing the quality of life for all citizens and serving the economic well-being of the community.

Reporting Period:	January 1 - December 31, 2010
Number of Major Events:	68
Number of Minor Events:	17
Total Events:	85
Total Attendance:	133,613

### Largest Attendance by Event Type:

Spokane Symphony:	Nutcracker (4)	December 14-19, 2010	8,065 Guests
Broadway Show:	South Pacific (5)	October 5-9, 2010	9,310 Guests
Convention:	Delta Kappa Gamma	July 20-24, 2010	9,000 Guests
Other Entertainment:	Conan O'Brien	April 16, 2010	2,631 Guests
Community Event:	SPS Graduations (3)	June 4-5, 2010	8,151 Guests

### Financial Information:

Gross Ticket Sales:	\$3,100,226.25
Revenues:	\$1,148,441.59
Expenses:	\$815,907.31
Net:	\$332,534.28





## EXECUTIVE SUMMARY SPOKANE CONVENTION CENTER

It is our mission to provide excellent physical surrounding, equipment and support service to our conventions, trade shows, consumer shows, events and local celebrations - striving toward a balance of all, but maintaining a thrust toward attracting out-of-town visitors, thereby maximizing community economic impact.

Reporting Period:	January 1 - December 31, 2010
Number of Major Events:	316
Number of Minor Events:	160
Total Events:	476
Total Attendance:	274,422

### Largest Attendance by Event Type:

Convention & Trade Show:	National Rural Letter Carriers	August 11-21, 2010	14,677 Guests
Consumer Show:	Bloomsday	April 28-May 2, 2010	51,703 Guests
Community Event:	First Night Spokane	December 31, 2010	10,725 Guests
Meeting:	LDS Youth	August 7, 2010	1,760 Guests
Sporting Event:	PNQ Volleyball	March 18-28, 2010	12,443 Guests

### Financial Information:

Revenues:	\$3,250,483.94	Economic Impact:	\$59,510,259
Expenses:	\$3,932,955.99	Room Nights:	48,479
Net:	\$<682,472.05>		



SPOKANE  
CONVENTION  
CENTER





## ENGINEERING SUMMARY

The Engineering staff operates and maintains all HVAC, life safety systems, plumbing, structural and electrical systems for the Spokane Arena, INB Performing Arts Center, and Spokane Convention Center. Listed below are major improvements to our facilities for this year.

### SPOKANE ARENA

- Worked closely with contractors with the recladding of the south west exterior of the arena, enhancing the exterior appearance of the Arena. Remodeled team room 7 and converted space to the Arena Fitness Center.

### INB PERFORMING ARTS CENTER

- The antiquated domestic hot water heating system was replaced with an energy efficient system greatly reducing our energy usage.
- The fire panel was connected with the 24 hour security office. This has made it possible to instantly detect Fire Panel alarms.

### SPOKANE CONVENTION CENTER

- The old tar roof on the AG Trade Center was replaced with a membrane roofing material. Several recurring roof leaks have been completely eliminated.
- New roof pavers with support system were installed on the roof deck patio, creating a beautiful space and enhancing the safety of our patrons.
- The 200 level meeting rooms sliding patio doors were worn out. They were replaced with new store fronts and doors, enhancing the appearance and functionality of these rooms.

## TECHNICAL SERVICES SUMMARY

The Technical Department consists of four full-time employees who are assisted by several part-time camera operators and sports event technicians. Casey Booney III and Monte Koch are based in the Spokane Arena while Mike Tucker and Ryan Wilson are at the INB Performing Arts Center and Spokane Convention Center. We cross-train our part-time employees several times a year to ensure all aspects of production are covered thoroughly.

The Technical Department is responsible for the operation and maintenance of many components of venue operation: sound systems, closed circuit TV systems, Arena video wall, scoreboard system, exterior marquees, indoor electronic message centers and advertising panels, portable sound and visual presentation systems, event lighting systems, computer network, phone system, wireless networking and ongoing remodel and update projects throughout the facilities. Our facilities went through a variety of improvements in 2010:

### SPOKANE VETERANS MEMORIAL ARENA

- Upgraded wireless infrastructure to industry leading Wireless N standards, providing higher speed service to wireless clients.
- Installed new fiber optic ring throughout Arena providing improved network and AV connectivity to all corners of the facility.
- Replaced aging workstation computers with high quality, low energy units that will last longer, increasing ROI.

### INB PERFORMING ARTS CENTER

- Continued overhaul of phone/data infrastructure to improve data network capabilities of the facility.
- Upgraded wireless infrastructure to industry leading Wireless N standards, providing higher speed service to wireless clients.

### CONVENTION CENTER

- Upgraded wireless infrastructure to industry leading Wireless N standards, providing higher speed service to wireless clients.
- Replaced aging workstation computers with high quality, low energy units that will last longer, increasing ROI.



## OPERATIONS SUMMARY

The Spokane Public Facilities District Operations crew is staffed by a dedicated team of employees who have many years of experience and bring a variety of skills with them to the facilities. The crew provides specialized and general maintenance, setup and some cleaning of the Spokane Arena, Spokane Convention Center and INB Performing Arts Center.

2010 was a busy and exciting year for the District and Operations team. It continues to be an honor to be a part of such a great organization, operating such great facilities. The Spokane Chiefs and Spokane Shock continue to be great to work with and we were very lucky to be a part of so many other great events such as US Figure Skating, NCAA basketball as well as the Dinosaurs visiting us again.

- We continue to work with all other departments to recycle and save energy. We want to be an example to our guests and community.
- We work closely with ISS to ensure our facilities are clean and ready for our guests. ISS is also playing a large role in helping us to go green, recycle and save energy.
- We also work closely with Senske Lawn and Tree Care in a combined effort to maintain and improve the grounds at all of the facilities. They are also working with the SPFD to incorporate “Green” practices into their care of our grounds. Their efforts as part of our team help the District continue to have grounds we can all be proud of.
- Every member of the Operations crew is excited and proud to be a part of the Spokane Public Facilities District team. We are always looking forward to the exciting challenges each new event brings.

# 2010 YEAR END REPORT



SPOKANE  
PUBLIC FACILITIES  
DISTRICT

## MARKETING SUMMARY SPOKANE ARENA- NEW WEB SITE & IMPROVED SOCIAL MEDIA

The image displays two overlapping digital marketing assets for the Spokane Arena. The top asset is a screenshot of the arena's website, featuring a dark purple header with the 'SPOKANE ARENA' logo and navigation links for 'EVENTS & TICKETS', 'GUEST SERVICES', and 'PROMOTERS' GUIDE'. The main content area is dominated by a large banner for 'WWE PRESENTS SMACKDOWN' on Tuesday, May 24, featuring wrestlers like Big Show, Edge, and Drew McIntyre. Below this are smaller promotional tiles for Elton John, 'SHOCK VS ARIZONA', 'SHOCK VS DALLAS', and 'MICHAEL JACKSON'. A secondary banner for 'MICHAEL JACKSON' by Cirque du Soleil is visible at the bottom of the website screenshot.

The bottom asset is a screenshot of the Spokane Arena's Facebook page. The page header includes the Facebook logo and search bar. The profile information shows 'Spokane Arena' as a local business in Spokane, Washington. The 'Wall' section contains several posts, including a promotional post for 'CHIEFS PLAYOFFS vs CHILLIWACK GAME 4' on March 31, and a post from 'Spokane Arena' regarding limited Elton John tickets. The page also shows a 'Wall' section with user comments and a 'Quick Tips' section on the right side.



MARKETING SUMMARY  
SPOKANE ARENA- TRADE AD - WINTER

**★ 15 YEARS ★**  
**AND STILL KICKIN' ASS**

**SPOKANE'S PREMIER EVENT VENUE ★ 12,500 SEATING CAPACITY**  
**MULTIPLE CONFIGURATIONS ★ DELICIOUS CATERING**  
**7 COVERED LOADING DOCKS ★ 1.5 ACRE SERVICE LOT**  
**7 TEAM ROOMS ★ FRIENDLY LOCAL CREW**  
**3 STAR ROOMS**

**BEST. FANS.**  
**EVER!**



**SPOKANE ARENA**

**SPOKANEARENA.COM ★ 509.279.7000**

## MARKETING SUMMARY

### SPOKANE ARENA- TRADE AD - SPRING

**FRIEND TO THE ROCK STAR**  
**ROCK STAR TO THE FRIEND**

**EST. 1995**

**15 YEARS AND STILL KICKIN' ASS!**

**SPOKANE ARENA**

Spokane's Premier Event Venue • 12,500 Seating Capacity • Multiple Configurations  
Delicious Catering • 7 Covered Loading Docks • 1.5 Acre Service Lot  
6 Carpeted Team Rooms • 3 Star Rooms • Friendly Local Crew • BEST. FANS. EVER.

**SPOKANEARENA.COM 509.279.7000**

**FACEBOOK.COM/SPOKANEARENA**



SPOKANE  
PUBLIC FACILITIES  
DISTRICT

**2010**  
YEAR END REPORT

MARKETING SUMMARY  
SPOKANE ARENA- TRADE AD - YEAR END

**THIS IS THE PLACE WHERE  
BIG THINGS HAPPEN**

**SPOKANE ARENA**

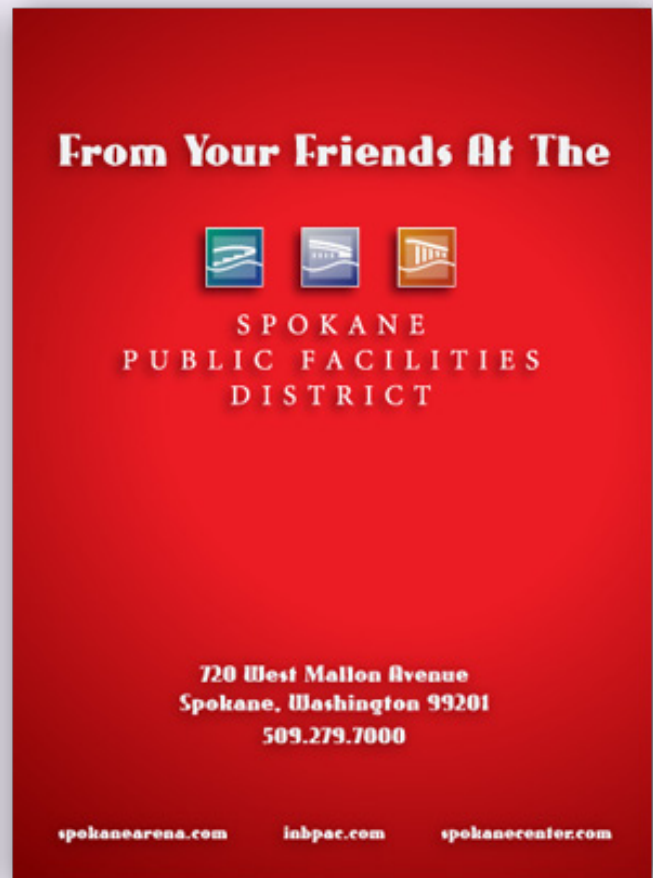
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## MARKETING SUMMARY SPFD VALENTINE







## MARKETING SUMMARY CONVENTION CENTER

**SPOKANE CONVENTION CENTER**

### Your Local MEETING PLACE

**More than just conventions are taking place at the Spokane Convention Center!**

We have a variety of unique and flexible spaces to suit your needs:

- Conferences
- Seminars
- Holiday Parties
- Corporate Meetings
- Private Group Dinners
- Board Meetings
- Weddings
- Banquets

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**509.279.7007**

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*River View Meeting Rooms*

*Spokane's Largest Ballrooms*

*270,000 Sq. Ft. Conference Theater*

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**SPOKANE CONVENTION CENTER**

**CALL US TODAY!**  
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*A day you will always remember...*

**SPOKANE CONVENTION CENTER**

*...an event experience your guests will never forget!*

**Bridal Shower \$700**  
Minimum Rental: High Tea Package for up to 25 guests includes two hours of service and a salad station with a reception. *Spokane Reception*

**Wedding Rehearsal Dinners \$82**  
Rehearsal dinner at the Convention Center and held over Rehearsal Dinner in our Rehearsal Dining Room. *Spokane Reception*

**Photography**  
Our location makes the Spokane River and adjacent city skyline an ideal backdrop for your wedding photos. *Spokane Reception*

**Spokane Convention Center**  
354 W. Spokane Falls Blvd  
Spokane, WA 99201  
509-279-7007 Fax: 509-279-7060  
[www.spokaneconventioncenter.com/weddings](http://www.spokaneconventioncenter.com/weddings)

*Photo courtesy of Green Gallery Photography*

**Centerplate**

*A day you will always remember... an event experience your guests will never forget!*

**Reception Catering Services:**

- Tables and chairs
- All-in-one service with bar & coffee
- Full bar, appetizers & desserts
- A la carte
- Full service
- Make us a weekly contract for each guest table
- All-in-one service with bar & coffee
- Full bar, appetizers & desserts
- A la carte
- Full service

**The Spokane Convention Center and INB Performing Arts Center provides a multitude of unique indoor and outdoor wedding ceremony and reception options.**

**We provide everything you need for a classy and fun event inside from our specialized wedding table, DJ and themed dinner. Allow us to be your wedding venue and you can relax and enjoy the day as we prepare the room, pamper your guests with our service, and tidy up afterwards.**

[spokaneconventioncenter.com/weddings](http://spokaneconventioncenter.com/weddings)

**view Packages**

**INB PAC**

**Bays, Ballrooms & Riverside**

**Enhancements**

**Schedule a Tour:**  
509.279.7007 [sales@spokaneppfd.org](mailto:sales@spokaneppfd.org)

**Indoor Packages include:**

- Chaise Placé
- Floral centerpieces with 200 centerpieces
- Seated dinner
- Seated and stand by the River Ballrooms
- Reception in INB PAC

**Spokane & Reception** ..... \$2,200

**Spokane & Reception** ..... \$1,600  
**Reception** ..... \$1,200

**Spokane & Reception** ..... \$2,200

**Spokane & Reception** ..... \$2,300  
**Spokane & Reception** ..... \$1,600  
**Reception** ..... \$1,600

# 2010 YEAR END REPORT



SPOKANE  
PUBLIC FACILITIES  
DISTRICT

## MARKETING SUMMARY CONVENTION CENTER WEB SITE & SOCIAL MEDIA




334 West Spokane Falls Boulevard d Sp






## MARKETING SUMMARY INB PAC WEB SITE & SOCIAL MEDIA


VISIT US ON FACEBOOK!

- Home
- Events & Tickets
- Guest Services
- Facility Info

### Calendar of Events


**APRIL EVENTS**



**Spokane Dream Center Presents Behold Jesus**  
Saturday, April 16 at 1:00pm and 6:30pm  
**Free Admission**  
[View Seating Map](#)

For more information visit [www.spokanedreamcenter.org](http://www.spokanedreamcenter.org)

APRIL 16



**Cats**  
April 23 & 24, 2011  
Ticket prices are \$30.00, \$43.00 and \$49.00  
[View Seating Map](#)

**Buy Now**

There's no better way to introduce your family to the wonders of live theater than with the magic, the mystery, the memory of CATS. What began as a musical about cats after Andrew Lloyd Webber picked up a book of poems in an airport bookshop has become one of the longest running shows in Broadway's history. Winner of seven Tony Awards® including Best Musical, CATS features 20 of Andrew Lloyd Webber's most beloved melodies, including the hit songs "Memory" and "The Invitation".

APRIL 23-24

**Upcoming Events** | **Related Links**

[Printer-Friendly Page](#)  
[Seating Map](#)

**2011 Events:**

- January
- February
- March


**DINING FOR GROUPS OF 20 OR MORE**

**DINNER WITH FRIENDS**  
Start your group event with a fantastic pre-show dining experience at the Spokane Convention Center!  
For information and availability call **509.279.7007**

SPokane Convention Center | WYKORSH ENTERTAINMENT | INB PERFORMING ARTS CENTER

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**INB Performing Arts Center** Local Business · Spokane, Washington

**Wall** | INB Performing Arts Center · Top Posts ↓

**INB Performing Arts Center**  
There is a BIG Wicked on-sale tomorrow here at the INB! Anyone standing in line? March 4 at 3:54pm  
2 people like this.

**INB Performing Arts Center**  
The last of! You can now buy your tickets TODAY! to see Wicked before they go on sale to the general public! Wicked will fly into the INB May 18-20! Use the promo code **ELPHABA** to buy your tickets today at [Ticketmaster.com](http://Ticketmaster.com) or 800-325-SEAT! Tickets go on sale Saturday, March 5 - so get your tickets before they are gone! February 24 at 10:17am  
3 people like this.

**Spokane Arena**  
WestCoast Entertainment is extending a special offer to their Spokane Arena friends... You can now buy your tickets to see WICKED before they go on sale to the public! Wicked will fly into the INB Performing Arts Center May 18-20! Use the promo code **ELPHABA** to get in on the WICKED exciting offer! February 24 at 10:13am · New Post

**Spokane Convention Center**  
The last of! You can now buy your tickets TODAY! to see Wicked before they go on sale to the general public! Wicked will fly into the INB Performing Arts Center May 18-20! Use the promo code **ELPHABA** to buy your tickets today at [Ticketmaster.com](http://Ticketmaster.com) or 800-325-SEAT! Tickets go on sale Saturday, March 5 - so get your tickets before they are gone! February 24 at 10:13am · New Post

**INB Performing Arts Center**  
It was just announced that tickets to Wicked will go on sale to the general public Saturday, March 5! Wicked performs at the INB from May 18 through May 20! January 11 at 10:14am  
6 people like this.

**You and INB Performing Arts Center**  
Spokane Arena

**Sponsored** | Create an Ad

**The Ballerina Needs You**  
The Cybernauts are back! We need your help. Join us on Ballerina Galactic Order!

**The 7th Annual T-Town Throwdown**  
Slip on your favorite boots and sign up for one of the largest climbing competitions in the Northwest. Glory and gear await!  
9 people are attending.

**SWAT Team (IN NEED)**  
Government jobs are among the most secure. SWAT Team members make up to \$74,000! 1 Year! Join us now!

**WANTED - Beta Testers!**  
Be one of the 1st to play Ballerina Galactic Order! Start your Beta!

**235** people like this

**Libs**  
Spokane Convention Center  
WestCoast Entertainment  
WestSpokane  
The Islander  
Spokane Arena

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# 2010 YEAR END REPORT

# SPOKANE ARENA



**2010 USFSC • JANUARY 12-24, 2010  
TOTAL ATTENDANCE: 160,869**



**BROOKS & DUNN • APRIL 30, 2010  
ATTENDANCE: 9,525**



**BRAD PAISLEY: H2O TOUR 2010 • SEPTEMBER 9, 2010  
ATTENDANCE: 7,448**



**CIRQUE DU SOLEIL: ALEGRIA • SEPTEMBER 22-26, 2010  
TOTAL ATTENDANCE: 18,934**



**NCAA MEN'S BASKETBALL • MARCH 19, 2010  
ATTENDANCE: 10,781**

### STATEMENT OF OPERATIONS

#### REVENUES

DESCRIPTION	APPROVED BUDGET	YTD REVENUES	UNREALIZED REVENUES
Facilities Rental	\$1,000,000.00	\$1,223,162.43	\$(223,162.43)
Concessions	1,000,000.00	1,319,599.32	(319,599.32)
Catering	80,000.00	103,769.36	(23,769.36)
Merchandise	125,000.00	152,774.20	(27,774.20)
Parking	29,272.00	28,402.00	870.00
Event Parking	640,000.00	719,615.00	(79,615.00)
Daily Parking	125,000.00	131,822.73	(6,822.73)
Box Office	250,000.00	423,878.32	(173,878.32)
Suite Income	502,000.00	527,000.00	(25,000.00)
Advertising Contracts	463,083.00	456,045.00	7,038.00
Ad Agency	5,000.00	11,014.54	(6,014.54)
Membership Income	26,600.00	18,600.00	8,000.00
Club Income	485,450.00	466,600.00	18,850.00
Misc Event Revenue	30,000.00	21,278.50	8,721.50
Cleaning Fees	90,000.00	124,800.00	(34,800.00)
Electrical Fees	95,000.00	124,687.24	(29,687.24)
Equipment Rental	35,000.00	26,100.00	8,900.00
Phones & Internet	20,000.00	26,530.00	(6,530.00)
Set Up Fees	-	2,805.00	(2,805.00)
Technical Service	50,000.00	58,643.50	(8,643.50)
Show Promote Revenue	10,000.00	-	10,000.00
Recycling Revenue	500.00	2,391.29	(1,891.29)
Other Miscellaneous	4,500.00	15,192.40	(10,692.40)
Ar Admission Tax	700,000.00	842,702.47	(142,702.47)
<b>Total</b>	<b>\$5,766,405.00</b>	<b>\$6,827,413.30</b>	<b>\$(1,061,008.30)</b>

# 2010

## YEAR END REPORT



### STATEMENT OF OPERATIONS EXPENSES

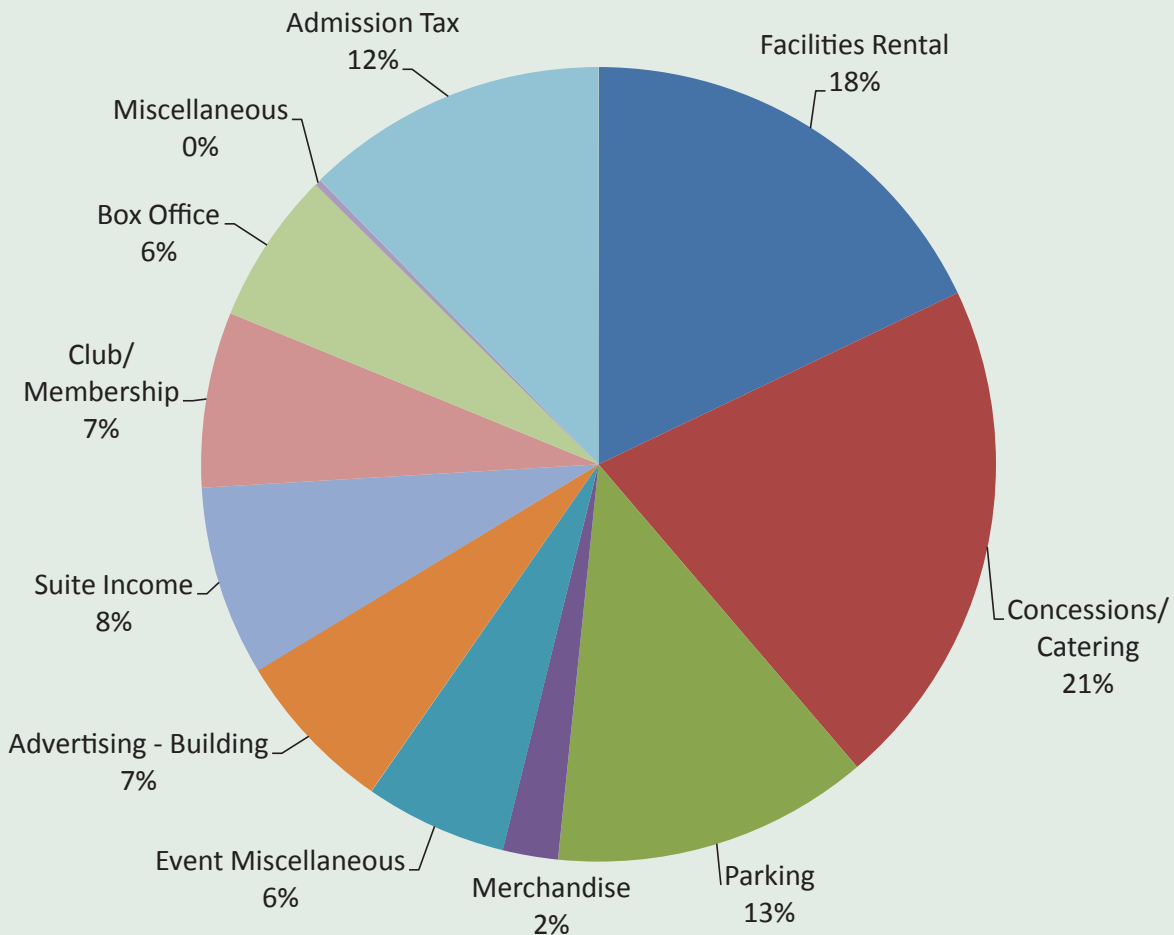
DESCRIPTION	APPROVED BUDGET	YTD EXPENSES	UNREALIZED EXPENSES
Salaries & Wages	\$738,576.00	\$867,849.74	\$(129,273.74)
Benefits & Expense	227,770.00	278,340.57	(50,570.57)
Office Supplies	9,000.00	6,495.50	2,504.50
Chemical/Lab Supplies	12,000.00	19,262.50	(7,262.50)
Clothing	9,405.00	8,389.77	1,015.23
Operating Supplies	125,325.00	128,001.20	(2,676.20)
Publications	1,110.00	-	1,110.00
Software	14,000.00	3,476.11	10,523.89
Meals	1,000.00	1,106.63	(106.63)
Fuel	4,250.00	5,133.74	(883.74)
Minor Equipment	83,700.00	122,066.90	(38,366.90)
Professional Services	36,009.00	12,149.38	23,859.62
Contract Services	354,750.00	368,678.59	(13,928.59)
Contract Labor	615,000.00	758,168.53	(143,168.53)
Hockey	300,000.00	270,800.81	29,199.19
Football	50,000.00	51,923.85	(1,923.85)
Co-Promotes	-	106,402.93	(106,402.93)
Club Seat Commissions	53,400.00	51,205.01	2,194.99
Advertising Commissions	153,255.00	146,552.33	6,702.67
Telephone	25,000.00	26,874.45	(1,874.45)
Cell Phone	2,802.00	2,328.07	473.93
Postage	3,000.00	3,133.05	(133.05)
Cable Tv	10,000.00	9,836.68	163.32
Travel	19,770.00	14,873.90	4,896.10
Building Advertising	53,000.00	57,622.38	(4,622.38)
Event Advertising	12,500.00	10,823.48	1,676.52
Chiefs Advertising	32,782.00	31,849.00	933.00
Advertising	-	2,549.02	(2,549.02)
Other Marketing	2,500.00	59.99	2,440.01
Promotional Hosting	1,000.00	-	1,000.00
Operating Rentals	8,835.00	7,958.08	876.92
Insurance	35,000.00	29,070.51	5,929.49
Water & Sewer	47,000.00	46,978.20	21.80
Electricity	436,000.00	411,577.50	24,422.50
Refuse	26,000.00	25,593.18	406.82
Gas	160,000.00	85,958.35	74,041.65
Exterior Repairs & Maintenance	57,600.00	41,936.61	15,663.39
Bldg Repairs & Maintenance	69,700.00	146,033.98	(76,333.98)
Equip Repairs & Maintenance	36,230.00	21,831.13	14,398.87
Repair & Maintenance Supplies	39,100.00	17,150.37	21,949.63
Suite & Club Tickets	189,844.00	182,416.00	7,428.00
Dues, Subs, Memberships	3,600.00	2,419.74	1,180.26
Registration & Schooling	12,904.00	6,410.45	6,493.55
Laundry & Sanitation	7,000.00	9,940.30	(2,940.30)
Permits, Other Fees	2,500.00	1,308.20	1,191.80
Printing & Copying	2,825.00	2,027.72	797.28
Bank Charges	3,000.00	1,126.73	1,873.27
Reserve For Budget Adjustment	5,000.00	-	5,000.00
Taxes	210,000.00	187,247.09	22,752.91
<b>Total</b>	<b>\$4,303,042.00</b>	<b>\$4,592,938.25</b>	<b>\$(289,896.25)</b>

Operating Profit/(Loss)	\$1,463,363.00	\$2,271,753.87	\$(808,390.87)
-------------------------	----------------	----------------	----------------

	2009	2010	%
Revenue	\$4,603,230.10	\$6,827,413.30	148%
Expenditures	4,106,478.17	4,592,938.25	112%
Operations Profit/Loss	\$496,751.93	\$2,234,475.05	450%
Attendance	685,088	879,813	128%

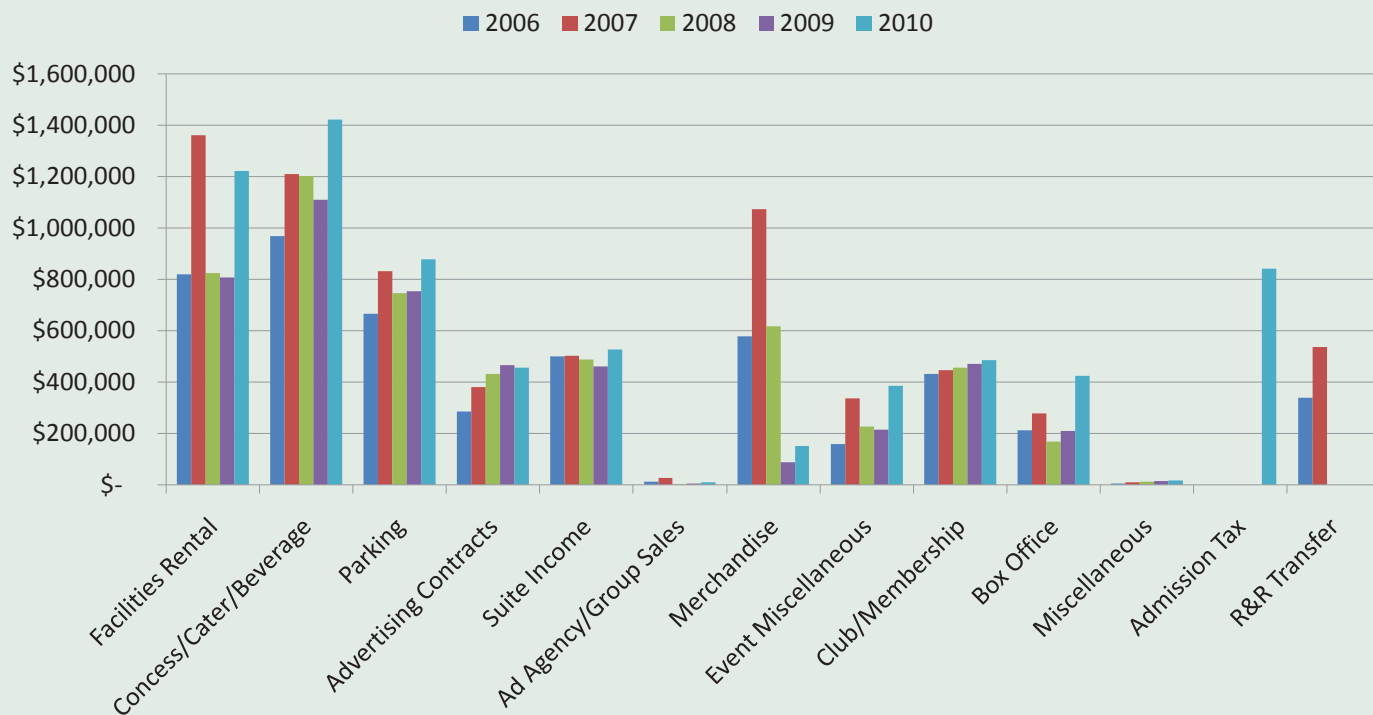
**REVENUES  
2010**

DESCRIPTION	AMOUNT	%
Facilities Rental	\$1,223,162	18%
Concessions/Catering	1,423,369	21%
Parking	879,840	13%
Merchandise	152,774	2%
Event Miscellaneous	395,859	6%
Advertising - Building	456,045	7%
Suite Income	527,000	8%
Club/Membership	485,200	7%
Box Office	423,878	6%
Miscellaneous	17,584	0%
Admission Tax	842,702	12%
<b>Total</b>	<b>\$6,827,413</b>	<b>100%</b>



### REVENUES TO DATE 2006-2010

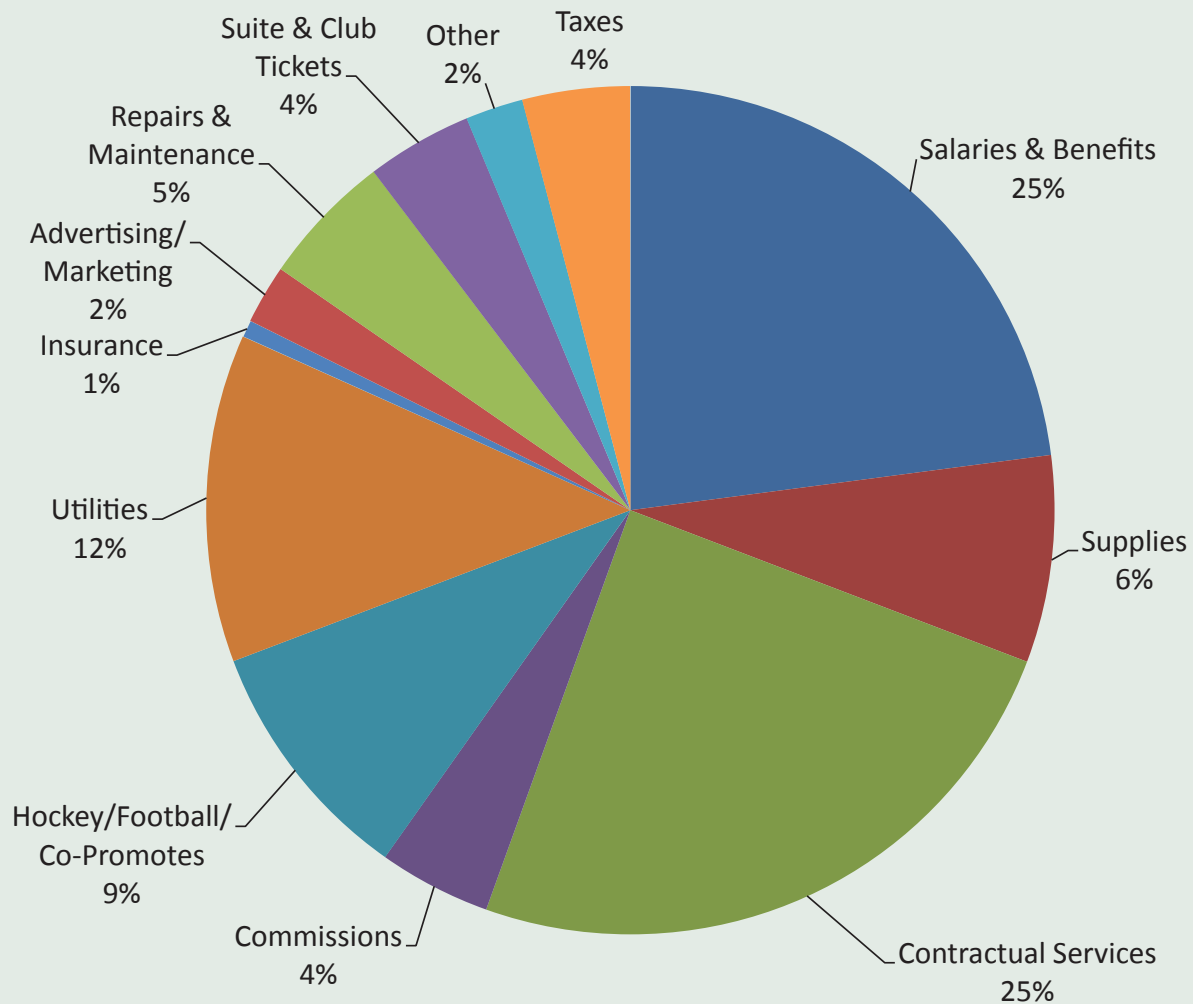
DESCRIPTION	2006	2007	2008	2009	2010
Facilities Rental	\$819,984	\$1,360,436	\$823,899	\$808,878	\$1,223,162
Concessions/Cater/Beverage	969,300	1,210,248	1,203,778	1,111,573	1,423,369
Parking	665,372	832,628	746,965	753,294	879,840
Advertising Contracts	285,218	380,520	432,602	466,133	456,045
Suite Income	501,000	502,000	489,250	461,750	527,000
Ad Agency/Group Sales	12,606	26,045	2,994	4,254	11,015
Merchandise	579,558	1,073,433	617,893	87,525	152,774
Event Miscellaneous	158,011	336,433	227,853	214,751	384,844
Club/Membership	431,087	447,300	456,490	470,238	485,200
Box Office	211,614	279,667	168,097	209,186	423,878
Miscellaneous	5,025	9,475	11,678	15,648	17,584
Admission Tax					842,702
R&R Transfer	338,715	536,487	-	-	-
<b>Total</b>	<b>\$4,977,490</b>	<b>\$6,994,672</b>	<b>\$5,181,499</b>	<b>\$4,603,230</b>	<b>\$6,827,413</b>





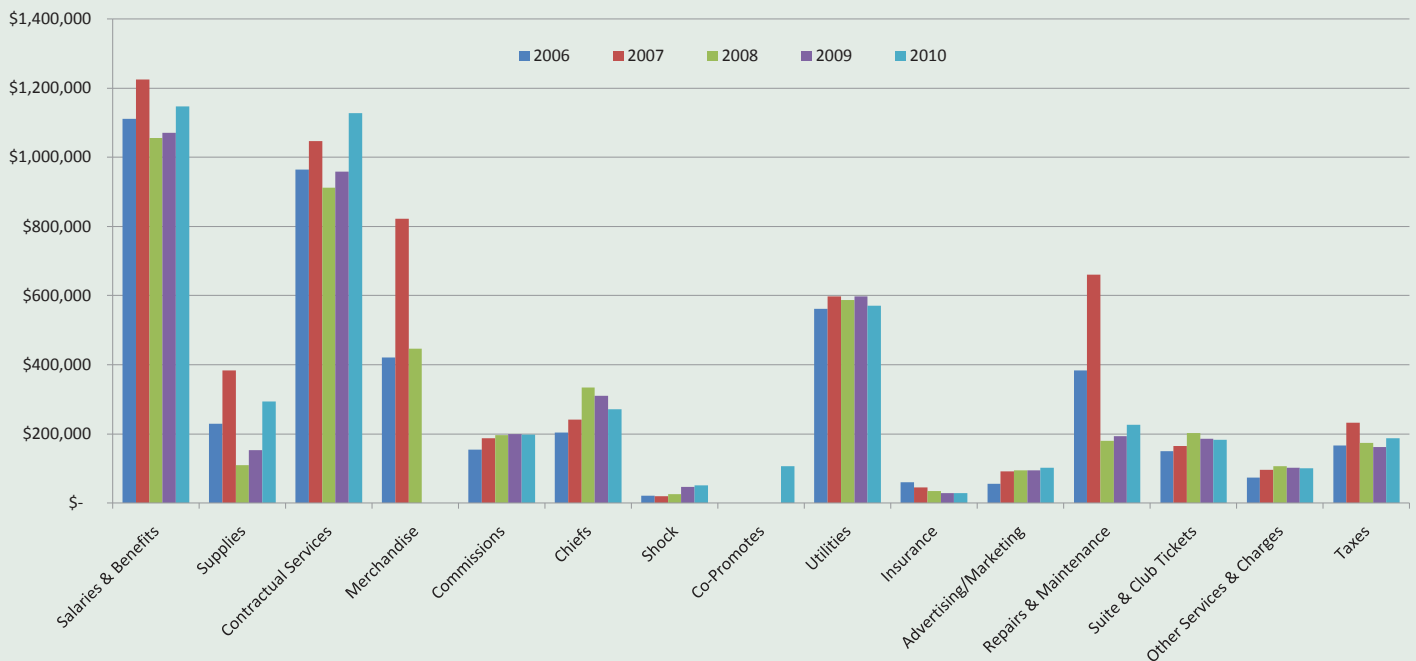
## EXPENSES 2010

DESCRIPTION	AMOUNT	%
Salaries & Benefits	\$1,146,190	25%
Supplies	293,932	6%
Contractual Services	1,126,847	25%
Commissions	197,757	4%
Hockey/Football/Co-Promotes	429,128	9%
Utilities	570,107	12%
Insurance	29,071	1%
Advertising/Marketing	102,904	2%
Repairs & Maintenance	226,952	5%
Suite & Club Tickets	182,416	4%
Other Services & Charges	100,387	2%
Taxes	187,247	4%
<b>Total</b>	<b>\$4,592,938</b>	<b>100%</b>



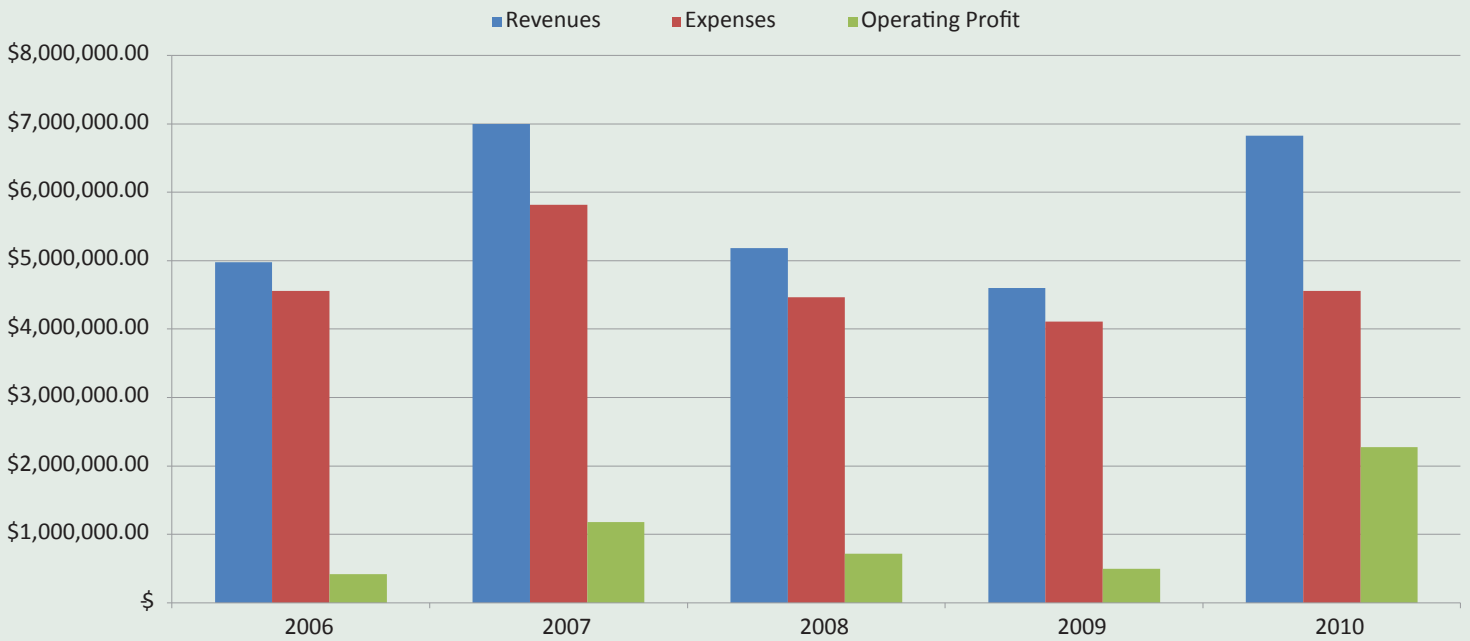
## EXPENSES TO DATE 2006-2010

DESCRIPTION	2006	2007	2008	2009	2010
Salaries & Benefits	\$1,111,097	\$1,224,920	\$1,056,146	\$1,070,760	\$1,146,190
Supplies	228,961	383,522	109,399	153,297	293,932
Contractual Services	963,977	1,047,224	911,963	958,972	1,126,847
Merchandise	421,710	822,756	446,656	-	-
Commissions	154,273	187,043	197,118	199,377	197,757
Chiefs	204,681	240,749	334,279	310,377	270,801
Shock	22,038	20,133	26,459	46,941	51,924
Co-Promotes					106,403
Utilities	561,172	597,656	587,651	597,782	570,107
Insurance	60,420	45,449	34,109	28,892	29,071
Advertising/Marketing	55,334	91,029	94,664	95,345	102,904
Repairs & Maintenance	383,266	660,359	179,807	193,759	226,952
Suite & Club Tickets	150,418	165,061	202,656	186,496	182,416
Other Services & Charges	73,720	96,066	106,903	102,396	100,387
Taxes	166,240	232,903	174,007	162,084	187,247
<b>Total</b>	<b>\$4,557,306</b>	<b>\$5,814,868</b>	<b>\$4,461,817</b>	<b>\$4,106,478</b>	<b>\$4,592,938</b>



**OPERATING PROFIT  
2006-2010**

DESCRIPTION	2006	2007	2008	2009	2010
Revenues	\$4,977,489.52	\$6,994,672.29	\$5,181,498.97	\$4,603,230.10	\$6,827,413.30
Expenses	4,557,305.85	5,814,867.53	4,461,817.14	4,106,478.17	4,592,938.25
Operating Profit	\$420,183.67	\$1,179,804.76	\$719,681.83	\$496,751.93	\$2,234,475.05



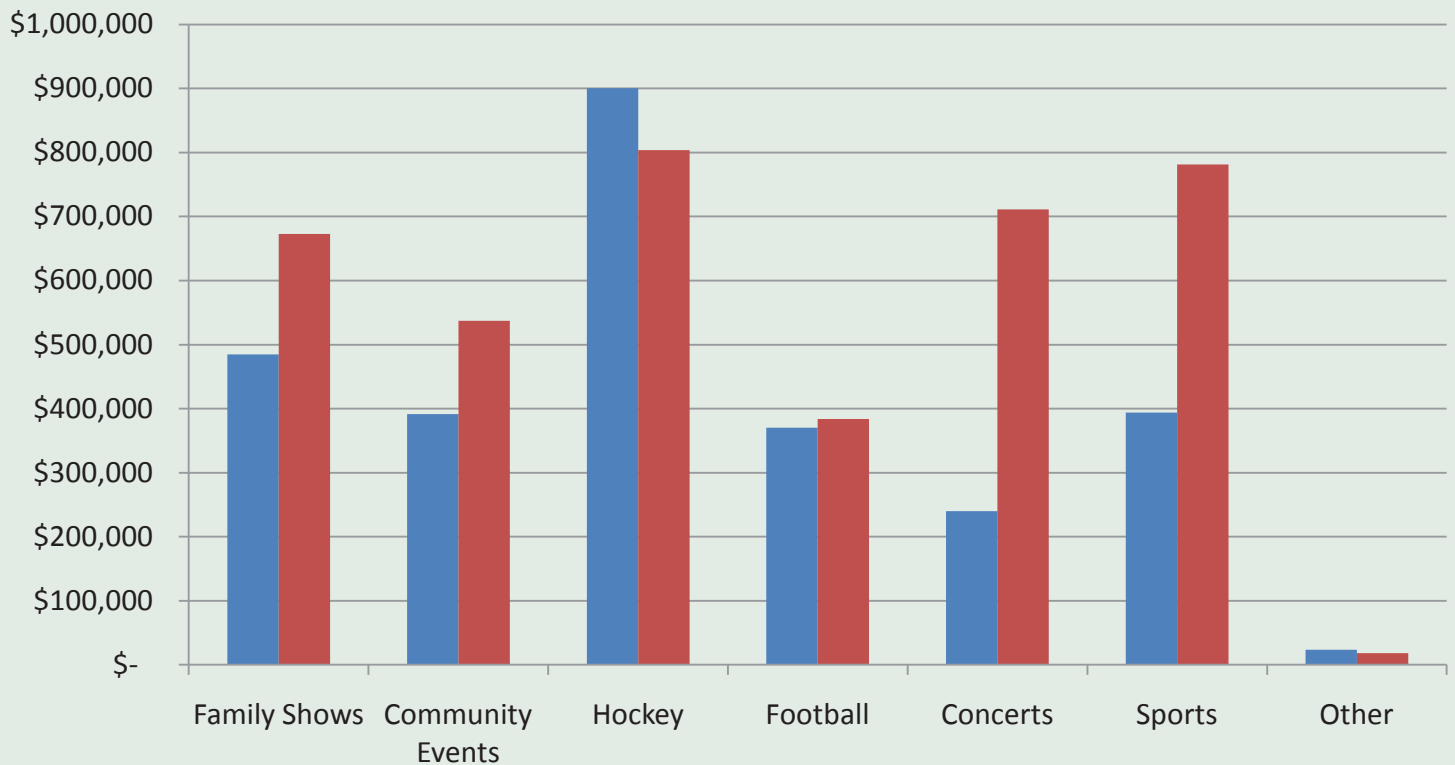
### ADMISSION TAX

DATE	EVENT	AMOUNT
24-Jan	USFS Championships	\$161,756.33
Jan	Spokane Chiefs	14,706.01
17-Feb	Jeff Dunham	14,168.69
21-Feb	Monster Jam	14,605.02
Feb	Spokane Chiefs	20,130.49
6-Mar	State B	6,560.10
21-Mar	NCAA	100,969.76
28-Mar	Rock & Worship Road Show	4,038.57
Mar	Spokane Chiefs	16,990.23
2-Apr	Shock vs Milwaukee	7,997.78
11-Apr	Walking With Dinosaurs	46,615.69
15-Apr	Harlem Globetrotters	3,553.49
17-Apr	Shock vs Bossier-Shreveport	8,123.02
30-Apr	Brooks & Dunn	27,284.73
1-May	Spokane Shock	7,984.00
5-May	Nickelback	32,629.76
20-May	Tim McGraw	29,796.10
22-May	Spokane Shock	8,175.11
28-May	Stars on Ice	5,446.19
29-May	Spokane Shock	8,229.27
30-May	Carrie Underwood	17,581.90
12-Jun	Prairie Home Companion	13,896.43
18-Jun	Spokane Shock	7,956.30
19-Jun	Star Wars	16,956.12
2-Jul	Spokane Shock	8,121.30
23-Jul	Spokane Shock	8,336.24
6-Aug	Spokane Shock	7,928.67
12-Aug	Spokane Shock	7,764.24
20-Aug	Spokane Shock	10,795.86
9-Sep	Brad Paisley	13,172.39
18-Sep	Women of Faith	27,889.62
26-Sep	Cirque du Soleil	54,577.11
15-Oct	WWE Raw	5,695.24
Oct	Spokane Chiefs	17,126.53
14-Nov	Trans Siberian Orchestra	15,392.95
21-Nov	Disney on Ice	28,046.73
Nov	Spokane Chiefs	11,584.62
1-Dec	Dane Cook	13,064.29
10-Dec	WSU vs UTPA	586.90
Dec	Spokane Chiefs	16,468.72
	Total	\$842,702.47

## EVENT REVENUE COMPARISON

EVENT TYPE	2009	%	2010	%
Family Shows	\$484,637	17%	\$672,710	17%
Community Events	391,429	14%	537,160	14%
Hockey	900,359	32%	803,506	21%
Football	369,975	13%	384,109	10%
Concerts	240,174	9%	711,283	18%
Sports	393,783	14%	781,241	20%
Other	23,534	1%	18,233	0%
<b>Total</b>	<b>\$2,803,891</b>	<b>100%</b>	<b>\$3,908,242</b>	<b>100%</b>

■ 2009 ■ 2010



# 2010 YEAR END REPORT



## ACTIVITY BY MONTH JANUARY 2010

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
4-Jan	Chiefs Practice	Arena	35	-	-	-	-	-	-
4-Jan	Saskatoon Blades Practice	Arena	35	-	-	-	-	-	-
4-Jan	USFSA Staff Pro Meeting	Champions	400	-	-	-	-	-	-
5-Jan	Chiefs v Saskatoon	Arena	3,462	2,218.98	6,006.86	-	1,900.00	130.00	10,255.84
5-Jan	ISS	Suite 13	*	-	-	-	-	-	-
5-Jan	Chiefs - Downtown Spokane Partnership	Crease	*	-	-	-	-	-	-
5-Jan	Chiefs - Cd'A Applebees	Party Pod	*	-	-	-	-	-	-
6-Jan	Chiefs Practice	Arena	35	-	-	-	-	-	-
6-Jan	USFSA Volunteer Meeting	Champions	350	-	-	-	-	-	-
7-Jan	Chiefs Practice	Arena	35	-	-	-	-	-	-
8-Jan	Chiefs v Chilliwack	Arena	5,112	3,313.07	8,905.32	-	3,000.00	130.00	15,348.39
8-Jan	Vacant	Suite 13	*	-	-	-	-	-	-
8-Jan	Chiefs - Moss Adams	Crease	*	-	-	-	-	-	-
8-Jan	Chiefs - Eye Care Team	Party Pod	*	-	-	-	-	-	-
9-Jan	Chiefs v Tri-City	Arena	10,522	7,541.45	20,220.97	-	8,095.00	130.00	35,987.42
9-Jan	SPFD	Suite 13	*	-	-	-	-	-	-
9-Jan	Chiefs - Pella Windows	Spotlight Landing	*	150.00	-	-	-	-	150.00
9-Jan	Chiefs - Kevin Drohan	Crease	*	-	-	-	-	-	-
9-Jan	Chiefs - Early Bird Supply/Cascade Capital	Party Pod	*	-	-	-	-	-	-
12-Jan	2010 US Figure Skating Championships M1	Arena	30	-	-	-	-	-	-
12-Jan	SPFD Board Meeting	Board	20	-	18.40	-	-	-	18.40
13-Jan	2010 US Figure Skating Championships M1	Arena	100	-	311.85	-	-	-	311.85
14-Jan	2010 US Figure Skating Championships	Arena	2,699	-	1,417.45	-	715.00	-	2,132.45
15-Jan	2010 US Figure Skating Championships P1	Arena	7,808	-	-	-	-	-	-
15-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
15-Jan	2010 US Figure Skating Championships P2	Arena	6,580	-	-	-	-	-	-
15-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
15-Jan	2010 US Figure Skating Championships P3	Arena	6,727	-	18,604.28	-	10,020.00	-	28,624.28
15-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
15-Jan	US Figure Skating Hospitality	Les Schwab Combined	50	-	-	-	-	-	-
15-Jan	Group Health Reception	Spotlight Landing	70	-	-	-	-	-	-
16-Jan	International Committee Meetings	720 Board Room	20	-	-	-	-	-	-
16-Jan	2010 US Figure Skating Championships P4	Arena	7,353	-	-	-	-	-	-
16-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
16-Jan	2010 US Figure Skating Championships P5	Arena	7,054	-	16,515.68	-	10,505.00	-	27,020.68
16-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
16-Jan	US Figure Skating Hospitality	Les Schwab Combined	50	-	-	-	-	-	-
16-Jan	US Figure Skating Hospitality	Spotlight Landing	*	-	-	-	-	-	-
17-Jan	International Committee Meetings	720 Board Room	20	-	-	-	-	-	-
17-Jan	2010 US Figure Skating Championships P6	Arena	6,842	-	-	-	-	-	-
17-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
17-Jan	2010 US Figure Skating Championships P7	Arena	7,139	-	-	-	-	-	-
17-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
17-Jan	2010 US Figure Skating Championships P8	Arena	6,810	-	20,765.28	-	10,625.00	-	31,390.28
17-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
17-Jan	US Figure Skating Hospitality	Les Schwab Combined	50	-	-	-	-	-	-
17-Jan	US Figure Skating Hospitality	Spotlight Landing	*	-	-	-	-	-	-
18-Jan	2010 US Figure Skating Championships P9	Arena	6,481	-	-	-	-	-	-
18-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
18-Jan	2010 US Figure Skating Championships P10	Arena	6,489	-	12,396.53	-	7,275.00	-	19,671.53
18-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
19-Jan	2010 US Figure Skating Championships P11	Arena	5,903	-	-	-	-	-	-
19-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-

## ACTIVITY BY MONTH JANUARY 2010 (CONTINUED)

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
19-Jan	2010 US Figure Skating Championships P12	Arena	5,708	-	6,622.76	-	5,785.00	-	12,407.76
19-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
19-Jan	USFSA Officials Reception	Absolut Grill	110	-	-	-	-	-	-
19-Jan	PSA Reception	Les Schwab Combined	70	-	-	-	-	-	-
20-Jan	2010 US Figure Skating Championships P13	Arena	6,340	-	-	-	-	-	-
20-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
20-Jan	2010 US Figure Skating Championships P14	Arena	5,787	-	-	-	-	-	-
20-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
20-Jan	2010 US Figure Skating Championships P15	Arena	5,791	-	10,162.68	-	8,885.00	-	19,047.68
20-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
21-Jan	2010 US Figure Skating Championships P16	Arena	6,630	-	-	-	-	-	-
21-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
21-Jan	2010 US Figure Skating Championships P17	Arena	6,465	-	-	-	-	-	-
21-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
21-Jan	2010 US Figure Skating Championships P18	Arena	7,034	-	19,074.06	-	12,085.00	-	31,159.06
21-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
21-Jan	US Figure Skating Hospitality	Les Schwab Combined	50	-	-	-	-	-	-
21-Jan	US Figure Skating Hospitality	Spotlight Landing	*	-	-	-	-	-	-
22-Jan	2010 US Figure Skating Championships P19	Arena	6,621	-	-	-	-	-	-
22-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
22-Jan	2010 US Figure Skating Championships P20	Arena	7,055	-	12,699.20	-	10,145.00	-	22,844.20
22-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
22-Jan	US Figure Skating Hospitality	Les Schwab Combined	50	-	-	-	-	-	-
22-Jan	US Figure Skating Hospitality	Spotlight Landing	*	-	-	-	-	-	-
23-Jan	International Committee Meetings	720 Board Room	20	-	-	-	-	-	-
23-Jan	Friends of Figure Skating Breakfast	Les Schwab Combined	220	-	-	-	-	-	-
23-Jan	Friends of Figure Skating Breakfast	Spotlight Landing	*	-	-	-	-	-	-
23-Jan	2010 US Figure Skating Championships P21	Arena	7,246	-	-	-	-	-	-
23-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
23-Jan	2010 US Figure Skating Championships P22	Arena	8,950	-	27,897.54	-	10,125.00	-	38,022.54
23-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
23-Jan	US Figure Skating Alumni Reception	Les Schwab Combined	130	-	-	-	-	-	-
23-Jan	US Figure Skating Hospitality	Les Schwab Combined	50	-	-	-	-	-	-
23-Jan	US Figure Skating Hospitality	Spotlight Landing	*	-	-	-	-	-	-
24-Jan	2010 US Figure Skating Championships P23	Arena	9,357	59,456.19	10,030.30	-	8,340.00	60,200.00	138,026.49
24-Jan	USFSA	Arena Suite 13	*	-	-	-	-	-	-
26-Jan	SPFD Employee Breakfast	Absolut Grill	*	-	82.80	-	-	-	82.80
26-Jan	SPFD Board Meeting	Board	20	-	18.40	-	-	-	18.40
27-Jan	Chiefs Practice	Arena	35	-	-	-	-	-	-
28-Jan	Chiefs Practice	Arena	35	-	-	-	-	-	-
29-Jan	Chiefs v Seattle	Arena	8,713	4,283.14	16,236.72	-	6,685.00	130.00	27,334.86
29-Jan	Vacant	Suite 13	*	-	-	-	-	-	-
29-Jan	Chiefs - Spokane Indians	Les Schwab Combined	*	250.00	-	-	-	-	250.00
29-Jan	Chiefs - University of Idaho Alumni	Spotlight Landing	*	150.00	-	-	-	-	150.00
29-Jan	Chiefs - Radio Spokane	Crease	*	-	-	-	-	-	-
29-Jan	Chiefs - Sharp Family	Party Pod	*	-	-	-	-	-	-
30-Jan	Chiefs v Kootenay	Arena	9,265	6,172.97	20,262.30	-	7,570.00	130.00	34,135.27
30-Jan	Abbey, Jennifer	Suite 13	*	600.00	-	-	-	-	600.00
30-Jan	Chiefs - Ken's Hockey Group	Spotlight Landing	*	150.00	-	-	-	-	150.00
30-Jan	Chiefs - Coldwell Banker	Crease	*	-	-	-	-	-	-
30-Jan	Chiefs - Northwest Justice Project	Party Pod	*	-	-	-	-	-	-
January Total			200,033	84,285.80	228,249.38	-	121,755.00	60,850.00	495,140.18

Rental Exceptions: None

# 2010 YEAR END REPORT



## ACTIVITY BY MONTH FEBRUARY 2010

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
1-Feb	Chiefs Practice	Arena	35	-	-	-	-	-	-
2-Feb	Chiefs Practice	Arena	35	-	-	-	-	-	-
3-Feb	Chiefs Practice	Arena	35	-	-	-	-	-	-
3-Feb	Chiefs v Everett	Arena	3,419	2,060.31	6,171.24	-	1,930.00	130.00	10,291.55
3-Feb	Vacant	Arena Suite	*	-	-	-	-	-	-
3-Feb	Chiefs - Troi IT	Crease	*	-	-	-	-	-	-
4-Feb	GSL Groovy Shoes Basketball	Arena	3,757	4,850.00	3,762.38	-	2,595.00	280.00	11,487.38
4-Feb	ISS	Arena Suite	*	-	-	-	-	-	-
5-Feb	Chiefs Practice	Arena	35	-	-	-	-	-	-
5-Feb	Chiefs v Kamloops	Arena	5,751	3,800.41	11,404.65	-	4,490.00	130.00	19,825.06
5-Feb	ISS	Arena Suite	*	-	-	-	-	-	-
5-Feb	Chiefs - Lynnee's Flower	Spotlight Landing	*	150.00	-	-	-	-	150.00
5-Feb	Chiefs - Test Comm	Crease	*	-	-	-	-	-	-
5-Feb	Chiefs - Norm's 30th Birthday	Party Pod	*	-	-	-	-	-	-
8-Feb	Chiefs Practice	Arena	35	-	-	-	-	-	-
9-Feb	State 2B Planning Meeting	Champions	26	-	-	-	-	-	-
9-Feb	SPFD Board Meeting	Board	20	-	18.40	-	-	-	18.40
9-Feb	GSL Stinky Sneaker Basketball	Arena	5,058	4,850.00	4,962.58	-	3,265.00	280.00	13,357.58
9-Feb	ISS	Arena Suite	*	-	-	-	-	-	-
10-Feb	Chiefs Practice	Arena	35	-	-	-	-	-	-
10-Feb	Chiefs v Moose Jaw	Arena	3,545	2,079.48	6,254.28	-	1,940.00	130.00	10,403.76
10-Feb	Charitable Suite - INHS Foundation	Arena Suite	*	-	-	-	-	-	-
10-Feb	Chiefs - ALSC	Spotlight Landing	*	150.00	-	-	-	-	150.00
10-Feb	Chiefs - TransCanada	Crease	*	-	-	-	-	-	-
10-Feb	Chiefs - Spokane Hooters	Party Pod	*	-	-	-	-	-	-
11-Feb	GSL Rubber Chicken Basketball	Arena	5,809	4,850.00	5,239.07	-	3,150.00	280.00	13,519.07
11-Feb	ISS	Arena Suite	*	-	-	-	-	-	-
13-Feb	Chiefs v Tri-City	Arena	10,530	7,042.29	22,409.29	-	7,180.00	130.00	36,761.58
13-Feb	Vacant	Arena Suite	*	-	-	-	-	-	-
13-Feb	Chiefs - Charlie's Produce	Spotlight Landing	*	150.00	-	-	-	-	150.00
13-Feb	Chiefs - Chief's Sponsors	Crease	*	-	-	-	-	-	-
13-Feb	Chiefs - Robert McCoy Group	Party Pod	*	-	-	-	-	-	-
14-Feb	Chiefs Practice	Arena	35	-	-	-	-	-	-
15-Feb	Chiefs Practice	Arena	35	-	-	-	-	-	-
15-Feb	Chiefs v Everett	Arena	4,829	2,837.33	7,442.64	-	3,045.00	130.00	13,454.97
15-Feb	Vacant	Arena Suite	*	-	-	-	-	-	-
15-Feb	Chiefs - Financial Partners	Spotlight Landing	*	150.00	-	-	-	-	150.00
15-Feb	Chiefs - Glen Dow Academy	Crease	*	-	-	-	-	-	-
15-Feb	Chiefs - Mary Cayer	Party Pod	*	-	-	-	-	-	-
17-Feb	Jeff Dunham	Arena	7,225	35,157.66	10,886.02	5,131.51	8,220.00	6,406.56	65,801.75
17-Feb	ISS	Arena Suite	*	-	-	-	-	-	-
18-Feb	Monster Jam Move In	Arena	20	-	-	-	-	-	-
19-Feb	Monster Jam	Arena	4,267	-	8,401.07	-	4,360.00	-	12,761.07
19-Feb	ISS	Arena Suite	*	-	-	-	-	-	-
20-Feb	Monster Jam w/ Pit Party	Arena	6,154	-	-	-	-	-	-
20-Feb	Vacant	Arena Suite	*	-	-	-	-	-	-
20-Feb	Monster Jam	Arena	5,780	-	22,797.16	-	11,680.00	-	34,477.16
20-Feb	ISS	Arena Suite	*	-	-	-	-	-	-
21-Feb	Monster Jam	Arena	4,033	37,557.72	6,622.79	15,061.21	4,050.00	16,400.00	79,691.72
21-Feb	ISS	Arena Suite	*	-	-	-	-	-	-
23-Feb	SPFD Board Meeting	Board	20	-	18.40	-	-	-	18.40
24-Feb	Chiefs Practice	Arena	35	-	-	-	-	-	-
24-Feb	Chiefs v Everett	Arena	4,511	2,616.94	9,348.74	-	2,835.00	130.00	14,930.68
24-Feb	Vacant	Arena Suite	*	-	-	-	-	-	-



### ACTIVITY BY MONTH FEBRUARY 2010 (CONTINUED)

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
24-Feb	Chiefs - Area Chamber Networking	Les Schwab Combined	*	250.00	-	-	-	-	250.00
24-Feb	Chiefs - Financial Partners	Spotlight Landing	*	150.00	-	-	-	-	150.00
24-Feb	Chiefs - Glen Dow Academy	Crease	*	-	-	-	-	-	-
24-Feb	Chiefs - Mary Cayer	Party Pod	*	-	-	-	-	-	-
25-Feb	Chiefs Practice	Arena	35	-	-	-	-	-	-
25-Feb	Prince George Practice	Arena	35	-	-	-	-	-	-
26-Feb	Chiefs Practice	Arena	35	-	-	-	-	-	-
26-Feb	Prince George Practice	Arena	35	-	-	-	-	-	-
26-Feb	Chiefs Press Conference	Absolut Grill	*	150.00	-	-	-	-	150.00
26-Feb	Chiefs v Prince George	Arena	8,517	4,680.47	17,277.54	-	6,350.00	130.00	28,438.01
26-Feb	ISS	Arena Suite	*	-	-	-	-	-	-
26-Feb	Chiefs - KMA	Spotlight Landing	*	150.00	-	-	-	-	150.00
26-Feb	Chiefs - Rainbow Electric	Crease	*	-	-	-	-	-	-
26-Feb	Chiefs - Chris Gallagher Group	Party Pod	*	-	-	-	-	-	-
27-Feb	Chiefs v Tri-City	Arena	10,529	7,091.54	22,113.14	-	7,910.00	130.00	37,244.68
27-Feb	Vacant	Arena Suite	*	-	-	-	-	-	-
27-Feb	Chiefs - DAA Northwest	Spotlight Landing	*	150.00	-	-	-	-	150.00
27-Feb	Chiefs - Womer & Assoc	Crease	*	-	-	-	-	-	-
February Total			94,255	120,924.15	165,129.39	20,192.72	73,000.00	24,686.56	403,932.82

Rental Exceptions: None

### ACTIVITY BY MONTH MARCH 2010

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
1-Mar	WIAA State "B" Basketball	Champions	3	-	-	-	-	-	-
2-Mar	WIAA State "B" Basketball	Champions	45	-	-	-	-	-	-
3-Mar	WIAA State "B" Basketball	Champions	36	-	-	-	-	-	-
3-Mar	WIAA State "B" Basketball	720 Board Room	30	-	-	-	-	-	-
3-Mar	WIAA State "B" Basketball	Arena	6,287	-	9,432.34	-	6,785.00	5,735.00	21,952.34
3-Mar	ISS	Arena Suite	*	-	-	-	-	-	-
4-Mar	WIAA State "B" Basketball	720 Board Room	30	-	-	-	-	-	-
4-Mar	WIAA State "B" Basketball	Arena	3,857	-	8,760.70	-	6,380.00	-	15,140.70
4-Mar	Vacant	Arena Suite	*	-	-	-	-	-	-
5-Mar	WIAA State "B" Basketball	Arena	4,793	-	7,393.67	-	5,950.00	-	13,343.67
5-Mar	Vacant	Arena Suite	*	-	-	-	-	-	-
6-Mar	WIAA State "B" Basketball	Arena	3,483	13,120.19	6,839.26	8,107.56	5,370.00	-	33,437.01
6-Mar	ISS	Arena Suite	*	-	-	-	-	-	-
6-Mar	Mark Johnson/Debra Johnson	Les Schwab Combined	*	250.00	-	-	-	-	250.00
9-Mar	Chiefs Practice	Arena	35	-	-	-	-	-	-
9-Mar	SPFD Board Meeting	720 Board Room	20	-	16.10	-	-	-	16.10
9-Mar	Chiefs v Kelowna	Arena	4,643	2,520.58	8,114.96	-	2,930.00	130.00	13,695.54
9-Mar	Charitable Suite - Spokane Valley Partners	Arena Suite	*	-	-	-	-	-	-
9-Mar	Chiefs - Spokane Regional Sports Comm	Spotlight Landing	*	150.00	-	-	-	-	150.00
9-Mar	Chiefs - Veba Service Group	Crease	*	-	-	-	-	-	-
10-Mar	Chiefs Practice	Arena	35	-	-	-	-	-	-
11-Mar	Chiefs Practice	Arena	35	-	-	-	-	-	-
12-Mar	Spokane Study Club	Les Schwab Combined	47	450.00	421.88	-	-	-	871.88

# 2010 YEAR END REPORT



## ACTIVITY BY MONTH MARCH 2010 (CONTINUED)

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
12-Mar	Chiefs v Tri-City	Arena	10,538	5,812.35	21,700.32	-	8,130.00	130.00	35,772.67
12-Mar	ISS	Arena Suite	*	-	-	-	-	-	-
12-Mar	Chiefs - Aireflo	Les Schwab South	*	150.00	-	-	-	-	150.00
12-Mar	Chiefs - Children's Miracle Network	Spotlight Landing	*	150.00	-	-	-	-	150.00
12-Mar	Chiefs - ASWSU Spokane	Crease	*	-	-	-	-	-	-
12-Mar	Chiefs - Rodney Family	Party Pod	*	-	-	-	-	-	-
14-Mar	Chiefs Practice	Arena	35	-	-	-	-	-	-
14-Mar	Chiefs v Everett	Arena	9,204	4,566.67	17,290.63	-	5,765.00	130.00	27,752.30
14-Mar	Vacant	Arena Suite	*	-	-	-	-	-	-
14-Mar	Chiefs - Post Game Autograph Signing	Les Schwab Combined	*	450.00	-	-	-	-	450.00
14-Mar	Chiefs - ASC Machine Tools	Spotlight Landing	*	150.00	-	-	-	-	150.00
14-Mar	Chiefs - Thrivent Financial for Lutherans	Crease	*	-	-	-	-	-	-
14-Mar	Chiefs - Carpenter & Pereira Families	Party Pod	*	-	-	-	-	-	-
16-Mar	NCAA Men's 1st & 2nd Rounds MI	Arena	100	-	-	-	1,200.00	-	1,200.00
17-Mar	NCAA Men's 1st & 2nd Rounds MI	Arena	150	-	93.32	-	-	-	93.32
18-Mar	NCAA Men's 1st & 2nd Rounds	Arena	1,636	-	3,064.94	-	-	-	3,064.94
19-Mar	NCAA Men's 1st & 2nd Rounds	Arena	10,781	-	-	-	8,860.00	-	8,860.00
19-Mar	WSU/SPFD	Arena Suite	*	-	-	-	-	-	-
19-Mar	NCAA Men's 1st & 2nd Rounds	Arena	8,912	-	54,748.64	-	3,385.00	-	58,133.64
19-Mar	WSU/SPFD	Arena Suite	*	-	-	-	-	-	-
20-Mar	NCAA Men's 1st & 2nd Rounds	Arena	178	-	766.76	-	-	-	766.76
21-Mar	NCAA Men's 1st & 2nd Rounds	Arena	9,955	100,781.31	33,287.27	16,673.46	9,135.00	25,900.00	185,777.04
21-Mar	WSU/SPFD	Arena Suite	*	-	-	-	-	-	-
24-Mar	Chiefs v Portland Playoffs Round 1	Arena	4,320	2,798.78	8,538.26	-	3,065.00	130.00	14,532.04
24-Mar	ISS	Arena Suite	*	-	-	-	-	-	-
24-Mar	Chiefs - CdA Bell Staff	Crease	*	-	-	-	-	-	-
26-Mar	Chiefs v Portland Playoffs Round 1	Arena	5,718	3,782.97	11,669.91	-	4,530.00	130.00	20,112.88
26-Mar	ISS	Arena Suite	*	-	-	-	-	-	-
27-Mar	Community Frameworks	Champions	150	500.00	-	-	-	130.00	630.00
27-Mar	Chiefs v Portland Playoffs Round 1	Arena	4,540	2,989.64	8,431.25	-	2,880.00	130.00	14,430.89
27-Mar	ISS	Arena Suite	*	-	-	-	-	-	-
27-Mar	Chiefs - Market Equipment	Crease	*	-	-	-	-	-	-
28-Mar	Rock & Worship Road Show	Arena	8,481	15,666.62	7,239.29	3,392.40	7,650.00	4,650.00	38,598.31
28-Mar	ISS	Arena Suite	*	-	-	-	-	-	-
30-Mar	SPFD Employee Meeting	Champions	*	-	92.98	-	-	-	92.98
30-Mar	Spokane Chiefs Hockey Team Meal	Meeting Rm A	35	-	89.70	-	-	-	89.70
31-Mar	Chiefs v Portland Playoffs Round 1	Arena	6,048	4,713.37	14,085.63	-	4,785.00	130.00	23,714.00
31-Mar	Vacant	Arena Suite	*	-	-	-	-	-	-
	Total		104,160	159,002.48	222,077.81	28,173.42	86,800.00	37,325.00	533,378.71

Rental Exceptions: None

## ACTIVITY BY MONTH APRIL 2010

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
2-Apr	Shock vs Milwaukee	Arena	8,817	(317.84)	24,593.10	718.04	8,450.00	4,463.00	37,906.30
2-Apr	Shock	Arena Suite	*	-	-	-	-	-	-
2-Apr	Shock - Spokane Tribe	Spotlight	*	150.00	-	-	-	-	150.00
6-Apr	Walking With Dinosaurs MI	Arena	75	-	-	-	-	-	-
7-Apr	Walking With Dinosaurs	Arena	2,378	-	2,710.58	-	2,510.00	-	5,220.58
7-Apr	ISS	Arena Suite	*	-	-	-	-	-	-
8-Apr	Walking With Dinosaurs	Arena	1,984	-	2,297.16	-	1,945.00	-	4,242.16
8-Apr	ISS	Arena Suite	*	-	-	-	-	-	-
9-Apr	Walking With Dinosaurs	Arena	2,333	-	2,902.76	-	2,870.00	-	5,772.76
9-Apr	ISS	Arena Suite	*	-	-	-	-	-	-
10-Apr	Walking With Dinosaurs	Arena	3,239	-	-	-	3,415.00	-	3,415.00
10-Apr	Vacant	Arena Suite	*	-	-	-	-	-	-
10-Apr	Walking With Dinosaurs	Arena	4,239	-	-	-	4,640.00	-	4,640.00
10-Apr	Vacant	Arena Suite	*	-	-	-	-	-	-
10-Apr	Walking With Dinosaurs	Arena	2,011	-	11,597.19	-	2,305.00	-	13,902.19
10-Apr	Vacant	Arena Suite	*	-	-	-	-	-	-
11-Apr	Walking With Dinosaurs	Arena	3,105	-	6,297.69	-	3,230.00	-	9,527.69
11-Apr	Vacant	Arena Suite	*	-	-	-	-	-	-
11-Apr	Walking With Dinosaurs	Arena	1,642	70,651.79	-	6,170.43	1,825.00	29,989.13	108,636.35
11-Apr	Vacant	Arena Suite	*	-	-	-	-	-	-
12-Apr	Star Wars Media Luncheon	Spotlight	48	-	115.00	-	-	-	115.00
13-Apr	SPFD Board Meeting	Board	20	-	18.40	-	-	-	18.40
14-Apr	Allied Fire & Security	Champions	163	350.00	980.72	-	-	-	1,330.72
15-Apr	Harlem Globetrotters	Arena	3,103	8,184.60	4,265.67	3,811.95	3,075.00	4,283.23	23,620.45
15-Apr	ISS	Arena Suite	*	-	-	-	-	-	-
17-Apr	Shock vs Bossier-Shreveport	Arena	8,863	(300.97)	25,111.58	934.27	8,635.00	2,938.00	37,317.88
17-Apr	Shock	Arena Suite	*	-	-	-	-	-	-
17-Apr	Shock - Bleeding Disorders	Les Schwab South	*	550.00	-	-	-	-	550.00
17-Apr	Shock - Sterling Savings Bank	Spotlight	*	150.00	-	-	-	-	150.00
17-Apr	Shock - GE Medical & KHQ	Foxhole	*	-	-	-	-	-	-
22-Apr	World Wide Dreambuilders	Arena	50	-	-	-	-	-	-
23-Apr	World Wide Dreambuilders	Arena	6,332	-	4,844.49	-	4,390.00	-	9,234.49
24-Apr	World Wide Dreambuilders	Arena	7,643	-	-	-	4,760.00	-	4,760.00
24-Apr	World Wide Dreambuilders	Arena	6,563	-	13,618.94	-	4,135.00	-	17,753.94
25-Apr	World Wide Dreambuilders	Arena	4,637	-	-	-	-	-	-
25-Apr	World Wide Dreambuilders	Arena	5,749	45,000.00	7,176.18	-	6,330.00	12,770.00	71,276.18
27-Apr	SPFD Board Meeting	Board	20	-	18.40	-	-	-	18.40
30-Apr	Brooks & Dunn	Arena	9,525	39,397.40	27,363.18	12,064.01	8,895.00	4,650.00	92,369.59
30-Apr	ISS	Arena Suite	*	-	-	-	-	-	-
	Total		82,539	163,814.98	133,911.04	23,698.70	71,410.00	59,093.36	451,928.08

Rental Exceptions: Walking With Dinosaurs, Brooks and Dunn

# 2010 YEAR END REPORT



## ACTIVITY BY MONTH MAY 2010

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
1-May	Shock vs Cleveland	Arena	8,532	(85.19)	24,278.15	536.39	8,205.00	2,938.00	35,872.35
1-May	Shock	Arena Suite	*	-	-	-	-	-	-
1-May	Shock - Odom	Spotlight	*	150.00	-	-	-	-	150.00
1-May	Shock - KHQ	Foxhole	*	-	-	-	-	-	-
5-May	Nickelback	Arena	10,686	23,265.12	27,966.23	13,662.96	9,140.00	5,000.00	79,034.31
5-May	ISS	Arena Suite	*	-	-	-	-	-	-
6-May	Joyce Meyer Ministries	Arena	3,564	-	2,979.27	-	5,140.00	-	8,119.27
6-May	ISS	Arena Suite	*	-	-	-	-	-	-
7-May	Joyce Meyer Ministries	Arena	8,088	-	4,337.72	-	9,895.00	-	14,232.72
7-May	ISS	Arena Suite	*	-	-	-	-	-	-
8-May	Joyce Meyer Ministries	Arena	2,860	40,000.00	1,606.71	5,000.00	6,050.00	12,475.00	65,131.71
8-May	ISS	Arena Suite	*	-	-	-	-	-	-
9-May	Gonzaga Graduation	Arena	7,420	9,200.00	4,226.43	-	6,500.00	6,860.00	26,786.43
10-May	Band and Strings MI	Arena	30	-	-	-	-	-	-
11-May	Band and Strings Rehearsal	Arena	2,810	-	-	-	-	-	-
11-May	Band and Strings	Arena	7,229	12,750.00	2,084.33	-	6,805.00	3,780.00	25,419.33
11-May	SPFD Board Meeting	Board	20	-	18.40	-	-	-	18.40
16-May	Whitworth Graduation	Arena	4,350	9,200.00	395.42	-	4,800.00	7,334.00	21,729.42
19-May	Taking A Bite Out Of Hunger	Arena	906	5,500.00	-	-	880.00	1,700.00	8,080.00
20-May	Tim McGraw	Arena	10,279	34,790.19	26,992.05	8,353.56	9,260.00	4,650.00	84,045.80
20-May	ISS	Arena Suite	*	-	-	-	-	-	-
21-May	Leone & Keeble, Inc.	Les Schwab North	31	200.00	134.21	-	-	100.00	434.21
22-May	Shock vs Utah	Arena	8,712	(70.32)	24,046.55	502.20	8,470.00	2,988.00	35,936.43
22-May	Shock	Arena Suite	*	-	-	-	-	-	-
22-May	Shock - Today's Generation	Spotlight	*	150.00	-	-	-	-	150.00
22-May	Shock - KHQ	Foxhole	*	-	-	-	-	-	-
28-May	Stars On Ice	Arena	4,346	14,417.49	4,460.23	1,542.15	4,935.00	7,616.38	32,971.25
28-May	ISS	Arena Suite	*	-	-	-	-	-	-
29-May	Shock vs Jacksonville	Arena	8,862	(94.04)	21,951.51	484.33	8,355.00	2,938.00	33,634.80
29-May	Shock	Arena Suite	*	-	-	-	-	-	-
29-May	Shock - Spokesman Review	Spotlight	*	150.00	-	-	-	-	150.00
29-May	Shock - KHQ	Foxhole	*	-	-	-	-	-	-
30-May	Carrie Underwood	Arena	7,917	25,866.99	13,559.23	7,741.95	7,465.00	4,932.23	59,565.40
30-May	ISS	Arena Suite	*	-	-	-	-	-	-
	Total		96,642	175,390.24	159,036.44	37,823.54	95,900.00	63,311.61	531,461.83

Rental Exceptions: Nickelback, Tim McGraw, Carrie Underwood

## ACTIVITY BY MONTH JUNE 2010

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
6-Jun	Ferris HS Graduation	Arena	3,266	-	-	-	4,210.00	-	4,210.00
6-Jun	LC HS Graduation	Arena	3,790	5,500.00	1,294.71	-	3,395.00	350.00	10,539.71
8-Jun	Greater Spokane Substance Abuse Council	Champions	104	500.00	178.88	-	-	200.00	878.88
8-Jun	Spokane Regional Health District All-Staff Meeting	Champions	203	500.00	628.36	-	-	100.00	1,228.36
10-Jun	A Prairie Home Companion MI	Arena	30	-	-	-	-	-	-
11-Jun	A Prairie Home Companion MI	Arena	16	-	-	-	-	-	-
12-Jun	A Prairie Home Companion	Arena	5,262	50,448.34	3,241.91	484.32	5,735.00	4,800.00	64,709.57
12-Jun	ISS	Arena Suite	*	-	-	-	-	-	-
16-Jun	Shock Practice	Arena	35	-	-	-	-	-	-
18-Jun	Shock vs Tulsa	Arena	8,358	(0.60)	22,166.66	396.26	7,960.00	2,938.00	33,460.32
18-Jun	Shock	Arena Suite	*	-	-	-	-	-	-
18-Jun	Shock - White's Boots	Spotlight	*	150.00	-	-	-	-	150.00
18-Jun	Shock - KHQ	Foxhole	*	-	-	-	-	-	-
19-Jun	Star Wars In Concert	Arena	3,762	-	-	-	4,090.00	-	4,090.00
19-Jun	ISS	Arena Suite	*	-	-	-	-	-	-
19-Jun	Star Wars In Concert	Arena	4,394	5,367.81	10,452.35	5,504.64	4,690.00	7,222.63	33,237.43
19-Jun	ISS	Arena Suite	*	-	-	-	-	-	-
22-Jun	SPFD Board Meeting	Board	20	-	16.10	-	-	-	16.10
29-Jun	Spokane Transit Authority	Champions	71	500.00	39.92	-	-	100.00	639.92
Total			29,311	62,965.55	38,018.89	6,385.22	30,080.00	15,710.63	153,160.29

Rental Exceptions: Star Wars

## ACTIVITY BY MONTH JULY 2010

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
2-Jul	Shock vs Arizona	Arena	8,693	104.47	22,100.91	402.71	8,080.00	2,938.00	33,626.09
2-Jul	Shock	Arena Suite	*	-	-	-	-	-	-
2-Jul	Shock - VPI Quality Windows	Spotlight	*	150.00	-	-	-	-	150.00
2-Jul	Shock - KHQ	Foxhole	*	-	-	-	-	-	-
20-Jul	Spokane Eye Clinic	Champions	130	200.00	347.09	-	-	200.00	747.09
23-Jul	Shock vs Chicago	Arena	9,473	(88.69)	26,041.01	593.80	9,095.00	1,610.00	37,251.12
23-Jul	Shock	Arena Suite	*	-	-	-	-	-	-
23-Jul	Shock - Swinging Doors	Spotlight	*	150.00	-	-	-	-	150.00
23-Jul	Shock	Foxhole	*	-	-	-	-	-	-
27-Jul	SPFD Board Meeting	Board	20	-	18.40	-	-	-	18.40
Total			18,316	515.78	48,507.41	996.51	17,175.00	4,748.00	71,942.70

Rental Exceptions: None

# 2010 YEAR END REPORT



## ACTIVITY BY MONTH AUGUST 2010

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
6-Aug	Shock Playoff Game A	Arena	7,158	(3,178.70)	20,945.49	507.89	6,810.00	1,610.00	26,694.68
6-Aug	Shock	Arena Suite	*	-	-	-	-	-	-
6-Aug	Shock - VPI Quality Windows	Spotlight	*	150.00	-	-	-	-	150.00
6-Aug	Shock	Foxhole	*	-	-	-	-	-	-
12-Aug	Shock Playoff Game B	Arena	6,997	(4,768.84)	22,135.71	522.57	7,620.00	2,938.00	28,447.44
12-Aug	Shock	Arena Suite	*	-	-	-	-	-	-
12-Aug	Shock - Swinging Doors	Spotlight	*	150.00	-	-	-	-	150.00
12-Aug	Shock	Foxhole	*	-	-	-	-	-	-
16-Aug	Get Motivated Seminars	Arena	24	-	45.63	-	-	-	45.63
17-Aug	Get Motivated Seminars	Arena	12,337	32,559.43	25,679.53	3,000.00	10,310.00	4,800.00	76,348.96
17-Aug	Get Motivated Seminars	Les Schwab	240	400.00	-	-	-	-	400.00
17-Aug	Get Motivated Seminars	Champions	300	300.00	-	-	-	-	300.00
20-Aug	Shock Arenabowl XXIII	Arena	10,229	(6,390.64)	34,915.42	1,401.07	8,875.00	3,062.00	41,862.85
20-Aug	Shock	Arena Suite	*	-	-	-	-	-	-
20-Aug	Shock - AFL	Spotlight	*	150.00	-	-	-	-	150.00
20-Aug	Shock	Foxhole	*	-	-	-	-	-	-
24-Aug	SPFD Board Meeting	Board	20	-	18.40	-	-	-	18.40
25-Aug	Chiefs Camp	Arena	50	-	271.79	-	-	-	271.79
25-Aug	Spokane Shock Victory Rally	NE Lobby	642	-	90.63	358.26	-	-	448.89
26-Aug	Chiefs Camp	Arena	50	-	843.21	-	-	-	843.21
27-Aug	Chiefs Camp	Arena	100	-	781.53	-	-	-	781.53
28-Aug	Chiefs Camp	Arena	100	-	790.52	-	-	-	790.52
29-Aug	Red/White Game	Arena	2,652	-	1,822.74	-	-	192.50	2,015.24
	Total		40,899	19,371.25	108,340.60	5,789.79	33,615.00	12,602.50	179,719.14

Rental Exceptions: None

## ACTIVITY BY MONTH SEPTEMBER 2010

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
9-Sep	Brad Paisley	Arena	7,448	32,596.23	21,329.39	5,833.76	8,045.00	4,650.00	72,454.38
9-Sep	ISS	Arena Suite	*	-	-	-	-	-	-
13-Sep	YMCA Board Retreat	Champions	44	350.00	556.14	-	-	-	906.14
14-Sep	SPFD Board Meeting	Board	20	-	18.40	-	-	-	18.40
14-Sep	YMCA Board Retreat	Champions	44	350.00	520.26	-	-	-	870.26
14-Sep	City Of Spokane	Les Schwab N	35	400.00	-	-	-	-	400.00
16-Sep	Women Of Faith MI	Arena	62	7,000.00	78.53	-	-	-	7,078.53
17-Sep	Women Of Faith	Arena	10,598	-	7,011.36	-	11,045.00	-	18,056.36
17-Sep	TicketsWest	Arena Suite	*	-	-	-	-	-	-
18-Sep	Women Of Faith	Arena	6,384	36,850.00	10,095.15	5,000.00	7,755.00	13,922.50	73,622.65
18-Sep	TicketsWest	Arena Suite	*	-	-	-	-	-	-
21-Sep	Cirque du Soleil: Alegria MI	Arena	75	-	-	-	-	-	-
22-Sep	Cirque du Soleil: Alegria	Arena	2,638	-	2,961.80	-	2,670.00	-	5,631.80
22-Sep	ISS	Arena Suite	*	-	-	-	-	-	-
23-Sep	Cirque du Soleil: Alegria	Arena	2,484	-	2,614.09	-	3,385.00	-	5,999.09
23-Sep	TicketsWest	Arena Suite	*	-	-	-	-	-	-
24-Sep	Cirque du Soleil: Alegria	Arena	1,808	-	-	-	2,180.00	-	2,180.00
24-Sep	TicketsWest	Arena Suite	*	-	-	-	-	-	-
24-Sep	Cirque du Soleil: Alegria	Arena	2,209	-	4,712.51	-	2,640.00	-	7,352.51
24-Sep	ISS	Arena Suite	*	-	-	-	-	-	-
25-Sep	Cirque du Soleil: Alegria	Arena	2,210	-	-	-	2,635.00	-	2,635.00
25-Sep	ISS	Arena Suite	*	-	-	-	-	-	-
25-Sep	Cirque du Soleil: Alegria	Arena	2,629	-	6,009.07	-	3,075.00	-	9,084.07
25-Sep	TicketsWest	Arena Suite	*	-	-	-	-	-	-
26-Sep	Cirque du Soleil: Alegria	Arena	2,643	-	-	-	3,215.00	-	3,215.00
26-Sep	ISS	Arena Suite	*	-	-	-	-	-	-
26-Sep	Cirque du Soleil: Alegria	Arena	2,313	86,952.14	5,660.89	3,094.11	2,475.00	26,351.38	124,533.52
26-Sep	TicketsWest	Arena Suite	*	-	-	-	-	-	-
28-Sep	Film Shoot	Parking Lot	24	500.00	-	-	-	-	500.00
29-Sep	Chiefs Practice	Arena	35	-	-	-	-	-	-
30-Sep	Chiefs Practice	Arena	35	-	-	-	-	-	-
Total			43,738	164,998.37	61,567.59	13,927.87	49,120.00	44,923.88	334,537.71

Rental Exceptions: Brad Paisley

## ACTIVITY BY MONTH OCTOBER 2010

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
2-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
2-Oct	Chiefs v Tri-City	Arena	8,686	6,916.65	19,068.71	-	6,625.00	140.00	32,750.36
2-Oct	ISS	Arena Suite	*	-	-	-	-	-	-
2-Oct	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
2-Oct	Chiefs - Charlies Produce	Corner	*	-	-	-	-	-	-
2-Oct	Chiefs - LeafGuard	Crease	*	-	-	-	-	-	-
4-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
7-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
8-Oct	Chiefs v Portland	Arena	4,911	3,370.58	9,317.98	-	3,095.00	140.00	15,923.56
8-Oct	TicketsWest	Arena Suite	*	-	-	-	-	-	-
8-Oct	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
8-Oct	Chiefs - Jennifer Vercruysson Birthday	Corner	*	-	-	-	-	-	-

# 2010 YEAR END REPORT



## ACTIVITY BY MONTH OCTOBER 2010 (CONTINUED)

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
8-Oct	Greater Spokane Incorporated Breakfast	Champions	144	350.00	517.50	-	-	150.00	1,017.50
8-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
9-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
9-Oct	Chiefs v Portland	Arena	5,917	4,163.34	10,972.29	-	4,045.00	140.00	19,320.63
9-Oct	ISS	Arena Suite	*	-	-	-	-	-	-
9-Oct	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
9-Oct	Chiefs - Hollister Stier	Corner	*	-	-	-	-	-	-
11-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
12-Oct	SPFD Board Meeting	Board	20	-	18.40	-	-	-	18.40
12-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
13-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
14-Oct	Scientific Learning Corporation	Les Schwab N	8	350.00	58.50	-	-	-	408.50
15-Oct	WWE RAW Live	Arena	3,873	20,828.12	7,443.28	5,628.37	4,290.00	6,213.00	44,402.77
15-Oct	ISS	Arena Suite	*	-	-	-	-	-	-
16-Oct	Chiefs v Everett	Arena	5,716	4,042.57	10,289.51	-	3,980.00	140.00	18,452.08
16-Oct	TicketsWest	Arena Suite	*	-	-	-	-	-	-
16-Oct	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
16-Oct	Chiefs - Valley Christian Singles	Corner	*	-	-	-	-	-	-
16-Oct	Chiefs - Dawna Sanders Birthday	Crease	*	-	-	-	-	-	-
18-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
19-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
20-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
20-Oct	Chiefs v Calgary	Arena	3,657	2,205.92	7,048.44	-	1,660.00	140.00	11,054.36
20-Oct	Chiefs - Charitable Suite	Arena Suite	*	-	-	-	-	-	-
20-Oct	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
20-Oct	Chiefs - Mt Spokane DECA	Corner	*	-	-	-	-	-	-
20-Oct	Chiefs - Ambers Birthday Bash	Crease	*	-	-	-	-	-	-
21-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
22-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
23-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
23-Oct	Chiefs v Red Deer	Arena	7,039	4,609.62	13,133.12	-	5,425.00	140.00	23,307.74
23-Oct	ISS	Arena Suite	*	-	-	-	-	-	-
23-Oct	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
23-Oct	Chiefs - WIPFLI	Corner	*	-	-	-	-	-	-
23-Oct	Chiefs - Heathers Birthday Bash	Crease	*	-	-	-	-	-	-
23-Oct	Chiefs - Rhonda Hassfeld	Party Pod	*	-	-	-	-	-	-
25-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
26-Oct	SPFD Board Meeting	Board	20	-	18.40	-	-	-	18.40
26-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
26-Oct	Prince George Practice	Arena	35	-	-	-	-	-	-
27-Oct	Chiefs Practice	Arena	35	-	-	-	-	-	-
27-Oct	Spokane Police Guild	Les Schwab N	112	250.00	-	-	-	200.00	450.00
27-Oct	Chiefs v Prince George	Arena	3,514	2,093.77	5,545.91	-	1,580.00	140.00	9,359.68
27-Oct	TicketsWest	Arena Suite	*	-	-	-	-	-	-
27-Oct	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
28-Oct	Living Proof Conference MI	Arena	35	7,000.00	-	-	-	-	7,000.00
29-Oct	Living Proof Conference	Arena	5,480	-	2,491.70	-	6,460.00	-	8,951.70
30-Oct	Living Proof Conference	Arena	5,650	35,000.00	4,238.16	5,000.00	6,095.00	8,450.00	58,783.16
	Total		55,412	92,230.57	90,161.90	10,628.37	43,255.00	15,993.00	252,268.84

Rental Exceptions: None



### ACTIVITY BY MONTH

#### NOVEMBER 2010

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
8-Nov	Employee Meeting	Les Schwab North	*	-	101.20	-	-	-	101.20
9-Nov	SPFD Board Meeting	Board	20	-	18.40	-	-	-	18.40
11-Nov	Veterans Day Ceremonies	Arena	625	-	-	-	-	-	-
11-Nov	Chiefs Practice	Arena	35	-	-	-	-	-	-
12-Nov	Chiefs Practice	Arena	35	-	-	-	-	-	-
12-Nov	Chiefs v Edmonton	Arena	6,479	3,889.84	11,994.58	-	3,920.00	140.00	19,944.42
12-Nov	ISS	Arena Suite	*	-	-	-	-	-	-
12-Nov	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
12-Nov	Chiefs - Recall Secure Destruction	Corner	*	-	-	-	-	-	-
12-Nov	Chiefs - Haase Landscape	Crease	*	-	-	-	-	-	-
12-Nov	Chiefs - Well Seating	Party Pod	*	-	-	-	-	-	-
13-Nov	Chiefs Practice	Arena	35	-	-	-	-	-	-
13-Nov	Chiefs v Tri-City	Arena	9,816	7,571.66	20,133.26	-	7,070.00	140.00	34,914.92
13-Nov	TicketsWest	Arena Suite	*	-	-	-	-	-	-
13-Nov	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
13-Nov	Chiefs - Cricket	Corner	*	-	-	-	-	-	-
13-Nov	Chiefs - Market Equipment	Crease	*	-	-	-	-	-	-
13-Nov	Chiefs - Alisson Oberoye Birthday	Party Pod	*	-	-	-	-	-	-
14-Nov	Trans-Siberian Orchestra	Arena	7,319	30,944.23	5,408.13	1,850.25	7,895.00	4,800.00	50,897.61
14-Nov	TicketsWest	Arena Suite	*	-	-	-	-	-	-
16-Nov	Disney on Ice MI	Arena	35	-	-	-	-	-	-
17-Nov	Disney on Ice	Arena	5,332	-	2,956.60	-	5,415.00	-	8,371.60
17-Nov	TicketsWest	Arena Suite	*	-	-	-	-	-	-
17-Nov	Avista Utilities	Les Schwab North	25	300.00	349.26	-	-	-	649.26
18-Nov	Avista Utilities	Les Schwab North	25	300.00	413.54	-	-	-	713.54
18-Nov	Disney on Ice	Arena	2,506	-	1,771.42	-	2,890.00	-	4,661.42
18-Nov	ISS	Arena Suite	*	-	-	-	-	-	-
19-Nov	Disney on Ice	Arena	4,472	-	2,891.71	-	4,760.00	-	7,651.71
19-Nov	TicketsWest	Arena Suite	*	-	-	-	-	-	-
20-Nov	Disney on Ice	Arena	4,035	-	-	-	-	-	-
20-Nov	ISS	Arena Suite	*	-	-	-	-	-	-
20-Nov	Disney on Ice	Arena	4,435	-	-	-	-	-	-
20-Nov	TicketsWest	Arena Suite	*	-	-	-	-	-	-
20-Nov	Disney on Ice	Arena	3,156	-	8,099.70	-	12,610.00	-	20,709.70
20-Nov	ISS	Arena Suite	*	-	-	-	-	-	-
21-Nov	Disney on Ice	Arena	4,214	-	-	-	-	-	-
21-Nov	TicketsWest	Arena Suite	*	-	-	-	-	-	-
21-Nov	Disney on Ice	Arena	3,013	44,538.69	5,524.31	-	7,990.00	29,350.00	87,403.00
21-Nov	ISS	Arena Suite	*	-	-	-	-	-	-
24-Nov	Chiefs Practice	Arena	35	-	-	-	-	-	-
24-Nov	Chiefs v Kamloops	Arena	4,455	2,894.64	8,583.74	-	2,570.00	140.00	14,188.38
24-Nov	ISS	Arena Suite	*	-	-	-	-	-	-
24-Nov	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
24-Nov	Chiefs - Rainbow Electric	Crease	*	-	-	-	-	-	-
24-Nov	Chiefs - Merle Norman Northtown	Party Pod	*	-	-	-	-	-	-
27-Nov	Chiefs Practice	Arena	35	-	-	-	-	-	-
27-Nov	Chiefs v Kelowna	Arena	5,918	4,179.24	10,328.62	-	3,765.00	140.00	18,412.86
27-Nov	TicketsWest	Arena Suite	*	-	-	-	-	-	-
27-Nov	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
27-Nov	Chiefs - GNA Wheel	Corner	*	-	-	-	-	-	-
27-Nov	Chiefs - Pit Party	Crease	*	-	-	-	-	-	-
27-Nov	Chiefs - Make a Wish	Party Pod	*	-	-	-	-	-	-
29-Nov	Chiefs Practice	Arena	35	-	-	-	-	-	-
	<b>Total</b>		<b>66,090</b>	<b>95,218.30</b>	<b>78,574.47</b>	<b>1,850.25</b>	<b>58,885.00</b>	<b>34,710.00</b>	<b>269,238.02</b>

Rental Exceptions: Disney On Ice

# 2010 YEAR END REPORT



## ACTIVITY BY MONTH DECEMBER 2010

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
1-Dec	Dane Cook	Arena	5,525	35,000.00	12,015.09	2,766.81	6,495.00	10,202.00	66,478.90
1-Dec	ISS	Arena Suite	*	-	-	-	-	-	-
2-Dec	Chiefs Practice	Arena	35	-	-	-	-	-	-
3-Dec	Chiefs Practice	Arena	35	-	-	-	-	-	-
3-Dec	Spokane Police Guild	Les Schwab N	44	250.00	-	-	-	-	250.00
3-Dec	Chiefs v Medicine Hat	Arena	4,927	3,363.44	9,983.61	-	3,305.00	140.00	16,792.05
3-Dec	Stephen O. Woodard Holiday Suite	Arena Suite	-	950.00	-	-	-	-	950.00
3-Dec	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
3-Dec	Chiefs - Inland Subway Development	Corner	*	-	-	-	-	-	-
3-Dec	Chiefs - Western States Asphalt	Crease	*	-	-	-	-	-	-
3-Dec	Chiefs - Well Seating	Party Pod	*	-	-	-	-	-	-
4-Dec	Chiefs Practice	Arena	35	-	-	-	-	-	-
4-Dec	Chiefs v Portland	Arena	7,638	5,717.80	14,900.91	-	6,310.00	140.00	27,068.71
4-Dec	JW Smith & Associates Holiday Suite	Arena Suite	-	950.00	-	-	-	-	950.00
4-Dec	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
4-Dec	Chiefs - Pack 420	Corner	*	-	-	-	-	-	-
4-Dec	Chiefs - ControlFreak	Crease	*	-	-	-	-	-	-
4-Dec	Chiefs - Wes Haag	Party Pod	*	-	-	-	-	-	-
6-Dec	Chiefs Practice	Arena	35	-	-	-	-	-	-
6-Dec	Spokane Police Guild	Les Schwab N	44	250.00	-	-	-	150.00	400.00
7-Dec	Chiefs Practice/Player Photo Shoot	Arena	35	-	-	-	-	-	-
7-Dec	City of Spokane	Les Schwab N	56	200.00	112.20	-	-	-	312.20
8-Dec	Chiefs Practice	Arena	35	-	-	-	-	-	-
8-Dec	Chiefs v Portland	Arena	3,564	2,167.30	6,208.74	-	2,450.00	140.00	10,966.04
8-Dec	SKAL-Spokane/North Idaho	Arena Suite	*	-	-	-	-	-	-
8-Dec	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
8-Dec	Chiefs - STCU	Corner	*	-	-	-	-	-	-
8-Dec	Chiefs - Lisa Young Birthday	Crease	*	-	-	-	-	-	-
8-Dec	Chiefs - Merle Norman Northtown	Party Pod	*	-	-	-	-	-	-
9-Dec	UTPA Men's Basketball Practice	Arena	25	-	-	-	-	-	-
9-Dec	WSU Men's Basketball Practice	Arena	25	-	-	-	-	-	-
10-Dec	UTPA Men's Basketball Practice	Arena	25	-	-	-	-	-	-
10-Dec	WSU Men's Basketball Practice	Arena	25	-	-	-	-	-	-
10-Dec	WSU v UTPA Men's Basketball	Arena	3,969	15,000.00	6,177.74	541.00	4,695.00	4,035.00	30,448.74
10-Dec	WSU	Arena Suite	*	-	-	-	-	-	-
11-Dec	Chiefs v Kamloops	Arena	5,460	3,781.31	10,135.18	-	4,200.00	140.00	18,256.49
11-Dec	FSA Holiday Suite	Arena Suite	-	1,295.00	-	-	-	-	1,295.00
11-Dec	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
11-Dec	Chiefs - Handyman Connection	Corner	*	-	-	-	-	-	-
11-Dec	Chiefs - Strong Solutions	Crease	*	-	-	-	-	-	-
11-Dec	Chiefs - Jennifer Sparks Birthday	Party Pod	*	-	-	-	-	-	-
13-Dec	Chiefs Practice	Arena	35	-	82.80	-	-	-	82.80
15-Dec	Chiefs Practice	Arena	35	-	-	-	-	-	-
15-Dec	Chiefs v Seattle	Arena	4,026	2,480.98	7,944.40	-	3,040.00	140.00	13,605.38
15-Dec	Integra Telecom Holiday Suite	Arena Suite	-	950.00	-	-	-	-	950.00
15-Dec	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
15-Dec	Chiefs - Country Homes Building Supply	Les Schwab Rms	*	250.00	-	-	-	-	250.00
15-Dec	Chiefs - Transmark Logistics	Corner	*	-	-	-	-	-	-
15-Dec	Chiefs - Argonne Insurance	Crease	*	-	-	-	-	-	-
15-Dec	Chiefs - Advantage IQ	Party Pod	*	-	-	-	-	-	-
16-Dec	Chiefs Practice	Arena	35	-	-	-	-	-	-
18-Dec	Chiefs Practice	Arena	35	-	-	-	-	-	-
18-Dec	Chiefs v Vancouver	Arena	6,825	4,903.94	12,385.84	-	4,540.00	140.00	21,969.78
18-Dec	Plansource Holiday Suite	Arena Suite	-	950.00	-	-	-	-	950.00

### ACTIVITY BY MONTH DECEMBER 2010 (CONTINUED)

DATE	EVENT	ARENA	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
18-Dec	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
18-Dec	Chiefs - CC of Spokane Alumni	Corner	*	-	-	-	-	-	-
18-Dec	Chiefs - River City Animal Hospital	Crease	*	-	-	-	-	-	-
18-Dec	Chiefs - Freddy's Birthday	Party Pod	*	-	-	-	-	-	-
22-Dec	Jeanne's Going Away Party	Board	*	-	81.08	-	-	-	81.08
28-Dec	Film Shoot	Arena	4	1,000.00	-	-	-	-	1,000.00
29-Dec	Chiefs Practice	Arena	35	-	-	-	-	-	-
29-Dec	Chiefs v Seattle	Arena	5,816	3,935.19	9,766.14	-	3,585.00	140.00	17,426.33
29-Dec	Charitable Suite	Arena Suite	*	-	-	-	-	-	-
29-Dec	Chiefs - Season Ticket Holders	Spotlight	*	150.00	-	-	-	-	150.00
29-Dec	Chiefs - Aaron's 25th Birthday	Corner	*	-	-	-	-	-	-
29-Dec	Chiefs - G & A Wheel	Crease	*	-	-	-	-	-	-
29-Dec	Chiefs - Cheney Real Estate	Party Pod	*	-	-	-	-	-	-
30-Dec	Chiefs Practice	Arena	35	-	-	-	-	-	-
Total			48,418	84,444.96	89,793.73	3,307.81	38,620.00	15,367.00	231,533.50

Rental Exceptions: Dane Cook  
\* Included in Event Total

TOTAL JAN-DEC	ATTEND	RENTAL	FOOD & BEV NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
	879,813	1,223,162.43	1,423,368.65	152,774.20	719,615.00	389,321.54	3,908,241.82

# 2010 YEAR END REPORT



## EVENT REVENUE REVENUE BY MONTH

DATE	ATTEND		RENTAL		CONCESSION NET		CATERING NET		MERCH NET		PARKING NET		OTHER		TOTAL REVENUES	
January	200,033	23%	\$84,286	7%	\$202,470	15%	\$25,779	25%	\$-	0%	\$121,755	17%	\$60,850	16%	\$495,140	13%
February	94,255	11%	120,924	10%	156,681	12%	8,449	8%	20,193	13%	73,000	10%	24,687	6%	403,933	10%
March	104,160	12%	159,002	13%	200,106	15%	21,972	21%	28,173	18%	86,800	12%	37,325	10%	533,379	14%
April	82,539	9%	163,815	13%	125,323	9%	8,588	8%	23,699	16%	71,410	10%	59,093	15%	451,928	12%
May	96,642	11%	175,390	14%	153,776	12%	5,260	5%	37,824	25%	95,900	13%	63,312	16%	531,462	14%
June	29,311	3%	62,966	5%	36,301	3%	1,718	2%	6,385	4%	30,080	4%	15,711	4%	153,160	4%
July	18,316	2%	516	0%	47,021	4%	1,486	1%	997	1%	17,175	2%	4,748	1%	71,943	2%
August	40,899	5%	19,371	2%	97,673	7%	10,667	10%	5,790	4%	33,615	5%	12,603	3%	179,719	5%
September	43,738	5%	164,998	13%	57,932	4%	3,635	4%	13,928	9%	49,120	7%	44,924	12%	334,538	9%
October	55,412	6%	92,231	8%	86,573	7%	3,589	3%	10,628	7%	43,255	6%	15,993	4%	252,269	6%
November	66,090	8%	95,218	8%	73,580	6%	4,994	5%	1,850	1%	58,885	8%	34,710	9%	269,238	7%
December	48,418	6%	84,445	7%	82,163	6%	\$7,631	7%	3,308	2%	38,620	5%	15,367	4%	231,534	6%
Total	879,813	100%	\$1,223,162	100%	\$1,319,599	100%	\$103,769	100%	\$152,774	100%	\$719,615	100%	\$389,322	100%	\$3,908,242	100%

## EVENT REVENUE REVENUE BY EVENT TYPE

TYPE	ATTEND		RENTAL		CONCESSION NET		CATERING NET		MERCH NET		PARKING NET		OTHER		TOTAL REVENUES	
Hockey*	243,202	28%	\$165,706	14%	\$437,639	33%	\$28,669	28%	\$-	0%	\$166,180	23%	\$5,313	1%	\$803,506	21%
Football**	95,371	11%	(13,541)	-1%	261,802	20%	6,575	6%	7,358	5%	90,555	13%	31,361	8%	384,109	10%
Family Shows	102,789	12%	283,131	23%	116,927	9%	6,070	6%	35,308	23%	111,070	15%	120,203	31%	672,710	17%
Concerts	87,869	10%	328,501	27%	161,414	12%	5,039	5%	66,786	44%	87,580	12%	61,963	16%	711,283	18%
Community Events	116,482	13%	245,559	20%	80,089	6%	12,115	12%	18,000	12%	108,955	15%	72,442	19%	537,160	14%
Sports	229,824	26%	202,908	17%	261,728	20%	39,298	38%	25,322	17%	155,275	22%	96,710	25%	781,241	20%
Champions	2,213	0%	3,900	0%	-	0%	3,862	4%	-	0%	-	0%	880	0%	8,642	0%
Les Schwab Rooms	1,387	0%	5,500	0%	-	0%	1,591	2%	-	0%	-	0%	450	0%	7,541	0%
Parking Lot	24	0%	500	0%	-	0%	-	0%	-	0%	-	0%	-	0%	500	0%
Other	652	0%	1,000	0%	-	0%	550	1%	-	0%	-	0%	-	0%	1,550	0%
Total	879,813	100%	\$1,223,162	100%	\$1,319,599	100%	\$103,769	100%	\$152,774	100%	\$719,615	100%	\$389,322	100%	\$3,908,242	100%

\* Hockey includes all Chiefs activities except those in Champions, Les Schwab rooms or the Club

\*\* Football includes all Shock activities except those in Champions, Les Schwab rooms or the Club

## PARKING REPORTS MONTHLY PARKING REPORT

MONTH	EVENT CARS	PREMIER CARS	VIP PASSES	HOCKEY PASSES	TOTAL CARS	EVENT REVENUE	PREMIER REVENUE	DAILY REVENUE	TOTAL REVENUE	AMT PD CHIEFS	AMT PD DIAMOND	BALANCE TO ARENA
January	22,283	957	2,047	744	26,031	111,415.00	9,570.00	3,867.84	124,852.84	8,175.00	18,967.05	97,710.79
February	13,676	462	1,165	1,037	16,340	68,380.00	4,620.00	7,318.52	80,318.52	10,704.00	13,637.00	55,977.52
March	16,959	349	1,171	584	19,063	82,880.00	3,490.00	7,387.44	93,757.44	9,625.50	15,134.65	68,997.29
April	13,412	435	931	-	14,778	67,060.00	4,350.00	6,667.23	78,077.23	-	12,778.45	65,298.78
May	18,162	509	781	-	19,452	90,810.00	5,090.00	18,148.51	114,048.51	-	16,406.80	97,641.71
June	5,744	136	293	-	6,173	28,720.00	1,360.00	26,995.29	57,075.29	-	10,372.75	46,702.54
July	3,169	133	159	-	3,461	15,845.00	1,330.00	8,293.31	25,468.31	-	6,845.05	18,623.26
August	6,145	289	351	-	6,785	30,725.00	2,890.00	6,134.51	39,749.51	-	8,381.20	31,368.31
September	8,966	429	731	-	10,126	44,830.00	4,290.00	6,879.92	55,999.92	-	10,219.30	45,780.62
October	8,023	314	784	721	9,842	40,115.00	3,140.00	6,389.76	49,644.76	7,923.00	10,129.10	31,592.66
November	10,767	505	819	374	12,465	53,835.00	5,050.00	6,449.71	65,334.71	5,197.50	11,564.60	48,572.61
December	7,350	187	754	710	9,001	36,750.00	1,870.00	11,045.19	49,665.19	8,229.00	9,689.65	31,746.54
Total	134,656	4,705	9,986	4,170	153,517	671,365.00	47,050.00	115,577.23	833,992.23	49,854.00	144,125.60	640,012.63

The above report reflects Diamond Parking revenues only.

DESCRIPTION	EVENT PARKING	DAILY PARKING	OTHER PARKING
NCAA Satellite Trucks	1,200.00		
Ag Expo Buyout		6,500.00	
YMCA/YWCA Employee Parking		9,000.00	
Violations		745.50	
Prepaid Parking Passes			132.00
Suite/Hot Ticket Extra Passes			8,220.00
Chiefs Season Passes			20,050.00
Subtotal	1,200.00	16,245.50	28,402.00
Diamond Total	718,415.00	115,577.23	-
Total Parking Revenues	719,615.00	131,822.73	28,402.00

## DAILY PARKING BREAKDOWN

CITY TICKET PROGRAM:	
January	5,376.00
February	5,239.50
March	5,250.00
April	5,250.00
May	5,113.50
June	4,977.00
July	4,851.00
August	4,809.00
September	4,861.50
October	4,882.50
November	4,882.50
December	4,704.00
Total	60,196.50

NON-ARENA SPECIAL EVENTS:	
Ag Expo Buyout	6,500.00
Bloomsday	6,110.00
Windermere Marathon	390.00
Lilac Parade	3,120.00
Hoopfest	21,160.00
4th of July	2,650.00
Total	39,930.00
YMCA/YWCA Employee Parking	9,000.00
Violations	745.50
Other Daily Parking	21,950.73
Total Daily Parking	131,822.73
Less Monthly Fee To Diamond	(55,800.00)
Less Special Events To Diamond	(3,677.30)
Net Profit To Arena	\$72,345.43

# 2010 YEAR END REPORT



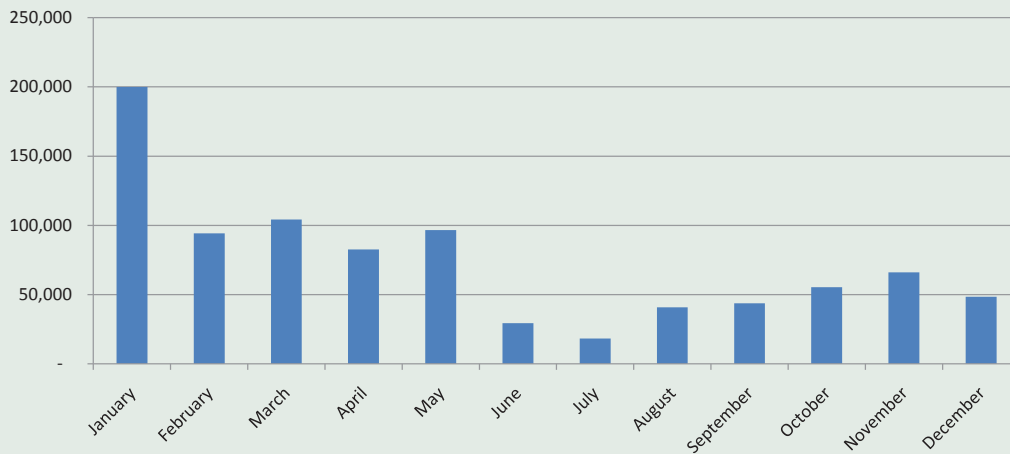
## ACTIVITY BY EVENT TYPE

DATE	EVENT	TURN-STILE	RENTAL	CONCESS NET	CATER NET	ALCOHOL NET	GRILL NET	BS CATER NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
<b>CONCERTS</b>												
02/17	Jeff Dunham	\$7,225	\$35,157.66	\$4,755.59	\$293.35	\$5,712.10	\$73.98	\$51.00	\$5,131.51	\$8,220.00	\$6,406.56	\$65,801.75
03/28	Rock & Worship Rdshow	8,481	15,666.62	6,916.50	54.42	-	96.96	171.41	3,392.40	7,650.00	4,650.00	38,598.31
04/30	Brooks & Dunn	9,525	39,397.40	5,498.77	424.59	21,011.22	103.83	324.77	12,064.01	8,895.00	4,650.00	92,369.59
05/05	Nickelback	10,686	23,265.12	6,572.40	630.40	20,296.01	71.23	396.19	13,662.96	9,140.00	5,000.00	79,034.31
05/20	Tim Mcgraw	10,279	34,790.19	6,393.78	550.48	19,671.74	132.87	243.18	8,353.56	9,260.00	4,650.00	84,045.80
5/30	Carrie Underwood	7,917	25,866.99	5,822.14	274.13	7,363.14	99.82	-	7,741.95	7,465.00	4,932.23	59,565.40
6/10-12	A Prairie Home Companion	5,308	50,448.34	2,625.30	-	337.08	149.87	129.66	484.32	5,735.00	4,800.00	64,709.57
6/19	Star Wars In Concert (2)	8,156	5,367.81	8,678.37	271.37	1,313.28	189.33	-	5,504.64	8,780.00	7,222.63	37,327.43
9/9	Brad Paisley	7,448	32,596.23	6,309.38	463.46	14,366.18	181.37	9.00	5,833.76	8,045.00	4,650.00	72,454.38
11/14	Trans-Siberian Orchestra	7,319	30,944.23	3,605.24	254.00	1,508.08	40.81	-	1,850.25	7,895.00	4,800.00	50,897.61
12/1	Dane Cook	5,525	35,000.00	2,524.85	412.83	8,924.58	67.98	84.85	2,766.81	6,495.00	10,202.00	66,478.90
	Subtotal	\$87,869	\$328,500.59	\$59,702.32	\$3,629.03	\$100,503.41	\$1,208.05	\$1,410.06	\$66,786.17	\$87,580.00	\$61,963.42	\$711,283.05
<b>FAMILY EVENTS</b>												
2/18-2/21	Monster Jam (4 Shows)	\$20,254	\$37,557.72	\$27,600.26	\$767.74	\$9,272.43	\$180.59	\$-	\$15,061.21	\$20,090.00	\$16,400.00	\$126,929.95
4/6-11	Walking With Dinosaurs (8)	21,006	70,651.79	24,100.76	1,416.98	128.89	158.75	-	6,170.43	22,740.00	29,989.13	155,356.73
4/15	Harlem Globetrotters	3,103	8,184.60	3,934.83	91.98	181.93	53.17	3.76	3,811.95	3,075.00	4,283.23	23,620.45
5/28	Stars On Ice	4,346	14,417.49	3,479.08	413.37	414.04	86.11	67.63	1,542.15	4,935.00	7,616.38	32,971.25
9/21-26	Cirque Du Soleil: Alegria	19,009	86,952.14	14,971.26	1,489.09	5,215.12	282.89	-	3,094.11	22,275.00	26,351.38	160,630.99
10/15	WWE Raw	3,873	20,828.12	5,126.17	161.01	2,119.89	27.46	8.75	5,628.37	4,290.00	6,213.00	44,402.77
11/16-21	Disney On Ice (8 Shows)	31,198	44,538.69	19,113.90	1,607.26	268.47	211.36	42.75	-	33,665.00	29,350.00	128,797.43
	Subtotal	\$102,789	\$283,130.55	\$98,326.26	\$5,947.43	\$17,600.77	\$1,000.33	\$122.89	\$35,308.22	\$111,070.00	\$120,203.12	\$672,709.57
<b>SPORTS EVENTS</b>												
1/12-24	2010 USFSC	\$160,999	\$59,456.19	\$112,487.36	\$20,405.37	\$14,478.89	\$7,608.35	\$1,517.64	\$-	\$94,505.00	\$60,200.00	\$370,658.80
2/4, 9, 11	GSL HS Basketball (3 Games)	14,624	14,550.00	13,453.67	407.63	-	102.73	-	-	9,010.00	840.00	38,364.03
3/3-6	WIAAState B Basketball	18,420	13,120.19	28,767.69	1,604.66	-	2,053.62	-	8,107.56	24,485.00	5,735.00	83,873.72
3/16-21	NCAA Men's Basketball	31,712	100,781.31	72,873.62	14,821.51	2,092.48	2,173.32	-	16,673.46	22,580.00	25,900.00	257,895.70
12/9-10	WSU V UTPA Men's BB	4,069	15,000.00	3,649.21	475.50	1,863.46	123.81	65.76	541.00	4,695.00	4,035.00	30,448.74
	Subtotal	\$229,824	\$202,907.69	\$231,231.55	\$37,714.67	\$18,434.83	\$12,061.83	\$1,583.40	\$25,322.02	\$155,275.00	\$96,710.00	\$781,240.99
<b>COMMUNITY EVENTS</b>												
4/22-25	World Wide Dreambuilders	\$30,974	\$45,000.00	\$20,830.17	\$3,906.04	\$-	\$903.40	\$-	\$-	\$19,615.00	\$12,770.00	\$103,024.61
5/6-8	Joyce Meyer Ministries	14,512	40,000.00	8,504.46	78.33	-	240.46	100.45	5,000.00	21,085.00	12,475.00	87,483.70
5/9	Gonzaga Graduation	7,420	9,200.00	3,935	292	-	-	-	-	6,500.00	6,860.00	26,786.43
5/10-11	Band & Strings	10,069	12,750.00	2,064	-	-	20.73	-	-	6,805.00	3,780.00	25,419.33
5/17	Whitworth Graduation	4,350	9,200.00	395	-	-	-	-	-	4,800.00	7,334.00	21,729.42
5/19	Taking A Bite Out Of Hunger	906	5,500.00	-	-	-	-	-	-	880.00	1,700.00	8,080.00
6/6	SD 81 Graduations (2-Lc,F)	7,056	5,500.00	1,295	-	-	-	-	-	7,605.00	350.00	14,749.71
8/17	Get Motivated Seminars	12,361	32,559.43	18,195	6,684	-	629.67	216.57	3,000.00	10,310.00	4,800.00	76,394.59
9/16-18	Women Of Faith	17,044	43,850.00	16,343.96	132.14	-	261.96	446.98	5,000.00	18,800.00	13,922.50	98,757.54
10/28-30	Living Proof Conference	11,165	42,000.00	6,323.60	156.46	-	147.36	102.44	5,000.00	12,555.00	8,450.00	74,734.86
11/11	Veterans Day Ceremonies	625	-	-	-	-	-	-	-	-	-	-
	Subtotal	\$116,482	\$245,559.43	\$77,885.81	\$11,248.43	\$-	\$2,203.58	\$866.44	\$18,000.00	\$108,955.00	\$72,441.50	\$537,160.19
<b>OTHER</b>												
	Hockey	\$243,202	\$165,705.53	\$225,468.55	\$28,669.18	\$205,709.80	\$6,460.39	\$-	\$-	\$166,180.00	\$5,312.50	\$803,505.95
	Football	95,371	(13,541.36)	19,435.31	6,548.83	39,929.79	2,436.71	26.08	7,357.79	90,555.00	31,361.00	384,109.15
	Les Schwab Rooms	1,387	5,500.00	-	1,590.79	-	-	-	-	-	450.00	7,540.79
	Champions	2,213	3,900.00	-	3,861.85	-	-	-	-	-	880.00	8,641.85
	Parking Lots	24	500.00	-	-	-	-	-	-	-	-	500.00
	Other	652	1,000.00	-	550.28	-	-	-	-	-	-	1,550.28
	Total	\$ 879,813	\$1,223,162.43	\$1,204,980	\$99,760.49	\$82,178.60	\$25,370.89	\$4,008.87	\$52,774.20	\$19,615.00	\$89,321.54	\$3,908,241.82

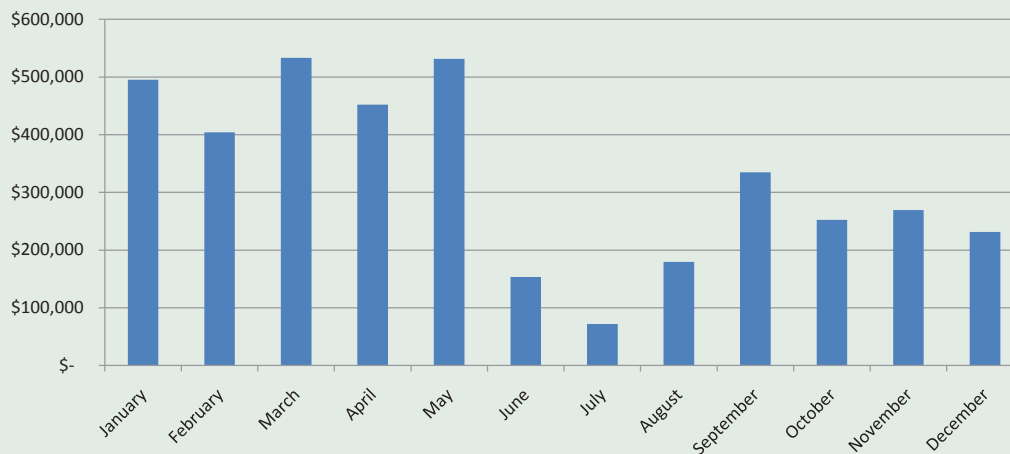
## ATTENDANCE/REVENUE BY MONTH

MONTH	ATTENDANCE	%	REVENUE	%
January	200,033	23%	\$495,140	13%
February	94,255	11%	403,933	10%
March	104,160	12%	533,379	14%
April	82,539	9%	451,928	12%
May	96,642	11%	531,462	14%
June	29,311	3%	153,160	4%
July	18,316	2%	71,943	2%
August	40,899	5%	179,719	5%
September	43,738	5%	334,538	9%
October	55,412	6%	252,269	6%
November	66,090	8%	269,238	7%
December	48,418	6%	231,534	6%
<b>Total</b>	<b>879,813</b>	<b>100%</b>	<b>\$3,908,242</b>	<b>100%</b>

Attendance

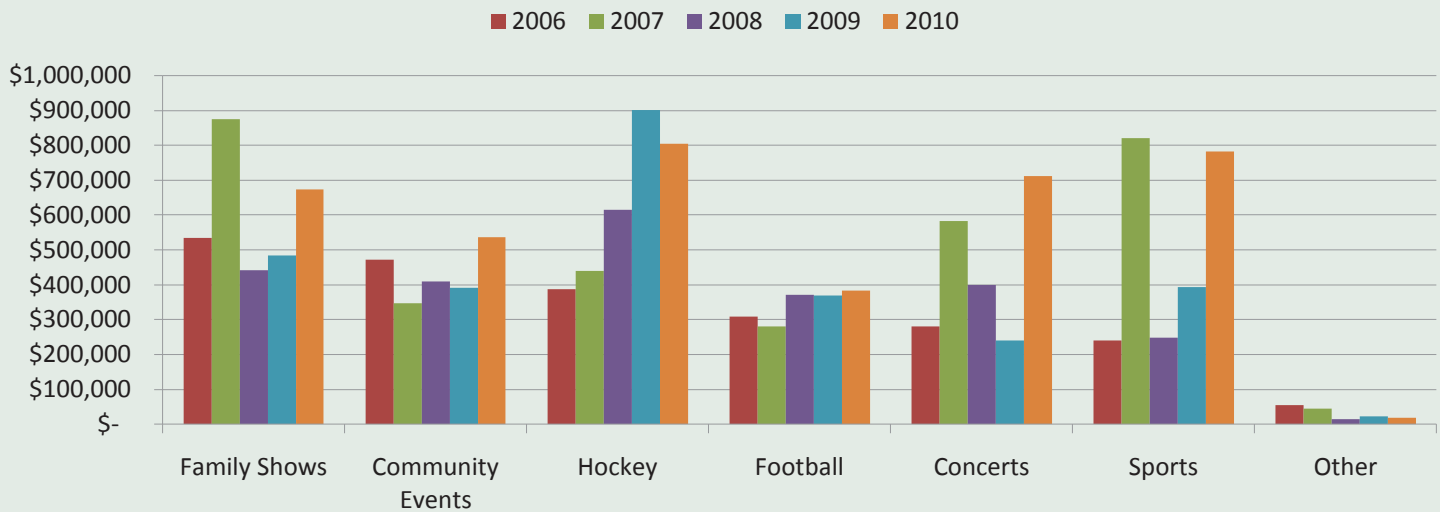


Revenue



### REVENUE HISTORY BY EVENT TYPE

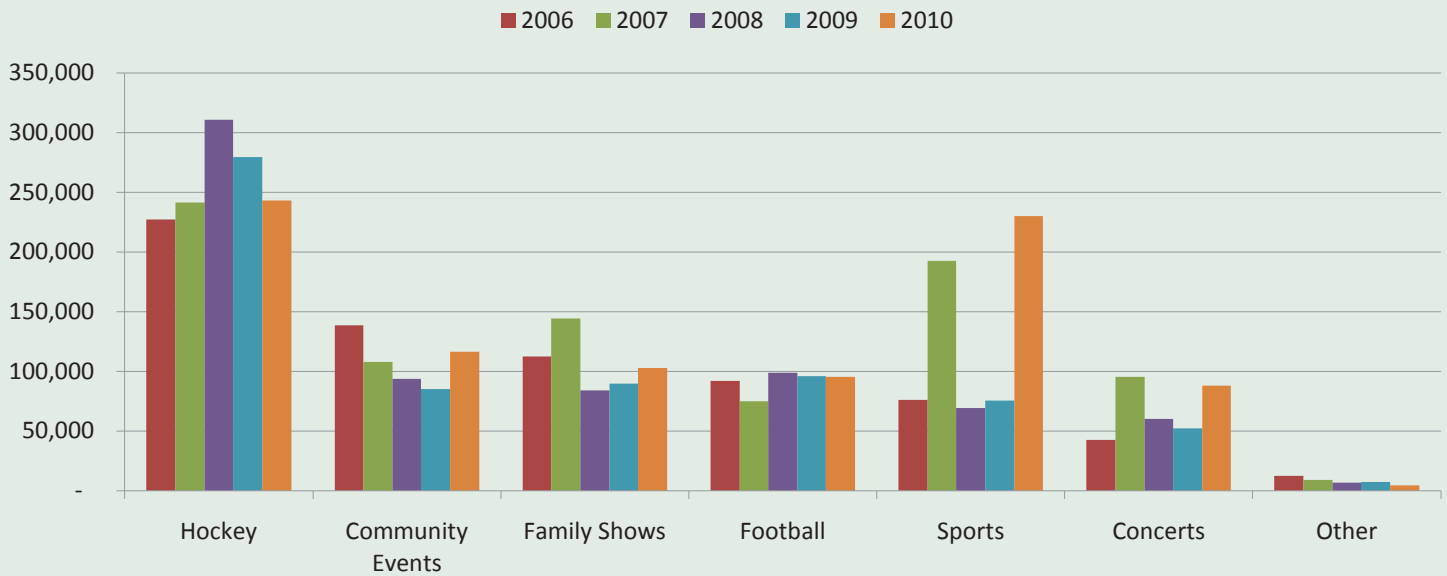
EVENT TYPE	2006	2007	2008	2009	2010
Family Shows	\$534,392	\$874,109	\$442,757	\$484,637	\$672,710
Community Events	471,500	347,513	410,438	391,429	537,160
Hockey	387,359	439,353	614,142	900,359	803,506
Football	309,456	281,644	371,565	369,975	384,109
Concerts	280,286	582,724	399,215	240,174	711,283
Sports	239,731	820,400	247,683	393,783	781,241
Other	55,762	44,545	14,249	23,534	18,233
<b>Total</b>	<b>\$2,278,488</b>	<b>\$3,390,288</b>	<b>\$2,500,050</b>	<b>\$2,803,891</b>	<b>\$3,908,242</b>





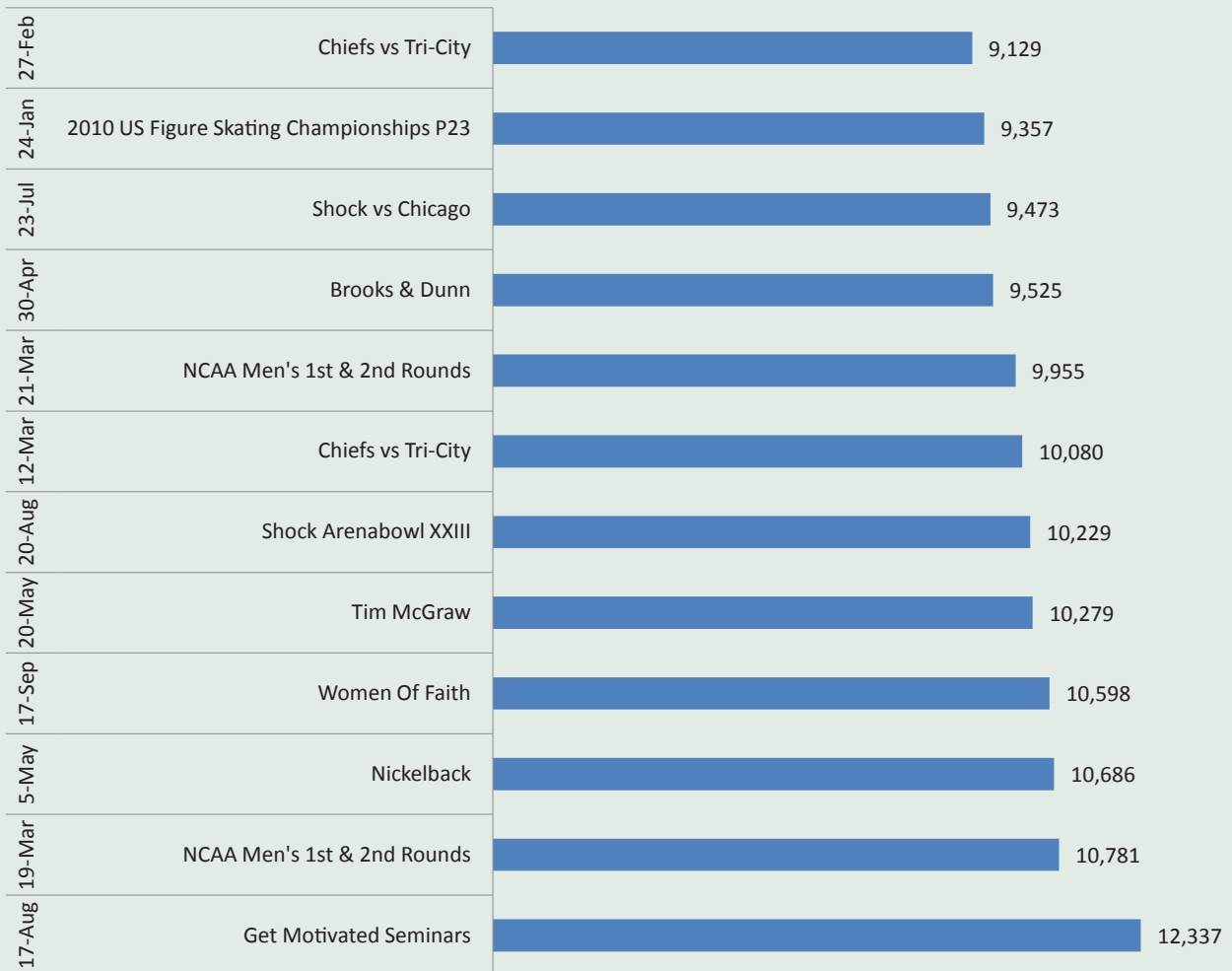
## ATTENDANCE HISTORY BY EVENT TYPE

EVENT TYPE	2006	2007	2008	2009	2010
Hockey	227,129	241,660	310,835	279,677	243,202
Community Events	138,461	107,992	93,767	84,882	116,482
Family Shows	112,669	144,274	83,775	89,916	102,789
Football	91,927	75,015	98,730	95,731	95,371
Sports	76,101	192,773	69,465	75,541	229,824
Concerts	42,484	95,114	60,081	51,978	87,869
Other	12,481	8,761	6,511	7,363	4,276
<b>Total</b>	<b>701,252</b>	<b>865,589</b>	<b>723,164</b>	<b>685,088</b>	<b>879,813</b>



## TOP 12 EVENTS BY ATTENDANCE

DATE	EVENT	ATTENDANCE
17-Aug	Get Motivated Seminars	12,337
19-Mar	NCAA Men's 1st & 2nd Rounds	10,781
5-May	Nickelback	10,686
17-Sep	Women Of Faith	10,598
20-May	Tim McGraw	10,279
20-Aug	Shock Arenabowl XXIII	10,229
12-Mar	Chiefs vs Tri-City	10,080
21-Mar	NCAA Men's 1st & 2nd Rounds	9,955
30-Apr	Brooks & Dunn	9,525
23-Jul	Shock vs Chicago	9,473
24-Jan	2010 US Figure Skating Championships P23	9,357
27-Feb	Chiefs vs Tri-City	9,129



### RENEWAL AND REPLACEMENT

DESCRIPTION	BUDGET	ACTUAL	DIFFERENCE
Carpet Replacement	50,000.00	-	50,000.00
Mechanical Plant Repairs	60,000.00	46,701.99	13,298.01
Asphalt Repairs	50,000.00	41,236.76	8,763.24
Concrete Repairs	10,000.00	-	10,000.00
Chain Motor Synchro	35,000.00	-	35,000.00
Recladding SW exterior	148,000.00	78,512.67	69,487.33
Vari-rise Maintenance & Parts	25,000.00	-	25,000.00
Replacement Retractable Seats	40,000.00	23,914.18	16,085.82
Suite Upgrade	130,000.00	158,374.92	(28,374.92)
Landscape Upgrade	150,000.00	166,271.94	(16,271.94)
Homasote	10,000.00	-	10,000.00
LCD TV's	10,000.00	-	10,000.00
HD Switcher (from FF&E)	-	39,044.32	(39,044.32)
Studies - Weight Rm, Bowl Lghtng, Suites	45,000.00	-	45,000.00
Contingency	15,000.00	-	15,000.00
Front Flag Pole Rework	-	26,677.94	(26,677.94)
<b>Total</b>	<b>778,000.00</b>	<b>580,734.72</b>	<b>197,265.28</b>

# 2010 YEAR END REPORT



## MERCHANDISE REPORT

DATE	EVENT	CASH SALES	CC SALES	GROSS SALES	8.7% SALES TAX	4% CC FEE	BOOT. SEC.	NET SALES	TERMS	DUE SELLER	OTHER DUE ARENA	CP DUE ARENA	TOTAL DUE ARENA
17-Feb	Jeff Dunham	\$23,320	\$22,925	\$46,245	\$3,701	\$917	\$-	\$41,627	75/2590/10	\$3,330		\$5,132	\$5,132
21-Feb	Monster Jam	74,208	25,913	100,121	8,013	1,037	-	91,071	75/2590/10	7,286		15,061	15,061
6-Mar	WIAA State B Basketball			59,015				-	85/1590/10ShowSells		8,108		8,108
17-Mar	NCAA Basketball	76,627	77,789	154,416	12,359	3,112	-	138,945	80/20	11,116		16,673	16,673
28-Mar	Rock & Worship Road Show				-	-	-	21,203	BuyOut	848		3,392	3,392
2-Apr	Shock vs Milwaukee	6,975	10,447	17,422	1,394	418	-	15,610	95/5	1,249		718	718
11-Apr	Walking with Dinosaurs	68,685	45,669	114,354	9,153	1,941	420	102,841	90/10	2,057		6,170	6,170
15-Apr	Globetrotters	11,124	8,061	19,185	1,536	322	-	17,327	80/20	1,386		3,812	3,812
17-Apr	Shock vs Bossier-Shreveport	7,997	14,720	22,717	1,818	589	-	20,310	95/5	1,625		934	934
30-Apr	Brooks & Dunn	66,598	44,622	111,220	8,902	1,785	-	100,533	80/20	8,043		12,064	12,064
1-May	Shock vs Cleveland	4,964	8,062	13,026	1,043	322	-	11,661	95/5	933		536	536
5-May	Nickelback	82,908	45,927	128,835	10,312	1,837	1,000	115,686	90/1080/20	2,314		13,663	13,663
8-May	Joyce Meyer	-	-	-	-	-	-	-	BuyOut	-	5,000		5,000
20-May	Tim McGraw	44,086	39,479	83,565	6,688	1,678	-	75,199	90/1080/20	1,504		8,354	8,354
22-May	Shock vs Utah	5,031	7,147	12,178	975	286	-	10,917	95/5	873		502	502
28-May	Stars on Ice	6,464	2,256	8,720	698	90	-	7,932	85/1570/30	635		1,542	1,542
29-May	Shock vs Jacksonville	4,446	7,317	11,763	941	293	-	10,529	95/5	842		484	484
30-May	Carrie Underwood	42,815	30,028	72,843	5,830	1,201	-	65,812	90/1080/20	5,265		7,742	7,742
12-Jun	Prairie Home Companion	1,582	2,710	4,292	344	108	-	3,840	90/1075/25	307		484	484
18-Jun	Shock vs Cleveland	4,654	4,924	9,578	767	197	-	8,614	95/5	689		396	396
19-Jun	Star Wars	29,207	32,363	61,570	4,928	1,295	-	55,348	90/1080/20	1,107		5,505	5,505
2-Jul	Shock vs Arizona	4,474	5,271	9,745	780	211	-	8,755	95/5	700		403	403
23-Jul	Shock vs Chicago	6,879	7,478	14,357	1,149	299	-	12,909	95/5	1,033		594	594
6-Aug	Shock Playoff Game A	6,997	5,232	12,229	979	209	-	11,041	95/5	883		508	508
12-Aug	Shock Playoff Game B	6,224	6,403	12,627	1,011	256	-	11,360	95/5	909		523	523
17-Aug	Get Motivated	-	-	-	-	-	-	-	BuyOut	-	3,000		3,000
20-Aug	Shock Playoff Game C	16,230	17,645	33,875	2,711	706	-	30,458	95/5	2,437		1,401	1,401
25-Aug	Tailgate Party	3,513	5,178	8,691	696	207	-	7,788	95/5	623		358	358
9-Sep	Brad Paisley	33,472	21,638	55,110	4,411	866	-	49,834	80/2090/10	3,987		5,834	5,834
20-Sep	Women of Faith	-	-	-	-	-	-	-	BuyOut	-	5,000		5,000
26-Sep	Cirque de Soleil	16,799	17,813	34,612	2,770	713	-	31,129	80/2090/10	2,490		3,094	3,094
15-Oct	WWE Raw	24,619	6,158	30,777	2,463	246	-	28,067	70/3090/10	2,245		5,628	5,628
30-Oct	Living Proof Live	-	-	-	-	-	-	-	BuyOut	-	5,000		5,000
14-Nov	Trans Siberian Orchestra	7,665	8,460	16,125	1,291	338	-	14,496	75/2590/10	1,160		1,850	1,850
1-Dec	Dane Cook	7,639	6,876	14,515	1,162	275	-	13,078	70/3090/10	1,046		2,767	2,767
10-Dec	WSU vs UTPA	2,352	-	2,352	188	-	-	2,164	75/25	-		541	541
	Total	\$698,554	\$538,511	\$1,296,080	\$99,011	\$21,753	\$1,420	\$1,136,084		\$68,921	\$26,108	\$126,667	\$152,774

## FOOD AND BEVERAGE REPORT

MONTH	CONCESSIONS						
	CONCESSIONS		ALCOHOL		GRILL		TOTAL
	SALES GROSS	ARENA GROSS	SALES GROSS	ARENA GROSS	SALES GROSS	ARENA GROSS	ARENAGROSS
January	\$366,645.53	\$146,658.21	\$118,252.22	\$47,300.89	\$34,043.52	\$8,510.88	\$202,469.98
February	237,247.52	94,899.01	149,697.71	59,879.09	7,610.37	1,902.59	156,680.69
March	380,794.11	152,317.65	105,208.49	42,083.40	22,818.59	5,704.65	200,105.69
April	188,524.29	75,409.72	120,530.61	48,212.25	6,805.45	1,701.36	125,323.32
May	172,547.10	69,018.84	208,604.41	83,441.76	5,261.94	1,315.48	153,776.09
June	55,063.02	22,025.21	34,362.55	13,745.02	2,122.74	530.69	36,300.91
July	56,730.96	22,692.39	59,760.91	23,904.37	1,696.65	424.16	47,020.91
August	137,563.12	55,025.25	103,359.32	41,343.73	5,216.86	1,304.21	97,673.19
September	94,061.54	37,624.62	48,953.27	19,581.31	2,904.85	726.21	57,932.14
October	122,043.08	48,817.23	91,317.88	36,527.15	4,915.19	1,228.80	86,573.18
November	117,666.75	47,066.70	64,165.23	25,666.09	3,390.39	847.60	73,580.39
December	101,237.45	40,494.98	101,233.96	40,493.58	4,696.42	1,174.11	82,162.67
Rounding							0.15
Total	\$2,030,124.49	\$812,049.80	\$1,205,446.56	\$482,178.63	\$101,482.98	\$25,370.74	\$1,319,599.32

MONTH	CATERING					CONCESSIONS/CATERING	
	CATERING		BACKSTAGE CATERING		TOTAL	COMBINED	
	SALES GROSS	ARENA GROSS	SALES GROSS	ARENA GROSS	ARENA GROSS	SALES GROSS	ARENA GROSS
January	\$105,485.81	\$24,261.74	\$30,352.59	\$1,517.63	\$25,779.37	\$654,779.67	\$228,249.35
February	36,511.74	8,397.70	1,019.95	51.00	8,448.70	432,087.30	165,129.39
March	94,785.78	21,800.73	3,428.19	171.41	21,972.14	607,035.17	222,077.83
April	35,909.43	8,259.17	6,570.56	328.53	8,587.70	358,340.35	133,911.02
May	19,360.34	4,452.88	16,148.68	807.43	5,260.31	421,922.47	159,036.40
June	6,905.77	1,588.33	2,593.25	129.66	1,717.99	101,047.33	38,018.90
July	6,463.07	1,486.51	-	-	1,486.51	124,651.60	48,507.42
August	45,324.93	10,424.73	4,852.81	242.64	10,667.37	296,317.03	108,340.56
September	13,823.85	3,179.49	9,119.53	455.98	3,635.46	168,863.04	61,567.60
October	15,119.71	3,477.53	2,223.80	111.19	3,588.72	235,619.67	90,161.91
November	21,527.38	4,951.30	854.99	42.75	4,994.05	207,604.73	78,574.43
December	32,523.59	7,480.43	3,012.16	150.61	7,631.03	242,703.58	89,793.70
Rounding					0.02		0.17
Total	\$433,741.38	\$99,760.52	\$80,176.51	\$4,008.83	\$103,769.36	\$3,850,971.93	\$1,423,368.68

# 2010 YEAR END REPORT



## REVENUES FROM SPOKANE CHIEFS

DATE	EVENT	TURNSTILE ATTEND	RENTAL	CONCESS GROSS	CATER GROSS	ALCOHOL GROSS	GRILL GROSS	PARKING GROSS	OTHER	TOTAL	
5-Jan	Chiefs vs Saskatoon	2,494	3,462	\$2,218.98	\$2,587.40	\$690.10	\$2,616.40	\$112.96	\$1,900.00	\$130.00	\$10,255.84
8-Jan	Chiefs vs Chilliwack	3,396	5,112	3,313.07	4,159.03	610.55	3,979.45	156.29	3,000.00	130.00	15,348.39
9-Jan	Chiefs vs Tri-City	8,991	10,522	7,541.45	10,264.11	558.03	9,275.10	123.73	8,095.00	130.00	35,987.42
29-Jan	Chiefs vs Seattle	6,764	8,713	4,283.14	7,465.10	996.75	7,554.35	220.52	6,685.00	130.00	27,334.86
30-Jan	Chiefs vs Kootenay	7,854	9,265	6,172.97	9,695.22	881.33	9,396.70	289.05	7,570.00	130.00	34,135.27
3-Feb	Chiefs vs Everett	2,244	3,419	2,060.31	2,794.98	322.14	2,905.70	148.42	1,930.00	130.00	10,291.55
5-Feb	Chiefs vs Kamloops	4,399	5,751	3,800.41	5,045.16	1,188.20	4,995.60	175.69	4,490.00	130.00	19,825.06
10-Feb	Chiefs vs Moose Jaw	2,394	3,545	2,079.48	2,766.11	714.62	2,638.62	134.93	1,940.00	130.00	10,403.76
13-Feb	Chiefs vs Tri-City	8,970	10,530	7,042.29	10,807.54	1,038.96	10,299.13	263.66	7,180.00	130.00	36,761.58
15-Feb	Chiefs vs Everett	3,544	4,829	2,837.33	4,440.96	250.78	2,663.38	87.52	3,045.00	130.00	13,454.97
24-Feb	Chiefs vs Everett	3,476	4,511	2,616.94	3,628.92	1,466.91	4,093.86	159.05	2,835.00	130.00	14,930.68
26-Feb	Chiefs vs Prince George	7,041	8,517	4,680.47	9,021.59	1,046.68	6,929.04	280.23	6,350.00	130.00	28,438.01
27-Feb	Chiefs vs Tri-City	9,129	10,529	7,091.54	10,584.22	863.88	10,369.23	295.81	7,910.00	130.00	37,244.68
9-Mar	Chiefs vs Kelowna	3,498	4,643	2,520.58	3,954.48	696.40	3,345.73	118.35	2,930.00	130.00	13,695.54
12-Mar	Chiefs vs Tri-City	10,080	10,538	5,812.35	10,363.24	953.51	10,155.63	227.94	8,130.00	130.00	35,772.67
14-Mar	Chiefs vs Everett	7,452	9,204	4,566.67	9,623.86	1,645.61	5,809.64	211.52	5,765.00	130.00	27,752.30
24-Mar	Chiefs vs Portland Playoffs Round 1	3,389	4,320	2,798.78	3,968.98	437.00	3,946.60	185.68	3,065.00	130.00	14,532.04
26-Mar	Chiefs vs Portland Playoffs Round 1	4,699	5,718	3,782.97	5,534.24	406.43	5,532.23	197.01	4,530.00	130.00	20,112.88
27-Mar	Chiefs vs Portland Playoffs Round 1	3,454	4,540	2,989.64	4,020.34	333.56	3,856.45	220.90	2,880.00	130.00	14,430.89
31-Mar	Chiefs vs Portland Playoffs Round 1	5,299	6,048	4,713.37	6,294.69	226.95	7,344.63	219.36	4,785.00	130.00	23,714.00
2-Oct	Chiefs vs Tri-City	7,179	8,686	6,916.65	9,298.62	448.25	9,119.00	202.84	6,625.00	140.00	32,750.36
8-Oct	Chiefs vs Portland	3,410	4,911	3,370.58	4,565.60	260.90	4,382.46	109.02	3,095.00	140.00	15,923.56
9-Oct	Chiefs vs Portland	4,456	5,917	4,163.34	5,619.80	279.98	4,929.69	142.82	4,045.00	140.00	19,320.63
16-Oct	Chiefs vs Everett	4,148	5,716	4,042.57	5,397.09	306.65	4,413.73	172.04	3,980.00	140.00	18,452.08
20-Oct	Chiefs vs Calgary	2,465	3,657	2,205.92	3,095.12	416.58	3,404.19	132.55	1,660.00	140.00	11,054.36
23-Oct	Chiefs vs Red Deer	5,490	7,039	4,609.62	6,857.69	607.85	5,494.13	173.45	5,425.00	140.00	23,307.74
27-Oct	Chiefs vs Prince George	2,220	3,514	2,093.77	2,533.53	227.06	2,664.04	121.28	1,580.00	140.00	9,359.68
12-Nov	Chiefs vs Edmonton	4,546	6,479	3,889.84	5,796.16	653.64	5,369.63	175.15	3,920.00	140.00	19,944.42
13-Nov	Chiefs vs Tri-City	8,532	9,816	7,571.66	9,622.07	852.80	9,469.82	188.57	7,070.00	140.00	34,914.92
24-Nov	Chiefs vs Kamloops	3,168	4,455	2,894.64	3,972.60	473.46	4,028.28	109.40	2,570.00	140.00	14,188.38
27-Nov	Chiefs vs Kelowna	4,002	5,918	4,179.24	4,956.74	227.75	5,021.81	122.32	3,765.00	140.00	18,412.86
3-Dec	Chiefs vs Medicine Hat	4,494	4,927	3,363.44	4,625.52	1,011.25	4,213.19	133.65	3,305.00	140.00	16,792.05
4-Dec	Chiefs vs Portland	7,237	7,638	5,717.80	8,349.60	1,128.89	5,234.52	187.90	6,310.00	140.00	27,068.71
8-Dec	Chiefs vs Portland	3,107	3,564	2,167.30	2,418.22	867.28	2,791.30	131.94	2,450.00	140.00	10,966.04
11-Dec	Chiefs vs Kamloops	5,026	5,460	3,781.31	4,636.71	870.35	4,462.92	165.20	4,200.00	140.00	18,256.49
15-Dec	Chiefs vs Seattle	3,592	4,026	2,480.98	3,051.72	1,498.98	3,267.24	126.46	3,040.00	140.00	13,605.38
18-Dec	Chiefs vs Vancouver	6,391	6,825	4,903.94	6,087.34	721.74	5,466.94	109.82	4,540.00	140.00	21,969.78
29-Dec	Chiefs vs Seattle	5,440	5,816	3,935.19	5,151.82	217.52	4,269.44	127.36	3,585.00	140.00	17,426.33
	Other*	5,122	5,122	10,495.00	2,412.43	2,269.86				192.50	15,369.79
	<b>Total</b>	<b>198,592</b>	<b>243,202</b>	<b>\$165,705.53</b>	<b>\$225,468.55</b>	<b>\$28,669.18</b>	<b>\$205,709.80</b>	<b>\$6,460.39</b>	<b>\$166,180.00</b>	<b>\$5,312.50</b>	<b>\$803,505.95</b>
	Less Team %				(103,715.53)	(14,334.59)	(94,626.51)	(3,230.20)	(54,894.00)		(270,800.83)
	<b>Total</b>			<b>\$165,705.53</b>	<b>\$121,753.02</b>	<b>\$14,334.59</b>	<b>\$111,083.29</b>	<b>\$3,230.20</b>	<b>\$111,286.00</b>	<b>\$5,312.50</b>	<b>\$532,705.12</b>

\* "Other" includes hockey camp, hockey school, team meals, Spotlight Landing and the Crease

Notes:  
 Rent: Arena Receives 8% of Net Sales  
 Concessions: Arena Receives 40% of Gross Sales after Taxes  
 Chiefs Receive 46% of that figure  
 Catering: Arena Receives 23% of Gross Sales after Taxes  
 Chiefs Receive 50% of that figure  
 Parking: Chiefs Receive 30% of Gross Parking



## REVENUES PAID TO SPOKANE CHIEFS

DATE	EVENT	CONCESSIONS TEAM%	CATERING TEAM%	ALCOHOL TEAM%	GRILL TEAM%	PARKING TEAM%	TOTAL
5-Jan	Chiefs vs Saskatoon	\$1,190.20	\$345.05	\$1,203.54	\$56.48	\$570.00	\$3,365.28
8-Jan	Chiefs vs Chilliwack	1,913.15	305.28	1,830.55	78.15	900.00	5,027.12
9-Jan	Chiefs vs Tri-City	4,721.49	279.02	4,266.55	61.87	2,428.50	11,757.42
29-Jan	Chiefs vs Seattle	3,433.95	498.38	3,475.00	110.26	2,005.50	9,523.08
30-Jan	Chiefs vs Kootenay	4,459.80	440.67	4,322.48	144.53	2,271.00	11,638.47
3-Feb	Chiefs vs Everett	1,285.69	161.07	1,336.62	74.21	579.00	3,436.59
5-Feb	Chiefs vs Kamloops	2,320.77	594.10	2,297.98	87.85	1,347.00	6,647.69
10-Feb	Chiefs vs Moose Jaw	1,272.41	357.31	1,213.77	67.47	582.00	3,492.95
13-Feb	Chiefs vs Tri-City	4,971.47	519.48	4,737.60	131.83	2,154.00	12,514.38
15-Feb	Chiefs vs Everett	2,042.84	125.39	1,225.15	43.76	913.50	4,350.65
24-Feb	Chiefs vs Everett	1,669.30	733.46	1,883.18	79.53	850.50	5,215.96
26-Feb	Chiefs vs Prince George	4,149.93	523.34	3,187.36	140.12	1,905.00	9,905.74
27-Feb	Chiefs vs Tri-City	4,868.74	431.94	4,769.85	147.91	2,373.00	12,591.43
9-Mar	Chiefs vs Kelowna	1,819.06	348.20	1,539.04	59.18	879.00	4,644.47
12-Mar	Chiefs vs Tri-City	4,767.09	476.76	4,671.59	113.97	2,439.00	12,468.41
14-Mar	Chiefs vs Everett	4,426.98	822.81	2,672.43	105.76	1,729.50	9,757.48
24-Mar	Chiefs vs Portland Playoffs Round 1	1,825.73	218.50	1,815.44	92.84	919.50	4,872.01
26-Mar	Chiefs vs Portland Playoffs Round 1	2,545.75	203.22	2,544.83	98.51	1,359.00	6,751.30
27-Mar	Chiefs vs Portland Playoffs Round 1	1,849.36	166.78	1,773.97	110.45	864.00	4,764.55
31-Mar	Chiefs vs Portland Playoffs Round 1	2,895.56	113.48	3,378.53	109.68	1,435.50	7,932.74
2-Oct	Chiefs vs Tri-City	4,277.37	224.13	4,194.74	101.42	1,987.50	10,785.15
8-Oct	Chiefs vs Portland	2,100.18	130.45	2,015.93	54.51	928.50	5,229.57
9-Oct	Chiefs vs Portland	2,585.11	139.99	2,267.66	71.41	1,213.50	6,277.67
16-Oct	Chiefs vs Everett	2,482.66	153.33	2,030.32	86.02	1,194.00	5,946.32
20-Oct	Chiefs vs Calgary	1,423.76	208.29	1,565.93	66.28	498.00	3,762.25
23-Oct	Chiefs vs Red Deer	3,154.54	303.93	2,527.30	86.73	1,627.50	7,699.99
27-Oct	Chiefs vs Prince George	1,165.42	113.53	1,225.46	60.64	474.00	3,039.05
12-Nov	Chiefs vs Edmonton	2,666.23	326.82	2,470.03	87.58	1,176.00	6,726.66
13-Nov	Chiefs vs Tri-City	4,426.15	426.40	4,356.12	94.29	2,121.00	11,423.95
24-Nov	Chiefs vs Kamloops	1,827.40	236.73	1,853.01	54.70	771.00	4,742.83
27-Nov	Chiefs vs Kelowna	2,280.10	113.88	2,310.03	61.16	1,129.50	5,894.67
3-Dec	Chiefs vs Medicine Hat	2,127.74	505.63	1,938.07	66.83	991.50	5,629.76
4-Dec	Chiefs vs Portland	3,840.82	564.45	2,407.88	93.95	1,893.00	8,800.09
8-Dec	Chiefs vs Portland	1,112.38	433.64	1,284.00	65.97	735.00	3,630.99
11-Dec	Chiefs vs Kamloops	2,132.89	435.18	2,052.94	82.60	1,260.00	5,963.60
15-Dec	Chiefs vs Seattle	1,403.79	749.49	1,502.93	63.23	912.00	4,631.44
18-Dec	Chiefs vs Vancouver	2,800.18	360.87	2,514.79	54.91	1,362.00	7,092.75
29-Dec	Chiefs vs Seattle	2,369.84	108.76	1,963.94	63.68	1,075.50	5,581.72
	Other*	1,109.72	1,134.93	-	-	5,040.00	7,284.65
	Total	\$103,715.53	\$14,334.59	\$94,626.51	\$3,230.20	\$54,894.00	\$270,800.83
	Rounding						(0.02)
	Total	\$103,715.53	\$14,334.59	\$94,626.51	\$3,230.20	\$54,894.00	\$270,800.81

\* "Other" includes hockey camp, hockey school, team meals, Spotlight Landing and Crease, parking pass commissions

Notes:

Does not include operating or staffing expenses  
 Concessions: Arena Receives 40% of Gross Sales after Taxes  
 Chiefs Receive 46% of that figure  
 Catering: Arena Receives 23% of Gross Sales after Taxes  
 Chiefs Receive 50% of that figure  
 Grill: Arena Receives 25% of Gross Sales after Taxes  
 Chiefs Receive 50% of that figure  
 Parking: Chiefs Receive 30% of Gross Parking



# 2010 YEAR END REPORT



## REVENUES FROM SPOKANE SHOCK

DATE	EVENT	ANNC ATTEND	TURNSTILE ATTEND	RENTAL	CONCESS GROSS	CATER GROSS	ALCOHOL GROSS	GRILL GROSS	BS CATER	MERCH NET	PARKING	OTHER	TOTAL
4/2	Shock vs Milwaukee	10,096	8,817	\$(318)	\$9,472	\$220	\$14,670	\$231	\$-	\$718	\$8,450	\$4,463	\$37,906
4/17	Shock vs Bossier	10,378	8,863	(300.97)	11,573.08	1,067.05	12,220.36	251.09	-	934.27	8,635.00	2,938.00	37,317.88
5/1	Shock vs Cleveland	9,974	8,532	(85.19)	10,528.03	1,006.04	12,521.59	222.49	-	536.39	8,205.00	2,938.00	35,872.35
5/22	Shock vs Utah	10,481	8,712	(70.32)	10,686.42	655.05	12,452.46	252.62	-	502.20	8,470.00	2,988.00	35,936.43
5/29	Shock vs Jacksonville	10,300	8,862	(94.04)	10,638.74	400.82	10,722.78	189.17	-	484.33	8,355.00	2,938.00	33,634.80
6/18	Shock vs Tulsa	10,077	8,358	(0.60)	9,426.83	453.69	12,094.66	191.48	-	396.26	7,960.00	2,938.00	33,460.32
7/2	Shock vs Arizona	10,268	8,693	104.47	10,202.77	478.17	11,238.25	181.72	-	402.71	8,080.00	2,938.00	33,626.09
7/23	Shock vs Chicago	10,775	9,473	(88.69)	12,489.61	642.83	12,666.12	242.45	-	593.80	9,095.00	1,610.00	37,251.12
8/6	Shock Playoff Game A	8,236	7,158	(3,178.70)	9,348.84	431.13	10,984.91	180.61	-	507.89	6,810.00	1,610.00	26,694.68
8/12	Shock Playoff Game B	8,151	6,997	(4,768.84)	10,472.22	383.91	11,082.84	184.12	12.62	522.57	7,620.00	2,938.00	28,447.44
8/20	Shock Arenabowl XXIII	11,017	10,229	(6,390.64)	14,506.04	810.12	19,275.98	309.82	13.46	1,401.07	8,875.00	3,062.00	41,862.85
	Other*	677	677	1,650.00	90.63	-	-	-	-	358.26	-	-	2,098.89
	Subtotal	110,430	95,371	\$(13,541)	\$119,435	\$6,549	\$139,930	\$2,437		\$7,358	\$90,555	\$31,361	\$384,109
	Less Team %				(22,926.90)	(554.34)	(27,866.02)	(576.61)					(51,923.87)
	Total			\$(13,541)	\$96,508	\$5,994	\$112,064	\$1,860		\$7,358	\$90,555	\$31,361	\$332,185

\* "Other" includes Spotlight Landing and Foxx Hole game activity

Notes:

Rent: Arena Receives 12% of Net Ticket Sales, minimum \$4,500 maximum \$6,000 and is responsible for security/ushering services

Concessions: Arena Receives 40% of Gross Sales after Taxes  
Shock Receives 20% of that figure

Catering: Arena Receives 23% of Gross Sales after Taxes  
Shock Receives 20% of that figure

## REVENUES PAID TO SPOKANE SHOCK

DATE	EVENT	CONCESSIONS TEAM%	CATERING TEAM%	ALCOHOL TEAM%	GRILL TEAM%	TOTAL
2-Apr	Shock vs Milwaukee	\$1,891.35	\$12.88	\$2,928.91	\$46.15	\$4,879.29
17-Apr	Shock vs Bossier-Shreveport	2,220.08	107.13	2,439.79	50.13	4,817.13
1-May	Shock vs Cleveland	2,031.64	149.89	2,495.13	50.81	4,727.47
22-May	Shock vs Utah	2,047.57	49.52	2,490.54	50.53	4,638.16
29-May	Shock vs Jacksonville	2,043.67	12.79	2,144.63	37.84	4,238.92
18-Jun	Shock vs Tulsa	1,750.18	12.79	2,418.98	38.30	4,220.25
2-Jul	Shock vs Arizona	1,988.80	53.55	2,250.87	36.40	4,329.62
23-Jul	Shock vs Chicago	2,422.64	62.97	2,537.58	48.57	5,071.76
6-Aug	Shock Playoff Game A	1,798.45	12.79	2,192.52	36.05	4,039.80
12-Aug	Shock Playoff Game B	1,960.92	15.22	2,111.86	119.89	4,207.89
20-Aug	Shock Arenabowl XXIII	2,753.51	64.82	3,855.20	61.96	6,735.49
	Other*	18.09				18.09
	Rounding					(0.02)
	Total	\$22,926.90	\$554.34	\$27,866.02	\$576.61	\$51,923.85

\* "Other" includes Spotlight Landing and Foxx Hole game activity

Notes:

Concessions: Arena Receives 40% of Gross Sales after Taxes  
Shock Receives 10% of that figure

Catering: Arena Receives 23% of Gross Sales after Taxes  
Shock Receives 10% of that figure





# 2010 YEAR END REPORT

INB  PERFORMING  
ARTS CENTER



**SOUTH PACIFIC • OCTOBER 6-9, 2010**  
**TOTAL ATTENDANCE: 9,270**



**CONAN O'BRIEN • APRIL 16, 2010**  
**ATTENDANCE: 2,631**



**CELTIC WOMAN • MAY 20, 2010**  
**ATTENDANCE: 2,533**



**LITTLE HOUSE ON THE PRAIRIE • APRIL 8-11, 2010**  
**TOTAL ATTENDANCE: 9,110**

## STATEMENT OF OPERATIONS REVENUES

DESCRIPTION	APPROVED BUDGET	YTD REVENUES	UNREALIZED REVENUES
Facilities Rental	\$325,000.00	\$257,382.65	\$67,617.35
Concessions	50,000.00	32,487.65	17,512.35
Catering	3,000.00	4,228.08	(1,228.08)
Merchandise	25,000.00	24,704.14	295.86
Daily Parking	350,000.00	330,325.22	19,674.78
Event Parking	-	89,805.00	(89,805.00)
Box Office	90,000.00	74,897.80	15,102.20
Advertising Contracts	150,000.00	153,360.00	(3,360.00)
Ad Agency	-	3,105.43	(3,105.43)
Misc Event Revenue	-	655.06	(655.06)
Cleaning Fees	-	200.00	(200.00)
Set Up Fees	-	274.00	(274.00)
Equipment Rental	14,000.00	15,344.99	(1,344.99)
Phone & Internet	600.00	875.00	(275.00)
Technical Service	1,500.00	1,910.00	(410.00)
Ushering Revenue	50,000.00	17,002.97	32,997.03
Stagehand Revenue	65,000.00	-	65,000.00
Event Insurance	-	1,065.50	(1,065.50)
Show Promote Revenue	30,000.00	-	30,000.00
Forfeited Deposits/Liquidated Damages	-	500.00	(500.00)
Other Miscellaneous	-	6,433.98	(6,433.98)
PAC Admission Tax	230,000.00	133,884.12	96,115.88
<b>Total</b>	<b>\$1,384,100.00</b>	<b>\$1,148,441.59</b>	<b>\$235,658.41</b>

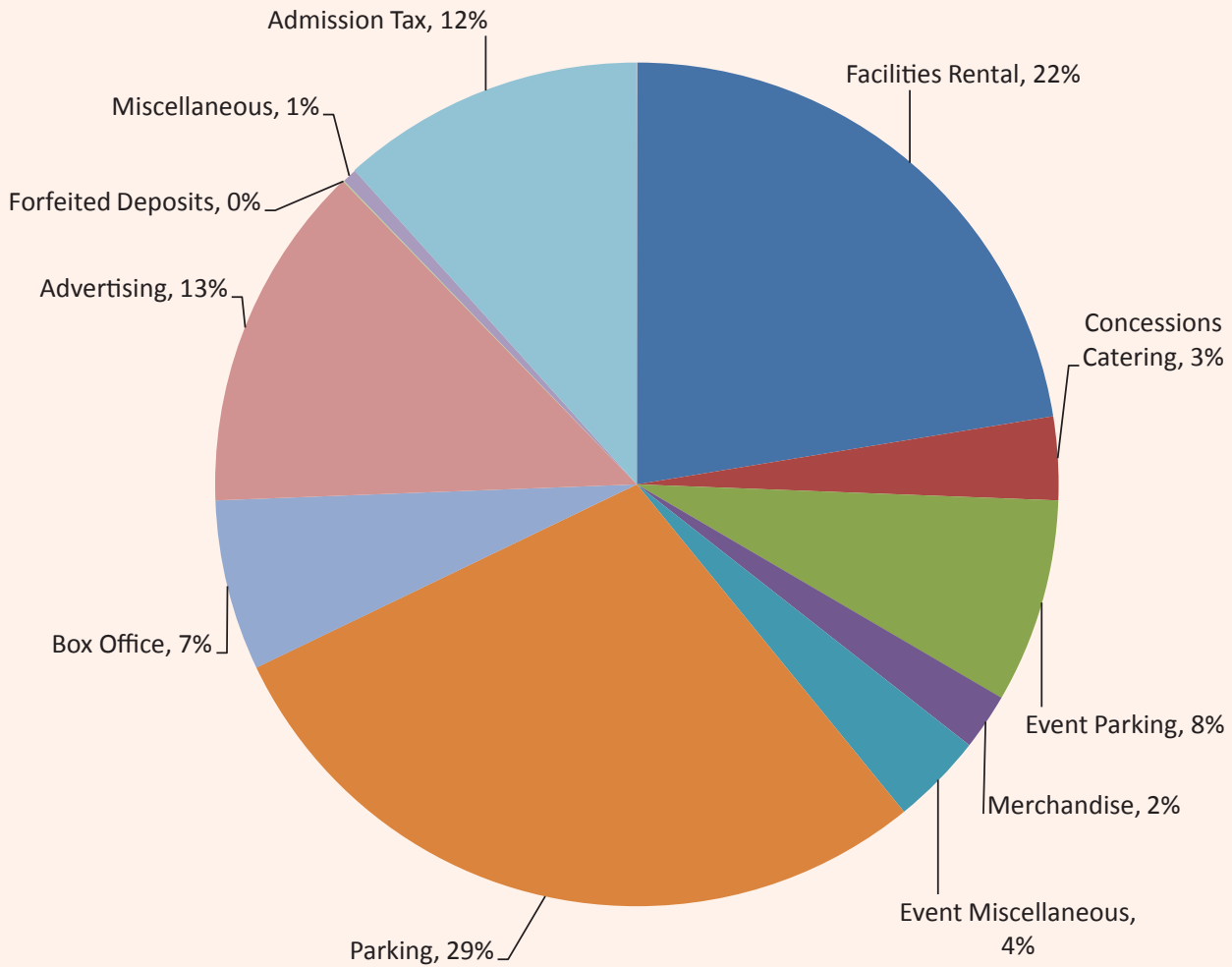
## STATEMENT OF OPERATIONS EXPENSES

DESCRIPTION	APPROVED BUDGET	YTD EXPENSES	UNREALIZED EXPENSES
Salaries & Wages	\$269,563.00	\$186,614.58	\$82,948.42
Benefits & Expense	98,606.00	52,043.57	46,562.43
Office Supplies	2,500.00	2,846.90	(346.90)
Chemical/Lab Supplies	2,700.00	10,212.71	(7,512.71)
Clothing	3,385.00	-	3,385.00
Operating Supplies	34,750.00	31,175.37	3,574.63
Fuel	250.00	-	250.00
Minor Equipment	47,185.00	44,311.46	2,873.54
Professional Services	22,418.00	3,998.31	18,419.69
Contract Services	65,000.00	115,413.12	(50,413.12)
Contract Labor	173,000.00	94,841.87	78,158.13
Reimbursed Event Ushering	35,000.00	14,476.46	20,523.54
Reimbursed Event Stagehands	80,000.00	-	80,000.00
Co-Promotes	-	8,078.94	(8,078.94)
Advertising Commissions	22,500.00	22,500.00	-
Telephone	5,000.00	5,546.61	(546.61)
Cell Phone	810.00	318.49	491.51
Postage	1,500.00	1,751.09	(251.09)
Cable Tv	3,500.00	2,857.64	642.36
Travel	4,545.00	2,604.28	1,940.72
Building Advertising	-	100.00	(100.00)
Other Marketing	500.00	-	500.00
Promotional Hosting	1,000.00	-	1,000.00
Operating Rentals	3,417.00	2,620.72	796.28
Insurance	15,000.00	11,824.75	3,175.25
Water & Sewer	8,000.00	7,619.45	380.55
Electricity	60,000.00	52,317.01	7,682.99
Refuse	8,000.00	4,958.03	3,041.97
Gas	30,000.00	17,638.62	12,361.38
Exterior Repairs & Maintenance	9,200.00	6,453.64	2,746.36
Bldg Repairs & Maintenance	65,250.00	30,048.25	35,201.75
Equip Repairs & Maintenance	15,990.00	12,490.60	3,499.40
Repair & Maintenance Supplies	12,750.00	7,193.05	5,556.95
Dues, Subs, Memberships	500.00	423.49	76.51
Registration & Schooling	5,840.00	1,172.20	4,667.80
Laundry & Sanitation	3,000.00	1,449.92	1,550.08
Permits, Other Fees	8,000.00	6,274.98	1,725.02
Printing & Copying	875.00	356.98	518.02
Bank Charges	-	4,791.41	(4,791.41)
Other Misc Charges	1,000.00	-	1,000.00
Taxes	40,000.00	48,582.81	(8,582.81)
<b>Total</b>	<b>\$1,160,534.00</b>	<b>\$815,907.31</b>	<b>\$344,626.69</b>
Operating Profit/(Loss)	\$223,566.00	\$332,534.28	\$(108,968.28)

DESCRIPTION	2010	2009	%
Revenue	\$1,148,441.59	\$1,636,367.20	70%
Expenses	815,907.31	899,521.49	91%
Operations Profit/Loss	\$332,534.28	\$736,845.71	45%
Attendance	133,613	201,504	66%

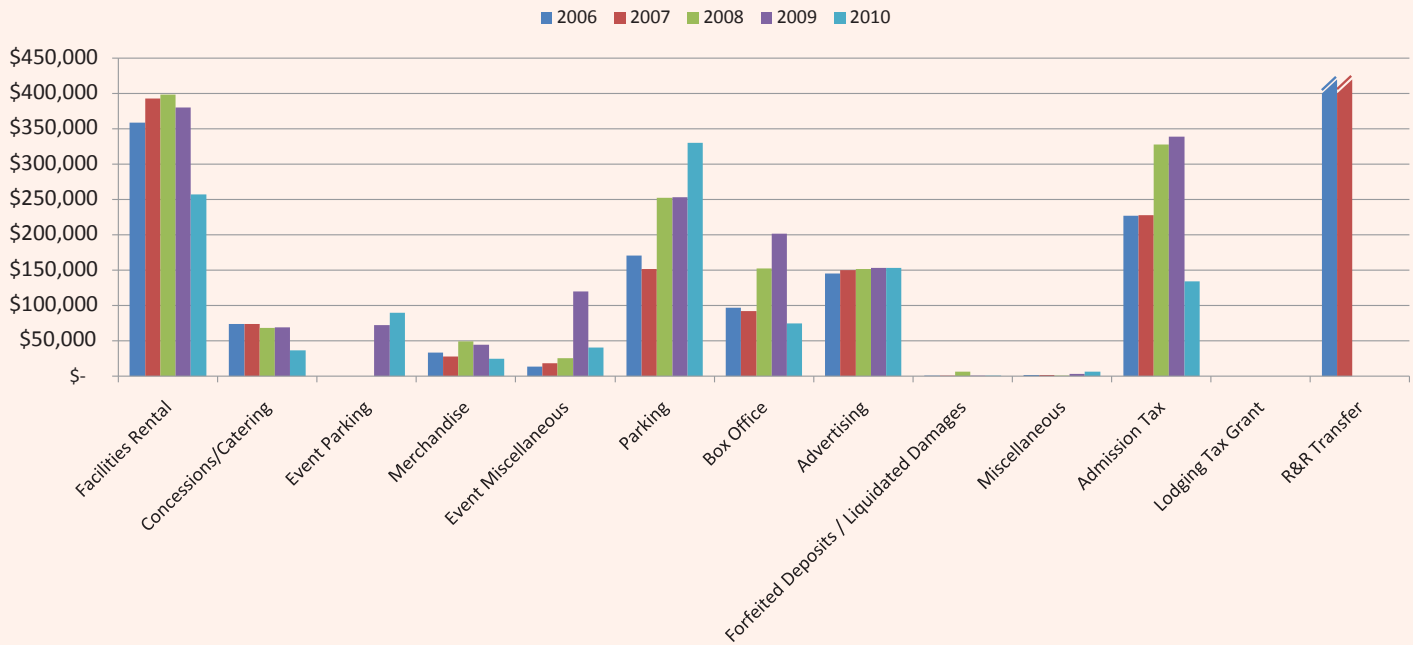
**REVENUES**  
**2010**

DESCRIPTION	AMOUNT	%
Facilities Rental	\$257,383	22%
Concessions/Catering	36,716	3%
Event Parking	89,805	8%
Merchandise	24,704	2%
Event Miscellaneous	40,433	4%
Parking	330,325	29%
Box Office	74,898	7%
Advertising	153,360	13%
Forfeited Deposits	500	0%
Miscellaneous	6,434	1%
Admission Tax	133,884	12%
<b>Total</b>	<b>\$1,148,442</b>	<b>100%</b>



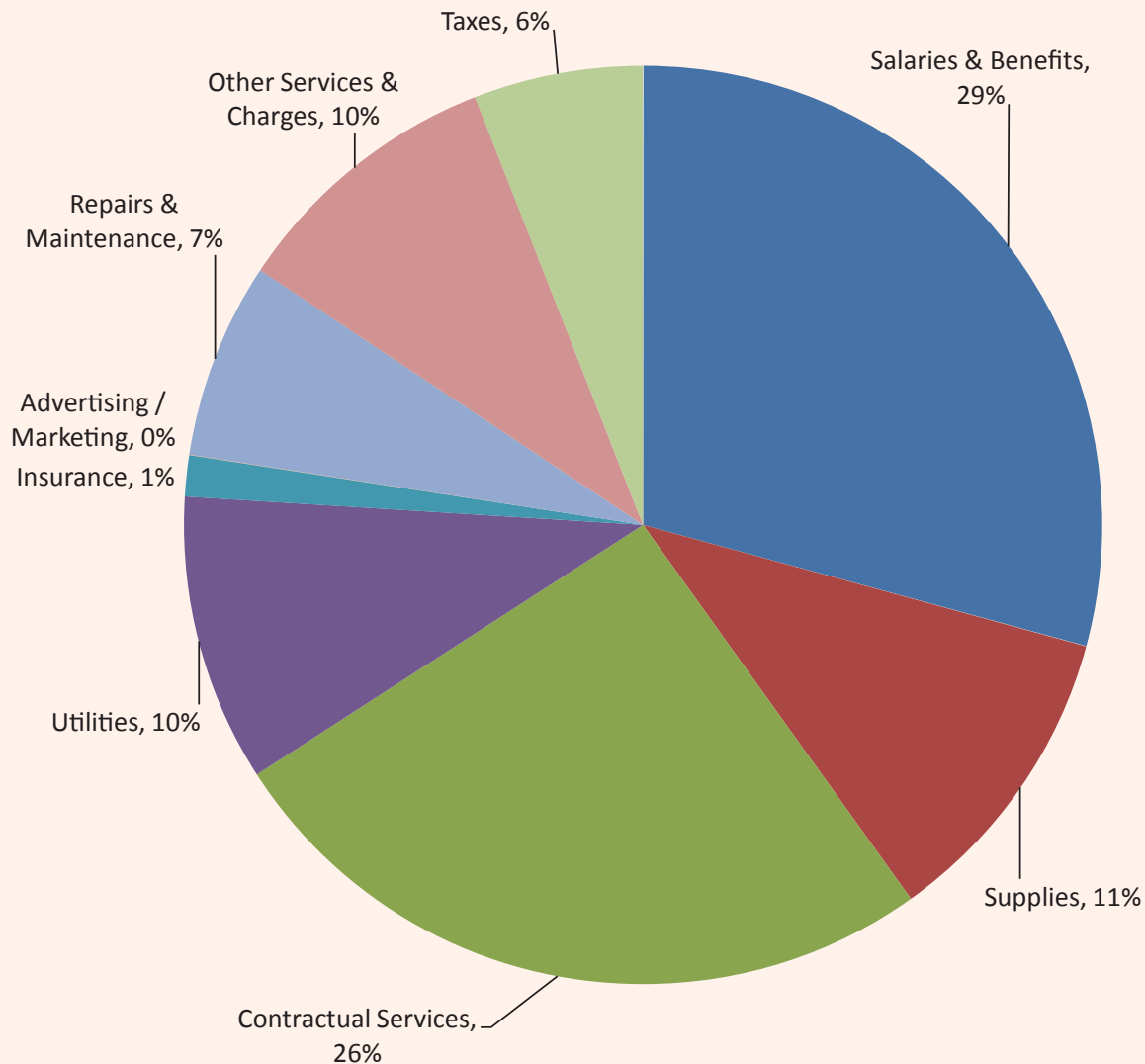
### REVENUES TO DATE 2006-2010

DESCRIPTION	2006	2007	2008	2009	2010
Facilities Rental	\$359,034	\$392,923	\$398,277	\$380,001	\$257,383
Concessions/Catering	73,536.49	73,784	67,952	68,953	36,716
Event Parking				72,420	89,805
Merchandise	33,598.80	27,626	48,876	44,591	24,704
Event Miscellaneous	13,353.52	17,971	25,440	119,559	40,433
Parking	170,723.52	151,671	252,505	253,189	330,325
Box Office	97,197.01	92,233	152,594	201,394	74,898
Advertising	145,554.46	150,000	151,200	153,360	153,360
Forfeited Deposits / Liquidated Damages	1,000.00	1,000	6,075	500	500
Miscellaneous	1,321.27	1,369	492	3,112	6,434
Admission Tax	227,338	227,562	328,179	339,288	133,884
R&R Transfer	1,911,188	3,190,011	-	-	-
<b>Total</b>	<b>\$3,033,844</b>	<b>\$4,326,149</b>	<b>\$1,431,590</b>	<b>\$1,636,367</b>	<b>\$1,148,442</b>



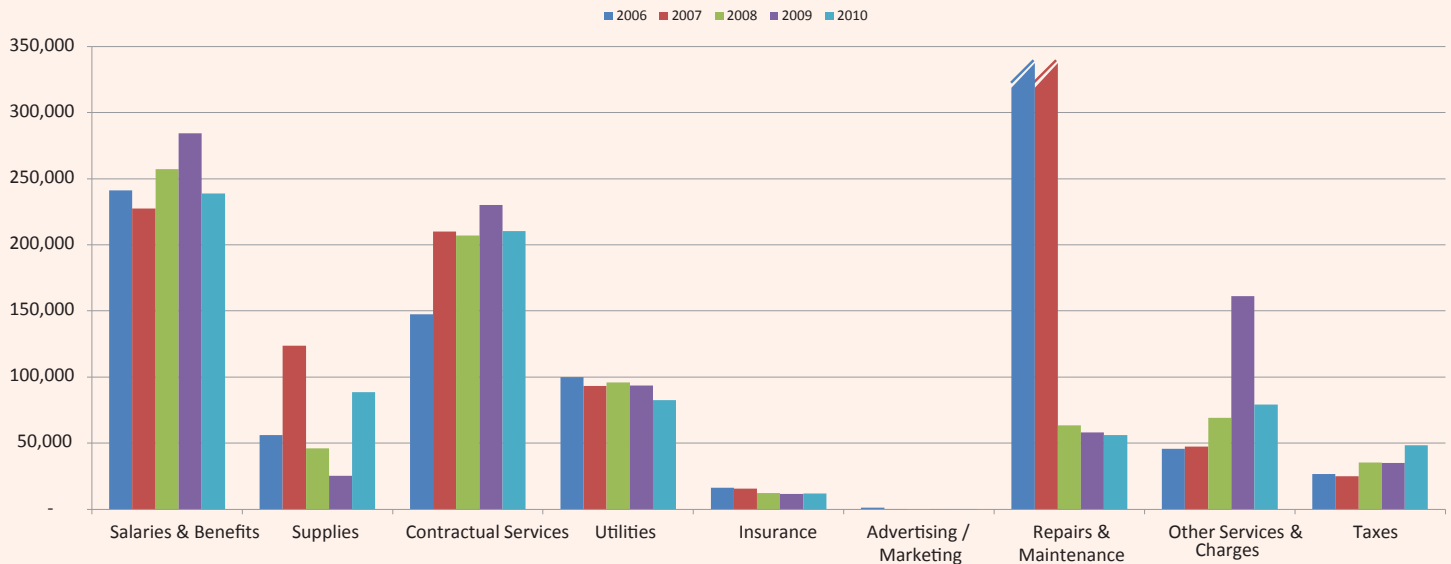
**EXPENSES**  
**2010**

DESCRIPTION	AMOUNT	%
Salaries & Benefits	\$238,658	29%
Supplies	88,546	11%
Contractual Services	210,255	26%
Utilities	82,533	10%
Insurance	11,825	1%
Advertising / Marketing	100	0%
Repairs & Maintenance	56,186	7%
Other Services & Charges	79,222	10%
Taxes	48,583	6%
<b>Total</b>	<b>\$815,907</b>	<b>100%</b>



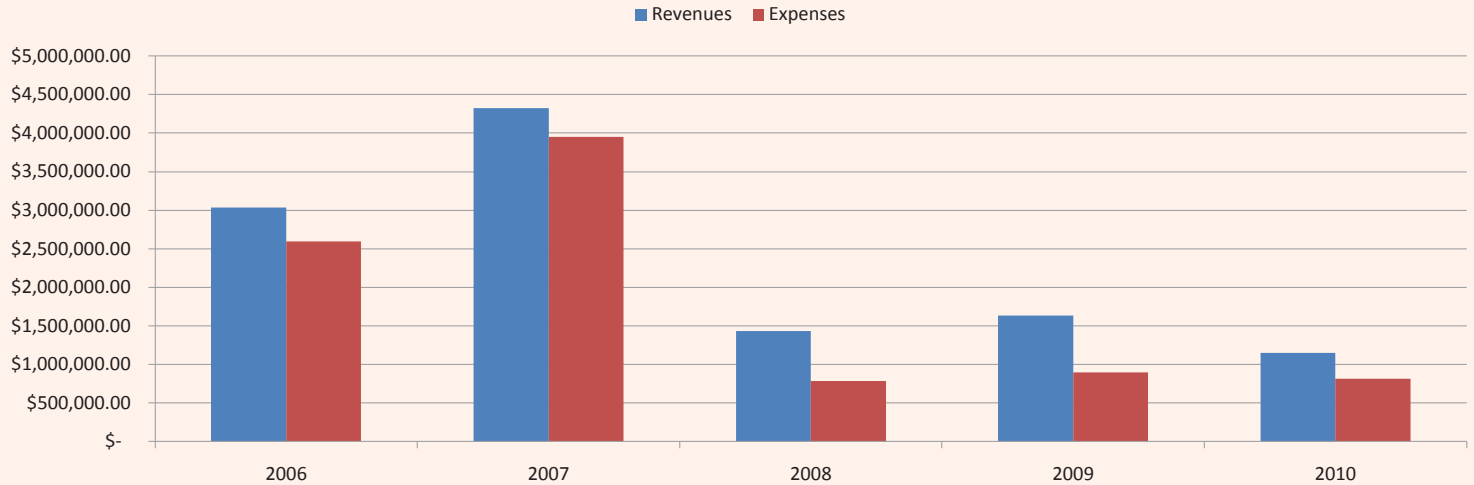
### EXPENSES TO DATE 2006-2010

DESCRIPTION	2006	2007	2008	2009	2010
Salaries & Benefits	\$241,088	\$227,362	\$257,344	\$284,207	\$238,658
Supplies	56,191	123,792	45,946	25,238	88,546
Contractual Services	147,328	210,058	207,036	230,167	210,255
Utilities	100,072	93,244	95,857	93,669	82,533
Insurance	16,241	15,710	12,336	11,747	11,825
Advertising / Marketing	1,339	310	-	30	100
Repairs & Maintenance	1,959,516	3,212,219	63,416	58,128	56,186
Other Services & Charges	45,618	47,522	69,041	161,338	79,222
Taxes	26,554	24,869	35,459	34,997	48,583
<b>Total</b>	<b>\$2,593,946</b>	<b>\$3,955,084</b>	<b>\$786,435</b>	<b>\$899,521</b>	<b>\$815,907</b>



## OPERATING PROFIT TO DATE 2006-2010

DESCRIPTION	2006	2007	2008	2009	2010
Revenues	\$3,033,844.17	\$4,326,149.30	\$1,431,589.54	\$1,636,367.20	\$1,148,441.59
Expenses	2,593,945.52	3,955,084.48	786,434.87	899,521.49	815,907.31
Operating Profit	\$439,898.65	\$371,064.82	\$645,154.67	\$736,845.71	\$332,534.28



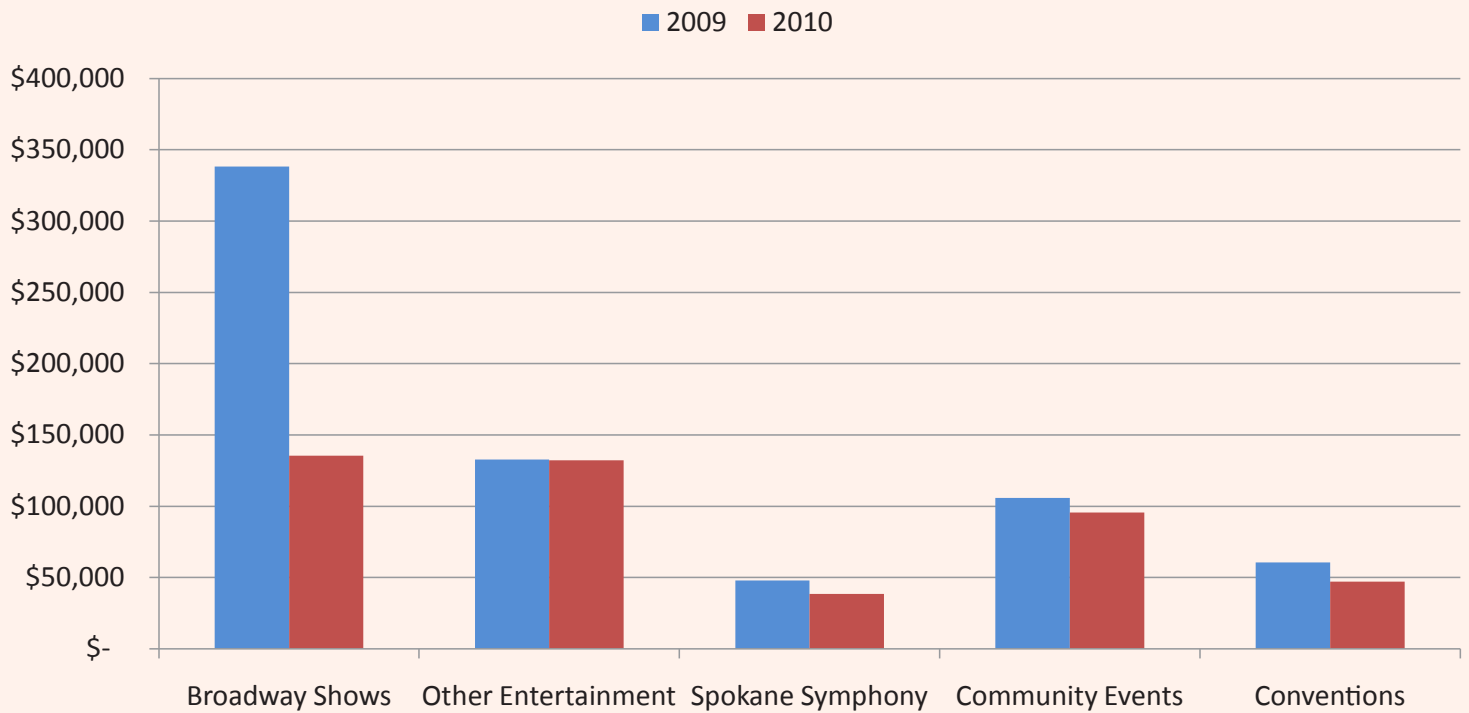


## ADMISSION TAX

DATE	EVENT	TOTAL
26-Jan	Jesus Christ Superstar	\$2,490.08
30-Jan	Smothers Brothers	3,920.19
14-Feb	Avenue Q	20,730.52
20-Mar	Sweet Adelines	90.71
11-Apr	WCE - Little House on the Prairie	24,284.40
16-Apr	Conan O'Brien	7,124.64
20-May	Celtic Women	7,773.92
12-Sep	Kenny Rogers	1,641.43
16-Sep	Train	2,931.43
9-Oct	South Pacific	28,504.88
27-Oct	Capitol Steps	1,509.48
2-Nov	Celtic Thunder	3,146.67
6-Nov	Stomp	11,523.12
12-Nov	Yo Gabba Gabba	3,525.57
14-Nov	Bill Cosby	3,193.38
18-Nov	Daniel Tosh	4,501.67
26-Nov	Forgotten Carols	1,409.99
3-Dec	Oak Ridge Boys	3,723.33
28-Dec	Jim Brickman	1,858.71
	Total	\$133,884.12

## EVENT REVENUE COMPARISON

DESCRIPTION	2009	%	2010	%
Broadway Shows	\$338,174	49%	\$135,538	30%
Other Entertainment	132,863	19%	132,226	29%
Spokane Symphony	47,936	7%	38,538	9%
Community Events	105,901	15%	95,660	21%
Conventions	60,651	9%	47,079	10%
<b>Total</b>	<b>\$685,524</b>	<b>100%</b>	<b>\$449,040</b>	<b>100%</b>



# 2010 YEAR END REPORT

## ACTIVITY BY MONTH JANUARY 2010

DATE	EVENT	SPACE	ATTEND	RENTAL	FOOD & BEV. NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
18-Jan	Martin Luther King Jr. Parade Start	Lobby	1,550	\$150.00	\$-	\$-	\$-	\$650.00	\$800.00
26-Jan	Jesus Christ Superstar	PAC	1,184	3,984.12	604.60	348.68	1,620.00	177.62	6,735.02
30-Jan	The Smothers Brothers	PAC	1,843	8,373.15	398.11	-	1,880.00	1,915.50	12,566.76
Total			4,577	\$12,507.27	\$1,002.71	\$348.68	\$3,500.00	\$2,743.12	\$20,101.78

## ACTIVITY BY MONTH FEBRUARY 2010

DATE	EVENT	SPACE	ATTEND	RENTAL	FOOD & BEV. NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
11-Feb	Avenue Q	PAC	1,322	\$3,600.00	\$725.04	\$-	\$1,670.00	\$212.44	\$6,207.48
12-Feb	Avenue Q	PAC	1,395	3,600.00	677.31	-	1,780.00	-	6,057.31
13-Feb	Avenue Q (2 performances)	PAC	2,469	6,600.00	1,380.43	-	3,890.00	-	11,870.43
14-Feb	Avenue Q (2 performances)	PAC	2,725	7,200.00	1,310.34	1,522.00	3,760.00	-	13,792.34
Total			7,911	\$21,000.00	\$4,093.12	\$1,522.00	\$11,100.00	\$212.44	\$37,927.56

## ACTIVITY BY MONTH MARCH 2010

DATE	EVENT	SPACE	ATTEND	RENTAL	FOOD & BEV NET	OTHER	TOTAL
19-Mar	Sweet Adelines - Region 24	PAC	415	\$3,000.00	\$121.46	\$-	\$3,121.46
20-Mar	Sweet Adelines - Region 24	PAC	415	3,000.00	116.36	-	3,116.36
22-Mar	Bi-County Honors Band & Choir	PAC	903	3,000.00	-	250.00	3,250.00
25-Mar	WestCoast Entertainment Season Announcement	PAC	400	-	897.29	385.00	1,282.29
Total			2,133	\$9,000.00	\$1,135.10	\$635.00	\$10,770.10

## ACTIVITY BY MONTH APRIL 2010

DATE	EVENT	SPACE	ATTEND	RENTAL	FOOD & BEV. NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
2-Apr	DCD Rehearsal	PAC	120	\$1,800.00	\$-	\$-	\$-	\$-	\$1,800.00
3-Apr	Dream Center Drama (2)	PAC	2,316	3,000.00	-	-	-	-	3,000.00
8-Apr	Little House on the Prairie	PAC	1,525	3,600.00	568.10	-	1,720.00	-	5,888.10
9-Apr	Little House on the Prairie	PAC	1,455	3,600.00	536.70	-	1,450.00	-	5,586.70
10-Apr	Little House on the Prairie	PAC	1,777	3,600.00	-	-	2,260.00	-	5,860.00
10-Apr	Little House on the Prairie	PAC	1,496	3,600.00	1,437.04	-	1,550.00	-	6,587.04
11-Apr	Little House on the Prairie	PAC	1,702	3,600.00	-	-	2,710.00	-	6,310.00
11-Apr	Little House on the Prairie	PAC	1,155	3,497.51	1,361.73	2,483.33	990.00	-	8,332.57
13-Apr	WestCoast Entertainment	PAC	450	-	1,427.32	-	-	460.00	1,887.32
16-Apr	Conan O'Brien	PAC	2,631	10,000.00	1,963.71	2,093.39	1,950.00	400.00	16,407.10
17-Apr	Team Dance LLC (2)	PAC	1,166	3,000.00	510.92	200.00	-	150.00	3,860.92
18-Apr	Susan G Komen Race	PRKG LOT	9,100	525.00	-	-	-	155.00	680.00
20-Apr	Employee Meeting	PAC	*	-	96.26	-	-	-	96.26
30-Apr	Time Out for Women	PAC	2,125	3,000.00	541.66	-	-	-	3,541.66
Total			27,018	\$42,822.51	\$8,443.44	\$4,776.72	\$12,630.00	\$1,165.00	\$69,837.67

## ACTIVITY BY MONTH MAY 2010

DATE	EVENT	SPACE	ATTEND	RENTAL	FOOD & BEV. NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
1-May	Time Out for Women	PAC	2,250	\$3,450.00	\$3,407.82	\$7,000.00	\$-	\$369.00	\$14,226.82
5-May	Spokane Symphony Rehearsal	PAC	82	1,275.00	-	-	-	-	1,275.00
6-May	Spokane Symphony Natalie Cole	PAC	1,357	2,400.00	580.66	-	1,730.00	725.00	5,435.66
7-May	WSU Commencement	PAC, MR	3,113	3,275.00	251.28	-	-	1,365.28	4,891.56
14-May	IATSE Onstage	PAC	80	-	31.69	-	-	-	31.69
20-May	Celtic Woman	PAC	2,533	12,438.28	918.02	1,102.68	2,520.00	575.00	17,553.98
30-May	Gonzaga Prep Graduation	PAC	2,781	3,000.00	-	-	1,060.00	325.00	4,385.00
Total			12,196	\$25,838.28	\$5,189.47	\$8,102.68	\$5,310.00	\$3,359.28	\$47,799.71

## ACTIVITY BY MONTH JUNE 2010

DATE	EVENT	SPACE	ATTEND	RENTAL	FOOD & BEV. NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
2-Jun	Working Women's Wednesday	Lobby	52	\$-	\$250.75	\$-	\$-	\$-	\$250.75
4-Jun	Riverside High School Graduation	PAC	1,773	3,000.00	-	-	1,420.00	1,153.56	5,573.56
4-Jun	SD81 Graduation Rehearsals	PAC	1,107	1,800.00	-	-	-	-	1,800.00
5-Jun	SD81 Graduations - (3) NC, Rogers, Shadle Park	PAC	7,044	3,000.00	-	-	4,135.00	3,306.69	10,441.69
6-Jun	West Valley HS Graduation	PAC	1,924	3,000.00	-	-	1,505.00	1,217.44	5,722.44
11-Jun	Donna's School of Dance Rehearsals	PAC	685	1,600.00	-	-	-	-	1,600.00
12-Jun	Donna's School of Dance (2 performances)	PAC	2,385	2,400.00	298.21	-	-	370.00	3,068.21
14-Jun	East Valley High School Graduation	PAC	2,575	3,000.00	-	-	1,340.00	300.00	4,640.00
18-Jun	Dance Emporium Rehearsals	PAC	250	1,600.00	-	-	-	-	1,600.00
19-Jun	Dance Emporium (4 performances)	PAC	2,353	2,400.00	377.57	-	1,680.00	105.00	4,562.57
21-Jun	Spokane Community College Commencements (2)	PAC	3,573	3,000.00	20.97	-	3,470.00	-	6,490.97
Total			23,721	\$24,800.00	\$947.50	\$-	\$13,550.00	\$6,452.69	\$45,750.19

## ACTIVITY BY MONTH JULY 2010

DATE	EVENT	SPACE	ATTEND	RENTAL	FOOD & BEV. NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
20-Jul	Delta Kappa Gamma Biennial Convention	PAC, MR, Lobby	1,800	\$3,895.00	\$-	-	-	\$1,360.00	\$5,255.00
21-Jul	Delta Kappa Gamma Biennial Convention	PAC	1,800	2,000.00	-	-	-	1,220.00	3,220.00
22-Jul	Delta Kappa Gamma Biennial Convention	PAC, MR	1,800	2,250.00	-	-	-	1,150.00	3,400.00
23-Jul	Delta Kappa Gamma Biennial Convention	PAC	1,800	2,000.00	-	-	-	1,150.00	3,150.00
24-Jul	Delta Kappa Gamma Biennial Convention	PAC	1,800	2,000.00	-	-	-	1,150.00	3,150.00
25-Jul	Royal Fireworks	MR	50	450.00	-	-	-	180.00	630.00
29-Jul	Steubenville Northwest 2010 MI	PAC, MR	32	1,950.00	-	-	-	180.00	2,130.00
30-Jul	Steubenville Northwest 2010	PAC, MR	875	2,450.00	125.28	-	-	985.00	3,560.28
31-Jul	Steubenville Northwest 2010	PAC, MR	885	2,450.00	507.06	-	-	985.00	3,942.06
Total			10,842	\$19,445.00	\$632.34	\$-	\$-	\$8,360.00	\$28,437.34

# 2010 YEAR END REPORT

## ACTIVITY BY MONTH AUGUST 2010

DATE	EVENT	SPACE	ATTEND	RENTAL	FOOD & BEV. NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
1-Aug	Steubenville Northwest 2010	PAC, MR	893	\$2,450.00	\$119.02			\$7,220.00	\$9,789.02
7-Aug	LDS Youth Conference	PAC	1,760	2,800.00	-			445.00	3,245.00
Total			2,653	\$5,250.00	\$119.02	\$-	\$-	\$7,665.00	\$13,034.02

## ACTIVITY BY MONTH SEPTEMBER 2010

DATE	EVENT	SPACE	ATTEND	RENTAL	FOOD & BEV. NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
12-Sep	Kenny Rogers	PAC	762	\$2,800.00	\$823.38	\$377.20	\$1,650.00	\$1,773.99	\$7,424.57
16-Sep	Train	PAC	1,703	2,800.00	1,922.81	1,906.05	1,740.00	-	8,368.86
Total			2,465	\$5,600.00	\$2,746.19	\$2,283.25	\$3,390.00	\$1,773.99	\$15,793.43

## ACTIVITY BY MONTH OCTOBER 2010

DATE	EVENT	SPACE	ATTEND	RENTAL	FOOD & BEV. NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
5-Oct	South Pacific MI	PAC	40	\$850.00	\$8.62	\$-	\$-	\$-	\$858.62
6-Oct	South Pacific	PAC	1,755	3,800.00	663.65	755.89	2,200.00	-	7,419.54
7-Oct	South Pacific	PAC	1,771	3,800.00	615.33	-	2,430.00	-	6,845.33
8-Oct	South Pacific	PAC	1,891	3,800.00	741.39	-	2,420.00	-	6,961.39
9-Oct	South Pacific	PAC	2,177	3,800.00	-	-	2,790.00	-	6,590.00
9-Oct	South Pacific	PAC	1,676	3,800.00	1,517.77	-	1,840.00	200.00	7,357.77
27-Oct	Capitol Steps	PAC	1,021	3,000.00	424.65	92.00	1,010.00	-	4,526.65
Total			10,331	\$22,850.00	\$3,971.41	\$847.89	\$12,690.00	\$200.00	\$40,559.30

## ACTIVITY BY MONTH NOVEMBER 2010

DATE	EVENT	SPACE	ATTEND	RENTAL	FOOD & BEV. NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
2-Nov	Celtic Thunder	PAC	1,357	\$4,944.04	\$539.94	\$1,358.93	\$1,820.00	\$-	\$8,662.91
5-Nov	STOMP	PAC	2,232	3,800.00	645.64	-	2,720.00	-	7,165.64
6-Nov	STOMP	PAC	2,598	3,800.00	656.55	885.00	2,810.00	-	8,151.55
12-Nov	Yo Gabba Gabba!	PAC	1,091	3,043.04	-	-	940.00	-	3,983.04
12-Nov	Yo Gabba Gabba!	PAC	931	2,800.00	504.99	2,268.00	1,260.00	550.00	7,382.99
12-Nov	Yo Gabba Gabba!	MR	*	450.00	-	-	-	300.00	750.00
14-Nov	Bill Cosby	PAC	1,277	5,109.41	449.03	-	1,285.00	771.14	7,614.58
18-Nov	Daniel Tosh	PAC	2,627	7,192.00	1,329.56	-	2,620.00	855.00	11,996.56
22-Nov	Festival of the Arts	MR	350	450.00	30.40	-	-	180.00	660.40
23-Nov	Festival of the Arts	PAC, MR	778	3,450.00	115.06	-	360.00	180.00	4,105.06
26-Nov	The Forgotten Carols	PAC	1,408	2,800.00	233.70	1,029.99	1,470.00	400.00	5,933.69
Total			14,649	\$37,838.49	\$4,504.87	\$5,541.92	\$15,285.00	\$3,236.14	\$66,406.42

**ACTIVITY BY MONTH  
DECEMBER 2010**

DATE	EVENT	SPACE	ATTEND	RENTAL	FOOD & BEV. NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
3-Dec	The Oak Ridge Boys Christmas Show	PAC	1,642	\$5,957.33	\$601.06	\$992.00	\$1,970.00	\$1,003.79	\$10,524.18
14-Dec	Spokane Symphony Nutcracker MI	PAC	50	1,600.00	-	-	-	-	1,600.00
15-Dec	Spokane Symphony Nutcracker MI	PAC	90	1,600.00	-	-	-	-	1,600.00
16-Dec	Spokane Symphony Nutcracker MI	PAC	259	1,600.00	-	-	-	-	1,600.00
17-Dec	Spokane Symphony Nutcracker	PAC	1,755	2,951.04	779.38	-	2,280.00	400.00	6,410.42
18-Dec	Spokane Symphony Nutcracker	PAC	2,037	3,506.61	-	-	2,540.00	-	6,046.61
18-Dec	Spokane Symphony Nutcracker	PAC	1,830	3,267.39	1,366.82	-	1,860.00	-	6,494.21
19-Dec	Spokane Symphony Nutcracker	PAC	2,443	4,199.79	881.33	-	2,620.00	-	7,701.12
19-Dec	Spokane Symphony Nutcracker	MR	*	375.00	-	-	-	-	375.00
28-Dec	Jim Brickman 15th Anniversary Holiday Concert	PAC	1,003	2,973.94	301.97	289.00	1,080.00	1,676.50	6,321.41
31-Dec	First Night	PAC	4,008	2,400.00	-	-	-	1,550.00	3,950.00
Total			15,117	\$30,431.10	\$3,930.56	\$1,281.00	\$12,350.00	\$4,630.29	\$52,622.95

\* Included in Event Total

TOTAL JAN-DEC	ATTEND	RENTAL	FOOD & BEV. NET	MERCH NET	PARKING GROSS	OTHER	TOTAL
	133,613	\$257,382.65	\$36,715.73	\$24,704.14	\$89,805.00	\$40,432.95	\$449,040.47

# 2010

## YEAR END REPORT

### EVENT REVENUE BY MONTH

MONTH	ATTENDANCE		RENTAL		CONCESSION NET		CATERING NET		MERCH NET		EVENT PARKING		OTHER		TOTAL REVENUES	
January	4,577	3%	\$12,507	5%	\$988	3%	\$15	0%	\$349	1%	\$3,500	4%	\$2,743	7%	\$20,102	4%
February	7,911	6%	21,000	8%	4,082	13%	11	0%	1,522	6%	11,100	12%	212	1%	\$37,928	8%
March	2,133	2%	9,000	3%	147	0%	988	23%	-	0%	-	0%	635	2%	\$10,770	2%
April	27,018	20%	42,823	17%	6,649	20%	1,794	42%	4,777	19%	12,630	14%	1,165	3%	\$69,838	16%
May	12,196	9%	25,838	10%	4,705	14%	484	11%	8,103	33%	5,310	6%	3,359	8%	\$47,800	11%
June	23,721	18%	24,800	10%	902	3%	46	1%	-	0%	13,550	15%	6,453	16%	\$45,750	10%
July	10,842	8%	19,445	8%	341	1%	291	7%	-	0%	-	0%	8,360	21%	\$28,437	6%
August	2,653	2%	5,250	2%	104	0%	15	0%	-	0%	-	0%	7,665	19%	\$13,034	3%
September	2,465	2%	5,600	2%	2,659	8%	88	2%	2,283	9%	3,390	4%	1,774	4%	\$15,793	4%
October	10,331	8%	22,850	9%	3,937	12%	34	1%	848	3%	12,690	14%	200	0%	\$40,559	9%
November	14,649	11%	37,838	15%	4,084	13%	421	10%	5,542	22%	15,285	17%	3,236	8%	\$66,406	15%
December	15,117	11%	30,431	12%	3,890	12%	41	1%	1,281	5%	12,350	14%	4,630	11%	\$52,623	12%
Total	133,613	100%	\$257,383	100%	\$32,488	100%	\$4,228	100%	\$24,704	100%	\$89,805	100%	\$40,433	100%	\$449,040	100%

### EVENT REVENUE BY EVENT TYPE

EVENT TYPE	ATTENDANCE		RENTAL		CONCESSION NET		CATERING NET		MERCH NET		EVENT PARKING		OTHER		TOTAL REVENUES	
Spokane Symphony	9,903	7%	\$22,775	9%	\$3,562	11%	\$46	1%	\$-	0%	\$11,030	12%	\$1,125	3%	\$38,538	9%
Broadway Shows	33,032	25%	72,948	28%	13,203	41%	2,392	57%	5,738	23%	40,000	45%	1,257	3%	\$135,538	30%
Other Entertainment	21,992	16%	75,665	29%	9,868	30%	723	17%	11,766	48%	23,805	27%	10,399	26%	\$132,226	29%
Conventions	14,275	11%	30,245	12%	592	2%	397	9%	-	0%	-	0%	15,845	39%	\$47,079	10%
Community Events	54,411	41%	55,750	22%	5,261	16%	671	16%	7,200	29%	14,970.00	17%	11,807	29%	\$95,660	21%
Total	133,613	100%	\$257,383	100%	\$32,488	100%	\$4,228	100%	\$24,704	100%	\$89,805	100%	\$40,433	100%	\$449,040	100%

## ACTIVITY BY EVENT TYPE

DATE	EVENT	ATTEND	RENTAL	CONCESS NET	CATER NET	ALCOHOL NET	BS CATERING	MERCH NET	EVENT PARKING	OTHER	TOTAL REVENUE
<b>SPOKANE SYMPHONY</b>											
6-May	Spokane Symphony Natalie Cole	1,357	\$2,400	\$177	\$-	\$358	\$46	\$-	\$1,730	\$725	\$5,436
14-19-Dec	SSS Nutcracker (4)	8,065	13,925	2,321	-	707	-	-	9,300	400	26,652
Var	Rehearsals and Post Concerts	481	6,450	-	-	-	-	-	-	-	6,450
	<b>Total</b>	<b>9,903</b>	<b>\$22,775</b>	<b>\$2,498</b>	<b>\$-</b>	<b>\$1,065</b>	<b>\$46</b>	<b>\$-</b>	<b>\$11,030</b>	<b>\$1,125</b>	<b>\$38,538</b>
<b>BROADWAY SHOWS</b>											
11-14-Feb	Avenue Q (6 performances)	7,911	\$21,000	\$2,120	\$-	\$1,962	\$11	\$1,522	\$11,100	\$212	\$37,928
25-Mar; 13-Apr	WestCoast Entertainment Event	850	-	-	2,325	-	-	-	-	845	3,170
8-11-Apr	Little House on the Prairie (6)	9,110	21,498	3,002	-	892	9	2,483	10,680	-	38,564
5-9-Oct	South Pacific (5 performances)	9,310	19,850	1,956	-	1,557	34	756	11,680	200	36,033
27-Oct	Capitol Steps	1,021	3,000	177	-	247	1	92	1,010	-	4,527
5-6-Nov	Stomp (2 performances)	4,830	7,600	708	-	582	12	885	5,530	-	15,317
	<b>Total</b>	<b>33,032</b>	<b>\$72,948</b>	<b>\$7,963</b>	<b>\$2,325</b>	<b>\$5,240</b>	<b>\$67</b>	<b>\$5,738</b>	<b>\$40,000</b>	<b>\$1,257</b>	<b>\$135,538</b>
<b>OTHER ENTERTAINMENT</b>											
26-Jan	Jesus Christ Superstar	1,184	\$3,984	\$293	\$-	\$305	\$8	\$349	\$1,620	\$178	\$6,735
30-Jan	The Smothers Brothers	1,843	8,373	182	-	208	8	-	1,880	1,916	12,567
16-Apr	Conan O'Brien	2,631	10,000	313	74	1,430	147	2,093	1,950	400	16,407
20-May	Celtic Woman	2,533	12,438	430	-	393	95	1,103	2,520	575	17,554
12-Sep	Kenny Rogers	762	2,800	389	-	386	48	377	1,650	1,774	7,425
16-Sep	Train	1,703	2,800	397	-	1,486	40	1,906	1,740	-	8,369
2-Nov	Celtic Thunder	1,357	4,944	253	52	151	85	1,359	1,820	-	8,663
12-Nov	Yo Gabba Gabba! (2)	2,022	6,293	378	-	-	127	2,268	2,200	850	12,116
14-Nov	Bill Cosby	1,277	5,109	280	-	169	-	-	1,285	771	7,615
18-Nov	Daniel Tosh	2,627	7,192	217	-	1,113	-	-	2,620	855	11,997
26-Nov	The Forgotten Carols	1,408	2,800	234	-	-	-	1,030	1,470	400	5,934
3-Dec	The Oak Ridge Boys	1,642	5,957	244	-	328	28	992	1,970	1,004	10,524
28-Dec	Jim Brickman	1,003	2,974	175	-	115	12	289	1,080	1,677	6,321
	<b>Total</b>	<b>21,992</b>	<b>\$75,665</b>	<b>\$3,785</b>	<b>\$125</b>	<b>\$6,083</b>	<b>\$598</b>	<b>\$11,766</b>	<b>\$23,805</b>	<b>\$10,399</b>	<b>\$132,226</b>
<b>CONVENTIONS</b>											
19-20-Mar	Sweet Adelines - Region 24	830	\$6,000	\$147	\$91	\$-	\$-	\$-	\$-	\$-	\$6,238
20-24-Jul	Delta Kappa Gamma Biennial Convention	9,000	12,145	-	-	-	-	-	-	6,030	18,175
29-Jul-1-Aug	Steubenville Northwest 2010	2,685	9,300	446	306	-	-	-	-	9,370	19,421
7-Aug	LDS Youth Conference	1,760	2,800	-	-	-	-	-	-	445	3,245
	<b>Total</b>	<b>14,275</b>	<b>\$30,245</b>	<b>\$592</b>	<b>\$397</b>	<b>\$-</b>	<b>\$-</b>	<b>\$-</b>	<b>\$-</b>	<b>\$15,845</b>	<b>\$47,079</b>

Continued on next page



### ACTIVITY BY EVENT TYPE (CONTINUED)

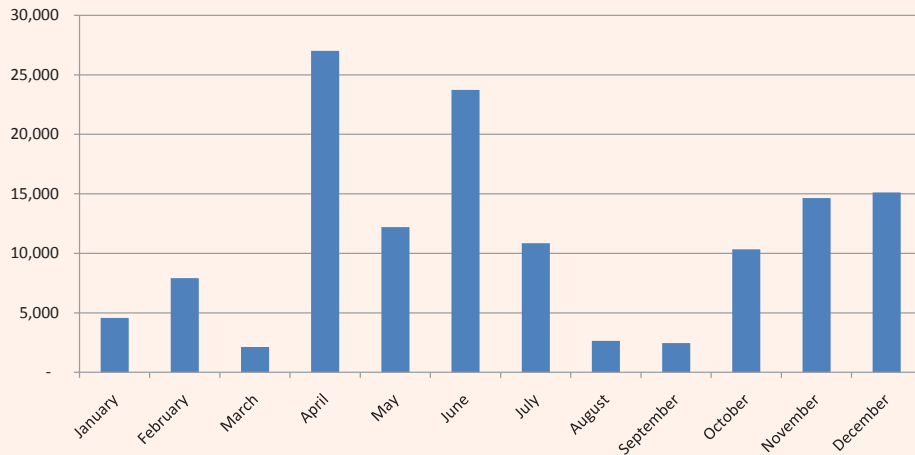
DATE	EVENT	ATTEND	RENTAL	CONCESS NET	CATER NET	ALCOHOL NET	BS CATERING	MERCH NET	EVENT PARKING	OTHER	TOTAL REVENUE
<b>COMMUNITY EVENTS</b>											
18-Jan	Martin Luther King Jr. Parade Start	1,550	\$150	\$-	\$-	\$-	\$-	\$-		\$650	\$800
22-Mar	Bi-County Honors Band & Choir	903	3,000	-	-	-	-	-		250	3,250
2-3-Apr	Dream Center Drama	2,436	4,800	-	-	-	-	-	-	-	4,800
17-Apr	Team Dance LLC (2 performances)	1,166	3,000	511	-	-	-	200		150	3,861
18-Apr	Susan G Komen Race For The Cure	9,100	525	-	-	-	-	-		155	680
20-Apr	Employee Meeting	*	-	-	96	-	-	-		-	96
30-Apr-1-May	Time Out for Women	4,375	6,450	3,706	243	-	-	7,000	-	369	17,768
7-May	WSU Commencement	3,113	3,275	142	109	-	-	-	-	1,365	4,892
14-May	IATSE Onstage	80	-	-	-	-	32	-	-	-	32
30-May	Gonzaga Prep Graduation	2,781	3,000	-	-	-	-	-	1,060	325	4,385
2-Jun	Working Women's Wednesday	52	-	78	-	173	-	-	-	-	251
4-Jun	Riverside High School Graduation	1,773	3,000	-	-	-	-	-	1,420	1,154	5,574
4-5-Jun	SD81 Graduations - (3) NC, Rogers, Shadle Park	8,151	4,800	-	-	-	-	-	4,135	3,307	12,242
6-Jun	West Valley HS Graduation	1,924	3,000	-	-	-	-	-	1,505	1,217	5,722
11-12-Jun	Donna's School of Dance	3,070	4,000	298	-	-	-	-	-	370	4,668
14-Jun	East Valley High School Graduation	2,575	3,000	-	-	-	-	-	1,340	300	4,640
18-19-Jun	Dance Emporium (4 performances)	2,603	4,000	353	-	-	25	-	1,680	105	6,163
21-Jun	Spokane Community College Commencements (2)	3,573	3,000	-	-	-	21	-	3,470	-	6,491
25-Jul	Royal Fireworks	50	450	-	-	-	-	-	-	180	630
22-23-Nov	Festival of the Arts	1,128	3,900	-	145	-	-	-	360	360	4,765
31-Dec	First Night	4,008	2,400	-	-	-	-	-	-	1,550	3,950
	<b>Total</b>	<b>54,411</b>	<b>\$55,750</b>	<b>\$5,088</b>	<b>\$594</b>	<b>\$173</b>	<b>\$78</b>	<b>\$7,200</b>	<b>\$14,970</b>	<b>\$11,807</b>	<b>\$95,660</b>
	<b>Grand Total</b>	<b>133,613</b>	<b>\$257,383</b>	<b>\$19,926</b>	<b>\$3,440</b>	<b>\$12,561</b>	<b>\$788</b>	<b>\$24,704</b>	<b>\$89,805</b>	<b>\$40,433</b>	<b>\$449,040</b>

\* Included in Event Total

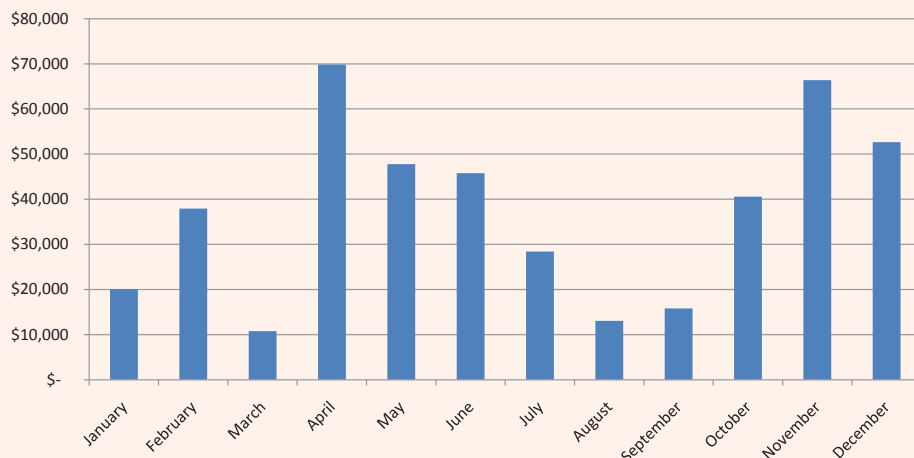
## ATTENDANCE/REVENUE COMPARISON BY MONTH

MONTH	ATTENDANCE		REVENUE	
January	4,577	3%	\$20,102	4%
February	7,911	6%	37,928	8%
March	2,133	2%	10,770	2%
April	27,018	20%	69,838	16%
May	12,196	9%	47,800	11%
June	23,721	18%	45,750	10%
July	10,842	8%	28,437	6%
August	2,653	2%	13,034	3%
September	2,465	2%	15,793	4%
October	10,331	8%	40,559	9%
November	14,649	11%	66,406	15%
December	15,117	11%	52,623	12%
<b>Total</b>	<b>133,613</b>	<b>100%</b>	<b>\$449,040</b>	<b>100%</b>

Attendance

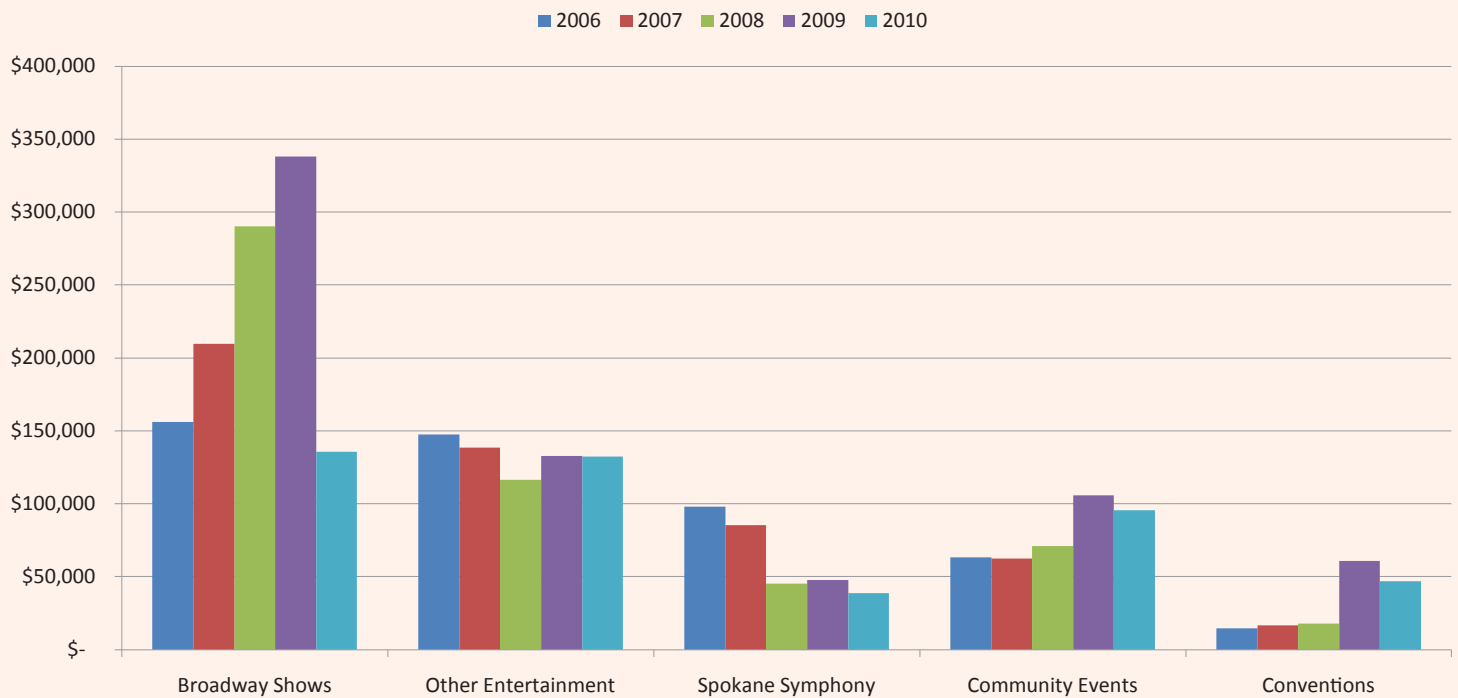


Revenue



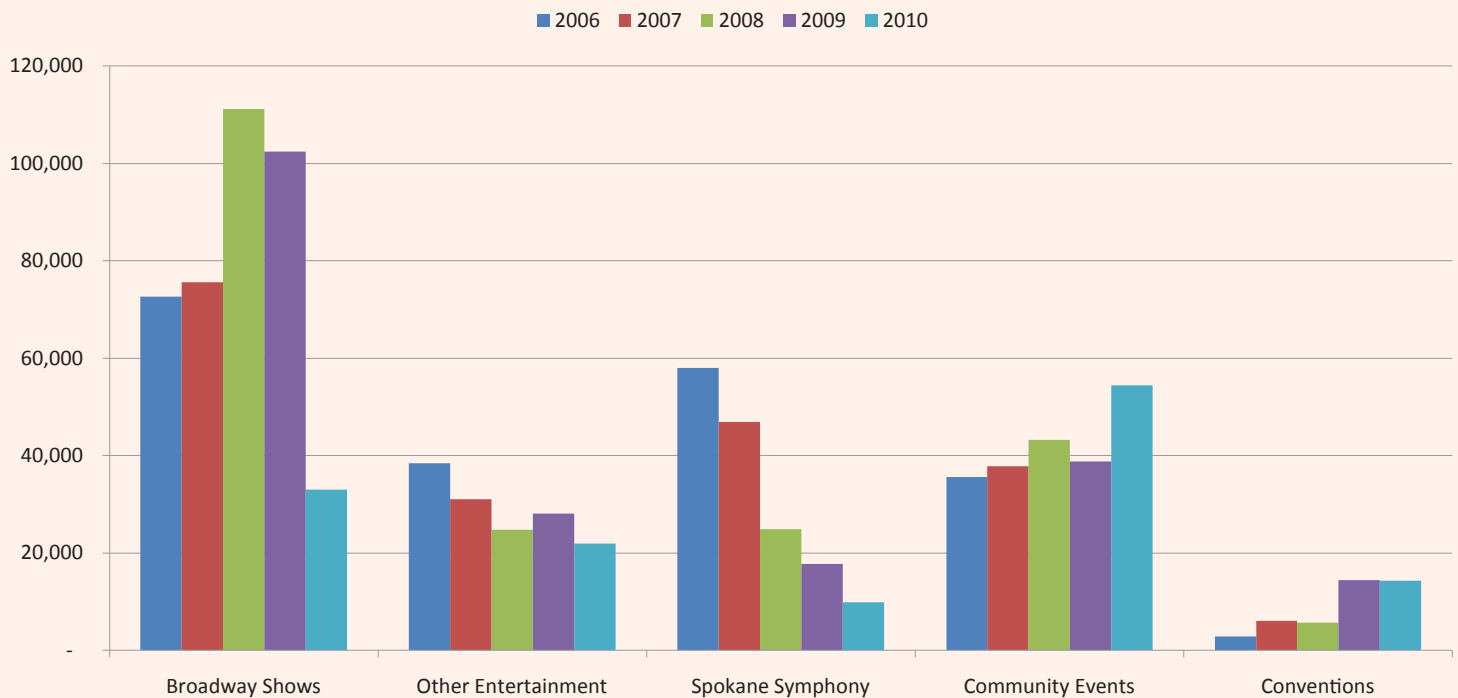
### REVENUE HISTORY BY EVENT TYPE

EVENT TYPE	2006	2007	2008	2009	2010
Broadway Shows	\$155,967	\$209,537	\$290,160	\$338,174	\$135,538
Other Entertainment	147,567	138,445	\$116,348	132,863	132,226
Spokane Symphony	97,929	85,543	\$45,329	47,936	38,538
Community Events	63,459	62,311	\$70,969	105,901	95,660
Conventions	14,600	16,467	\$17,739	60,651	47,079
<b>Total</b>	<b>\$479,523</b>	<b>\$512,304</b>	<b>\$540,545</b>	<b>\$685,524</b>	<b>\$449,040</b>



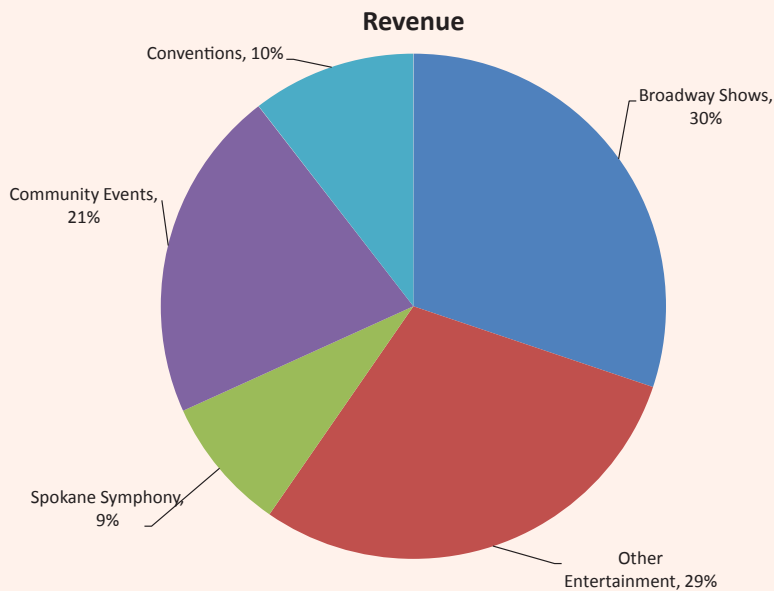
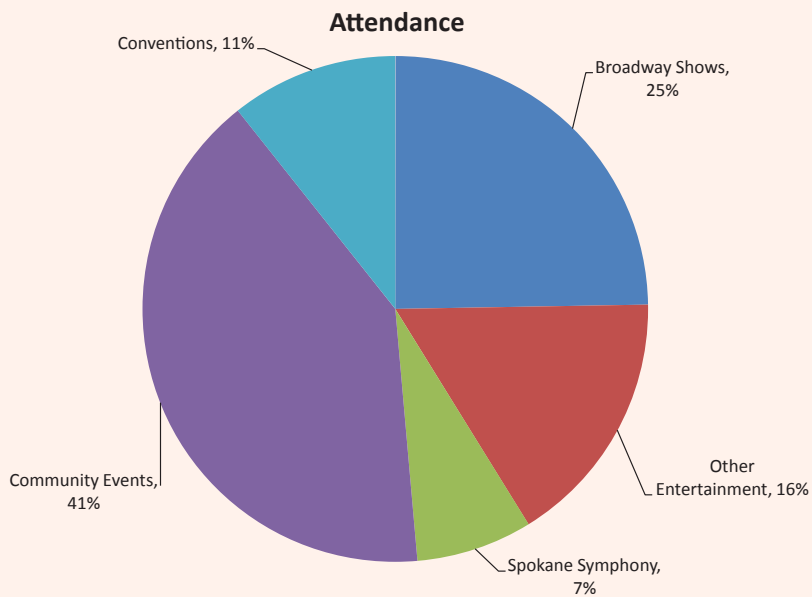
## ATTENDANCE HISTORY BY EVENT TYPE

EVENT TYPE	2006	2007	2008	2009	2010
Broadway Shows	72,579	75,559	111,204	102,466	33,032
Other Entertainment	38,382	31,038	24,838	28,149	21,992
Spokane Symphony	58,046	46,917	24,939	17,732	9,903
Community Events	35,566	37,857	43,266	38,753	54,411
Conventions	2,847	6,106	5,676	14,404	14,275
<b>Total</b>	<b>207,420</b>	<b>197,477</b>	<b>209,923</b>	<b>201,504</b>	<b>133,613</b>



### ATTENDANCE/REVENUE COMPARISON BY EVENT TYPE

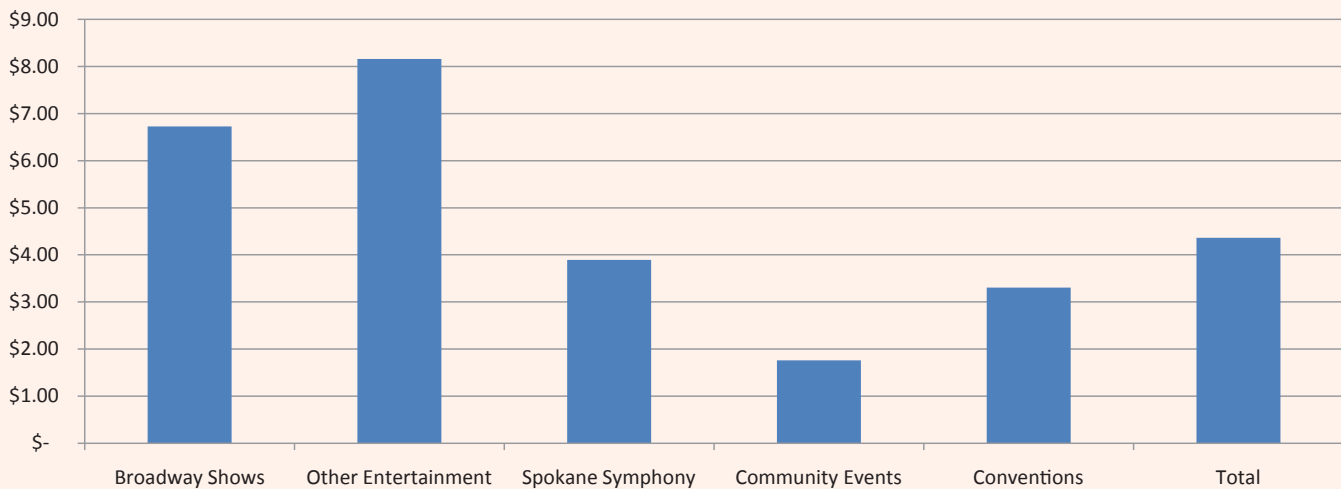
EVENT TYPE	ATTENDANCE		REVENUE	
Broadway Shows	33,032	25%	\$135,538	30%
Other Entertainment	21,992	16%	132,226	29%
Spokane Symphony	9,903	7%	38,538	9%
Community Events	54,411	41%	95,660	21%
Conventions	14,275	11%	47,079	10%
<b>Total</b>	<b>133,613</b>	<b>100%</b>	<b>449,040</b>	<b>100%</b>



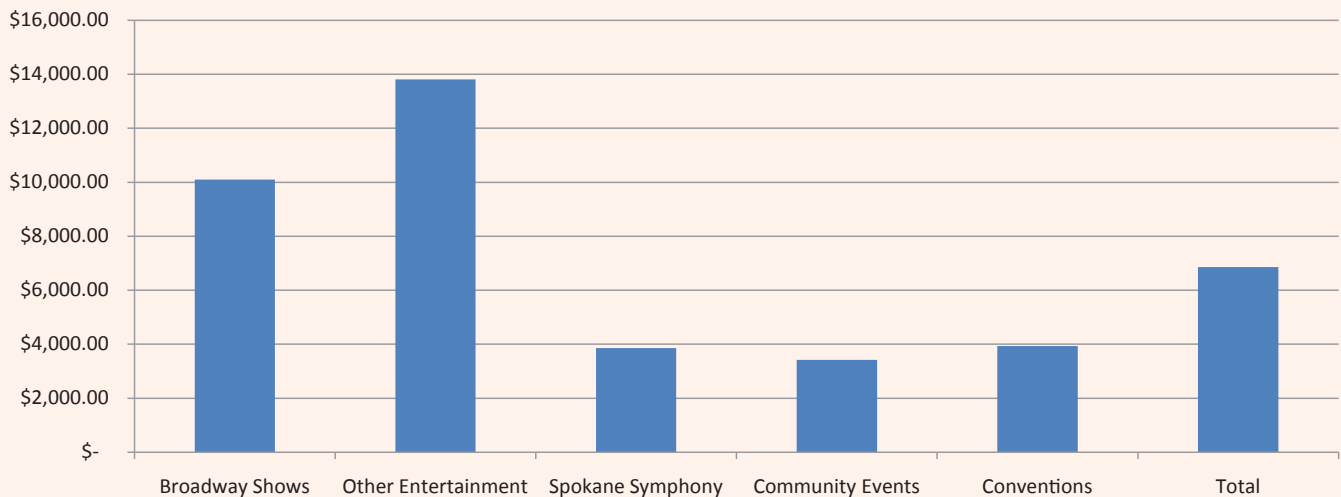
## PER CAP/AVERAGE DAILY REVENUE BY EVENT TYPE

EVENT TYPE	ATTENDANCE	EVENT REVENUE	ADMISSION TAX	TOTAL EVENT REVENUE	EVENT DAYS	AVG DAILY REVENUE	PER CAP
Broadway Shows	33,032	\$135,538.07	\$86,552.40	\$222,090.47	22	\$10,095.02	\$6.72
Other Entertainment	21,992	132,225.65	47,241.01	179,466.66	13	13,805.13	8.16
Spokane Symphony	9,903	38,538.02	-	38,538.02	10	3,853.80	3.89
Community Events	54,411	95,659.56	-	95,659.56	28	3,416.41	1.76
Conventions	14,275	47,079.17	90.71	47,169.88	12	3,930.82	3.30
<b>Total</b>	<b>133,613</b>	<b>\$449,040.47</b>	<b>\$133,884.13</b>	<b>\$582,924.60</b>	<b>85</b>	<b>\$6,857.94</b>	<b>\$4.36</b>

**Per Cap**

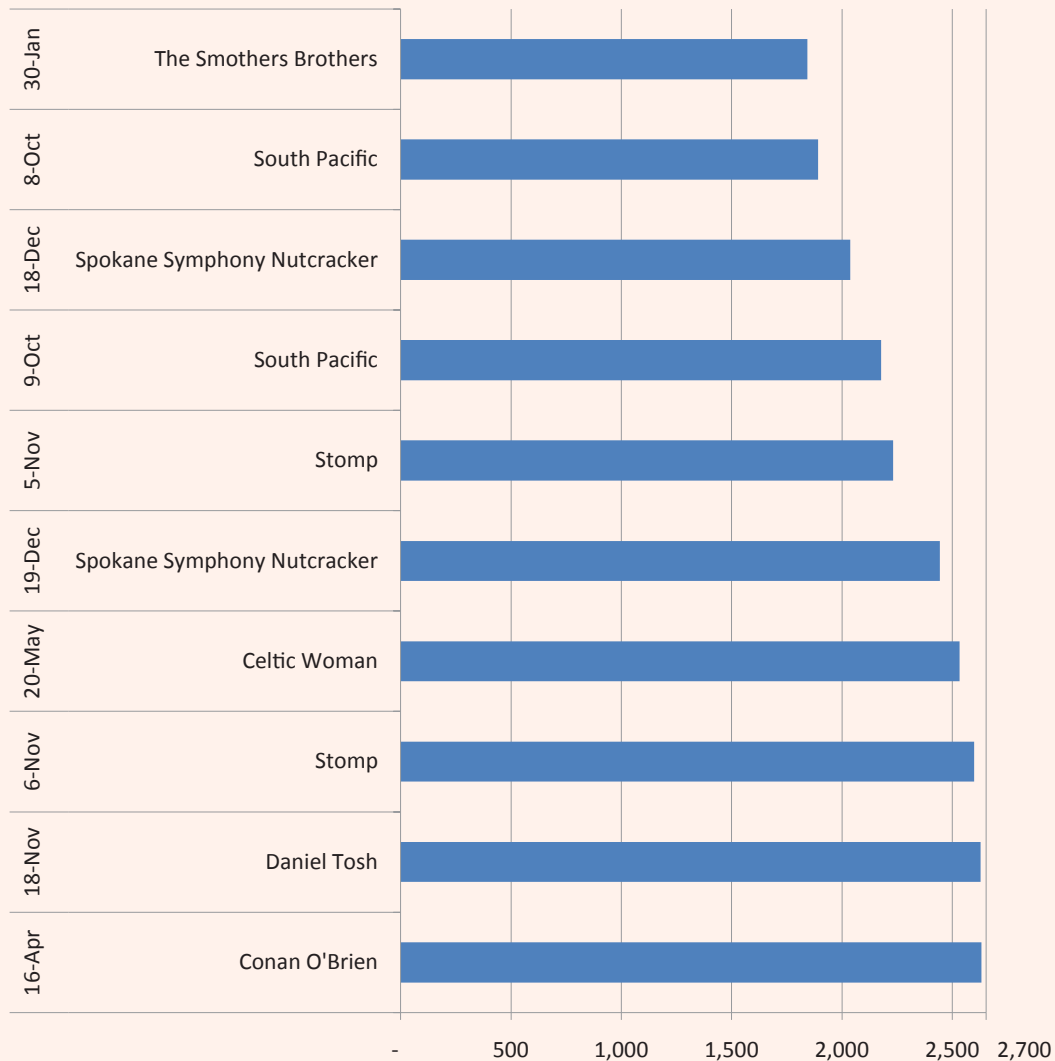


**Average Daily Revenue**



### TOP TEN EVENTS BY ATTENDANCE

DATE	EVENT	ATTENDANCE
16-Apr	Conan O'Brien	2,631
18-Nov	Daniel Tosh	2,627
6-Nov	Stomp	2,598
20-May	Celtic Woman	2,533
19-Dec	Spokane Symphony Nutcracker	2,443
5-Nov	Stomp	2,232
9-Oct	South Pacific	2,177
18-Dec	Spokane Symphony Nutcracker	2,037
8-Oct	South Pacific	1,891
30-Jan	The Smothers Brothers	1,843



## FOOD AND BEVERAGE REPORT

MONTH	CONCESSIONS		CATERING		ALCOHOL		BS CATERING		TOTAL	
	GROSS SALES	PFD COMM	GROSS SALES	PFD COMM	GROSS SALES	PFD COMM	GROSS SALES	PFD COMM	CONCESS COMM	CATER COMM
January	\$1,186.81	\$474.72	\$-	\$-	\$1,282.19	\$512.88	\$302.40	\$15.12	\$987.60	\$15.12
February	5,300.38	2,120.15	-	-	4,905.01	1,962.01	219.00	10.95	4,082.16	10.95
March	366.83	146.73	4,297.25	988.37	-	-	-	-	146.73	988.37
April	10,817.02	4,326.81	7,120.87	1,637.80	5,805.71	2,322.28	3,130.63	156.53	6,649.09	1,794.33
May	9,887.00	3,954.80	1,353.91	311.40	1,876.60	750.64	3,452.70	172.64	4,705.44	484.03
June	1,821.21	728.48	-	-	432.52	173.01	919.83	45.99	901.49	45.99
July	853.46	341.38	1,265.00	290.95	-	-	-	-	341.38	290.95
August	260.74	104.29	64.00	14.72	-	-	-	-	104.29	14.72
September	1,966.96	786.78	-	-	4,679.79	1,871.92	1,750.07	87.50	2,658.70	87.50
October	5,331.58	2,132.63	-	-	4,511.21	1,804.49	685.70	34.29	3,937.12	34.29
November	5,175.34	2,070.14	856.44	196.98	5,034.26	2,013.70	4,480.69	224.03	4,083.84	421.01
December	6,848.82	2,739.53	-	-	2,875.63	1,150.25	815.07	40.75	3,889.78	40.75
Rounding									0.04	0.05
<b>Total</b>	<b>\$49,816.17</b>	<b>\$19,926.47</b>	<b>\$14,957.47</b>	<b>\$3,440.23</b>	<b>\$31,402.92</b>	<b>\$12,561.18</b>	<b>\$15,756.10</b>	<b>\$787.81</b>	<b>\$32,487.68</b>	<b>\$4,228.08</b>

## MERCHANDISE REPORT

DATE	NAME	CASH SALES	CC SALES	GROSS SALES	SALES TAX	CC FEE	NET SALES	TERMS	DUE SELLER	OTHER DUE PAC	CP DUE PAC	TOTAL DUE PAC
26-Jan	Jesus Christ Superstar	\$2,709.00	\$-	\$2,709.00	\$216.82	\$-	\$2,492.18	78/22 90/10	\$99.69	\$348.68	\$-	\$348.68
14-Feb	Avenue Q	-	-	9,026.27	-	-	-	80/20 90/10	-	1,522.00	-	1,522.00
11-Apr	Little House on the Prairie	-	-	15,004.00	1,200.87	253.58	13,549.55	80/20 90/10	-	2,483.33	-	2,483.33
16-Apr	Conan O'Brien	-	10,749.00	19,430.00	1,555.11	429.96	17,444.93	80/20	348.90	-	2,093.39	2,093.39
17-Apr	Team Dance	-	-	-	-	-	-	Buy Out	-	200.00	-	200.00
1-May	Time Out for Women	-	-	-	-	-	-	Buy Out	-	7,000.00	-	7,000.00
20-May	Celtic Woman	7,367.00	4,713.00	12,080.00	966.84	188.52	10,924.64	90/10 76/24	873.97	-	1,102.68	1,102.68
12-Sep	Kenny Rogers	3,991.00	-	3,991.00	319.43	-	3,671.57	70/30 90/10	293.73	-	377.20	377.20
16-Sep	Train	5,405.00	4,195.00	9,600.00	768.35	167.80	8,663.85	70/30	693.11	-	1,906.05	1,906.05
9-Oct	South Pacific	-	-	7,296.00	-	-	-	85/15 90/10	-	755.89	-	755.89
27-Oct	Capitol Steps	-	-	500.00	-	-	-	80/20	-	92.00	-	92.00
2-Nov	Celtic Thunder	6,560.00	5,605.00	12,165.00	973.65	-	11,191.35	80/20 90/10	447.65	-	1,358.93	1,358.93
6-Nov	STOMP	-	-	4,701.28	376.28	-	4,325.00	80/20	-	885.00	-	885.00
12-Nov	Yo Gabba Gabba!	-	-	17,645.17	1,412.26	-	16,232.91	85/15 90/10	-	2,268.00	-	2,268.00
26-Nov	Forgotten Carols	-	-	3,732.00	298.70	-	3,433.30	70/30	-	1,029.99	-	1,029.99
3-Dec	Oak Ridge Boys	8,155.00	-	8,155.00	652.70	-	7,502.30	80/20 90/10	-	992.00	-	992.00
28-Dec	Jim Brickman	2,740.00	-	2,740.00	219.30	-	2,520.70	80/20 90/10	-	289.00	-	289.00
<b>Total</b>		<b>\$36,927.00</b>	<b>\$25,262.00</b>	<b>\$128,774.72</b>	<b>\$8,960.31</b>	<b>\$1,039.86</b>	<b>\$101,952.27</b>		<b>\$2,757.04</b>	<b>\$17,865.89</b>	<b>\$6,838.25</b>	<b>\$24,704.14</b>



## PARKING REPORT

MONTH	\$5 EVENT CARS	\$10 EVENT CARS	TOTAL CARS PARKED	TOTAL EVENT REVENUE	DAILY REVENUE	MONTHLY REVENUE	VIOLATIONS REVENUE	TOTAL DAILY REVENUE	TOTAL REVENUE	AMT PD TO DIAMOND	BALANCE TO PAC
January	-	350	350	\$3,500.00	\$6,974.00	\$5,280.57	\$300.00	\$12,554.57	\$16,054.57	\$6,086.50	\$9,968.07
February	-	1,110	1,110	11,100.00	14,538.00	9,869.81	230.00	24,637.81	35,737.81	6,382.90	29,354.91
March	-	-	-	-	11,691.50	11,909.31	455.00	24,055.81	24,055.81	5,950.00	18,105.81
April	-	1,263	1,263	12,630.00	21,781.00	14,148.02	509.50	36,438.52	49,068.52	6,442.57	42,625.95
May	212	425	637	5,310.00	18,931.00	13,461.50	364.00	32,756.50	38,066.50	6,198.43	31,868.07
June	1,680	515	2,195	13,550.00	20,724.00	15,064.98	327.50	36,116.48	49,666.48	6,806.05	42,860.43
July	-	-	-	-	10,680.00	13,059.24	540.00	24,279.24	24,279.24	5,950.00	18,329.24
August	-	-	-	-	14,486.00	13,814.22	510.00	28,810.22	28,810.22	5,950.00	22,860.22
September	-	339	339	3,390.00	19,646.00	14,100.61	548.00	34,294.61	37,684.61	6,082.21	31,602.40
October	-	1,269	1,269	12,690.00	10,486.00	14,494.66	314.50	25,295.16	37,985.16	6,444.91	31,540.25
November	697	1,180	1,877	15,285.00	8,799.00	14,377.10	282.50	23,458.60	38,743.60	6,682.03	32,061.57
December	-	1,235	1,235	12,350.00	6,982.00	15,663.71	154.50	22,800.21	35,150.21	6,431.65	28,718.56
<b>Total</b>	<b>2,589</b>	<b>7,686</b>	<b>10,275</b>	<b>\$89,805.00</b>	<b>\$165,718.50</b>	<b>\$155,243.73</b>	<b>\$4,535.50</b>	<b>\$325,497.73</b>	<b>\$415,302.73</b>	<b>\$75,407.25</b>	<b>\$339,895.48</b>

## PARKING RECONCILIATION TO GENERAL LEDGER

DESCRIPTION	DATE	EVENT PARKING	DAILY PARKING
Wash State Army Natl Guard	22-May		800.00
Hoopfest Parking Lot Rental	27-Jun		3,774.49
WSBA Exams	30-Jul		3.00
Board of Engineers	24-Sep		36.00
Yo Gabba Gabba Prod Bus Parking	12-Nov		150.00
Foster Pepper PW Seminar	17-Nov		52.00
Group Health Producer Workshop	19-Nov		12.00
		-	4,827.49
<b>Diamond Total</b>		<b>89,805.00</b>	<b>325,497.73</b>
<b>Total Parking Revenues</b>		<b>89,805.00</b>	<b>330,325.22</b>

## RENEWAL AND REPLACEMENT

DESCRIPTION	ORIGINAL BUDGET	ACTUAL	DIFFERENCE
Mechanical Plant Repairs	25,000.00	13,051.41	11,948.59
Planters (11)	7,000.00	-	7,000.00
Contingency	15,000.00	-	15,000.00
Asphalt Repairs	-	11,040.75	(11,040.75)
Fountain Repairs	-	5,485.00	(5,485.00)
Stage Floor Refinish	-	14,673.41	(14,673.41)
<b>Total</b>	<b>47,000.00</b>	<b>44,250.57</b>	<b>2,749.43</b>

# 2010 YEAR END REPORT



SPOKANE  
CONVENTION  
CENTER



**SPOKANE HOME AND GARDEN SHOW • APRIL 6-12, 2010**  
**ATTENDANCE: 5,711**



**SPOKANE GOLF AND TRAVEL SHOW • FEBRUARY 18-21, 2010**  
**ATTENDANCE: 4,484**



**WORKING WOMEN'S WEDNESDAYS • JUNE & JULY, 2010**  
**ATTENDANCE: 80-100**



**BRIDAL FESTIVAL • JANUARY 8-10, 2010**  
**ATTENDANCE: 3,776**



## STATEMENT OF OPERATIONS REVENUES

DESCRIPTION	APPROVED BUDGET	YTD REVENUES	UNREALIZED REVENUES
Facilities Rental	\$1,008,000.00	\$942,867.95	\$65,132.05
Concessions	120,000.00	115,077.73	4,922.27
Catering	400,000.00	380,044.52	19,955.48
Parking	35,000.00	23,270.15	11,729.85
Box Office	1,500.00	1,149.66	350.34
Advertising Contracts	50,000.00	50,000.00	-
Cleaning	1,800.00	250.00	1,550.00
Misc Event Revenue	18,000.00	6,471.56	11,528.44
Ushering Revenue	289,000.00	239,811.44	49,188.56
Stagehand Revenue	9,000.00	42,350.44	(33,350.44)
Electrical Fees	162,000.00	152,818.42	9,181.58
Set Up Fees	126,000.00	115,225.91	10,774.09
Equipment Rental	126,000.00	122,597.50	3,402.50
Phone & Internet	28,000.00	26,795.00	1,205.00
Technical Service	18,000.00	13,400.00	4,600.00
Event Insurance	-	950.00	(950.00)
Forfeited Deposits/Liquidated Damages	-	42,045.51	(42,045.51)
Other Miscellaneous	-	5,813.73	(5,813.73)
Condo Salary Reimbursement	2,520.00	2,667.49	(147.49)
Cc Admission Tax	20,000.00	13,514.37	6,485.63
Lodging Tax	771,925.00	953,362.56	(181,437.56)
<b>Total</b>	<b>\$3,186,745.00</b>	<b>\$3,250,483.94</b>	<b>\$(63,738.94)</b>

# 2010 YEAR END REPORT



SPOKANE  
CONVENTION  
CENTER

## STATEMENT OF OPERATIONS EXPENSES

DESCRIPTION	APPROVED BUDGET	YTD EXPENSES	UNENCUM BALANCE
Salaries & Wages	\$869,938.00	\$1,046,608.39	\$(176,670.39)
Benefits & Expense	284,602.00	346,522.53	(61,920.53)
Office Supplies	5,000.00	5,039.42	(39.42)
Chemical/Lab Supplies	7,200.00	13,733.99	(6,533.99)
Clothing	6,405.00	1,137.72	5,267.28
Operating Supplies	83,900.00	113,876.33	(29,976.33)
Publications	250.00	-	250.00
Meals	200.00	562.75	(362.75)
Fuel	3,300.00	876.12	2,423.88
Minor Equipment	208,700.00	112,646.29	96,053.71
Professional Services	20,315.00	6,618.77	13,696.23
Contract Services	97,500.00	96,604.31	895.69
Contract Labor	363,000.00	437,749.18	(74,749.18)
Reimbursed Event Ushering	202,300.00	151,368.41	50,931.59
Reimbursed Stagehands	30,000.00	40,406.97	(10,406.97)
Advertising Commissions	7,500.00	7,500.00	-
Contract Services CVB	507,213.00	593,311.05	(86,098.05)
Telephone	13,000.00	12,461.09	538.91
Cell Phone	2,268.00	2,644.35	(376.35)
Postage	2,200.00	2,466.19	(266.19)
Cable Tv	2,200.00	1,920.88	279.12
Travel	24,363.00	20,775.59	3,587.41
Building Advertising	14,000.00	5,449.75	8,550.25
Event Advertising	-	5,804.45	(5,804.45)
Advertising	300.00	201.00	99.00
Other Marketing	2,500.00	2,275.40	224.60
Promotional Hosting	1,000.00	65.65	934.35
Operating Rentals	5,626.00	4,223.02	1,402.98
Insurance	50,000.00	45,303.50	4,696.50
Insurance Claims	-	7,169.82	(7,169.82)
Water & Sewer	30,000.00	29,920.32	79.68
Electricity	440,000.00	390,799.09	49,200.91
Refuse	18,000.00	11,568.77	6,431.23
Gas	145,000.00	71,818.96	73,181.04
Exterior Repairs & Maintenance	59,350.00	35,674.90	23,675.10
Bldg Repairs & Maintenance	117,200.00	136,377.31	(19,177.31)
Equip Repairs & Maintenance	25,282.00	15,792.02	9,489.98
Repair & Maintenance Supplies	34,750.00	19,524.69	15,225.31
Dues, Subs, Memberships	3,075.00	3,701.00	(626.00)
Registration & Schooling	16,700.00	11,243.92	5,456.08
Laundry & Sanitation	4,500.00	1,449.95	3,050.05
Permits, Other Fees	43,000.00	21,452.52	21,547.48
Printing & Copying	2,425.00	1,588.40	836.60
Bank Charges	8,000.00	6,430.71	1,569.29
Other Misc Charges	10,000.00	-	10,000.00
Taxes	70,000.00	90,290.51	(20,290.51)
<b>Total</b>	<b>\$3,842,062.00</b>	<b>\$3,932,955.99</b>	<b>\$(90,893.99)</b>
Operating Profit/(Loss)	\$(655,317.00)	\$(682,472.05)	\$27,155.05

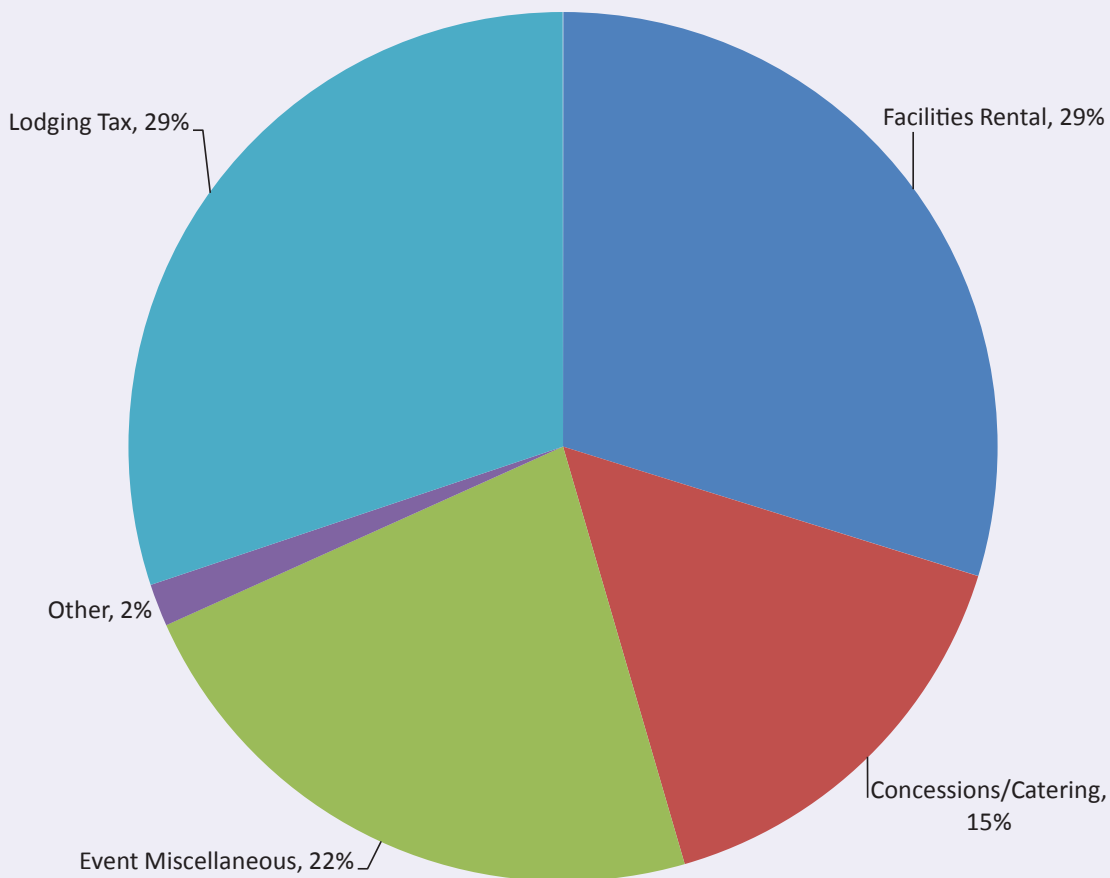
DESCRIPTION	2010	2009	%
Revenue	\$3,250,483.94	\$3,698,122.17	88%
Expenses	3,932,955.99	3,780,534.86	104%
Operations Profit/Loss	\$(682,472.05)	\$(82,412.69)	728%

Attendance	274,422	271,437	101%
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## REVENUES 2010

DESCRIPTION	AMOUNT	%
Facilities Rental	\$942,868	29%
Concessions/Catering	495,122	15%
Event Miscellaneous	720,670	22%
Advertising Contracts	50,000	2%
Parking	23,270	1%
Box Office	1,150	0%
Forfeited Deposits/Liquidated Damages	42,046	1%
Miscellaneous	8,481	0%
Admission Tax	13,514	0%
Lodging Tax	953,363	29%
<b>Total</b>	<b>\$3,250,484</b>	<b>100%</b>

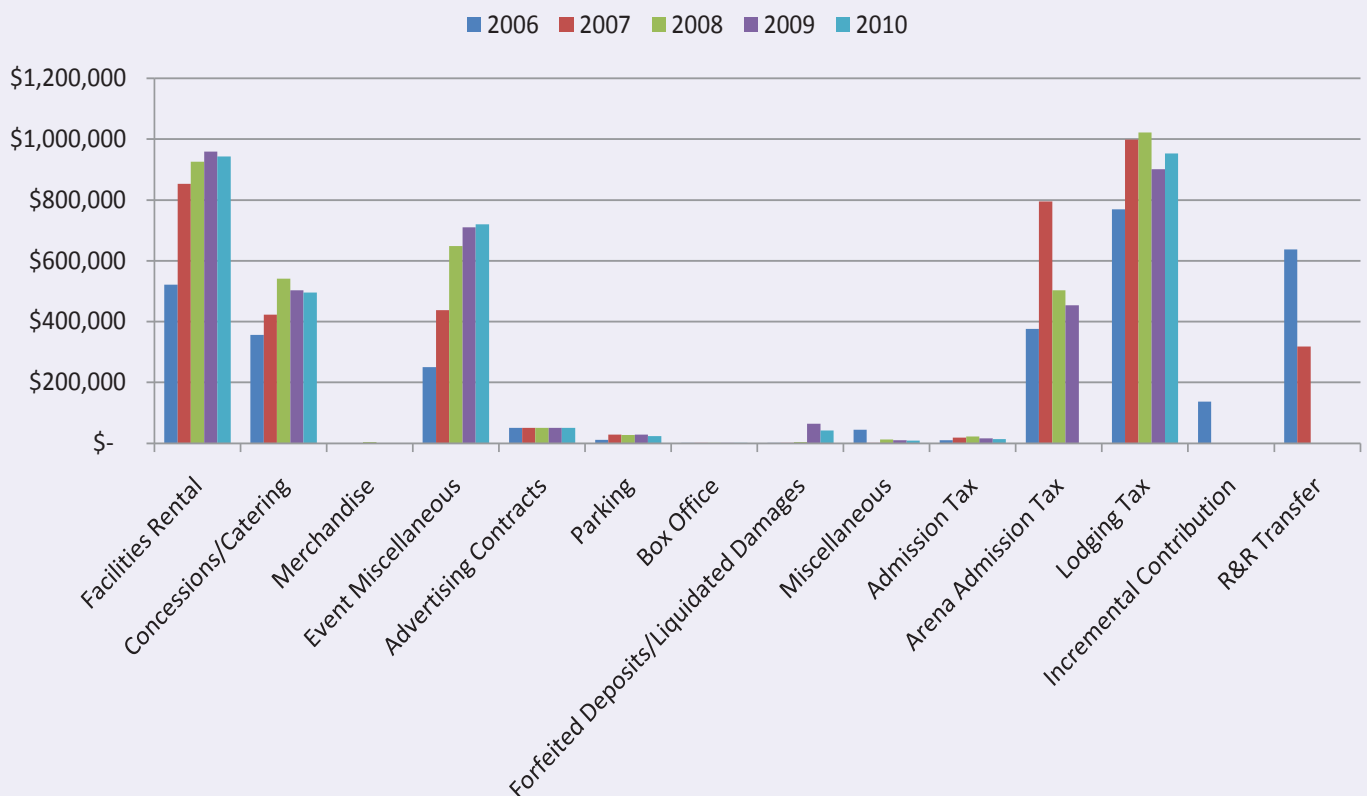




### REVENUES TO DATE 2006-2010

DESCRIPTION	2006	2007	2008	2009	2010
Facilities Rental	\$521,047	\$853,784	\$925,686	\$959,210	\$942,868
Concessions/Catering	355,957	422,431	541,443	502,786	495,122
Merchandise	-	-	4,277	-	-
Event Miscellaneous	250,471	437,316	649,040	710,226	720,670
Advertising Contracts	50,000	50,000	50,000	50,000	50,000
Parking	10,819	28,962	27,565	28,268	23,270
Box Office	1,769	1,257	1,480	1,263	1,150
Forfeited Deposits/Liquidated Damages	200	1,400	3,480	64,595	42,046
Miscellaneous	44,817	668	12,038	10,348	8,481
Admission Tax	10,109	18,214	21,640	15,852	13,514
Arena Admission Tax	375,956	795,777	502,617	453,823	
Lodging Tax	769,213	998,399	1,021,859	901,750	953,363
Incremental Contribution	136,591	-	-	-	-
R&R Transfer	637,975	317,850	-	-	-
<b>Total</b>	<b>\$3,164,924</b>	<b>\$3,926,058</b>	<b>\$3,761,125</b>	<b>\$3,698,122</b>	<b>\$3,250,484</b>

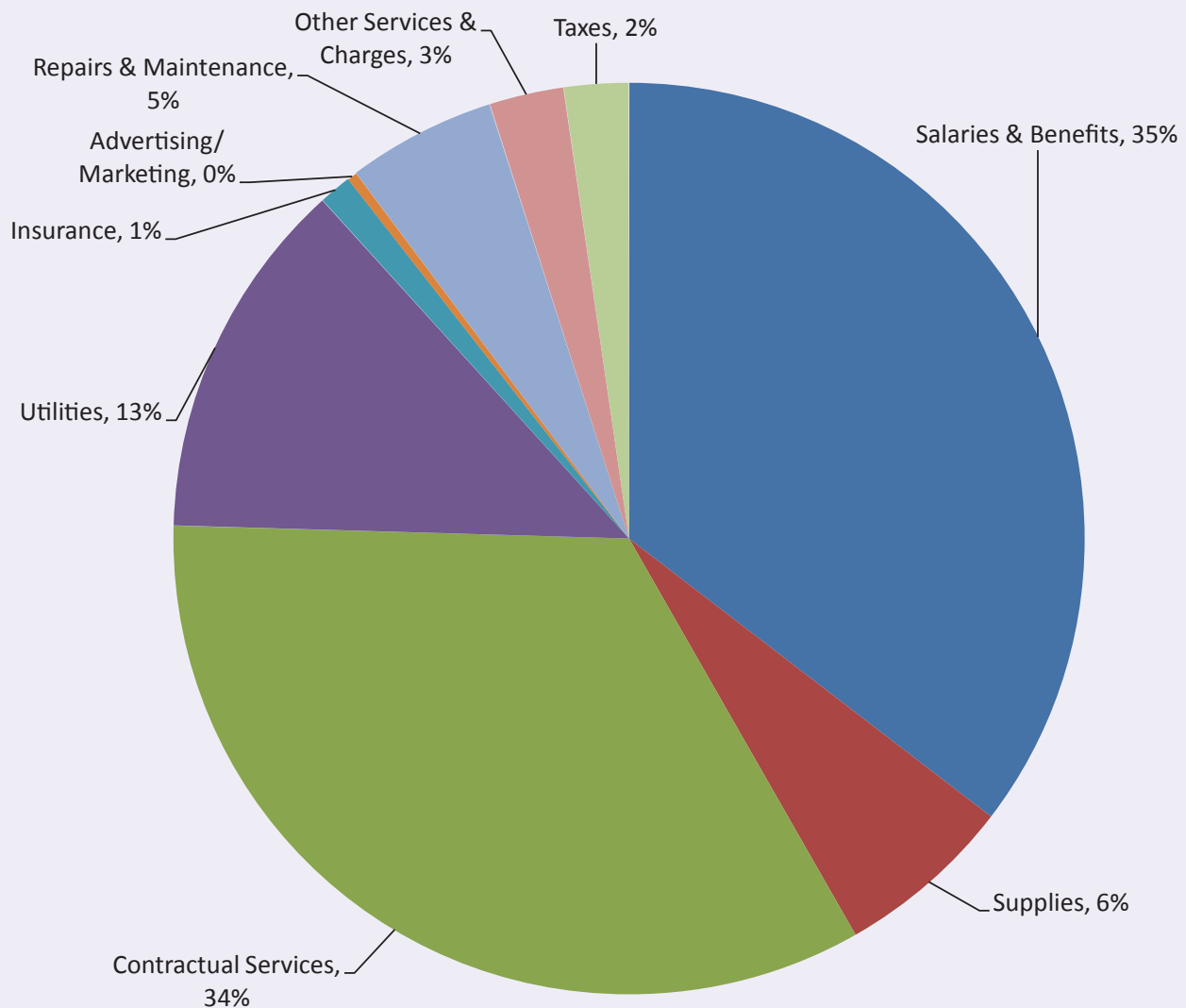
As of 2010 Arena admission tax reported as Arena revenue rather than Convention Center revenue.





**EXPENSES**  
**2010**

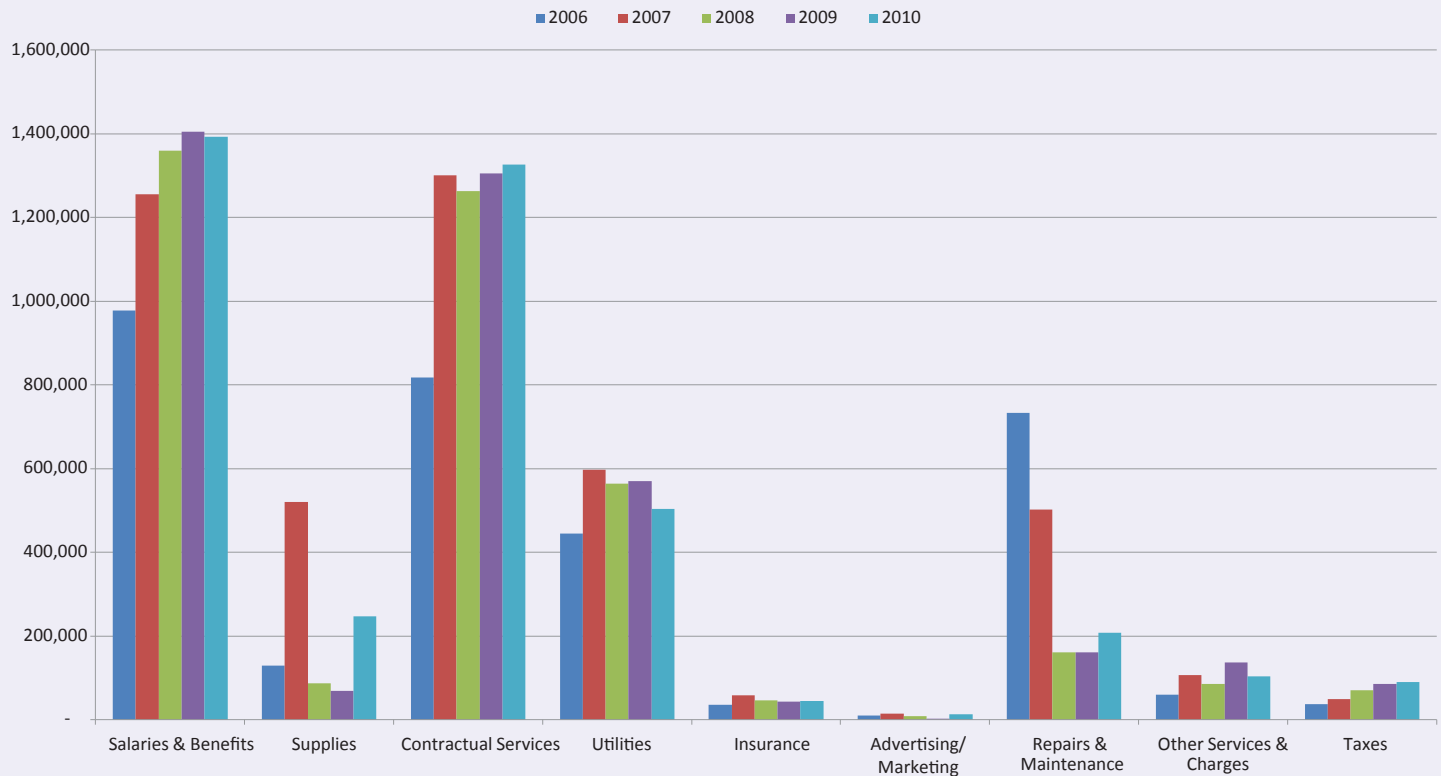
DESCRIPTION	AMOUNT	%
Salaries & Benefits	\$1,393,131	35%
Supplies	247,873	6%
Contractual Services	1,326,940	34%
Utilities	504,107	13%
Insurance	45,304	1%
Advertising/Marketing	13,731	0%
Repairs & Maintenance	207,369	5%
Other Services & Charges	104,212	3%
Taxes	90,291	2%
<b>Total</b>	<b>\$3,932,956</b>	<b>100%</b>





## EXPENSES HISTORY 2006-2010

DESCRIPTION	2006	2007	2008	2009	2010
Salaries & Benefits	978,281	1,255,564	1,359,266	1,405,726	1,393,131
Supplies	129,413	520,332	86,630	68,485	247,873
Contractual Services	817,450	1,301,490	1,263,242	1,305,285	1,326,940
Utilities	444,974	596,889	564,036	570,787	504,107
Insurance	35,429	58,433	46,600	43,163	45,304
Advertising/Marketing	10,489	14,586	8,249	2,582	13,731
Repairs & Maintenance	733,665	502,484	160,811	161,540	207,369
Other Services & Charges	59,836	106,644	86,127	136,833	104,212
Taxes	37,823	49,240	70,688	86,134	90,291
<b>Total</b>	<b>\$3,247,360</b>	<b>\$4,405,662</b>	<b>\$3,645,649</b>	<b>\$3,780,535</b>	<b>\$3,932,956</b>



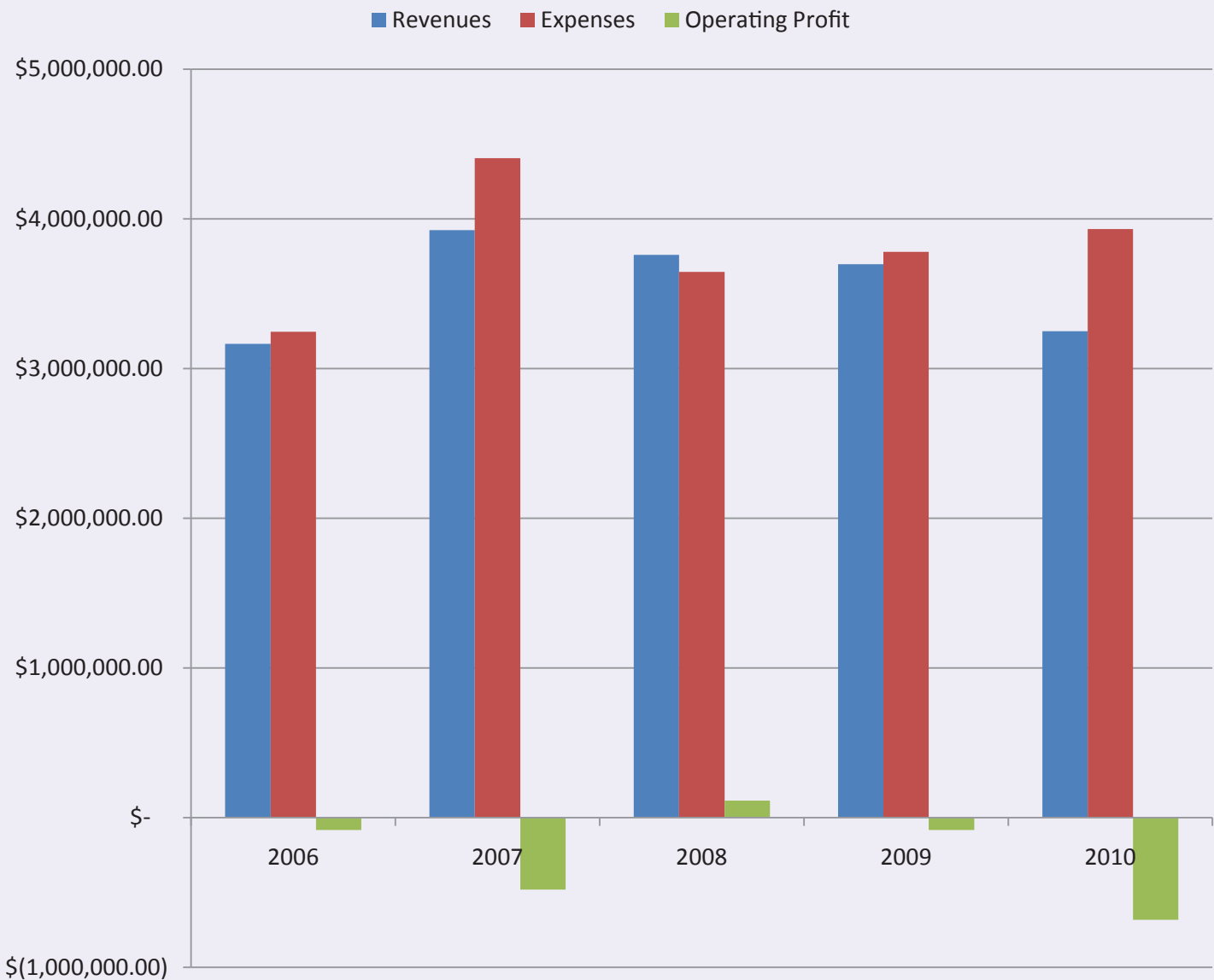




## OPERATING PROFIT 2006-2010

DESCRIPTION	2006	2007	2008	2009	2010
Revenues	\$3,164,924.46	\$3,926,057.82	\$3,761,125.37	\$3,698,122.17	\$3,250,483.94
Expenses	3,247,359.57	4,405,661.73	3,645,648.72	3,780,534.86	3,932,955.99
Operating Profit	\$(82,435.11)	\$(479,603.91)	\$115,476.65	\$(82,412.69)	\$(682,472.05)

As of 2010 Arena admission tax reported as Arena revenue rather than Convention Center revenue.





## ADMISSION TAX

DATE	EVENT	CONVENTION CENTER
10-Jan	Bridal Festival	\$959.29
10-Jan	Flip Fest	510.29
5-Feb	Ag Expo	1,980.00
6-Feb	Lilac Cheer & Dance	543.90
15-Feb	Motorcycle Show	2,992.72
21-Feb	Golf Show	1,478.10
7-Mar	Great Western Sportfishing Show	1,014.38
14-Mar	Baby Fair	219.29
12-Apr	Home & Garden Show	1,350.76
18-Apr	Womens Show	805.38
16-May	Lilac City Tattoo Expo	1,212.26
4-Jul	Best Seats in Town	152.86
25-Sep	Bridal Festival	295.14
Total		\$13,514.36

## LODGING TAX

### REVENUES

Received	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Total
Earned	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	
Lodging Tax	94,051	77,944	124,849	110,450	139,057	132,577	146,544	156,337	129,926	124,978	90,275	88,874	1,415,863

### EXPENSES

Allocations	(100,000)												(100,000)
Bond Payment	(362,500)												(362,500)
Gross To PFD	(368,449)	(290,505)	(165,655)	(55,205)	83,851	216,428	362,972	519,309	649,236	774,214	864,489	953,363	953,363
To CVB	(53,000)	(53,000)	(53,000)	(53,000)	(53,000)	(53,000)	(53,000)	(53,000)	(53,000)	(70,311)	(53,000)	(53,000)	(653,311)
Net To PFD	(421,449)	(396,505)	(324,655)	(267,205)	(181,149)	(101,572)	(8,028)	95,309	172,236	226,903	264,178	300,052	300,052

### ADJUSTED PAYMENT TO CVB:

Paid for 2010	653,311
Due PFD	
Sales Mgr Reim	(60,000)
Net Paid to CVB	593,311



**ACTIVITY BY MONTH**  
**JANUARY 2010**

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
6-Jan	CTA Class	2 MR's				2		21	-	-	-	-
6-Jan	Dreamnight Banquet	Ball AB		2				625	213.00	3,971.26	960.00	5,144.26
8-Jan	Bridal Festival	Hall AB	2					225	2,000.00	-	6,500.00	8,500.00
8-Jan	6th Annual Flip Festival MI	Ball BC, 1 MR		2		1		82	1,700.00	-	2,395.00	4,095.00
9-Jan	6th Annual Flip Festival	Ball BC, 1 MR		2		1		784	2,800.00	1,131.62	865.00	4,796.62
9-Jan	Bridal Festival	Hall AB	2					1,918	3,800.00	986.20	1,490.00	6,276.20
9-Jan	Bridal Gown Sale -- Art of Weddings	1 MR				1		200	200.00	-	95.00	295.00
10-Jan	Bridal Festival	Hall AB	2					1,338	3,800.00	581.34	1,440.00	5,821.34
10-Jan	Bridal Gown Sale -- Art of Weddings	1 MR				1		95	100.00	-	60.00	160.00
10-Jan	6th Annual Flip Festival	Ball BC, 1 MR		2		1		722	2,800.00	1,080.90	1,005.00	4,885.90
14-Jan	Group Health (USFSA Opening Reception) MI	Hall D	1					36	500.00	375.19	225.00	1,100.19
15-Jan	Group Health (USFSA Opening Reception)	Hall D, Prom	1				1	543	-	8,199.96	1,947.50	10,147.46
19-Jan	Arrow Point Technologies	1 MR				1		2	100.00	-	-	100.00
19-Jan	Executive Women International	Prom					1	53	-	334.92	80.00	414.92
20-Jan	Arrow Point Technologies	1 MR				1		2	100.00	-	-	100.00
21-Jan	Arrow Point Technologies	1 MR				1		2	100.00	-	-	100.00
22-Jan	Tigrent Learning, Inc. -- Foreclosures	1 MR				1		24	345.00	41.75	130.00	516.75
22-Jan	Arrow Point Technologies	1 MR				1		2	100.00	-	-	100.00
23-Jan	Tigrent Learning, Inc. -- Foreclosures	1 MR				1		23	345.00	45.94	55.00	445.94
24-Jan	Tigrent Learning, Inc. -- Foreclosures	1 MR				1		23	345.00	47.15	55.00	447.15
31-Jan	Ag Expo MI	Halls A-D, Lobby	4				1	107	2,093.12	87.12	7,238.00	9,418.24
	Total		12	8	-	14	3	6,827	21,441.12	16,883.35	24,540.50	62,864.97

**ACTIVITY BY MONTH**  
**FEBRUARY 2010**

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
1-Feb	Ag Expo MI	Halls A-D, Lobby	4				1	153	\$4,093.12	\$225.85	\$1,880.00	\$6,198.97
2-Feb	Ag Expo	Halls A-D, Lobby	4				1	2,153	8,264.65	3,690.06	2,770.00	14,724.71
3-Feb	EPS Settlements Group, Inc.	1 MR				1		28	234.35	50.12	190.00	474.47
3-Feb	Ag Expo	Halls A-D, Lobby	4				1	3,624	8,264.65	3,151.38	2,635.00	14,051.03
4-Feb	Ag Expo	Halls A-D, Lobby	4				1	1,645	8,264.65	2,089.87	2,470.00	12,824.52
5-Feb	Ag Expo MO	Halls A-D	4					23	4,000.00	-	1,620.00	5,620.00
6-Feb	Lilac City Cheer & Dance Competition	Hall B2, C	2					2,379	2,940.00	3,484.79	4,247.00	10,671.79
9-Feb	Go Red for Women Luncheon	Ball A-C		3				35	1,000.00	-	280.00	1,280.00
10-Feb	Go Red for Women Luncheon	Ball A-C, 4 MR's		3		4		526	1,399.20	2,689.45	3,052.00	7,140.65
10-Feb	Inland Northwest Motorcycle Show MI	Halls A-C, Lobby	3				1	121	3,000.00	-	5,120.00	8,120.00
11-Feb	Inland Northwest Motorcycle Show MI	Halls A-D, Lobby	4				1	89	4,084.00	-	1,750.00	5,834.00
11-Feb	Mayor's Economic Forecast Policy Group	1 MR				1		25	-	83.79	266.00	349.79
11-Feb	Travelers Insurance Seminar & Tradeshow	Bay 1			1			112	700.00	419.92	427.00	1,546.92
12-Feb	GSI State of the City Address	Ball A		1				287	226.56	1,032.61	765.00	2,024.17
12-Feb	Inland Northwest Motorcycle Show	Halls A-D, Lobby	4				1	1,173	8,315.00	952.06	2,600.00	11,867.06
13-Feb	Inland Northwest Motorcycle Show	Halls A-D, Lobby	4				1	4,921	8,315.00	3,768.37	2,600.00	14,683.37
14-Feb	Inland Northwest Motorcycle Show	Halls A-D, Lobby	4				1	1,659	8,315.00	1,120.85	2,600.00	12,035.85
15-Feb	World Wide Dreambuilders Second Look	Ball A		1				375	900.00	-	520.00	1,420.00
18-Feb	Spokane Golf Show DI	Ball BC		2				18	650.00	-	3,012.00	3,662.00
19-Feb	Spokane Golf Show MI	Ball A-C, 5 MR's, Lobby		3		5	1	155	2,157.00	-	330.00	2,487.00
20-Feb	Spokane Golf Show	Ball A-C, 5 MR's, Lobby		3		5	1	1,966	4,305.00	1,164.38	1,466.19	6,935.57
21-Feb	Spokane Golf Show	Ball A-C, 5 MR's, Lobby		3		5	1	2,345	4,305.00	685.64	1,382.97	6,373.61
23-Feb	Spokane Regional Sports Commission	Ball A-C		3				14	2,047.50	-	80.00	2,127.50
23-Feb	Partnership in Employment Career Fair DI	Bays 1-2			2			5	450.00	-	1,263.00	1,713.00

# 2010 YEAR END REPORT



SPOKANE  
CONVENTION  
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## ACTIVITY BY MONTH FEBRUARY 2010 (CONTINUED)

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
24-Feb	Partnership in Employment Career Fair	Bays 1-2, 2 MR's				2	2	676	1,238.95	593.82	785.00	2,617.77
24-Feb	Spokane Regional Sports Commission	Ball A-C		3				932	150.50	3,944.50	2,450.00	6,545.00
24-Feb	Real Estate Market Forum	Lobby					1	25	120.52	-	406.00	526.52
25-Feb	Real Estate Market Forum	Ball A-C, Bays 1-3, Lobby		3	3		1	458	2,040.67	1,935.51	2,180.00	6,156.18
25-Feb	Spokane Internal Medicine DI	Bay 1				1		5	175.00	-	381.00	556.00
25-Feb	Boy Scout Breakfast MI	Ball BC, Lobby		2			1	9	1,500.00	-	200.00	1,700.00
26-Feb	Boy Scout Breakfast	Ball BC, Lobby		2			1	616	432.00	2,230.08	2,048.00	4,710.08
26-Feb	Pars Consulting Incorporated	1 MR					1	3	180.00	-	205.00	385.00
26-Feb	Spokane Internal Medicine	Bays 1-3, 3 MR's, Lobby				3	3	330	2,305.95	1,654.83	2,595.00	6,555.78
27-Feb	Spokane Internal Medicine	Bays 1-3, Lobby				3		250	1,700.00	300.50	2,165.00	4,165.50
Total			41	32	15	27	18	27,135	\$96,074.27	\$35,268.38	\$56,741.16	\$188,083.81

## ACTIVITY BY MONTH MARCH 2010

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
1-Mar	Integrus Architecture (Shareholders Meeting)	1 MR				1		10	\$127.59	\$111.03	\$75.00	\$313.62
3-Mar	Great Western Sportfishing Show MI	Hall A	1					22	1,000.00	-	4,555.00	5,555.00
4-Mar	Great Western Sportfishing Show	Hall AB	2					76	2,000.00	14.52	1,230.00	3,244.52
4-Mar	SHCH - Kids at Heart 2010 Charity Luncheon	Bays 1-3			3			312	1,188.07	1,398.29	1,730.00	4,316.36
4-Mar	Mutual Of Enumclaw	2 MR's				2		123	331.00	381.90	120.00	832.90
5-Mar	Great Western Sportfishing Show	Hall AB	2					839	3,800.00	886.90	1,695.00	6,381.90
5-Mar	Spokane Home Builders Association - REDCON	CT				1		179	490.00	137.10	255.00	882.10
6-Mar	Great Western Sportfishing Show	Hall AB	2					2,253	3,800.00	1,291.06	1,805.00	6,896.06
7-Mar	Great Western Sportfishing Show	Hall AB	2					500	3,800.00	734.14	1,695.00	6,229.14
8-Mar	URM Food Show DI	Hall BC	2					20	1,000.00	-	11,255.00	12,255.00
8-Mar	URM Candy & General Merchandise Show MI	Hall A	1					67	-	-	1,320.00	1,320.00
9-Mar	URM Food Show	Hall BC	2					178	2,000.00	-	960.00	2,960.00
9-Mar	URM Candy & General Merchandise Show	Hall AD	2					73	1,200.00	920.29	510.00	2,630.29
9-Mar	City Custodian Exam	Ball AB		2				340	-	-	1,951.00	1,951.00
10-Mar	URM Food Show	Hall BC	2					979	2,802.29	-	1,770.00	4,572.29
10-Mar	URM Candy & General Merchandise Show	Hall AD	2					765	4,600.00	-	1,125.00	5,725.00
12-Mar	Tigrent Learning, Inc. -- Properties in Probate	1 MR				1		16	345.00	37.78	90.00	472.78
13-Mar	Baby Fair Dec In	Hall A	1					12	500.00	-	855.00	1,355.00
13-Mar	World Wide Dreambuilders	Bays 1-2			2			1,194	1,400.00	-	725.00	2,125.00
13-Mar	Tigrent Learning, Inc. -- Properties in Probate	1 MR				1		16	345.00	36.70	55.00	436.70
13-Mar	Carol Randall Wake	Hall D	1					145	-	2,323.12	370.00	2,693.12
14-Mar	Baby Fair	Hall A	1					1,495	2,400.00	521.64	1,365.00	4,286.64
14-Mar	Tigrent Learning, Inc. -- Properties in Probate	1 MR				1		16	345.00	40.93	55.00	440.93
15-Mar	Washington Educator Career Fair Dec In	Hall BC	2					12	1,000.00	-	2,541.00	3,541.00
16-Mar	Washington Educator Career Fair	Hall BC	2					608	3,400.00	419.66	1,010.00	4,829.66
18-Mar	Pacific Northwest Qualifier	Hall A-D	4					46	3,150.00	-	3,588.00	6,738.00
18-Mar	Cascade Harmony Chorus Rehearsals	1 MR				1		35	80.00	-	40.00	120.00
19-Mar	Pacific Northwest Qualifier	Hall A-D	4					1,975	6,300.00	3,318.47	1,855.00	11,473.47
19-Mar	Cascade Harmony Chorus Rehearsals	1 MR				1		35	100.00	-	40.00	140.00
19-Mar	Sweet Adelines - Region 24	Bay 1			1			238	129.41	1,013.43	50.00	1,192.84
20-Mar	Pacific Northwest Qualifier	Hall A-D	4					1,975	6,300.00	3,789.21	1,870.00	11,959.21
20-Mar	Columbia River Chorus Breakfast	2 MR's				2		33	9.66	-	40.00	49.66
21-Mar	Pacific Northwest Qualifier	Hall A-D	4					2,231	6,300.00	2,260.70	1,400.00	9,960.70
22-Mar	Pacific Northwest Qualifier	Hall A-C	3					-	1,575.00	-	-	1,575.00
23-Mar	Pacific Northwest Qualifier	Hall A-C	3					-	1,575.00	-	-	1,575.00



## ACTIVITY BY MONTH MARCH 2010 (CONTINUED)

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
23-Mar	SPFD Board Meeting	1 MR				1		20	-	18.40	-	18.40
24-Mar	Pacific Northwest Qualifier	Hall A-C	3					-	1,575.00	-	-	1,575.00
25-Mar	Pacific Northwest Qualifier	Hall A-D	4					105	1,575.00	-	265.00	1,840.00
25-Mar	Cornerstone Pentecostal Church Summit	Bays 1-3, Lobby			3		1	850	1,547.10	20.86	2,290.00	3,857.96
26-Mar	Pacific Northwest Qualifier	Hall A-D	4					1,946	6,300.00	2,607.97	1,780.00	10,687.97
26-Mar	Cornerstone Pentecostal Church Summit	Bays 1-3, 2 MR's, Lobby			3	2	1	825	2,193.05	467.98	1,915.00	4,576.03
27-Mar	Pacific Northwest Qualifier	Hall A-D	4					2,013	6,300.00	2,857.02	1,815.00	10,972.02
27-Mar	Cornerstone Pentecostal Church Summit	Bays 1-3, Lobby			3		1	810	2,229.60	65.20	1,615.00	3,909.80
28-Mar	Pacific Northwest Qualifier	Hall A-D	4					2,152	6,300.00	2,048.97	1,250.00	9,598.97
30-Mar	Sara Lee	1 MR				1		19	100.00	131.33	60.00	291.33
31-Mar	Sara Lee	1 MR				1		16	45.39	91.94	55.00	192.33
	Total		68	2	15	16	3	25,574	\$91,558.16	\$27,946.54	\$59,045.00	\$178,549.70

## ACTIVITY BY MONTH APRIL 2010

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	OUT	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
1-Apr	Apollo College Graduation	Bays 1-3, Lobby				3	1		952	\$791.25	\$-	\$1,250.00	\$2,041.25
6-Apr	Spokane Home & Garden Show DI	Halls A-C	3						25	1,500.00	-	6,375.00	7,875.00
7-Apr	Spokane Home & Garden Show MI	Halls A-C	3						115	3,000.00	-	1,450.00	4,450.00
8-Apr	Spokane Home & Garden Show MI	Halls A-C, Lobby	3				1		200	3,080.96	-	1,450.00	4,530.96
8-Apr	IAI Pre-Con	2 MR's				2			12	-	34.96	-	34.96
9-Apr	IAI Pre-Con	2 MR's				2			12	-	61.47	-	61.47
9-Apr	Spokane Home & Garden Show	Halls A-D, Lobby	4				1		1,301	6,588.40	1,151.37	2,615.10	10,354.87
9-Apr	GSI --Senator Patty Murray Luncheon	Ball A			1				175	345.00	851.00	560.00	1,756.00
10-Apr	Spokane Home & Garden Show	Halls A-D, Lobby	4				1		2,074	6,588.40	1,509.77	2,113.91	10,212.08
11-Apr	Spokane Home & Garden Show	Halls A-D, Lobby	4				1		1,828	6,588.40	1,145.27	2,067.08	9,800.75
12-Apr	Spokane Home & Garden Show MO	Halls A-C, Lobby	3				1		168	3,080.96	-	1,450.00	4,530.96
13-Apr	IBP Anger Forgiveness and the Healing Process	Bay 1				1			197	700.00	227.29	505.00	1,432.29
13-Apr	NRLCA Board Meeting	1 MR				1			9	-	103.85	-	103.85
14-Apr	NRLCA Board Meeting	1 MR				1			9	-	103.04	-	103.04
15-Apr	NRLCA Board Meeting	1 MR				1			9	-	113.51	-	113.51
15-Apr	2010 Women's Show DI	Hall AB	2						78	1,780.80	-	7,237.00	9,017.80
15-Apr	Life Services Women of Compassion Luncheon	Bays 1-3			3				487	39.75	2,239.05	2,450.00	4,728.80
15-Apr	The Official Tea Party of Spokane, Inc.	Breezeway						1	3,500	950.00	-	618.00	1,568.00
16-Apr	NCEES Exams	Bays 1-2, 2 MR's				2	2		79	2,000.00	-	1,095.00	3,095.00
16-Apr	2010 Women's Show MI	Hall AB	2						1,040	4,954.25	281.20	1,730.00	6,965.45
16-Apr	Unspeakable Joy Church Women's Conference	CT				1			175	-	-	175.00	175.00
17-Apr	NCEES Exams	Bays 1-2, 2 MR's				2	2		77	1,800.00	-	1,100.00	2,900.00
17-Apr	2010 Women's Show	Hall A-C	3						3,252	4,954.25	1,333.29	2,050.00	8,337.54
17-Apr	Unspeakable Joy Church Women's Conference	CT, 2 MR's				3			73	600.00	-	145.00	745.00
18-Apr	2010 Women's Show	Hall AB	2						2,245	4,853.00	449.41	1,300.00	6,602.41
18-Apr	Unspeakable Joy Church Women's Conference	CT				1			171	650.00	-	145.00	795.00
19-Apr	Spokane Scholars Foundation	Ball A-C			3				720	1,399.12	3,834.68	2,610.00	7,843.80
20-Apr	INB Strategic Planning Session	3 MR's				3			18	-	156.11	100.00	256.11
20-Apr	VP Buildings	2 MR's				2			13	60.00	181.41	135.00	376.41
21-Apr	Our Kids: Our Business 4th Annual Luncheon	Ball AB			2				407	459.00	2,056.20	2,220.00	4,735.20
21-Apr	Sara Lee	1 MR				1			13	84.95	194.58	40.00	319.53
21-Apr	VP Buildings	2 MR's				2			10	60.00	211.37	100.00	371.37
22-Apr	GSI --Business After Hours	Ball AB			2				135	-	140.14	-	140.14
22-Apr	Vote 4 Verner	Bay 1				1			177	-	799.48	227.00	1,026.48

# 2010 YEAR END REPORT



SPOKANE  
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## ACTIVITY BY MONTH APRIL 2010 (CONTINUED)

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	OUT	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
22-Apr	"Chance to Choose" U. S. Senate Candidate	Bay 1				1			258	700.00	79.91	925.00	1,704.91
22-Apr	VP Buildings	2 MR's							11	60.00	134.21	295.00	489.21
22-Apr	Northwest Farm Credit Services	Lobby					1		14	-	-	80.00	80.00
23-Apr	25th Annual America's Kids Run Registration	Hall D	1						1,186	2,200.00	32.35	804.00	3,036.35
23-Apr	IAAM District IV Meeting	Bays 1-2, CT, 6 MR's				2	7		110	-	9.11	-	9.11
24-Apr	IAAM District IV Meeting	Ball A-C, Bays 1-2, CT, 6 MR's			3	2	6		102	-	615.58	-	615.58
25-Apr	IAAM District IV Meeting	Ball A-C, Bays 1-2, CT, 6 MR's			3	2	6		105	-	721.59	-	721.59
26-Apr	IAAM District IV Meeting	Ball A-C, Bays 1-2, CT, 6 MR's			3	2	6		78	-	644.77	-	644.77
25-Apr	Sysco Culinary Expo DI	Hall BC	2						12	1,000.00	-	11,595.00	12,595.00
26-Apr	Sysco Culinary Expo MI	Hall BC	2						202	2,000.00	-	1,440.00	3,440.00
27-Apr	Sysco Culinary Expo	Hall BC	2						1,251	3,400.00	-	1,250.00	4,650.00
28-Apr	Bloomdsday DI	Hall A-C	3						112	1,500.00	144.79	3,583.00	5,227.79
29-Apr	Bloomdsday MI	Hall A-C	3						590	3,000.00	254.04	2,114.00	5,368.04
30-Apr	Bloomdsday	Hall A-C	3						19,478	5,816.20	797.32	2,729.00	9,342.52
30-Apr	Meridian Dental Study Group	CT				1			215	650.00	655.96	410.00	1,715.96
Total			49	17	21	52	7	1	43,480	\$77,234.69	\$21,268.08	\$68,538.09	\$167,040.86

## ACTIVITY BY MONTH MAY 2010

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	OUT	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
1-May	Bloomdsday	Hall A-C, Plaza	3					1	29,314	\$5,816.20	\$1,386.79	\$3,242.00	\$10,444.99
1-May	University of Phoenix	Bays 1-3				3			640	2,150.00	133.45	1,370.00	3,653.45
1-May	Lewis & Clark High School Senior Prom	1 MR, RD						1	398	1,950.00	-	350.00	2,300.00
1-May	Sara Lee	3 MR's				3			22	32.10	492.60	130.00	654.70
1-May	Time Out for Women	2 MR's				2			1,500	800.00	-	95.00	895.00
2-May	Bloomdsday	Hall A	1						2,209	2,400.00	36.80	3,255.00	5,691.80
5-May	Inland Northwest Dental Conference	Ball A-C, 1 MR		3		1			57	1,950.00	-	2,507.00	4,457.00
6-May	Inland Northwest Dental Conference	Ball A-C, Bays 1-2, 13 MR's		3	2	13			832	7,875.00	1,675.58	3,750.00	13,300.58
7-May	Inland Northwest Dental Conference	Ball A-C, Bays 1-2, 13 MR's		3	2	13			1,003	6,749.82	1,292.80	3,725.00	11,767.62
7-May	WSU Commencement	6 MR'S				6			369	600.00	-	280.00	880.00
7-May	WSU College of Pharmacy Brunch	Hall B	1						489	-	2,535.75	966.25	3,502.00
8-May	Mead High School Prom	1 MR, RD, EB					1	1	277	1,950.00	-	350.00	2,300.00
8-May	Gonzaga University Senior Breakfast	Ball A-C		3					737	345.75	3,940.31	1,650.00	5,936.06
10-May	Women Helping Women	Hall B-D	3						1,629	-	7,108.20	3,987.00	11,095.20
10-May	World Wide Dreambuilders	Ball A		1					365	900.00	-	520.00	1,420.00
11-May	WEA Representative Assembly DI	Ball A-C, 7 MR's, Lob		3		7	1		35	2,385.00	-	5,753.63	8,138.63
12-May	WEA Representative Assembly DI	Ball A-C, Bays 1-2, 7 MR's. Lob		3	2	7	1		56	7,125.00	538.14	583.08	8,246.22
13-May	WEA Representative Assembly MI	Ball A-C, Bays 1-2, 8 MR's. Lob		3	2	8	1		1,121	7,961.25	910.25	10,447.47	19,318.97
13-May	Lilac City Tattoo Expo DI	Hall B	1						12	500.00	-	1,830.00	2,330.00
14-May	WEA Representative Assembly	Ball A-C, Bays 1-3, 14 MR's. CT, Lob		3	3	15	1		1,287	11,445.00	1,570.18	9,088.85	22,104.03
14-May	Lilac City Tattoo Expo	Hall B,D	2						1,168	1,472.00	1,201.24	920.00	3,593.24
15-May	WEA Representative Assembly	Ball A-C, Bays 1-2, 12 MR's. Lob		3	2	12	1		1,287	10,420.00	1,147.21	3,839.51	15,406.72
15-May	Lilac City Tattoo Expo	Hall B	1						1,220	1,400.00	2,206.48	980.00	4,586.48
15-May	Lilac Parade Command Center	Hall A	1					25	-	-	-	-	-
16-May	WEA Representative Assembly DO	Ball A-C		3					10	1,950.00	-	113.75	2,063.75
16-May	Lilac City Tattoo Expo	Hall B	1						506	1,400.00	945.73	750.00	3,095.73
16-May	WA Assc. of Sheriffs and Police Chiefs	1 MR				1			6	-	-	3,000.00	3,000.00
17-May	WA Assc. of Sheriffs and Police Chiefs	Ball A-C, 7 MR's		3		7			72	1,775.00	39.06	555.00	2,369.06
18-May	WSHA 2010 Conference DI	Hall C, Lob	1				1		10	593.60	-	3,082.00	3,675.60
18-May	WA Assc. of Sheriffs and Police Chiefs	Ball A-C, Bay 1, 13 MR's, CT		3	1	14			237	1,233.95	4,534.66	2,810.00	8,578.61



## ACTIVITY BY MONTH MAY 2010 (CONTINUED)

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	OUT	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
19-May	WSHA 2010 Conference	Hall B1,C, 1 MR, Lob	2			1	1		674	2,119.53	2,838.94	837.83	5,796.30
19-May	WA Assc. of Sheriffs and Police Chiefs	Ball A-C, Bay 1, 1 MR, CT, Lob		3	1	2	1		215	3,470.00	3,182.02	1,900.00	8,552.02
20-May	WA Assc. of Sheriffs and Police Chiefs	4 MR's				4			160	825.00	932.25	170.00	1,927.25
20-May	NAWCC 2010 Regional MI	Hall C, Lob	1				1		60	500.00	-	1,765.00	2,265.00
20-May	Pathology Associates Medical Labs	2 MR's, CT				3			185	262.20	1,795.73	495.00	2,552.93
20-May	Health Care Reform 101	Bay 1			1				162	76.40	631.41	1,040.00	1,747.81
21-May	NAWCC 2010 Regional	Hall C, Lob	1				1		254	2,000.00	260.17	680.00	2,940.17
21-May	DeBit-Mortlock Rehearsal	Bay 1			1				25	-	-	-	-
22-May	NAWCC 2010 Regional	Hall C, Lob	1				1		206	2,000.00	421.18	590.00	3,011.18
22-May	Peer-Rosenkranz Wedding Reception	3 MR's				3			85	600.00	583.14	600.00	1,783.14
22-May	DeBit-Mortlock Wedding & Reception	Bay 1			1				107	700.00	874.02	850.00	2,424.02
22-May	Wash State Army National Guard	Halls AB	2						485	2,100.00	1,173.13	3,306.56	6,579.69
24-May	Wash Fire Chiefs State Convention DI	Hall A	1						10	1,200.00	-	-	1,200.00
25-May	Wash Fire Chiefs State Convention	Hall A	1						175	1,530.00	1,716.33	500.00	3,746.33
25-May	SPFD Board Meeting	1 MR				1			20	-	18.40	-	18.40
26-May	Wash Fire Chiefs State Convention	Hall A	1						154	2,400.00	168.29	160.00	2,728.29
27-May	Pitney Bowes One Forum	Bay 1			1				250	500.00	38.99	1,115.00	1,653.99
Total			25	40	22	125	12	3	50,120	\$103,462.80	\$46,329.23	\$83,939.93	\$233,731.96

## ACTIVITY BY MONTH JUNE 2010

DATE	EVENT	ROOMS	BALL	BAY	MTG	OUT	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
1-Jun	The Compass Club Luncheon	3 MR's			3		63	\$-	\$250.24	\$-	\$250.24
2-Jun	Providence Employee Service Awards	Bays 1-2		2			490	-	4,340.51	1,106.00	5,446.51
4-Jun	PEO Sisterhood 2010 Convention	Ball A-C, 2 MR's	3		2		542	-	3,713.96	4,463.62	8,177.58
4-Jun	Medicine Wheel Academy Graduation	CT			1		52	400.00	-	235.00	635.00
4-Jun	Rogers High School Senior Brunch	Bay 2		1			130	-	448.50	120.00	568.50
4-Jun	Riverside High School Graduation	Bay 1		1			118	500.00	-	310.00	810.00
5-Jun	PEO Sisterhood 2010 Convention	Ball A-C, 6 MR's	3		6		485	863.15	6,028.31	1,005.00	7,896.46
5-Jun	Evergreen Freedom Foundation	5 MR's			5		65	724.50	322.46	605.00	1,651.96
5-Jun	SD81 Graduations - NC, Rogers, Shadle Park	Bays 1-2		2			1,107	1,400.00	-	610.00	2,010.00
6-Jun	PEO Sisterhood 2010 Convention	Ball A-C, 2 MR's	3		2		460	3,000.00	526.53	415.00	3,941.53
6-Jun	West Valley HS Graduation	Bay 1		1			200	500.00	-	310.00	810.00
9-Jun	Working Women's Wednesday	RD, 1 MR			1	1	94	-	495.15	-	495.15
12-Jun	World Wide Dreambuilders	Bays 1-2		2			885	1,400.00	88.74	740.00	2,228.74
14-Jun	Ungerboeck Western Users Alliance 2010	RD, 2 MR's			2	1	22	-	426.33	-	426.33
14-Jun	East Valley High School Graduation	Ball A	1				308	1,300.00	-	405.00	1,705.00
15-Jun	Ungerboeck Western Users Alliance 2010	RD, 2 MR's			2	1	22	-	285.96	-	285.96
16-Jun	Fred Pryor - Dealing with Difficult People	1 MR			1		69	515.00	-	5.00	520.00
16-Jun	Working Women's Wednesday	RD, 1 MR			1	1	97	-	503.98	-	503.98
16-Jun	Mayor's Economic Forecast & Policy Meeting	1 MR			1		42	-	83.79	176.00	259.79
18-Jun	Petersen-Mortimer Courtesy Rehearsal	RD, 1 MR			1	1	16	-	-	-	-
19-Jun	Petersen-Mortimer Wedding & Reception	RD, 1 MR			1	1	60	1,600.00	568.10	1,046.08	3,214.18
21-Jun	Spokane Community College Commence. (2)	Ball A	1				648	1,300.00	-	405.00	1,705.00
22-Jun	Rail Symposium	CT			1		42	378.00	-	-	378.00
23-Jun	Working Women's Wednesday	RD, 1 MR			1	1	145	-	717.18	-	717.18
27-Jun	AWSP/WASA Summer Conference	Ball BC, Bays 1-3, 1 MR	2	3	1		409	-	4,318.01	5,306.00	9,624.01
28-Jun	AWSP/WASA Summer Conference	Ball BC, Bays 1-3, 19 MR's	2	3	19		758	8,238.50	5,345.90	5,372.50	18,956.90
29-Jun	AWSP/WASA Summer Conference	Ball BC, Bays 1-3, 14 MR's	2	3	14		608	6,375.00	4,520.95	3,580.00	14,475.95
30-Jun	Working Women's Wednesday	RD, 1 MR			1	1	121	-	622.06	-	622.06
Total			17	18	66	8	8,058	\$28,494.15	\$33,606.66	\$26,215.20	\$88,316.01

# 2010 YEAR END REPORT



SPOKANE  
CONVENTION  
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## ACTIVITY BY MONTH JULY 2010

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	OUT	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
2-Jul	Barr-Kessie Wedding & Reception	Bay 1, RD, 1 MR				1	1	93	\$1,600.00	\$706.12	\$1,081.08	\$3,387.20
3-Jul	Schmitz-Hansen Wedding & Reception	RD, 1 MR					1	73	1,600.00	663.14	1,046.08	3,309.22
4-Jul	"Best Seats in Town" No Tent	RD, 1 MR					1	100	1,549.71	341.35	-	1,891.06
4-Jul	Masteller-Guenther Wedding & Reception	6 MR's					6	100	450.00	757.69	1,200.00	2,407.69
5-Jul	IAI International Educational Conference	Bay 1, 2 MR's				1	2	42	1,100.00	10.41	9,317.00	10,427.41
6-Jul	IAI International Educational Conference	Bay 1, 2 MR's				1	2	23	1,100.00	9.20	-	1,109.20
7-Jul	IAI International Educational Conference	Bay 1, 2 MR's				1	2	12	1,100.00	73.43	-	1,173.43
7-Jul	Working Women's Wednesday	RD, 1 MR					1	125	-	644.58	-	644.58
8-Jul	IAI International Educational Conference	Bay 1, 2 MR's				1	2	63	1,100.00	244.66	-	1,344.66
9-Jul	IAI International Educational Conference	Hall AB, Bay 1, 2 MR's		2		1	2	43	2,100.00	196.08	-	2,296.08
9-Jul	Lake-White Wedding & Reception	RD, 2 MR's					2	91	1,600.00	985.91	1,046.08	3,631.99
10-Jul	IAI International Educational Conference	Hall AB, Bay 1, 2 MR's		2		1	2	102	2,100.00	178.83	-	2,278.83
10-Jul	Marlow-Hoener Wedding & Reception	RD, 2 MR's					2	122	1,600.00	589.19	1,046.08	3,235.27
11-Jul	IAI International Educational Conference	Hall ABC, Bay 1, 3 MR's		3		1	3	528	5,700.00	4,754.02	50.00	10,504.02
12-Jul	IAI International Educational Conference	Hall ABC, Ball ABC, Bay 3, 20MR		3	3	3	20	375	150.16	4,529.00	2,959.00	7,638.16
13-Jul	IAI International Educational Conference	Hall AB, Ball C, Bay 3, 20 MR's		2	1	3	20	917	2,348.00	6,058.68	40.00	8,446.68
14-Jul	IAI International Educational Conference	Hall AB, Ball C, Bay 3, 20 MR's		2	1	3	20	910	12,410.50	2,600.41	-	15,010.91
15-Jul	IAI International Educational Conference	Hall AB, Ball C, Bay 3, 20 MR's		2	1	3	20	917	10,410.50	1,506.74	-	11,917.24
16-Jul	IAI International Educational Conference	Ball BC, Bay 3, 20 MR's			2	3	20	821	9,710.50	8,035.07	(1,592.06)	16,153.51
17-Jul	Hudson-Ciesielski Wedding Reception	RD, 2 MR's					2	146	900.00	1,443.36	1,046.08	3,389.44
18-Jul	Delta Kappa Gamma Biennial Convention	4 MR's					4	10	800.00	4.43	12.00	816.43
19-Jul	Delta Kappa Gamma Biennial Convention	4 MR's					4	500	800.00	25.30	1,000.00	1,825.30
19-Jul	PROBuild-ProEarth Building Sciences	2 MR's					2	82	163.00	1,242.20	400.00	1,805.20
20-Jul	Delta Kappa Gamma Biennial Convention	Ball ABC, Bay 2, 15 MR's			3	2	15	1,800	-	4,782.34	2,894.00	7,676.34
21-Jul	Delta Kappa Gamma Biennial Convention	Bay 3, 11 MR's					3	11	1,800	-	1,622.00	3,686.15
22-Jul	Delta Kappa Gamma Biennial Convention	Hall AB, Ball ABC, Bay 3, 21 MR		2	3	3	21	1,800	-	7,010.06	7,460.00	14,470.06
23-Jul	Delta Kappa Gamma Biennial Convention	Hall B1, Ball AC, Bay 3, 23 MR		1	3	3	23	1,800	8,665.34	6,645.65	3,915.00	19,225.99
23-Jul	Dimeling-Lowderback Wedding Rehearsal	RD						1	20	-	-	-
24-Jul	Delta Kappa Gamma Biennial Convention	5 MR's					5	1,800	11,230.00	13,130.98	2,520.00	26,880.98
24-Jul	Dimeling-Lowderback Wedding & Reception	RD, 1 MR					1	158	900.00	1,865.07	1,046.08	3,811.15
24-Jul	Davis-Betts Wedding Reception	Bay 1						120	700.00	1,095.71	850.00	2,645.71
25-Jul	Delta Kappa Gamma Biennial Convention	5 MR's					5	-	1,000.00	-	-	1,000.00
25-Jul	Royal Fireworks	RD					1	189	1,186.10	1,031.78	375.00	2,592.88
26-Jul	WSBA - Exams	Ball BC, 6 MR's		2			6	14	2,600.00	-	2,412.00	5,012.00
26-Jul	Farmer-Tande Wedding Rehearsal	RD					1	25	-	-	-	-
27-Jul	WSBA - Exams	Ball BC, 6 MR's		2			6	151	3,800.00	254.50	1,140.00	5,194.50
28-Jul	WSBA - Exams	Ball BC, 6 MR's		2			6	151	3,800.00	308.96	1,140.00	5,248.96
28-Jul	Conservation Northwest - Press Conference	Point Lobby						40	100.00	-	40.00	140.00
29-Jul	WSBA - Exams	Ball BC, 6 MR's		2			6	151	3,800.00	82.42	1,140.00	5,022.42
29-Jul	Graham - Royer Rehearsal	RD					1	40	-	-	-	-
30-Jul	Shriner's Pacific Northwest Annual Meeting	1 MR					1	22	400.00	-	65.00	465.00
30-Jul	WSBA - Exams	Ball BC, 6 MR's		2			6	-	600.00	-	165.00	765.00
30-Jul	Graham-Royer Wedding & Reception	RD, 1 MR					1	70	1,600.00	886.34	1,046.08	3,532.42
30-Jul	Steubenville Northwest 2010	CT					1	875	400.00	-	65.00	465.00
31-Jul	Shriner's Pacific Northwest Annual Meeting	3 MR's					3	370	924.00	3,767.08	2,198.75	6,889.83
31-Jul	Pippenger-Kranches Wedding & Reception	RD, 1 MR					1	138	1,600.00	1,347.09	1,046.08	3,993.17
31-Jul	Steubenville Northwest 2010	Bays 1-3, CT					3	885	1,666.25	-	1,261.25	2,927.50
31-Jul	Wagner-Frenk Wedding & Reception	6 MR's					6	64	450.00	649.69	1,200.00	2,299.69
Total			19	27	38	266	14	18,678	\$105,814.06	\$80,521.62	\$52,252.58	\$238,588.26





ACTIVITY BY MONTH  
AUGUST 2010

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	OUT	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
1-Aug	Farmer-Tande Wedding & Reception	RD, 1 MR				1	1	110	\$1,600.00	\$931.08	\$996.08	\$3,527.16
1-Aug	Steubenville Northwest 2010	Bay 1			1			100	1,038.75	-	813.75	1,852.50
2-Aug	WSNA Annual State Conference	Hall A, 1 MR	1			1		113	1,750.00	36.80	8,045.00	9,831.80
3-Aug	WSNA Annual State Conference	Hall A, 1 MR	1			1		518	2,690.00	-	60.00	2,750.00
4-Aug	WSNA Annual State Conference	1 MR				1		67	550.00	73.60	60.00	683.60
6-Aug	Garland-Moffitt Wedding & Reception	RD					1	17	-	-	-	-
6-Aug	University High School Class of 1990	RD, 1 MR				1	1	135	1,579.93	1,454.96	520.00	3,554.89
7-Aug	Garland-Moffitt Wedding & Reception	RD, 1 MR				1	1	97	1,600.00	523.51	1,046.08	3,169.59
7-Aug	LDS Youth Conference	Hall C	1					1,760	2,198.00	-	1,223.00	3,421.00
7-Aug	Celebrity Actors Camp	Bay 1			1			775	415.00	-	400.00	815.00
8-Aug	WA ACTE Summer Conference	Hall D	1					25	300.00	-	2,790.00	3,090.00
8-Aug	Celebrity Actors Camp	4 MR's				4		92	575.00	-	240.00	815.00
9-Aug	WA ACTE Summer Conference	Hall B,D	2					653	1,088.75	3,047.08	1,720.00	5,855.83
9-Aug	Celebrity Actors Camp	2 MR's				2		16	290.00	-	190.00	480.00
10-Aug	John Edward Group	Ball A		1				275	900.00	0.06	1,200.00	2,100.06
10-Aug	Tour Factory	RD, 1 MR				1	1	51	655.00	362.75	345.00	1,362.75
11-Aug	National Rural Letter Carriers'	Hall B2, Bay 1, 2 MR's	1		1	2		20	-	188.20	9,713.00	9,901.20
11-Aug	National Rural Letter Carriers'	RD, 1 MR				1	1	210	-	1,003.07	-	1,003.07
12-Aug	National Rural Letter Carriers'	Hall B, Bays 1,3, 5 MR's	1		2	5		30	-	1,067.37	450.00	1,517.37
12-Aug	American Legion World Series Banquet	Ball A-C, 1 MR		3		1		514	645.90	2,885.76	1,775.00	5,306.66
13-Aug	National Rural Letter Carriers'	Hall AB, Bays 1-3, 6 MR's	2		3	6		60	-	1,134.02	205.00	1,339.02
14-Aug	National Rural Letter Carriers'	Hall AB, Bays 1-3, 6 MR's	2		3	6		75	-	1,128.55	4,536.00	5,664.55
14-Aug	Purdun-Steenwyk Wedding & Reception	RD, 1 MR				1	1	61	1,600.00	699.22	1,046.08	3,345.30
14-Aug	Celebrity Actors Camp	Ball C		1				575	260.00	-	595.00	855.00
15-Aug	National Rural Letter Carriers'	Hall A-C, Bays 1-3, 7 MR's	3		3	7		732	-	1,313.59	-	1,313.59
15-Aug	Celebrity Actors Camp	4 MR's				4		24	635.00	-	195.00	830.00
16-Aug	National Rural Letter Carriers'	Hall A-C, Ball C, Bays 1-3, CT, 12 MR's	3	1	3	13		1,750	-	2,644.80	390.00	3,034.80
17-Aug	National Rural Letter Carriers'	Hall A-C, Bays 1-3, CT, 11 MR's	3		3	12		3,000	-	3,229.83	665.00	3,894.83
17-Aug	Sinead Farewell	RD					1	*	-	81.08	-	81.08
18-Aug	National Rural Letter Carriers'	Hall A-C, Bays 1-3, CT, 8 MR's	3		3	9		3,000	-	15,321.07	32,891.17	48,212.24
19-Aug	National Rural Letter Carriers'	Hall A-C, Ball A-C, Bays 1-3, CT, 12 MR	3	3	3	13		3,000	-	4,113.43	1,400.00	5,513.43
20-Aug	National Rural Letter Carriers'	Hall A-C, Bays 1-3, CT, 2 MR's	3		3	3		3,000	-	1,574.47	-	1,574.47
20-Aug	Wealth Magazine Investor Workshop	Ball B		1				383	1,030.00	638.75	1,235.00	2,903.75
20-Aug	Celebrity Actors Camp	3 MR's				3		55	300.00	-	140.00	440.00
21-Aug	National Rural Letter Carriers'	Hall B2, 2 MR's	1			2		10	61,209.94	55.26	150.00	61,415.20
21-Aug	Haas-Barranger Wedding Reception	RD, 1 MR				1	1	137	900.00	1,493.53	1,046.08	3,439.61
21-Aug	Wealth Magazine Investor Workshop	Bays 2-3			2			310	1,400.00	315.73	670.00	2,385.73
21-Aug	Celebrity Actors Camp	2 MR's				2		33	290.00	-	180.00	470.00
22-Aug	Newton-Copell Wedding & Reception	RD, 1 MR				1	1	59	1,600.00	868.46	1,046.08	3,514.54
26-Aug	Wealth Magazine Investor Workshop	Bays 2-3			2			530	1,120.00	759.39	1,315.00	3,194.39
27-Aug	Wealth Magazine Investor Workshop	Bays 2-3			2			493	1,400.00	801.70	735.00	2,936.70
28-Aug	93rd Pacific Northwest District Kiwanis	Ball C		1				402	1,300.00	-	985.00	2,285.00
28-Aug	Celebrity Actors Camp	2 MR's				2		50	290.00	-	130.00	420.00
28-Aug	Wealth Magazine Investor Workshop	Bays 2-3			2			515	1,120.00	853.84	1,305.00	3,278.84
29-Aug	Celebrity Actors Camp	2 MR's				2		28	290.00	-	110.00	400.00
29-Aug	Wealth Magazine Investor Workshop	Bays 2-3			2			415	1,400.00	670.84	725.00	2,795.84
31-Aug	Wealth Magazine Investor Workshop	Bays 2-3			2			397	1,260.00	759.52	965.00	2,984.52
Total			31	11	41	109	10	24,672	\$95,281.27	\$50,031.32	\$84,247.32	\$229,559.91

# 2010 YEAR END REPORT



SPOKANE  
CONVENTION  
CENTER

## ACTIVITY BY MONTH SEPTEMBER 2010

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	OUT	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
1-Sep	Guest Services Training 2010	Ball A-C, 6 MR's		3		6			254	\$-	\$-	\$-	\$-
1-Sep	Wealth Magazine Investor Workshop	Bays BC			2				274	1,260.00	564.85	1,085.00	2,909.85
1-Sep	Spokane Regional CVB Reception	RD, 1 MR				1		1	130	-	424.88	-	424.88
2-Sep	Guest Services Training 2010	Ball A-C, 6 MR's		3		6			270	-	-	-	-
2-Sep	TD AMERITRADE Investor Workshop	Bays C			1				96	630.00	247.67	775.00	1,652.67
3-Sep	Dougherty-Ames Wedding & Reception	1 MR				1			25	82.00	154.64	-	236.64
4-Sep	Dougherty-Ames Wedding & Reception	RD						1	83	1,600.00	671.02	1,046.08	3,317.10
4-Sep	Haase Myotherapy Seminar	3 MR's				3			34	827.50	-	235.00	1,062.50
5-Sep	Haase Myotherapy Seminar	3 MR's				3			33	827.50	-	200.00	1,027.50
8-Sep	Healing Rooms Spiritual Hunger	Hall A-D		4					2,686	4,340.00	303.01	3,250.00	7,893.01
8-Sep	Mayor's Economic Forecast & Policy Meeting	1 MR				1			35	-	93.66	176.00	269.66
9-Sep	Healing Rooms Spiritual Hunger	Hall A-D		4					2,686	5,600.00	772.29	2,970.00	9,342.29
9-Sep	Inland Northwest Bank Commercial Bankers	3 MR's				3			16	-	88.41	70.00	158.41
9-Sep	Major Donor Event	RD, 1 MR				1		1	86	229.71	652.11	365.00	1,246.82
10-Sep	Healing Rooms Spiritual Hunger	Hall A-D		4					2,817	5,600.00	852.99	3,030.00	9,482.99
11-Sep	Healing Rooms Spiritual Hunger	Hall A-D		4					1,905	5,600.00	716.84	3,150.00	9,466.84
11-Sep	Celebrity Actors Camp	1 MR				1			19	90.00	-	110.00	200.00
12-Sep	Jensen	Hall A-D		4					12	-	-	7,762.00	7,762.00
12-Sep	Celebrity Actors Camp	1 MR				1			17	200.00	-	80.00	280.00
13-Sep	Jensen	Hall A-D		4					12	2,000.00	-	2,020.00	4,020.00
14-Sep	Jensen	Hall A-D, CT, 3 MR		4			4		450	3,000.00	672.21	930.00	4,602.21
14-Sep	Greater Spokane Incorporated Annual Meeting	Ball A-C		3					10	-	-	-	-
14-Sep	EWI Firm Recognition & Tradeshow	Bays AB			2				95	-	797.97	570.00	1,367.97
14-Sep	Ecology Application	2 MR				2			57	400.00	76.13	160.00	636.13
14-Sep	INVESTools Investor Workshop	Bay C			1				48	560.00	181.54	1,010.00	1,751.54
14-Sep	Inland Northwest Business Travel Association	2 MR				2			35	-	156.89	-	156.89
15-Sep	Jensen	Hall A-D, CT, 3MR, Lobby		4		4	1		758	9,336.40	7,245.95	3,092.50	19,674.85
15-Sep	Greater Spokane Incorporated Annual Meeting	Ball A-C		3					838	1,260.60	4,047.08	2,435.00	7,742.68
15-Sep	INVESTools Investor Workshop	Bay C			1				48	700.00	-	330.00	1,030.00
15-Sep	Inland Northwest Health Services	1 MR				1			27	100.00	-	60.00	160.00
15-Sep	Next IT	1 MR				1			6	100.00	187.95	160.00	447.95
16-Sep	Jensen	Hall A-D, Lobby		4			1		454	7,472.95	5,327.43	2,957.50	15,757.88
16-Sep	Carrington College Graduation	Bays A-C, Lobby		3			1		1,025	1,500.00	64.96	1,585.00	3,149.96
16-Sep	Sterling Savings Bank	RD, CT, 1 MR				2		1	144	295.97	935.72	255.00	1,486.69
17-Sep	Jensen	Hall A-D, Lobby		4			1		437	-	4,745.53	2,345.00	7,090.53
17-Sep	Bush-Peterson Wedding Rehearsal	RD						1	25	-	-	-	-
17-Sep	Heath - Clawson Wedding Reception	RD						1	102	900.00	979.82	982.16	2,861.98
17-Sep	Vote Vets Press Conference	1 MR				1			6	100.00	-	40.00	140.00
18-Sep	Jensen	Hall A-D		4					15	4,000.00	-	1,720.00	5,720.00
18-Sep	World Wide Dreambuilders	Ball A		1					675	1,300.00	105.26	515.00	1,920.26
18-Sep	Bush-Peterson Wedding & Reception	Bay A, RD			1			1	99	1,600.00	1,357.44	1,200.00	4,157.44
18-Sep	Celebrity Actors Camp	1 MR				1			32	200.00	-	175.00	375.00
19-Sep	Celebrity Actors Camp	1 MR				1			29	200.00	-	55.00	255.00
20-Sep	URM Candy & General Merchandise Show	Halls BC		2					37	2,000.00	-	830.00	2,830.00
21-Sep	2010 ASHE Region 10 Conference & Exhibition	Ball A-C, RD, 4 MR's		3		4		1	376	-	2,398.43	5,077.53	7,475.96
21-Sep	URM Candy & General Merchandise Show	Halls BC		2					65	2,000.00	24.93	1,730.00	3,754.93
22-Sep	2010 ASHE Region 10 Conference & Exhibition	Ball A-C, Bays AB, 5 MR's		3	2	5			719	-	12,678.16	800.00	13,478.16
22-Sep	URM Candy & General Merchandise Show	Halls BC		2					330	1,900.00	2,300.00	1,410.00	5,610.00
22-Sep	Water Management Utility Course	2 MR's				2			36	100.00	126.22	125.00	351.22
22-Sep	2010 Sears Home Appliances Training	Hall C		1					15	-	-	677.00	677.00
23-Sep	2010 ASHE Region 10 Conference & Exhibition	Ball A-C, CT, 7 MR's		3		8			774	205.53	6,432.37	300.00	6,937.90
23-Sep	Water Management Utility Course	2 MR's				2			36	400.00	-	110.00	510.00
23-Sep	2010 Sears Home Appliances Training	Hall C		1					74	-	272.55	890.00	1,162.55
23-Sep	Board of Engineers	2 MR's				2			36	400.00	56.67	110.00	566.67



## ACTIVITY BY MONTH SEPTEMBER 2010 (CONTINUED)

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	OUT	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
24-Sep	2010 ASHE Region 10 Conference & Exhibition	Bays AB, 2 MR's				2	2		167	2,150.00	2,877.54	130.00	5,157.54
24-Sep	Bridal Festival	Hall A	1						134	1,000.00	-	3,825.00	4,825.00
24-Sep	Water Management Utility Course	2 MR's					2		36	400.00	88.78	110.00	598.78
24-Sep	2010 Sears Home Appliances Training	Hall C	1						57	1,710.00	211.62	650.00	2,571.62
24-Sep	Board of Engineers	2 MR's				2			24	400.00	59.80	110.00	569.80
24-Sep	Clean Energy Leadership Council	1 MR				1			35	235.00	62.10	265.00	562.10
25-Sep	Bridal Festival	Hall A	1						928	2,400.00	651.54	975.00	4,026.54
25-Sep	Celebrity Actors Camp	1 MR				1			81	35.00	-	115.00	150.00
26-Sep	Celebrity Actors Camp	2 MR's				2			69	400.00	-	190.00	590.00
28-Sep	Governor's Industrial Safety & Health Conf.	Hall A, Bays A-C, CT, 1MR	1			3	2		191	1,100.00	13.80	2,924.00	4,037.80
28-Sep	SPFD Board Meeting	2 MR's				2			20	-	18.40	-	18.40
29-Sep	Governor's Industrial Safety & Health Conf.	Hall A, Ball BC, Bays A-C, 17 MR's, Lobby	1	2	3	17	1		729	12,450.00	1,234.71	5,455.00	19,139.71
29-Sep	EWGA - Spokane	RD						1	41	-	344.54	-	344.54
30-Sep	Governor's Industrial Safety & Health Conf.	Hall A, Ball A-C, Bays A-C, CT, 1 MR	1	3	3	2			439	11,906.00	1,892.50	4,135.00	17,933.50
30-Sep	WSVMA 99th Annual Conference	Ball BC, 1 MR		2		1			5	-	-	970.00	970.00
30-Sep	STCU -- Retirement Party for Steve Dahlstrom	RD						1	100	1,443.25	700.35	350.00	2,493.60
Total			58	32	21	103	5	10	22,459	\$104,547.41	\$64,869.26	\$79,164.77	\$248,581.44

## ACTIVITY BY MONTH OCTOBER 2010

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	OUT	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
1-Oct	WSVMA 99th Annual Conference	Ball BC, CT, 9 MR's		2		10			505	\$4,025.55	\$2,042.47	\$1,605.00	\$7,673.02
1-Oct	SPFD Employee Meeting	Hall D	1						*	-	103.50	-	103.50
2-Oct	WSVMA 99th Annual Conference	Ball BC, CT, 9 MR's		2		10			556	5,700.00	1,763.74	1,515.00	8,978.74
2-Oct	The Official Tea Party of Spokane, Inc.	Breezeway						1	678	950.00	-	570.00	1,520.00
3-Oct	WSVMA 99th Annual Conference	CT, 5 MR's				6			201	1,850.00	108.10	310.00	2,268.10
4-Oct	8th Annual Breakfast with Champions	Ball AB		2					9	750.00	-	1,322.50	2,072.50
5-Oct	8th Annual Breakfast with Champions	Ball AB		2					319	1,057.91	1,137.87	920.00	3,115.78
5-Oct	WASBO Annual Conference	1 MR				1			8	-	88.56	-	88.56
6-Oct	Northwest Math Conference	Ball BC, 1 MR		2		1			18	-	-	1,280.00	1,280.00
7-Oct	Northwest Math Conference	Ball BC, 14 MR's		2		14			200	3,750.00	367.44	2,390.00	6,507.44
8-Oct	Northwest Math Conference	Ball BC, 17 MR's		2		17			722	9,050.00	2,618.35	2,780.00	14,448.35
8-Oct	Greif Rehearsal Dinner	1 MR				1			28	52.00	290.61	30.00	372.61
9-Oct	Northwest Math Conference	Ball BC, 13 MR's		2		13			722	3,584.27	151.01	1,325.00	5,060.28
13-Oct	WSU Pharmacy Career Day	Ball BC		2					293	999.90	310.25	1,286.00	2,596.15
13-Oct	WAEYC 2010 Annual Conference	8 MR's				8			30	30.90	-	1,318.50	1,349.40
14-Oct	WAEYC 2010 Annual Conference	Ball C, 9 MR's		1		9			450	4,600.00	486.24	2,027.50	7,113.74
15-Oct	WAEYC 2010 Annual Conference	Ball A-C, 8 MR's		3		8			339	5,700.00	771.65	2,331.25	8,802.90
15-Oct	WSASCD Annual Conference	Ball A-C, 10 MR's		3		10			339	3,155.57	2,189.76	2,882.00	8,227.33
15-Oct	Whitworth University Dinner	Hall D	1						444	-	3,267.94	2,759.80	6,027.74
16-Oct	WAEYC 2010 Annual Conference	Ball BC, 4 MR's		2		4			202	4,182.10	1,112.45	2,063.75	7,358.30
16-Oct	WSASCD Annual Conference	Ball A, 10 MR's		1		10			202	4,600.00	1,237.86	1,167.50	7,005.36
17-Oct	Schweitzer Engineering Labs	Ball B		1					12	510.00	-	525.00	1,035.00
17-Oct	GE Digital-Multilin Meeting	2 MR, RD, East Bridge				2		2	7	550.00	-	880.00	1,430.00
18-Oct	Schweitzer Engineering Labs	Ball C, 9 MR's		1		9			382	1,253.70	4,510.30	3,650.00	9,414.00
18-Oct	GE Digital-Multilin Meeting	3 MR's				3			17	1,221.50	246.10	570.00	2,037.60
19-Oct	Western Protective Relay	Ball A-C, CT, 1 MR		3		2			413	609.75	3,595.88	3,205.00	7,410.63

# 2010 YEAR END REPORT



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## ACTIVITY BY MONTH OCTOBER 2010 (CONTINUED)

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	OUT	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
20-Oct	Western Protective Relay	Ball A-C, CT, 2 MR's		3		3			413	4,250.00	3,069.06	2,685.00	10,004.06
21-Oct	Western Protective Relay	Ball A-C, CT, 1 MR		3		2			413	4,150.00	2,582.15	5,255.00	11,987.15
22-Oct	Pumpkin Ball	Ball BC, Lobby		2			1		50	750.00	-	1,780.00	2,530.00
22-Oct	Meridian Dental Study Group	Bay 1, CT			1	1			108	650.00	772.80	285.00	1,707.80
23-Oct	Pumpkin Ball	Ball BC, 2 MR's		2		2			391	208.73	5,284.64	2,391.00	7,884.37
27-Oct	YWCA Luncheon	Ball A-C, 2 MR's		3		2			893	1,635.25	4,085.95	3,285.00	9,006.20
29-Oct	NCEES Exams	Bays 1-2, 3 MR's			2	3			100	2,000.00	-	1,150.00	3,150.00
30-Oct	NCEES Exams	Bays 1-2, 2 MR's			2	2			100	1,800.00	-	1,045.00	2,845.00
30-Oct	Northwest Christian Schools Dessert	Hall B, Bay 3	1		1				1,050	1,900.00	2,716.88	3,745.00	8,361.88
30-Oct	Board of Engineers Testing	1 MR				1			15	525.00	-	55.00	580.00
30-Oct	Spokane Home Buyer Seminar	Ball A			1				94	740.00	-	680.00	1,420.00
Total			3	47	6	154	1	3	10,722	\$76,792.13	\$44,911.56	\$61,069.80	\$182,773.49

## ACTIVITY BY MONTH NOVEMBER 2010

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	ATTEND	RENTAL	FOOD & BEV.	OTHER	TOTAL
1-Nov	American Orff-Schulwerk Assoc 2010 Natl Conv MI	Bay 2, 1 MR				1	1	6	\$-	\$-	\$2,336.00	\$2,336.00
2-Nov	American Orff-Schulwerk Assoc 2010 Natl Conv DI	Hall AB, Ball A-C, Bays 1-3, 19 MR's		2	3	3	19	50	21,500.00	-	3,355.00	24,855.00
3-Nov	American Orff-Schulwerk Assoc 2010 Natl Conv MI	Hall A-D, Ball A-C, Bays 1-3, 19 MR's	4	3	3	19		875	36,150.00	139.56	1,570.00	37,859.56
4-Nov	American Orff-Schulwerk Assoc 2010 Natl Conv	Hall A-D, Ball A-C, Bays 1-3, CT, 19 MR's	4	3	3	20		1,315	-	2,263.85	115.00	2,378.85
5-Nov	American Orff-Schulwerk Assoc 2010 Natl Conv	Hall A-D, Ball A-C, Bays 1-3, 19 MR's	4	3	3	19		1,315	4,203.90	1,845.86	170.00	6,219.76
6-Nov	American Orff-Schulwerk Assoc 2010 Natl Conv	Hall A-D, Ball A-C, Bays 1-3, CT, 19 MR's	4	3	3	20		1,315	-	6,384.46	635.00	7,019.46
7-Nov	American Orff-Schulwerk Assoc 2010 Natl Conv MO	2 MR's				2		6	2,100.00	-	-	2,100.00
8-Nov	American Orff-Schulwerk Assoc 2010 Natl Conv	2 MR's				2		-	2,100.00	-	-	2,100.00
9-Nov	Spokane National College Fair	Hall A	1					21	1,000.00	-	920.00	1,920.00
10-Nov	Epicurean Delight DI	Hall B	1					5	-	-	7,405.00	7,405.00
10-Nov	Spokane National College Fair	Hall A, 8 MR's	1				8	5,309	4,650.00	750.92	1,460.00	6,860.92
10-Nov	IBP Listening to the Body	CT					1	264	650.00	95.68	295.00	1,040.68
11-Nov	Inland Crafts	Ball BC			2			68	1,300.00	-	1,515.00	2,815.00
11-Nov	Epicurean Delight MI	Hall AB		2				10	1,000.00	-	250.00	1,250.00
12-Nov	Inland Crafts	Ball BC			2			808	2,600.00	282.13	980.00	3,862.13
12-Nov	Epicurean Delight	Hall AB, Prom		2			1	1,100	4,212.50	-	4,267.00	8,479.50
13-Nov	Inland Crafts	Ball BC			2			1,004	2,600.00	293.60	880.00	3,773.60
13-Nov	World Wide Dreambuilders	Bays 1-2				2		737	1,400.00	-	740.00	2,140.00
14-Nov	Inland Crafts	Ball BC			2			434	2,600.00	197.95	920.00	3,717.95
16-Nov	WSSDA Annual Conference	Bays 1-3, 1 MR				3	1	27	2,465.00	-	3,518.00	5,983.00
16-Nov	Greater Spokane Inc 13th Annual Economic Forecast	Ball BC			2			568	607.50	1,828.50	2,010.00	4,446.00
16-Nov	Mayor's Economic Policy and Forecasting Council	1 MR					1	35	-	83.79	176.00	259.79
17-Nov	WSSDA Annual Conference	Bays 1-3, 1 MR				3	1	478	1,230.00	86.19	420.00	1,736.19
17-Nov	Foster Pepper 2010 Public Works Seminar	CT					1	43	287.65	167.44	390.00	845.09
18-Nov	WSSDA Annual Conference	Ball A-C, Bays 1-3, 19 MR's			3	3	19	792	525.53	6,386.82	7,225.00	14,137.35
18-Nov	Internet Marketing Workshop	Hall D	1					202	1,000.00	847.79	950.00	2,797.79
19-Nov	WSSDA Annual Conference	Ball A-C, Bays 1-3, 19 MR's			3	3	19	897	11,750.00	8,970.69	6,365.00	27,085.69
19-Nov	Group Health Producer Workshop	CT					1	110	175.00	330.47	265.00	770.47
20-Nov	WSSDA Annual Conference	Ball A-C, 7 MR's			3		7	342	3,750.00	1,257.62	3,010.00	8,017.62
20-Nov	NSDC Meeting & Facility Tour	1 MR					1	45	-	178.02	80.00	258.02



## ACTIVITY BY MONTH NOVEMBER 2010 (CONTINUED)

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	ATTEND	RENTAL	FOOD & BEV.	OTHER	TOTAL
22-Nov	Festival of the Arts	Bay 1,3			2			350	1,400.00	-	855.00	2,255.00
23-Nov	Starbucks Coffee Company	2 MR's				2		36	180.00	-	60.00	240.00
23-Nov	Festival of the Arts	Bay 1,3, CT			2	1		410	2,050.00	-	845.00	2,895.00
24-Nov	Union Gospel Mission Community Thanksgiving	Ball C		1				585	1,300.00	-	445.00	1,745.00
30-Nov	SPFD Board Meeting	1 MR				1		20		16.10	-	16.10
Total			26	35	34	166	1	19,582	\$114,787.08	\$32,407.44	\$54,427.00	\$201,621.52

## ACTIVITY BY MONTH DECEMBER 2010

DATE	EVENT	ROOMS	HALL	BALL	BAY	MTG	LOB	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
4-Dec	Scafco Holiday Party	Bays 1-3			3			367	\$-	\$4,007.02	\$1,239.50	\$5,246.52
5-Dec	NWMA 2010 Annual Convention	Ball A-C, Bays 1-3, 1 MR, Lobby		3	3	1	1	10	-	8.45	11,443.00	11,451.45
6-Dec	NWMA 2010 Annual Convention	Ball A-C, Bays 1-3, 7 MR's, Lobby		3	3	7	1	110	3,014.00	853.93	1,380.00	5,247.93
7-Dec	NWMA 2010 Annual Convention	Hall D, Ball A-C, Bays 1-3, 10 MR's	1	3	3	10		660	7,085.00	2,958.41	4,735.00	14,778.41
8-Dec	NWMA 2010 Annual Convention	Hall D, Ball A-C, Bays 1-3, 10 MR's	1	3	3	10		660	-	10,609.20	7,205.00	17,814.20
9-Dec	NWMA 2010 Annual Convention	Hall D, Ball A-C, Bays 1-3, 10 MR's	1	3	3	10		2,050	2,989.41	10,594.91	8,610.00	22,194.32
9-Dec	Bureau of Education & Research	1 MR				1		15	415.00	22.31	105.00	542.31
9-Dec	Bureau of Education & Research	1 MR				1		17	415.00	22.31	105.00	542.31
10-Dec	Itron Holiday Party DI	Hall D	1					12	500.00	-	-	500.00
10-Dec	NWMA 2010 Annual Convention	Ball A-C, Bays 1-3, 12 MR's		3	3	12		2,042	6,074.00	4,364.13	5,165.00	15,603.13
11-Dec	Itron Holiday Party	Hall D	1					412	-	5,332.74	1,546.00	6,878.74
14-Dec	SPFD Board Meeting	1 MR				1		20		18.40	-	18.40
16-Dec	WASBO Conference Planning Meeting	2 MR's				2		15	-	27.26	-	27.26
31-Dec	First Night	Ball A-C, Bays 1,3, CT, 4 MR's, Lobby		3	2	5	1	10,725	6,888.40	1,697.40	7,050.00	15,635.80
Total			5	21	23	60	3	17,115	\$27,380.81	\$40,516.47	\$48,583.50	\$116,480.78

	HALL	BALL	BAY	MTG	LOB	OUT	ATTEND	RENTAL	FOOD & BEVERAGE	OTHER	TOTAL
Total Jan-Dec	337	289	254	1,158	54	49	274,422	\$942,867.95	\$494,559.91	\$698,764.85	\$2,136,192.71

\* Included in Event Total

# 2010 YEAR END REPORT



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## EVENT REVENUE BY MONTH

DATE	ATTENDANCE		RENTAL		CONCESSION NET		CATERING NET		OTHER		TOTAL REVENUES	
January	6,827	2%	\$21,441	2%	\$3,635	3%	\$13,249	3%	\$24,541	4%	\$62,865	3%
February	27,135	10%	96,074	10%	18,967	17%	16,302	4%	56,741	8%	188,084	9%
March	25,574	9%	91,558	10%	19,701	17%	8,245	2%	59,045	8%	178,550	8%
April	43,480	16%	77,235	8%	6,922	6%	14,346	4%	68,538	10%	167,041	8%
May	50,120	18%	103,463	11%	9,882	9%	36,448	10%	83,940	12%	233,732	11%
June	8,058	3%	28,494	3%	5,180	5%	28,427	7%	26,215	4%	88,316	4%
July	18,678	7%	105,814	11%	16,204	14%	64,317	17%	52,253	7%	238,588	11%
August	24,672	9%	95,281	10%	9,502	8%	40,529	11%	84,247	12%	229,560	11%
September	22,459	8%	104,547	11%	8,268	7%	56,601	15%	79,165	11%	248,581	12%
October	10,722	4%	76,792	8%	3,993	3%	40,919	11%	61,070	9%	182,773	9%
November	19,582	7%	114,787	12%	8,402	7%	24,005	6%	54,427	8%	201,622	9%
December	17,115	6%	27,381	3%	4,072	4%	36,444	10%	48,584	7%	116,481	5%
Total	274,422	100%	\$942,868	100%	\$114,727	100%	\$379,833	100%	\$698,765	100%	\$2,136,193	100%

## EVENT REVENUE BY EVENT TYPE

DATE	ATTENDANCE		RENTAL		CONCESSION NET		CATERING NET		OTHER		TOTAL REVENUES	
Conventions & Trade Shows	95,094	35%	\$568,406	60%	\$51,324	45%	\$241,889	64%	\$403,524	58%	\$1,265,143	59%
Consumer Shows	98,928	36%	162,959	17%	26,349	23%	2,004	1%	107,214	15%	\$298,526	14%
Community Events	41,244	15%	84,110	9%	11,569	10%	92,736	24%	101,653	15%	\$290,068	14%
Meetings	22,232	8%	69,258	7%	3,749	3%	39,474	10%	62,264	9%	\$174,745	8%
Sporting Events	16,924	6%	58,136	6%	21,736	19%	3,729	1%	24,110	3%	\$107,711	5%
Total	274,422	100%	\$942,868	100%	\$114,727	100%	\$379,833	100%	\$698,765	100%	\$2,136,193	100%



## ACTIVITY BY EVENT TYPE

DATE	EVENT	TOTAL ATTEND	RENTAL	CONCESS. NET	CATERING NET	ALCOHOL NET	BS CATERING	PER DEIM	OTHER	TOTAL REVENUE
<b>CONVENTIONS AND TRADE SHOWS</b>										
31-Jan-5-Feb	Ag Expo	7,705	\$34,980	\$7,591	\$1,464	\$189	\$-	\$-	\$18,613	\$62,837
25-27-Feb	Spokane Internal Medicine	585	4,181	19	1,936	-	-	-	5,141	11,277
8-10-Mar	URM Food Show	1,177	5,802	-	-	-	-	-	13,985	19,787
8-10-Mar	URM Candy & General Merchandise Show	905	5,800	-	920	-	-	-	2,955	9,675
15-16-Mar	Washington Educator Career Fair	620	4,400	113	307	-	-	-	3,551	8,371
18-19-Mar	Cascade Harmony Chorus Rehearsals	70	180	-	-	-	-	-	80	260
19-Mar	Sweet Adelines - Region 24	238	129	-	1,013	-	-	-	50	1,193
25-27-Mar	Cornerstone Pentecostal Church Summit	2,485	5,970	198	356	-	-	-	5,820	12,344
23-26-Apr	IAAM District IV Meeting	395	-	-	1,991	-	-	-	-	1,991
25-27-Apr	Sysco Culinary Expo	1,465	6,400	-	-	-	-	-	14,285	20,685
5-7-May	Inland Northwest Dental Conference	1,892	16,575	680	2,288	-	-	-	9,982	29,525
11-16-May	WEA Representative Assembly	3,796	41,286	1,878	1,793	-	-	495	29,826	75,278
16-20-May	Washington Association of Sheriffs and Police Chiefs	690	7,304	141	8,547	-	-	-	8,435	24,427
18-19-May	WSHA 2010 Conference	684	2,713	93	2,746	-	-	-	3,920	9,472
20-22-May	NAWCC 2010 Pacific Northwest Regional	520	4,500	602	79	-	-	-	3,035	8,216
24-26-May	Wash Fire Chiefs State Convention	339	5,130	277	1,466	141	-	-	660	7,675
4-6-Jun	PEO Sisterhood 2010 Convention	1,487	3,863	888	8,290	1,090	-	-	5,884	20,016
14-15-Jun	Ungerboeck Western Users Alliance 2010 Conference	44	-	-	699	13	-	-	-	712
27-29-Jun	AWSP/WASA Summer Conference	1,775	14,614	277	13,492	415	-	-	14,259	43,057
5-16-Jul	IAI International Educational Conference	4,777	49,330	5,192	20,851	2,250	-	-	10,774	88,397
18-25-Jul	Delta Kappa Gamma Biennial Convention	9,510	22,495	4,388	28,418	857	-	-	19,423	75,581
26-30-Jul	WSBA - Exams	467	14,600	61	585	-	-	-	5,997	21,243
30-31-Jul	Shriner's Pacific Northwest Annual Meeting	392	1,324	32	2,723	1,012	-	-	2,264	7,355
30-Jul-1-Aug	Steubenville Northwest 2010	1,860	3,105	-	-	-	-	-	2,140	5,245
2-4-Aug	WSNA Annual State Conference	698	4,990	-	110	-	-	-	8,165	13,265
8-9-Aug	WA ACTE Summer Conference	678	1,389	260	2,787	-	-	-	4,510	8,946
11-21-Aug	National Rural Letter Carriers' Annual Convention	14,677	61,210	5,275	26,415	-	80	-	50,400	143,381
28-Aug	93rd Pacific Northwest District Kiwanis International	402	1,300	-	-	-	-	-	985	2,285
8-11-Sep	Healing Rooms Spiritual Hunger	10,094	21,140	2,623	22	-	-	-	12,400	36,185
12-18-Sep	Jensen	2,138	25,809	271	17,721	-	-	-	20,827	64,627
20-22-Sep	URM Candy & General Merchandise Show	432	5,900	-	2,325	-	-	-	3,970	12,195
21-24-Sep	2010 ASHE Region 10 Conference & Exhibition	2,036	2,356	268	22,328	1,791	-	-	6,308	33,050
28-30-Sep	Governor's Industrial Safety & Health Conference	1,359	25,456	1,406	1,735	-	-	-	12,514	41,111
30-Sep-3-Oct	WSVMA 99th Annual Conference	1,267	11,576	384	3,344	186	-	-	4,400	19,890
6-9-Oct	Northwest Math Conference	1,662	16,384	762	2,375	-	-	-	7,775	27,296
13-16-Oct	WAEYC 2010 Annual Conference	1,021	14,513	747	1,623	-	-	-	7,741	24,624
15-16-Oct	WSASCD Annual Conference	541	7,756	2	3,390	36	-	-	4,050	15,233
19-21-Oct	Western Protective Relay	1,239	9,010	-	9,247	-	-	-	11,145	29,402
1-8-Nov	American Off-Schulwerk Assoc 2010 Natl Conv	4,882	66,054	4,322	4,834	1,477	-	-	8,181	84,869
16-20-Nov	WSSDA Annual Conference	2,536	19,721	724	15,305	672	-	-	20,538	56,960
5-10-Dec	NWMA 2010 Annual Convention	5,532	19,162	1,300	27,672	417	-	-	38,538	87,089
5-Oct, 16-Dec	WASBO Conference Planning Meeting	23	-	-	116	-	-	-	-	116
	<b>Total</b>	<b>95,094</b>	<b>\$568,406</b>	<b>\$40,778</b>	<b>\$241,314</b>	<b>\$10,545</b>	<b>\$80</b>	<b>\$495</b>	<b>\$403,524</b>	<b>\$1,265,143</b>



### ACTIVITY BY EVENT TYPE (CONTINUED)

DATE	EVENT	TOTAL ATTEND	RENTAL	CONCESS. NET	CATERING NET	ALCOHOL NET	BS CATERING	PER DEIM	OTHER	TOTAL REVENUE
<b>CONSUMER SHOWS</b>										
8-10-Jan	Bridal Festival	3,776	\$9,900	\$1,420	\$147	\$-	\$-	\$-	\$9,585	\$21,053
10-14-Feb	Inland Northwest Motorcycle Show	7,963	32,029	4,369	27	1,446	-	-	14,670	52,540
18-21-Feb	Spokane Golf Show	4,484	11,417	1,218	88	543	-	-	6,191	19,458
23-24-Feb	Partnership in Employment Career Fair	681	1,689	45	549	-	-	-	2,048	4,331
3-7-Mar	Great Western Sportfishing Show	3,690	14,400	2,788	138	-	-	-	10,980	28,307
13-14-Mar	Baby Fair	1,507	2,900	522	-	-	-	-	2,220	5,642
6-12-Apr	Spokane Home & Garden Show	5,711	30,427	3,806	-	-	-	-	17,521	51,755
15-18-Apr	2010 Women's Show	6,615	16,542	2,064	-	-	-	-	12,317	30,923
23-Apr	25th Annual America's Kids Run Registration	1,186	2,200	32	-	-	-	-	804	3,036
28-Apr-2-May	Bloomsday	51,703	18,532	1,941	679	-	-	-	14,923	36,075
13-16-May	Lilac City Tattoo Expo	2,906	4,772	2,459	(1)	1,895	-	-	4,480	13,605
24-25-Sep	Bridal Festival	1,062	3,400	593	59	-	-	-	4,800	8,852
9-10-Nov	Spokane National College Fair	5,330	5,650	433	318	-	-	-	2,380	8,781
11-14-Nov	Inland Crafts	2,314	9,100	719	-	55	-	-	4,295	14,169
	<b>Total</b>	<b>98,928</b>	<b>\$162,959</b>	<b>\$22,410</b>	<b>\$2,004</b>	<b>\$3,939</b>	<b>\$-</b>	<b>\$-</b>	<b>\$107,214</b>	<b>\$298,526</b>

### COMMUNITY EVENTS

6-Jan	Dreamnight Banquet	625	\$213	\$-	\$3,971	\$-	\$-	-	\$960	\$5,144
14-15-Jan	Group Health (USFSA Opening Reception)	579	500	-	8,575	-	-	-	2,173	11,248
9-10-Feb	Go Red for Women Luncheon	561	2,399	50	2,491	149	-	-	3,332	8,421
23-24-Feb	Spokane Regional Sports Commission Awards Luncheon	946	2,198	-	3,945	-	-	-	2,530	8,673
25-26-Feb	Boy Scout Breakfast	625	1,932	-	2,230	-	-	-	2,248	6,410
4-Mar	SHCH - Kids at Heart 2010 Charity Luncheon	312	1,188	-	1,398	-	-	-	1,730	4,316
13-Mar	Carol Randall Wake	145	-	-	2,323	-	-	-	370	2,693
1-Apr	Apollo College Graduation	952	791	-	-	-	-	-	1,250	2,041
15-Apr	Life Services Women of Compassion Luncheon	487	40	-	2,239	-	-	-	2,450	4,729
15-Apr	The Official Tea Party of Spokane, Inc.	3,500	950	-	-	-	-	-	618	1,568
19-Apr	Spokane Scholars Foundation 16th Annual Awards Banquet	720	1,399	-	3,835	-	-	-	2,610	7,844
21-Apr	Our Kids: Our Business 4th Annual Luncheon	407	459	-	2,056	-	-	-	2,220	4,735
1-May	University of Phoenix Commencement Ceremonies	640	2,150	133	-	-	-	-	1,370	3,653
1-May	Lewis & Clark High School Senior Prom	398	1,950	-	-	-	-	-	350	2,300
1-May	Time Out for Women	1,500	800	-	-	-	-	-	95	895
7-May	WSU Commencement	369	600	-	-	-	-	-	280	880
7-May	WSU College of Pharmacy Brunch	489	-	-	2,536	-	-	-	966	3,502
8-May	Mead High School Prom	277	1,950	-	-	-	-	-	350	2,300
8-May	Gonzaga University Senior Breakfast	737	346	-	3,934	7	-	-	1,650	5,936
10-May	Women Helping Women	1,629	-	-	7,108	-	-	-	3,987	11,095
15-May	Lilac Parade Command Center	25	-	-	-	-	-	-	-	-
20-May	Pathology Associates Medical Laboratories	185	262	-	1,796	-	-	-	495	2,553
21-22-May	DeBit-Mortlock Wedding & Reception	132	700	7	614	253	-	-	850	2,424
22-May	Peer-Rosenkranz Wedding Reception	85	600	-	583	-	-	-	600	1,783
27-May	Pitney Bowes One Forum	250	500	-	39	-	-	-	1,115	1,654
4-Jun	Medicine Wheel Academy Graduation	52	400	-	-	-	-	-	235	635
4-Jun	Rogers High School Senior Brunch	130	-	-	449	-	-	-	120	569
4-Jun	Riverside High School Graduation	118	500	-	-	-	-	-	310	810
5-Jun	SD81 Graduations - NC, Rogers, Shadle Park	1,107	1,400	-	-	-	-	-	610	2,010
6-Jun	West Valley HS Graduation	200	500	-	-	-	-	-	310	810
9-Jun	Working Women's Wednesday	94	-	162	-	334	-	-	-	495
14-Jun	East Valley High School Graduation	308	1,300	-	-	-	-	-	405	1,705
16-Jun	Working Women's Wednesday	97	-	194	-	310	-	-	-	504
18-19-Jun	Petersen-Mortimer Wedding & Reception	76	1,600	-	562	-	6	-	1,046	3,214
21-Jun	Spokane Community College Commencements (2)	648	1,300	-	-	-	-	-	405	1,705





## ACTIVITY BY EVENT TYPE (CONTINUED)

DATE	EVENT	TOTAL ATTEND	RENTAL	CONCESS. NET	CATERING NET	ALCOHOL NET	BS CATERING	PER DEIM	OTHER	TOTAL REVENUE
<b>COMMUNITY EVENTS (CONTINUED)</b>										
23-Jun	Working Women's Wednesday	145	-	260	-	457	-	-	-	717
30-Jun	Working Women's Wednesday	121	-	236	-	386	-	-	-	622
2-Jul	Barr-Kessie Wedding & Reception	93	1,600	-	700	-	6	-	1,081	3,387
3-Jul	Schmitz-Hansen Wedding & Reception	73	1,600	-	532	125	6	-	1,046	3,309
4-Jul	"Best Seats in Town" No Tent	100	1,550	56	239	47	-	-	-	1,891
4-Jul	Masteller-Guenther Wedding & Reception	100	450	6	480	271	-	-	1,200	2,408
7-Jul	Working Women's Wednesday	125	-	253	-	391	-	-	-	645
9-Jul	Lake-White Wedding & Reception	91	1,600	-	982	-	4	-	1,046	3,632
10-Jul	Marlow-Hoener Wedding & Reception	122	1,600	3	347	234	6	-	1,046	3,235
17-Jul	Hudson-Ciesielski Wedding Reception	146	900	-	1,234	204	6	-	1,046	3,389
23-24-Jul	Dimeling-Lowderback Wedding & Reception	178	900	7	1,703	150	6	-	1,046	3,811
24-Jul	Davis-Betts Wedding Reception	120	700	1	942	152	-	-	850	2,646
25-Jul	Royal Fireworks	189	1,186	6	758	268	-	-	375	2,593
29-30-Jul	Graham-Royer Wedding & Reception	110	1,600	-	846	39	1	-	1,046	3,532
31-Jul	Pippenger-Kranches Wedding & Reception	138	1,600	-	1,150	192	5	-	1,046	3,993
31-Jul	Wagner-Frenk Wedding & Reception	64	450	-	641	8	-	-	1,200	2,300
1-Aug	Farmer-Tande Wedding & Reception	135	1,600	3	772	155	2	-	996	3,527
6-Aug	University High School Class of 1990 Reunion	135	1,580	12	491	952	-	-	520	3,555
6-7-Aug	Garland-Moffitt Wedding & Reception	114	1,600	-	520	-	4	-	1,046	3,170
14-Aug	Purdun-Steenwyk Wedding & Reception	61	1,600	-	545	148	6	-	1,046	3,345
21-Aug	Haas-Barranger Wedding Reception	137	900	-	1,265	223	6	-	1,046	3,440
22-Aug	Newton-Copell Wedding & Reception	59	1,600	-	863	-	5	-	1,046	3,515
3-4-Sep	Dougherty-Ames Wedding & Reception	108	1,682	9	771	40	6	-	1,046	3,554
9-Sep	Major Donor Event	86	230	-	652	-	-	-	365	1,247
16-Sep	Carrington College Graduation	1,025	1,500	65	-	-	-	-	1,585	3,150
17-Sep	Heath - Clawson Wedding Reception	102	900	-	974	-	6	-	982	2,862
17-18-Sep	Bush-Peterson Wedding & Reception	124	1,600	14	959	379	6	-	1,200	4,157
2-Oct	The Official Tea Party of Spokane, Inc.	678	950	-	-	-	-	-	570	1,520
4-5-Oct	8th Annual Breakfast with Champions	328	1,808	-	1,138	-	-	-	2,243	5,188
8-Oct	Greif Rehearsal Dinner	28	52	-	291	-	-	-	30	373
15-Oct	Whitworth University Dinner	444	-	29	2,868	371	-	-	2,760	6,028
22-23-Oct	Pumpkin Ball	441	959	-	3,820	1,465	-	-	4,171	10,414
27-Oct	YWCA Luncheon	893	1,635	-	4,086	-	-	-	3,285	9,006
30-Oct	Northwest Christian Schools Dessert	1,050	1,900	-	2,717	-	-	-	3,745	8,362
11-12-Nov	Epicurean Delight	1,115	5,213	-	-	-	-	-	11,922	17,135
22-23-Nov	Festival of the Arts	760	3,450	-	-	-	-	-	1,700	5,150
24-Nov	Union Gospel Mission Community Thanksgiving Dinner	585	1,300	-	-	-	-	-	445	1,745
4-Dec	Scafco Holiday Party	367	-	53	3,448	507	-	-	1,240	5,247
10-11-Dec	Itron Holiday Party	424	500	-	5,234	99	-	-	1,546	7,379
31-Dec	First Night	10,725	6,888	1,697	-	-	-	-	7,050	15,636
	<b>Total</b>	<b>41,244</b>	<b>\$84,110</b>	<b>\$3,255</b>	<b>\$92,649</b>	<b>\$8,314</b>	<b>\$87</b>	<b>\$-</b>	<b>\$101,653</b>	<b>\$290,068</b>



### ACTIVITY BY EVENT TYPE (CONTINUED)

DATE	EVENT	TOTAL ATTEND	RENTAL	CONCESS. NET	CATERING NET	ALCOHOL NET	BS CATERING	PER DEIM	OTHER	TOTAL REVENUE
<b>MEETINGS</b>										
6-Jan	CTA Class	21	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
19-Jan	Executive Women International	53	-	1	296	38	-	-	80	415
19-22-Jan	Arrow Point Technologies	8	400	-	-	-	-	-	-	400
22-24-Jan	Tigrent Learning, Inc. -- Foreclosures	70	1,035	-	135	-	-	-	240	1,410
3-Feb	EPS Settlements Group, Inc.	28	234	-	50	-	-	-	190	474
11-Feb	Mayor's Economic Forecast Policy Group	25	-	-	84	-	-	-	266	350
11-Feb	Travelers Insurance Seminar & Tradeshow	112	700	-	420	-	-	-	427	1,547
12-Feb	GSI State of the City Address	287	227	-	1,033	-	-	-	765	2,024
15-Feb	World Wide Dreambuilders Second Look Meeting	375	900	-	-	-	-	-	520	1,420
24-25-Feb	Real Estate Market Forum	483	2,161	-	1,936	-	-	-	2,586	6,683
26-Feb	Pars Consulting Incorporated	3	180	-	-	-	-	-	205	385
1-Mar	Integrus Architecture (Shareholders Meeting)	10	128	-	111	-	-	-	75	314
4-Mar	Mutual Of Enumclaw	123	331	-	382	-	-	-	120	833
5-Mar	Spokane Home Builders Association - REDCON	179	490	-	137	-	-	-	255	882
9-Mar	City Custodian Exam	340	-	-	-	-	-	-	1,951	1,951
13-Mar	World Wide Dreambuilders	1,194	1,400	-	-	-	-	-	725	2,125
12-14-Mar	Tigrent Learning, Inc. -- Properties in Probate	48	1,035	-	115	-	-	-	200	1,350
20-Mar	Columbia River Chorus Breakfast	33	10	-	-	-	-	-	40	50
23-Mar	SPFD Board Meeting	20	-	-	18	-	-	-	-	18
30-31-Mar	Sara Lee	35	145	-	223	-	-	-	115	484
9-Apr	GSI --Senator Patty Murray Luncheon	175	345	-	851	-	-	-	560	1,756
13-Apr	IBP Anger Forgiveness and the Healing Process	197	700	158	69	-	-	-	505	1,432
13-15-Apr	NRLCA Board Meeting	27	-	-	320	-	-	-	-	320
16-17-Apr	NCEES Exams	156	3,800	-	-	-	-	-	2,195	5,995
16-18-Apr	Unspeakeable Joy Church Women's Conference	419	1,250	-	-	-	-	-	465	1,715
20-Apr	INB Strategic Planning Session	18	-	-	156	-	-	-	100	256
21-Apr	Sara Lee	13	85	-	195	-	-	-	40	320
20-22-Apr	VP Buildings	34	180	-	527	-	-	-	530	1,237
22-Apr	GSI --Business After Hours	135	-	98	-	43	-	-	-	140
22-Apr	Vote 4 Verner	177	-	13	787	-	-	-	227	1,026
22-Apr	"Chance to Choose" U. S. Senate Candidate Forum	258	700	80	-	-	-	-	925	1,705
22-Apr	Northwest Farm Credit Services	14	-	-	-	-	-	-	80	80
30-Apr	Meridian Dental Study Group	215	650	-	656	-	-	-	410	1,716
1-May	Sara Lee	22	32	-	493	-	-	-	130	655
10-May	World Wide Dreambuilders	365	900	-	-	-	-	-	520	1,420
20-May	Health Care Reform 101	162	76	-	631	-	-	-	1,040	1,748
22-May	1041st / 1161st Wash State Army National Guard	485	2,100	-	-	-	-	1,173	3,307	6,580
25-May	SPFD Board Meeting	20	-	-	18	-	-	-	-	18
1-Jun	The Compass Club Luncheon and Presentation	63	-	-	221	29	-	-	-	250
2-Jun	Providence Employee Service Awards Reception	490	-	3	4,301	37	-	-	1,106	5,447
5-Jun	Evergreen Freedom Foundation - Activist Mini Camp	65	725	-	322	-	-	-	605	1,652
12-Jun	World Wide Dreambuilders	885	1,400	89	-	-	-	-	740	2,229
16-Jun	Fred Pryor Seminars -- Dealing with Difficult People	69	515	-	-	-	-	-	5	520
16-Jun	Mayor's Economic Forecast & Policy Meeting	42	-	-	84	-	-	-	176	260
22-Jun	Rail Symposium	42	378	-	-	-	-	-	-	378
19-Jul	PROBuild-ProEarth Building Sciences 101 Training	82	163	-	1,242	-	-	-	400	1,805
28-Jul	Conservation Northwest - Press Conference	40	100	-	-	-	-	-	40	140
7-Aug	LDS Youth Conference	1,760	2,198	-	-	-	-	-	1,223	3,421
7-9-Aug	Celebrity Actors Camp	883	1,280	-	-	-	-	-	830	2,110
10-Aug	Tour Factory	51	655	4	307	52	-	-	345	1,363
10-Aug	John Edward Group	275	900	-	0	-	-	-	1,200	2,100
11-Aug	2nd Annual Regional Chambers' Business After Hours	210	-	1	941	61	-	-	-	1,003
14-15-Aug	Celebrity Actors Camp	599	895	-	-	-	-	-	790	1,685



## ACTIVITY BY EVENT TYPE (CONTINUED)

DATE	EVENT	TOTAL ATTEND	RENTAL	CONCESS. NET	CATERING NET	ALCOHOL NET	BS CATERING	PER DEIM	OTHER	TOTAL REVENUE
<b>MEETINGS (CONTINUED)</b>										
17-Aug	Sinead Farewell	*	-	-	81	-	-	-	-	81
20-21-Aug	Wealth Magazine Investor Workshop	693	2,430	332	622	-	-	-	1,905	5,289
20-21-Aug	Celebrity Actors Camp	88	590	-	-	-	-	-	320	910
26-27-Aug	Wealth Magazine Investor Workshop	1,023	2,520	657	904	-	-	-	2,050	6,131
28-29-Aug	Wealth Magazine Investor Workshop	930	2,520	845	679	-	-	-	2,030	6,075
28-29-Aug	Celebrity Actors Camp	78	580	-	-	-	-	-	240	820
31-Aug-1-Sep	Wealth Magazine Investor Workshop	671	2,520	589	736	-	-	-	2,050	5,894
1-Sep	Spokane Regional CVB Reception	130	-	-	425	-	-	-	-	425
1-2-Sep	Guest Services Training 2010	524	-	-	-	-	-	-	-	-
2-Sep	TD AMERITRADE Investor Workshop	96	630	36	211	-	-	-	775	1,653
4-5-Sep	Haase Myotherapy Seminar	67	1,655	-	-	-	-	-	435	2,090
8-Sep	Mayor's Economic Forecast & Policy Meeting	35	-	-	94	-	-	-	176	270
9-Sep	Inland Northwest Bank Commercial Bankers	16	-	-	88	-	-	-	70	158
11-12-Sep	Celebrity Actors Camp	36	290	-	-	-	-	-	190	480
14-Sep	EWI Firm Recognition & Tradeshow	95	-	6	596	196	-	-	570	1,368
14-Sep	Inland Northwest Business Travel Association	35	-	-	157	-	-	-	-	157
14-Sep	Ecology Application	57	400	-	76	-	-	-	160	636
14-15-Sep	Greater Spokane Incorporated Annual Meeting	848	1,261	-	4,047	-	-	-	2,435	7,743
14-15-Sep	INVESTools Investor Workshop	96	1,260	51	131	-	-	-	1,340	2,782
15-Sep	Next IT	6	100	60	128	-	-	-	160	448
15-Sep	Inland Northwest Health Services	27	100	-	-	-	-	-	60	160
16-Sep	Fall Leadership Meeting (Sterling Savings Bank)	144	296	-	936	-	-	-	255	1,487
17-Sep	Vote Vets Press Conference	6	100	-	-	-	-	-	40	140
18-Sep	World Wide Dreambuilders	675	1,300	105	-	-	-	-	515	1,920
18-19-Sep	Celebrity Actors Camp	61	400	-	-	-	-	-	230	630
22-24-Sep	2010 Sears Home Appliances Training	146	1,710	21	464	-	-	-	2,217	4,411
22-24-Sep	Water Management Utility Course	108	900	-	215	-	-	-	345	1,460
23-24-Sep	Board of Engineers	60	800	-	116	-	-	-	220	1,136
24-Sep	Clean Energy Leadership Council	35	235	-	62	-	-	-	265	562
25-26-Sep	Celebrity Actors Camp	150	435	-	-	-	-	-	305	740
28-Sep	SPFD Board Meeting	20	-	-	18	-	-	-	-	18
29-Sep	EWGA - Spokane	41	-	-	209	136	-	-	-	345
30-Sep	STCU -- Retirement Party for Steve Dahlstrom	100	1,443	-	700	-	-	-	350	2,494
1-Oct	SPFD Employee Meeting	*	-	-	104	-	-	-	-	104
13-Oct	WSU Pharmacy Career Day	293	1,000	10	300	-	-	-	1,286	2,596
17-18-Oct	GE Digital-Multilin Meeting	24	1,772	-	246	-	-	-	1,450	3,468
17-18-Oct	Schweitzer Engineering Labs	394	1,764	-	4,510	-	-	-	4,175	10,449
22-Oct	Meridian Dental Study Group	108	650	-	773	-	-	-	285	1,708
29-30-Oct	NCEES Exams	200	3,800	-	-	-	-	-	2,195	5,995
30-Oct	Board of Engineers Testing	15	525	-	-	-	-	-	55	580
30-Oct	Spokane Home Buyer Seminar hosted by Keller Williams	94	740	-	-	-	-	-	680	1,420
10-Nov	IBP Listening to the Body	264	650	-	96	-	-	-	295	1,041
13-Nov	World Wide Dreambuilders	737	1,400	-	-	-	-	-	740	2,140
16-Nov	Greater Spokane Inc 13th Annual Economic Forecast	568	608	-	1,829	-	-	-	2,010	4,446
16-Nov	Mayor's Economic Policy and Forecasting Council	35	-	-	84	-	-	-	176	260
17-Nov	Foster Pepper 2010 Public Works Seminar	43	288	-	167	-	-	-	390	845
18-Nov	Internet Marketing Workshop	202	1,000	-	848	-	-	-	950	2,798
19-Nov	Group Health Producer Workshop	110	175	-	330	-	-	-	265	770
20-Nov	NSDC Meeting & Facility Tour	45	-	-	178	-	-	-	80	258
23-Nov	Starbucks Coffee Company	36	180	-	-	-	-	-	60	240
30-Nov	SPFD Board Meeting	20	-	-	16	-	-	-	-	16
9-Dec	Bureau of Education & Research	32	830	-	45	-	-	-	210	1,085
14-Dec	SPFD Board Meeting	20	-	-	18	-	-	-	-	18
	<b>Total</b>	<b>22,232</b>	<b>\$69,258</b>	<b>\$3,159</b>	<b>\$38,301</b>	<b>\$590</b>	<b>\$-</b>	<b>\$1,173</b>	<b>\$62,264</b>	<b>\$174,745</b>



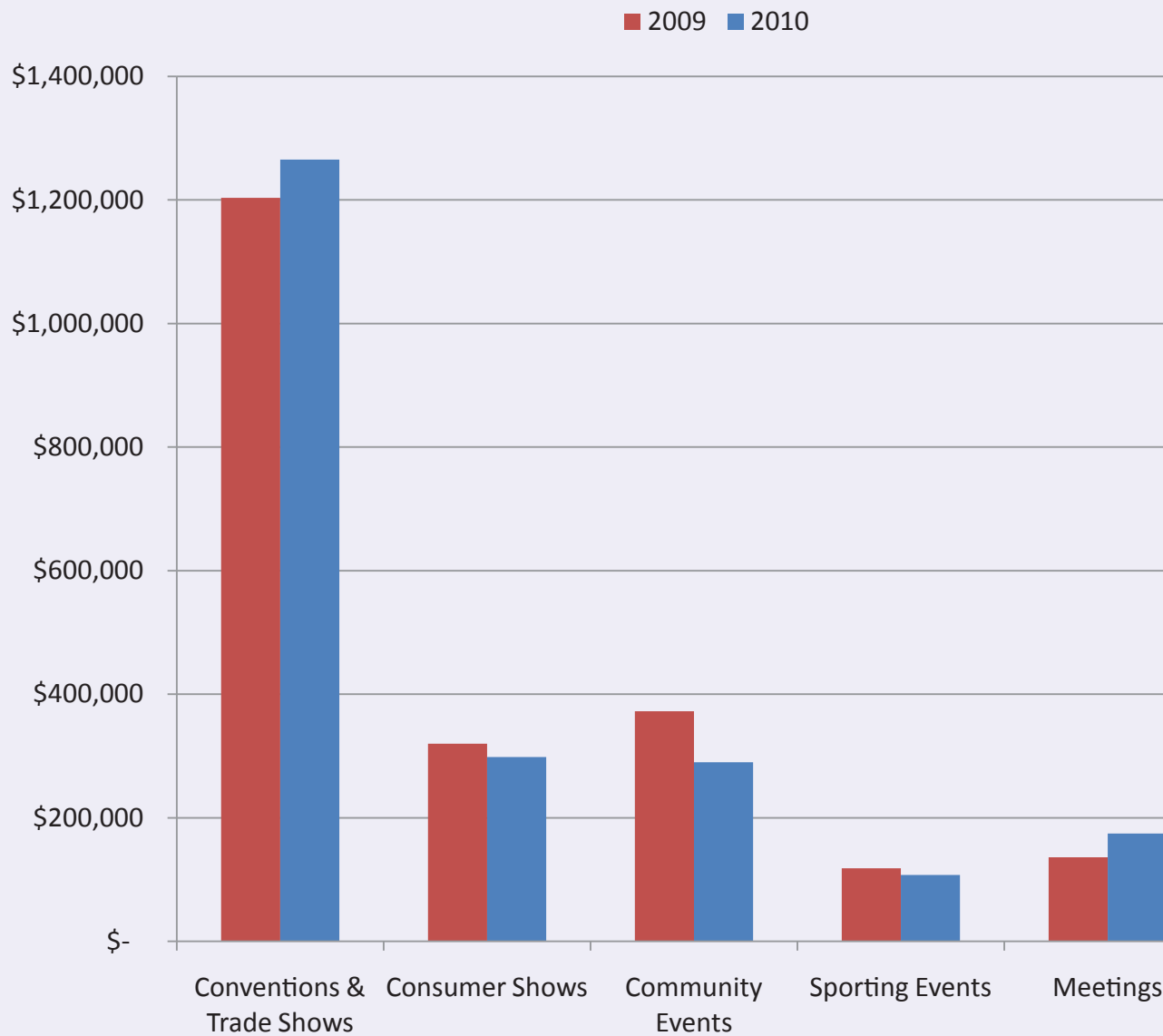
## ACTIVITY BY EVENT TYPE (CONTINUED)

DATE	EVENT	TOTAL ATTEND	RENTAL	CONCESS. NET	CATERING NET	ALCOHOL NET	BS CATERING	PER DEIM	OTHER	TOTAL REVENUE
<b>SPORTING EVENTS</b>										
8-10-Jan	6th Annual Flip Festival	1,588	\$7,300	\$2,088	\$-	\$-	\$124	\$-	\$4,265	\$13,778
6-Feb	Lilac City Cheer & Dance Competition	2,379	2,940	3,435	50	-	-	-	4,247	10,672
18-28-Mar	Pacific Northwest Qualifier	12,443	47,250	16,080	802	-	-	-	13,823	77,955
12-Aug	American Legion World Series Banquet of Champions	514	646	-	2,752	133	-	-	1,775	5,307
	Total	16,924	\$58,136	\$21,603	\$3,605	\$133	\$124	\$-	\$24,110	\$107,711
	Combined Total	274,422	\$942,868	\$91,205	\$377,873	\$23,523	\$292	\$1,668	\$698,765	\$2,136,193



## EVENT REVENUE COMPARISON

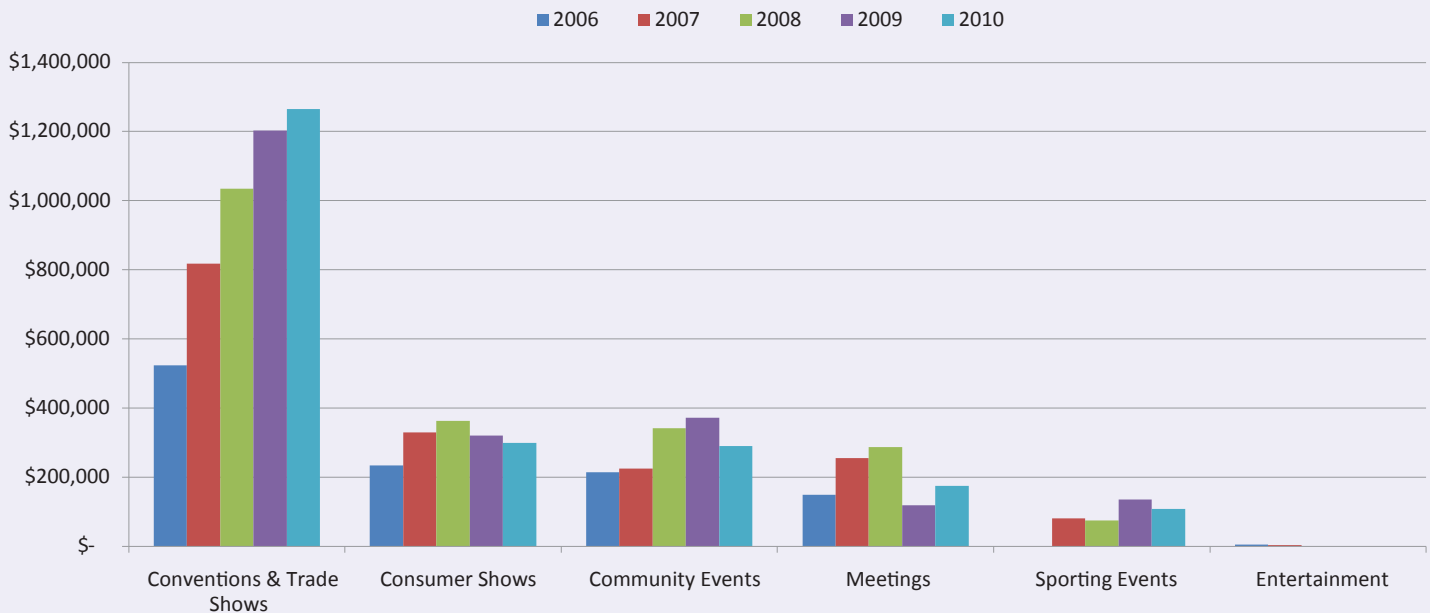
DESCRIPTION	2009	%	2010	%
Conventions & Trade Shows	\$1,203,504	56%	\$1,265,143	59%
Consumer Shows	319,883	15%	298,526	14%
Community Events	372,316	17%	290,068	14%
Sporting Events	118,246	5%	107,711	5%
Meetings	136,110	6%	174,745	8%
Entertainment	-	0%	-	0%
<b>Total</b>	<b>\$2,150,059</b>	<b>100%</b>	<b>\$2,136,193</b>	<b>100%</b>





## REVENUE HISTORY BY EVENT TYPE

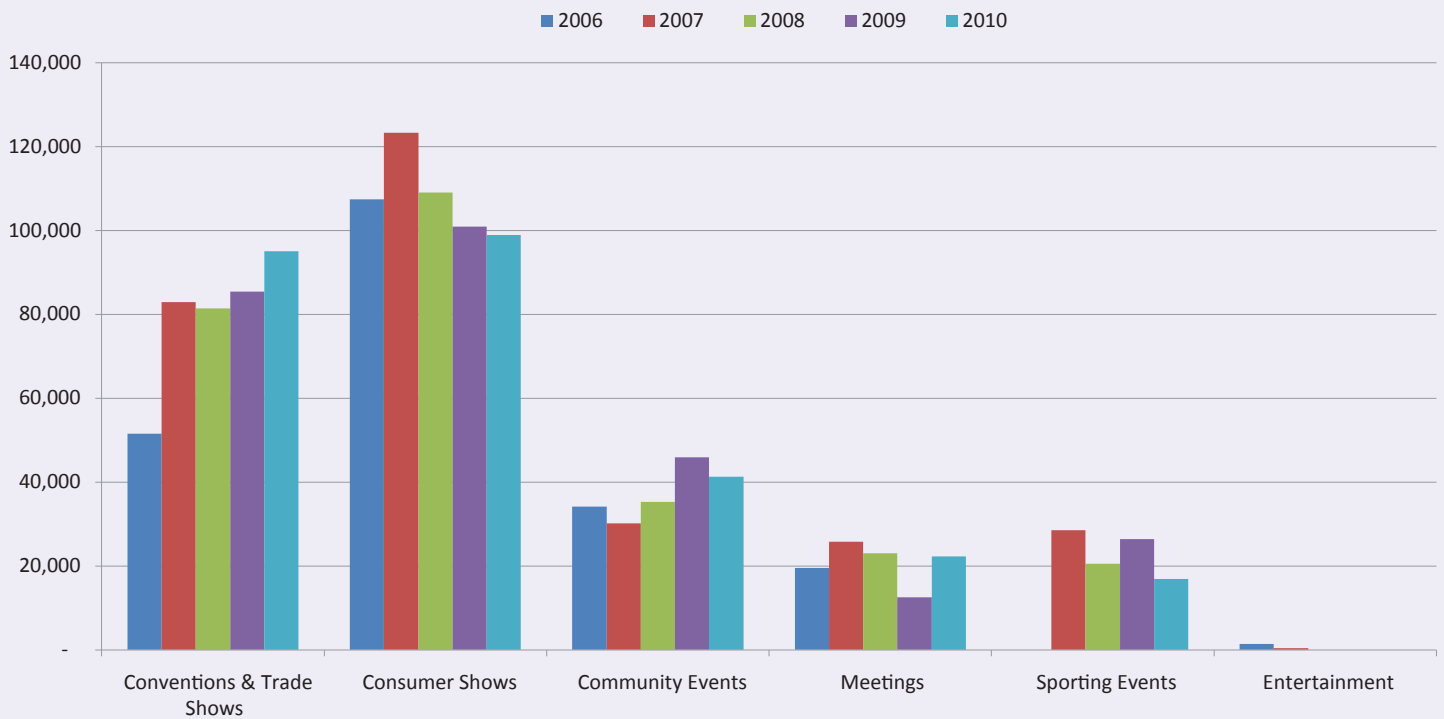
DESCRIPTION	2006	2007	2008	2009	2010
Conventions & Trade Shows	\$523,998	\$817,778	\$1,033,866	\$1,203,504	\$1,265,143
Consumer Shows	234,321	329,568	363,461	319,883	298,526
Community Events	214,395	224,204	341,267	372,316	290,068
Meetings	149,053	254,683	287,186	118,246	174,745
Sporting Events	-	81,529	74,644	136,110	107,711
Entertainment	5,430	4,084	-	-	-
<b>Total</b>	<b>\$1,127,197</b>	<b>\$1,711,846</b>	<b>\$2,100,423</b>	<b>\$2,150,059</b>	<b>\$2,136,193</b>





## ATTENDANCE HISTORY BY EVENT TYPE

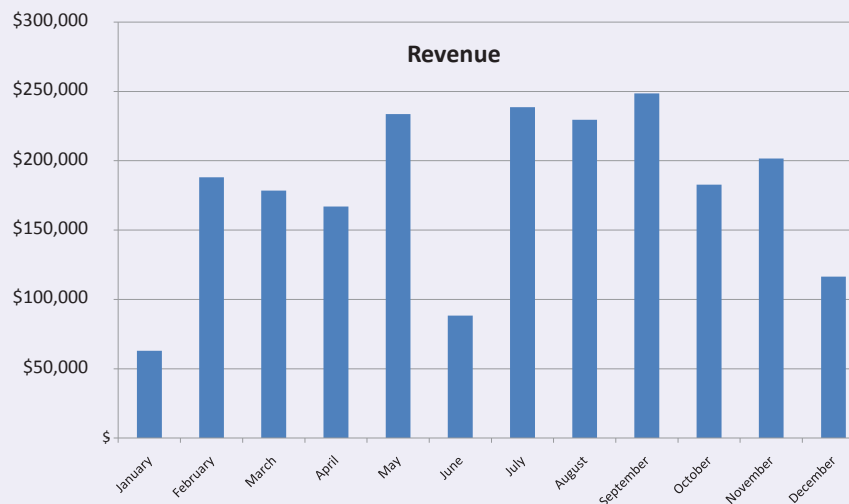
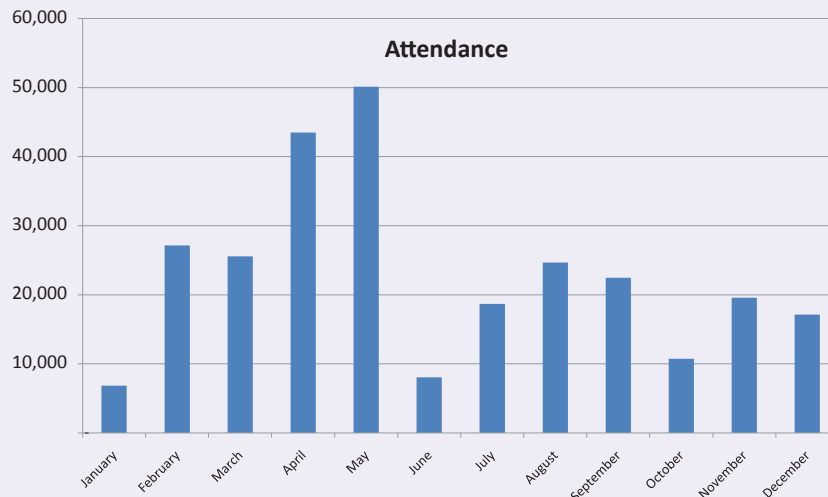
DESCRIPTION	2006	2007	2008	2009	2010
Conventions & Trade Shows	51,604	82,921	81,420	85,505	95,094
Consumer Shows	107,406	123,343	109,048	100,971	98,928
Community Events	34,223	30,189	35,343	45,965	41,244
Meetings	19,499	25,780	23,059	12,590	22,232
Sporting Events	-	28,578	20,503	26,406	16,924
Entertainment	1,457	400	-	-	-
<b>Total</b>	<b>214,189</b>	<b>291,211</b>	<b>269,373</b>	<b>271,437</b>	<b>274,422</b>





## ATTENDANCE HISTORY BY MONTH

DATE	ATTENDANCE	%	REVENUE	%
January	6,827	2%	\$62,865	3%
February	27,135	10%	188,084	9%
March	25,574	9%	178,550	8%
April	43,480	16%	167,041	8%
May	50,120	18%	233,732	11%
June	8,058	3%	88,316	4%
July	18,678	7%	238,588	11%
August	24,672	9%	229,560	11%
September	22,459	8%	248,581	12%
October	10,722	4%	182,773	9%
November	19,582	7%	201,622	9%
December	17,115	6%	116,481	5%
<b>Total</b>	<b>274,422</b>	<b>100%</b>	<b>\$2,136,193</b>	<b>100%</b>



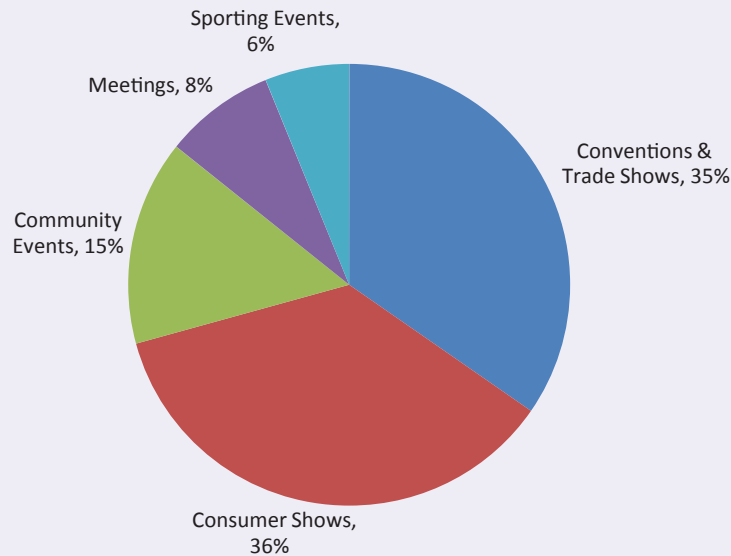




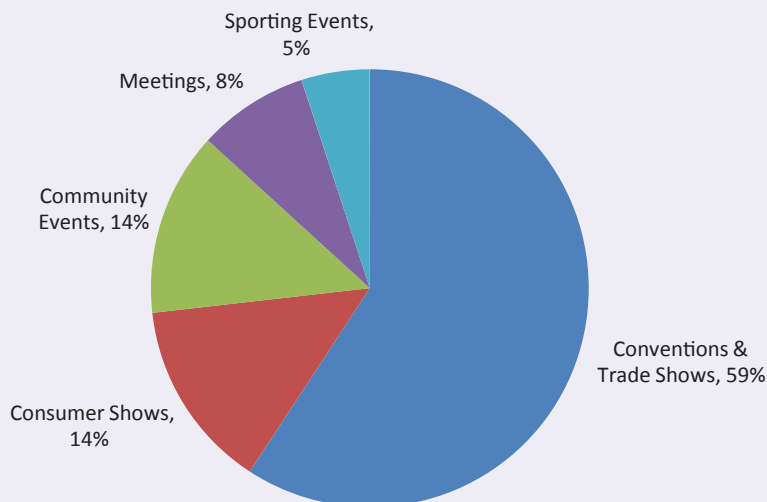
## ATTENDANCE/REVENUE BY EVENT TYPE

DESCRIPTION	ATTENDANCE	%	REVENUE	%
Conventions & Trade Shows	95,094	35%	\$1,265,143	59%
Consumer Shows	98,928	36%	298,526	14%
Community Events	41,244	15%	290,068	14%
Meetings	22,232	8%	174,745	8%
Sporting Events	16,924	6%	107,711	5%
Total	274,422	100%	\$2,136,193	100%

**Attendance**



**Revenue**





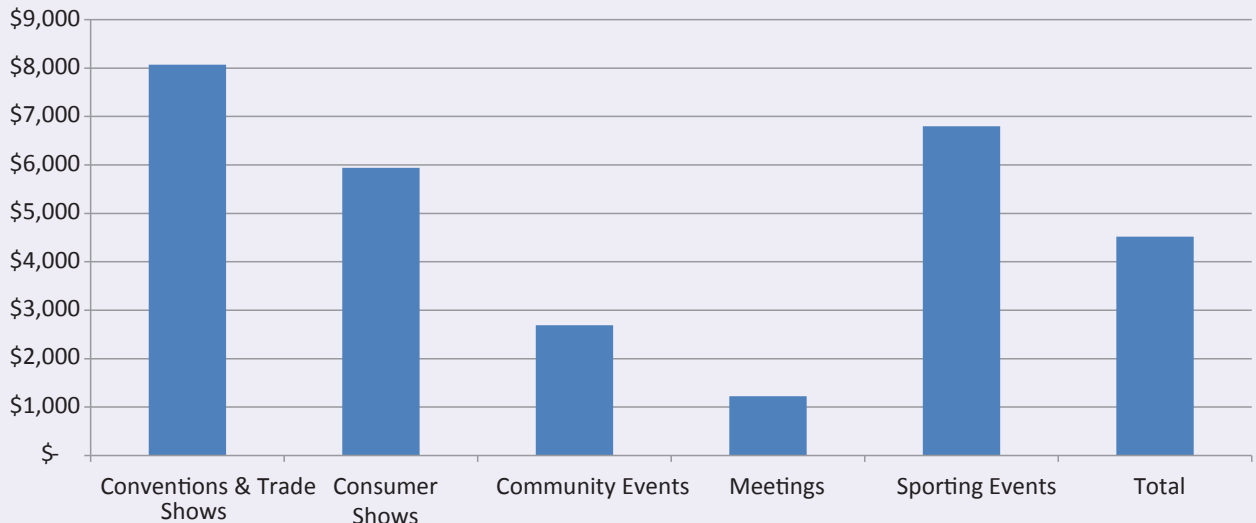
### PER CAP/AVERAGE DAILY REVENUE BY EVENT TYPE

DESCRIPTION	ATTENDANCE	EVENT REV	ADM TAX	TOTAL EVENT REV	EVENT DAYS	AVG DAILY REV	PER CAP
Conventions & Trade Shows	95,094	\$1,265,143	\$1,980	\$1,267,123	157	\$8,071	\$13.32
Consumer Shows	98,928	298,526	10,327	308,853	52	5,939	3.12
Community Events	41,244	290,068	153	290,221	108	2,687	7.04
Meetings	22,232	174,745	-	174,745	143	1,222	7.86
Sporting Events	16,924	107,711	1,054	108,766	16	6,798	6.43
<b>Total</b>	<b>274,422</b>	<b>\$2,136,193</b>	<b>\$13,514</b>	<b>\$2,149,707</b>	<b>476</b>	<b>\$4,516</b>	<b>\$7.83</b>

**Per Cap**



**Average Daily Revenue**





## TOP TEN EVENTS BY EVENT TYPE

### CONVENTION ATTENDANCE

EVENT	DATE	ATTENDANCE
National Rural Letter Carriers' Annual August National Convention	11-21-Aug	14,677
Healing Rooms Spiritual Hunger	8-11-Sep	10,094
Delta Kappa Gamma Biennial Convention	18-25-Jul	9,510
Ag Expo	31-Jan-5-Feb	7,705
NWMA 2010 Annual Convention	5-10-Dec	5,532
American Orff-Schulwerk Assoc 2010 Natl Conv	1-8-Nov	4,882
IAI International Educational Conference	5-16-Jul	4,777
WEA Representative Assembly	11-16-May	3,796
WSSDA Annual Conference	16-20-Nov	2,536
Cornerstone Pentecostal Church Summit	25-27-Mar	2,485

### CONSUMER SHOW ATTENDANCE

EVENT	DATE	ATTENDANCE
Bloomsday	28-Apr-2-May	51,703
Inland Northwest Motorcycle Show	10-14-Feb	7,963
2010 Women's Show	15-18-Apr	6,615
Spokane Home & Garden Show	6-12-Apr	5,711
Spokane National College Fair	9-10-Nov	5,330
Spokane Golf Show	18-21-Feb	4,484
Bridal Festival	8-10-Jan	3,776
Great Western Sportfishing Show	3-7-Mar	3,690
Lilac City Tattoo Expo	13-16-May	2,906
Inland Crafts	11-14-Nov	2,314

### COMMUNITY, MEETING, SPORTS & ENTERTAINMENT EVENT ATTENDANCE

EVENT	DATE	ATTENDANCE
Pacific Northwest Qualifier	18-28-Mar	12,443
First Night	31-Dec	10,725
The Official Tea Party of Spokane, Inc.	15-Apr	3,500
Lilac City Cheer & Dance Competition	6-Feb	2,379
LDS Youth Conference	7-Aug	1,760
Women Helping Women	10-May	1,629
6th Annual Flip Festival	8-10-Jan	1,588
Time Out for Women	1-May	1,500
World Wide Dreambuilders	13-Mar	1,194
Epicurean Delight	11-12-Nov	1,115



## FOOD AND BEVERAGE REPORT

MONTH	CONCESSIONS		CATERING		ALCOHOL		BS CATERING		PER DEIM		NON-EVENT CONCESSIONS		NON-EVENT CATERING		TOTAL	
	GROSS SALES	PFD COMM	GROSS SALES	PFD COMM	GROSS SALES	PFD COMM	GROSS SALES	PFD COMM	GROSS SALES	PFD COMM	GROSS SALES	PFD COMM	GROSS SALES	PFD COMM	CONC. COMM	CATERING COMM
January	\$8,993	\$3,597	\$57,062	\$13,124	\$94	\$38	\$2,485	\$124	\$-	\$-	\$45	\$18	\$-	\$-	\$3,653	\$13,249
February	41,600	16,640	70,877	16,302	5,817	2,327	-	-	-	-	-	-	-	-	18,967	16,302
March	49,253	19,701	35,849	8,245	-	-	-	-	-	-	395	158	-	-	19,859	8,245
April	17,198	6,879	62,376	14,346	106	43	-	-	-	-	188	75	4,145	207	6,997	14,554
May	18,964	7,586	151,217	34,780	5,739	2,296	-	-	12,829	1,668	-	-	91	5	9,881	36,452
June	5,272	2,109	123,569	28,421	7,677	3,071	120	6	-	-	-	-	-	-	5,180	28,427
July	25,012	10,005	279,463	64,276	15,499	6,200	813	41	-	-	-	-	-	-	16,204	64,317
August	19,445	7,778	175,765	40,426	4,311	1,724	2,058	103	-	-	-	-	-	-	9,502	40,529
September	14,318	5,727	246,015	56,583	6,352	2,541	360	18	-	-	-	-	-	-	8,268	56,601
October	4,836	1,935	177,908	40,919	5,146	2,058	-	-	-	-	248	99	-	-	4,092	40,919
November	15,494	6,198	104,371	24,005	5,511	2,204	-	-	-	-	-	-	-	-	8,402	24,005
December	7,626	3,050	158,453	36,444	2,555	1,022	-	-	-	-	-	-	-	-	4,072	36,444
Rounding																0.15
Total	\$228,011	\$91,205	\$1,642,926	\$377,873	\$58,807	\$23,523	\$5,836	\$292	\$12,829	\$1,668	\$876	\$351	\$4,236	\$212	\$115,078	\$380,045
													Non-Event Comm		\$(351)	\$(212)
													Event Comm		\$114,727	\$379,833



## RENEWAL AND REPLACEMENT

DESCRIPTION	ORIGINAL BUDGET	ACTUAL	DIFFERENCE
ATC/CT Roof & CT Deck Replacement	\$695,000.00	\$523,178.20	171,821.80
Mechanical Plant Repairs	50,000.00	19,555.31	30,444.69
Asphalt Repairs	5,000.00	-	5,000.00
HD Upgrade	50,000.00	4,675.32	45,324.68
Conference Theater Audio Rehab	10,000.00	-	10,000.00
ATC Audio Control Booth Upgrade	20,000.00	38,726.15	(18,726.15)
Contingency	15,000.00	-	15,000.00
Sliding Doors - Mtg Rms	-	47,240.48	(47,240.48)
CT Restroom Upgrade	-	5,463.26	(5,463.26)
Total	845,000.00	638,838.72	206,161.28