

GREATER ROCHESTER OUTDOOR SPORTS FACILITY CORPORATION
MINUTES OF MEETING HELD

on
December 15, 2009

Members Present: T. Mazzullo, R. Hurlbut, S. Moore, H. Stuart, L. Doyle, G. Caccamise, G. Larder

Members Excused: A. Burr

Others Present: J. LeBeau, J. Seil, M. Townsend, W. Zyra

Chairman Mazzullo called the meeting to order at 12:35 p.m.

L. Doyle moved the minutes of the September 15, 2009, second by H. Stuart. All voted Aye

Jim LeBeau noted the Greater Rochester Sports Authority has a new member, Bob Bartosiewicz.

Mr. LeBeau review the 2009 turnstile report (attached).

Mr. LeBeau presented the proposed 2010 operating budget for GROSFC with a change to depreciation from \$90,000 to \$126,400 per the auditor's suggestion. The budget is attached. The budget was moved by R. Hurlbut seconded by H. Stuart with the change to depreciation, all voted AYE.

Mr. LeBeau reviewed the 2010 GROSFC capital needs of \$97,000 which is primarily related to concession upgrades requested by Rochester Community Baseball (attached). In addition, \$25,000 needs to be spent to upgrade the light fixtures as Major League Baseball deemed the fixtures below normal standards. The cost to relamp and clean is \$28,000. On a motion by L. Doyle, seconded by S. Moore, GROSFC approved \$125,000 for capital expenditures for 2010, all voted AYE.

The meeting dates for 2010 were set. All to be held at the Watts Conference Center at 12:30pm.

March 16, 2010; June 15, 2010; September 21, 2010; December 21, 2010.

On a motion by S. Moore, seconded by R. Hurlbut, the meeting was adjourned at 1:05pm.

Submitted by:
Judith Seil

Turnstile Report

Date	Turnstile Report	2008	2009
	Rochester Community Baseball	290,099	265,576
	3rd Party Events 2009		
5/1	U of R Baseball		500
5/2	Alexander High School Baseball		200
5/23	Spikes Hike		200
6/14	Monroe County Seniors Baseball		400
6/20	Challenger Baseball		300
6/21	Medved 5K		0
7/15	NABA Baseball		200
7/24-7/26	Puerto Rican Festival		12,493
8/13	Fight Night		1178
8/15	Brewfest		2590
8/20	Summerjam		4889
9/9	NABA Baseball		200
9/12	RIT Alumni Baseball		300
	Total 3rd Party Events 2009		23450
	Outside Stadium 2009		
9/13	Rochester Marathon		3000
4-Oct	Breast Cancer Walk		8000
	Outside Total		11000
	Grand Total		300,026

GROSFC
Profit & Loss Budget vs. Actual
January through December 2009

Income	2009		2010 Budget
	Jan - Dec 09	Budget	
4000 · Sales			
4005 · Advertising Revenue			
4010 · 50/50 Split Revenue	79,046.15	90,000.00	\$ 80,000.00
4020 · Adv. Rev from RCB Note Payable	16,876.64	20,000.00	\$ 20,000.00
Total 4005 · Advertising Revenue	<u>95,922.79</u>	<u>110,000.00</u>	\$ 100,000.00
4050 · Facility Use Fee Surchg Rev			
4060 · Non- Sport Facilit Use Fee \$.48	2,823.50	1,000.00	\$ 2,000.00
4070 · RCB Facility Use Fee Sur.\$.48	127,476.48	130,000.00	\$ 120,000.00
Total 4050 · Facility Use Fee Surchg Rev	<u>130,299.98</u>	<u>131,000.00</u>	\$ 122,000.00
4100 · Food & Beverage Revenue			
4110 · GROSFC Event Food & Bev Rev	9,385.30	7,000.00	\$ 8,000.00
Total 4100 · Food & Beverage Revenue	<u>9,385.30</u>	<u>7,000.00</u>	\$ 8,000.00
4200 · GROSFC Per Event Sales Revenue			
4210 · GROSFC Facility Rental	29,632.00	15,000.00	\$ 20,000.00
4220 · GROSFC Field Lights/PA/Scorebd	1,550.00	500.00	\$ 1,000.00
4225 * GROSFC Miscellaneous charges	14,817.88	12,000.00	\$ 10,000.00
Total 4200 · GROSFC Per Event Sales Revenue	<u>45,999.88</u>	<u>27,500.00</u>	\$ 31,000.00
4300 · Miscellaneous Income			
4360 · Interest Income	966.36	12,500.00	\$ 1,000.00
4380 · Misc. Income	6,008.10	2,000.00	\$ 2,000.00
4395 · Tour Revenue	89.33	100.00	\$ 100.00
Total 4300 · Miscellaneous Income	<u>7,063.79</u>	<u>14,600.00</u>	\$ 3,100.00
4400 · Naming Rights Revenue	165,000.00	165,000.00	\$ 165,000.00
4500 · Parking Revenue			
4505 · Parking - Misc. Transient	27,352.26	15,000.00	\$ 20,000.00
4520 · Parking - Prepaid & 1/2 Season	12,352.83	8,500.00	\$ 10,000.00
4530 · Parking - RCB Season Pass Rev	18,057.37	16,500.00	\$ 16,500.00
4540 · Parking - RCB Transient Revenue	301,536.24	300,000.00	\$ 300,000.00
4560 · Parking - Rhinos Transient Park	824.07	2,000.00	\$ 1,000.00
Total 4500 · Parking Revenue	<u>360,122.77</u>	<u>342,000.00</u>	\$ 347,500.00
Sales			
4710 · Brick Sales	1,050.00	2,000.00	\$ 1,000.00
Total Sales	<u>1,050.00</u>	<u>2,000.00</u>	\$ 1,000.00
4800 · Suite Revenue			
4810 · Diamond Club	17,720.32	25,000.00	\$ 17,000.00
4820 · Per Event Suite Sales	18,225.89	30,000.00	\$ 18,000.00
4830 · Suite Sales	197,466.99	195,000.00	\$ 195,000.00
Total 4800 · Suite Revenue	<u>233,413.20</u>	<u>250,000.00</u>	\$ 230,000.00
Total 4000 · Sales	<u>1,048,257.71</u>	<u>1,049,100.00</u>	\$ 1,007,600.00

GROSF
Profit & Loss Budget vs. Actual
January through December 2009

	Jan - Dec 09	Budget	2010 Budget
Total Income	1,048,257.71	1,049,100.00	\$ 1,007,600.00
Expense			
5100 · Administrative Expenses			
5105 · Advertising	7,652.40	200.00	\$ 7,800.00
5110 * Bank Service Charges	1,084.14	750.00	\$ 400.00
5115 · Bd. of Directors Expense	0.00	0.00	\$ -
5120 · Computers	0.00	200.00	\$ 2,000.00
5125 · Delivery Service	351.94	500.00	\$ 500.00
5130 * Dues and Subscriptions	350.00	350.00	\$ 350.00
5140 * Firehouse - Cleaning	3,506.97	2,640.00	\$ 3,700.00
5145 · Firehouse - RGE	6,996.53	7,000.00	\$ 7,000.00
5150 · Firehouse - Water	386.07	1,000.00	\$ 800.00
5165 * Meals & travel	0.00	500.00	\$ 500.00
5170 * Office Supplies	200.77	1,000.00	\$ 1,000.00
5175 * Postage and Delivery	529.12	700.00	\$ 700.00
5180 * Printing and Reproduction	0.00	500.00	\$ 500.00
5190 · Management Fee	250,427.52	250,427.52	\$ 257,940.36
5191 * Telephone	2,002.84	7,500.00	\$ 3,500.00
5195 · Training	0.00	300.00	\$ 300.00
Total 5100 · Administrative Expenses	<u>273,488.30</u>	<u>273,567.52</u>	\$ 286,990.36
5300 · Capital Improvements			
5305 · Capital - Carpeting	0.00	0.00	
5310 · Capital - Ice Machine	0.00	0.00	
5320 · Capital - Lights	0.00	0.00	
5330 · Capital - Miscellaneous	0.00	0.00	\$ 15,000.00
5340 · Capital - Seats	0.00	0.00	
5350 · Capital - Suite	0.00	0.00	
5355 · Capital - Tunnel	0.00	0.00	
5360 · Capital - Waterline	0.00	0.00	
Total 5300 · Capital Improvements	<u>0.00</u>	<u>0.00</u>	15,000.00
5400 · Commission	400.00	500.00	\$ 500.00
5450 · Consulting Expense	0.00	2,000.00	\$ 2,000.00
5550 · Credit Card Expense			
5555 · GROSF - Credit Card Expense	1,396.89	1,000.00	\$ 1,500.00
Total 5550 · Credit Card Expense	<u>1,396.89</u>	<u>1,000.00</u>	\$ 1,500.00
Depreciation Expense			
5620 · Building/Grounds Depreciation	90,065.40 <i>126,400</i>	80,000.00	\$ 90,000.00 <i>126,400</i>
Total Depreciation Expense	<u>90,065.40</u>	<u>80,000.00</u>	\$ 90,000.00
5700 · Equipment Purchases			
5745 · Field Equipment	0.00	0.00	
5760 · Misc. Equipment	0.00	5,000.00	
5765 · Scoreboards, Etc.	0.00	0.00	
Total 5700 · Equipment Purchases	<u>0.00</u>	<u>5,000.00</u>	\$ -

GROSFC
Profit & Loss Budget vs. Actual
January through December 2009

	Jan - Dec 09	Budget	2010 Budget
5810 * Equipment Rental	3,557.52	1,000.00	\$ 3,000.00
6000 * GROSFC - Per Event Expense	19,777.14	18,000.00	\$ 8,000.00
6075 * Miscellaneous	4,198.86	6,000.00	\$ 5,000.00
6100 * Parking Expenses			
6105 * Parking - Credit Card Expense	1,010.37	1,200.00	\$ 1,200.00
6110 * Parking - Insurance	0.00	0.00	\$ -
6115 * Parking - Kodak Lot Expense	32,619.35	32,619.35	\$ 33,597.93
6120 * Parking - Management Fee	43,937.14	38,000.00	\$ 40,000.00
6125 * Parking - Miscellaneous	228.60	3,800.00	\$ 1,000.00
6135 * Parking - Salary	46,242.40	52,000.00	\$ 45,000.00
6140 * Parking - Signs	0.00	1,100.00	\$ 1,100.00
6145 * Parking - Supplies	2,797.35	500.00	\$ 2,000.00
6150 * Parking - Sweeper	140.40	500.00	\$ 500.00
6160 * Parking - Ticket Expense	3,484.19	6,000.00	\$ 4,500.00
6165 * Parking - Uniforms	0.00	500.00	\$ 500.00
Total 6100 * Parking Expenses	<u>130,459.80</u>	<u>136,219.35</u>	<u>\$ 129,397.93</u>
6200 * Professional Fees			
6255 * Accounting Fees	15,700.00	16,620.00	\$ 17,700.00
6260 * Legal Fees			
6261 * GROSFC - Legal	0.00	1,500.00	\$ 1,500.00
Total 6200 * Legal Fees	<u>0.00</u>	<u>1,500.00</u>	<u>\$ 1,500.00</u>
Total 6200 * Professional Fees	15,700.00	18,120.00	\$ 19,200.00
6300 * Repairs and Maintenance			
6320 * Building Repairs	10,471.93	7,000.00	\$ 5,000.00
6330 * Computer Repairs	0.00	1,000.00	\$ 1,000.00
6340 * Electrical repairs	14,586.45	10,000.00	\$ 10,000.00
6350 * Equipment Repairs	2,457.76	2,000.00	\$ 2,500.00
6310 * Fire System repairs	2,813.22	2,000.00	\$ 3,000.00
6360 * Heating/Air Conditioning	8,248.98	8,000.00	\$ 10,000.00
6305 * Irrigation	0.00	1,000.00	\$ 1,000.00
6562 * Misc.Repairs/Improvements/Staff	61,499.36	88,000.00	\$ 70,000.00
6370 * Plumbing Repairs	13,941.25	7,840.00	\$ 10,000.00
6380 * Scoreboard Maintenance	0.00	5,000.00	\$ 5,000.00
Total 6300 * Repairs and Maintenance	<u>114,018.95</u>	<u>131,840.00</u>	<u>\$ 117,500.00</u>
6500 * Stadium Expenses			
6502 * Stadium - Alarm	1,770.23	2,000.00	\$ 2,000.00
6504 * Stadium - Auto Expense	0.00	400.00	\$ 1,500.00
6506 * Stadium - Bricks	4,104.96	1,500.00	\$ 4,000.00
6510 * Stadium - Cable	5,724.72	5,800.00	\$ 5,800.00
6512 * Stadium - Cleaning	990.95	2,000.00	\$ 2,000.00
6516 * Stadium - Contracts			
6518 * Cummins Northeast, Inc.	0.00	1,100.00	\$ 1,100.00
6522 * Fire Protection Specialties	2,311.20	2,140.00	\$ 2,140.00
6525 * John W. Danforth Service Co., I	17,172.00	15,900.00	\$ 17,172.00

GROSFC
Profit & Loss Budget vs. Actual
January through December 2009

	Jan - Dec 09	Budget	2010 Budget
6530 · Lawn Maintenance Contract	2,178.36	2,030.00	\$ 2,030.00
6528 · National Elevator Insp. Service	375.84	1,000.00	\$ 1,000.00
6532 · Otis Elevator	15,072.04	15,000.00	\$ 16,572.04
6538 · Securtronics	4,728.24	5,000.00	\$ 5,000.00
Total 6516 · Stadium - Contracts	41,837.68	42,170.00	\$ 45,014.04
6540 · Stadium - Electric	62,416.20	77,000.00	\$ 75,000.00
6542 · Stadium - Gas	26,044.70	40,000.00	\$ 34,000.00
6546 · Stadium - Insurance	109,096.58	108,000.00	\$ 88,000.00
6548 · Stadium - Landscaping	0.00	1,800.00	\$ 1,800.00
6552 · Stadium - Marquee RGE	11,583.98	11,500.00	\$ 11,500.00
6554 · Stadium - Painting	9,099.58	8,000.00	\$ 9,000.00
6556 · Stadium - Permits	-57.50	1,000.00	\$ 1,000.00
6558 · Stadium - Pure H2O Capital Tax	34,774.12	37,000.00	\$ 37,000.00
6559 · Stadium - Radios	0.00	1,000.00	\$ 1,000.00
6560 · Stadium - Rent	1,469,595.48	1,469,595.50	\$ 1,632,206.00
6564 · Stadium - Scoreboard RG&E	917.81	1,000.00	\$ 1,000.00
6566 · Stadium - RCB Security Salary	-800.15	22,000.00	\$ -
6573 · Stadium - Snowplowing	4,455.00		\$ 7,000.00
6568 · Stadium - Special Assessment	19,295.66	20,500.00	\$ 20,500.00
6550 · Stadium - Staff Salary	36,372.94	42,250.00	\$ 42,250.00
6570 · Stadium - Suiteholder Signage	293.76	500.00	\$ 500.00
6572 · Stadium - Supplies	1,737.89	7,500.00	\$ 3,000.00
6576 · Stadium - Telephone	10,502.40	4,800.00	\$ 10,800.00
6578 · Stadium - Water & Pure H2O	7,684.59	3,300.05	\$ 6,000.00
Total 6500 · Stadium Expenses	1,857,441.58	1,910,615.55	\$ 2,041,870.04
6600 · Taxes			
State Taxes	2,992.00		\$ 3,000.00
Total 6600 · Taxes	2,992.00		\$ 3,000.00
Total Expense	2,513,496.44	2,583,862.42	\$ 2,722,958.33
Net Income	-1,465,238.73	-1,534,762.42	\$ (1,715,358.33)
Add Trades			
Advertising	\$ 7,629.00		\$ 7,629.00
Telephone	\$ 5,770.00		\$ 5,770.00
Add other Expenses/Revenue:			
Depreciation	\$ 90,000.00		\$ 90,000.00
RCB Note payable	\$ (20,000.00)		\$ (20,000.00)
Rent	\$ 1,469,595.48		\$ 1,632,206.00
Net:	\$ 87,755.75		\$ 246.67

GROSFC 2010 Capital Needs

RCB Concession Request

▪ Ice Makers (3)	\$18,000
▪ Beer Units (2)	5,000
▪ Ice Cream Units (2)	45,000
▪ Hot Boxes (3)	12,000
▪ Cold Boxes	12,000
▪ Installation	5,000

Total \$97,000 *

MLB Maintenance Inspection

1. Lighting Fixtures Below Standard
 - Range of Options

○ Complete Upgrade	\$235,000
○ New Fixtures/Lamps	\$164,000
○ Mixture of New/Old	\$146,000
○ Relamp/Clean	\$ 28,000 *

Total \$125,000