

**DOWNTOWN MANAGEMENT CO. BALLROOM
FINANCIAL STATEMENT**

REVENUES:

| | Amount | % Gross Revenues |
|------------------|------------|------------------|
| Food | \$ 682,009 | 60.1% |
| Beverage | 206,361 | 18.2% |
| Room Rental | 79,380 | 7.0% |
| Equipment Rental | 96,134 | 8.5% |
| Other Revenue | 71,705 | 6.3% |

Total Revenues

1,135,589 100.0%

COST OF SALES:

| | Amount | % Gross Revenues |
|-----------|---------|------------------|
| Food | 328,601 | 28.9% |
| Beverage | 79,962 | 7.0% |
| Equipment | - | 0.0% |

Total Cost of Sales

408,562 36.0%

GROSS PROFIT

727,027 64.0%

PAYROLL EXPENSES:

| | Amount | % Gross Revenues |
|------------------|---------|------------------|
| Direct Payroll | 112,030 | 9.9% |
| Payroll Benefits | 12,638 | 1.1% |
| Payroll Taxes | 2,030 | 0.2% |

Total Payroll Expenses

126,698 11.2%

OTHER EXPENSES:

| | Amount | % Gross Revenues |
|------------------------------------|---------|------------------|
| Supplies | 3,454 | 0.3% |
| Repairs & Maintenance | 1,558 | 0.1% |
| Maintenance Contracts | - | 0.0% |
| Professional Services | 4,305 | 0.4% |
| Utilities | 163,542 | 14.4% |
| Tax and Licenses | 1,023 | 0.1% |
| China Glassware and Silver | - | 0.0% |
| Equipment Rental | 46,368 | 4.1% |
| Laundry | 1,766 | 0.2% |
| Marketing and Advertising | - | 0.0% |
| Administrative Services Allocation | 150,000 | 13.2% |
| Other | 12,220 | 1.1% |

Total Other Expenses

384,236 33.8%

TOTAL PROFIT (LOSS)

\$ 216,092 19.0%

**FF&E ALLOCATION FUNDED BY DOWNTOWN
MANAGEMENT CO.**

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NET PROFIT (LOSS)

\$ 216,092

**ACTUAL
Twelve Months Ended
December 31, 2023**

| Amount | % Gross Revenues |
|------------|------------------|
| \$ 707,107 | 56.5% |
| 264,204 | 21.1% |
| 88,100 | 7.0% |
| 105,807 | 8.5% |
| 85,647 | 6.8% |

1,250,865 100.0%

| Amount | % Gross Revenues |
|---------|------------------|
| 366,607 | 29.3% |
| 93,311 | 7.5% |
| - | 0.0% |

459,918 36.8%

790,947 63.2%

| Amount | % Gross Revenues |
|---------|------------------|
| 115,340 | 9.2% |
| 17,054 | 1.4% |
| 11,905 | 1.0% |

144,299 11.5%

| Amount | % Gross Revenues |
|---------|------------------|
| 4,921 | 0.4% |
| 1,660 | 0.1% |
| - | 0.0% |
| 12,217 | 1.0% |
| 217,293 | 17.4% |
| 2,856 | 0.2% |
| - | 0.0% |
| 33,174 | 2.7% |
| 5,388 | 0.4% |
| - | 0.0% |
| 150,000 | 12.0% |
| 15,101 | 1.2% |

442,610 35.4%

\$ 204,038 16.3%

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\$ 204,038

2024 vs. 2023

| Amount | % Change |
|-------------|----------|
| \$ (25,098) | -3.5% |
| (57,843) | -21.9% |
| (8,720) | -9.9% |
| (9,673) | -9.1% |
| (13,942) | -16.3% |

(115,276) -9.2%

| Amount | % Change |
|----------|----------|
| (38,006) | -10.4% |
| (13,349) | -14.3% |
| - | #DIV/0! |

(51,355) -11.2%

(63,921) -8.1%

| Amount | % Change |
|---------|----------|
| (3,310) | -2.9% |
| (4,416) | -25.9% |
| (9,875) | -82.9% |

(17,601) -12.2%

| Amount | % Change |
|----------|----------|
| (1,467) | -29.8% |
| (102) | -6.1% |
| - | #DIV/0! |
| (7,912) | -64.8% |
| (53,751) | -24.7% |
| (1,833) | -64.2% |
| - | 0.0% |
| 13,194 | 39.8% |
| (3,622) | -67.2% |
| - | 0.0% |
| - | 0.0% |
| (2,881) | -19.1% |

(58,374) -13.2%

\$ 12,054 5.9%

40,823

\$ 391,155

**ACTUAL
Twelve Months Ended
December 31, 2022**

| Amount | % Gross Revenues |
|------------|------------------|
| \$ 957,065 | 53.9% |
| 467,929 | 26.4% |
| 129,860 | 7.3% |
| 174,211 | 9.8% |
| 46,350 | 2.6% |

1,775,415 100.0%

| Amount | % Gross Revenues |
|---------|------------------|
| 497,674 | 28.0% |
| 135,697 | 7.6% |
| - | 0.0% |

633,371 35.7%

1,142,044 64.3%

| Amount | % Gross Revenues |
|---------|------------------|
| 172,462 | 9.7% |
| 25,329 | 1.4% |
| 17,786 | 1.0% |

215,577 12.1%

| Amount | % Gross Revenues |
|---------|------------------|
| 13,434 | 0.8% |
| 9,214 | 0.5% |
| - | 0.0% |
| 11,228 | 0.6% |
| 159,570 | 9.0% |
| 2,696 | 0.2% |
| - | 0.0% |
| 98,294 | 5.5% |
| 5,840 | 0.3% |
| - | 0.0% |
| 150,000 | 8.4% |
| 44,213 | 2.5% |

494,489 27.9%

\$ 431,978 24.3%

40,823

\$ 391,155

2023 vs. 2022

| Amount | % Change |
|--------------|----------|
| \$ (249,958) | -26.1% |
| (203,725) | -43.5% |
| (41,760) | -32.2% |
| (68,404) | -39.3% |
| 39,297 | 84.8% |

(524,550) -29.5%

| Amount | % Change |
|-----------|----------|
| (131,067) | -26.3% |
| (42,386) | -31.2% |
| - | #DIV/0! |

(173,453) -27.4%

(351,097) -30.7%

| Amount | % Change |
|----------|----------|
| (57,122) | -33.1% |
| (8,275) | -32.7% |
| (5,881) | -33.1% |

(71,278) -33.1%

| Amount | % Change |
|----------|----------|
| (8,513) | -63.4% |
| (7,554) | -82.0% |
| - | #DIV/0! |
| 989 | 0.0% |
| 57,723 | 36.2% |
| 160 | 5.9% |
| - | 0.0% |
| (65,120) | -66.3% |
| (452) | -7.7% |
| - | 0.0% |
| - | 0.0% |
| (29,112) | -65.8% |

(51,879) -10.5%

\$ (227,940) -52.8%

40,823

\$ 391,155