

# City Council Agenda Memo

**From:** Michael Logan, Swiftel Center General Manager  
Erick Rangel, Chief Financial Officer

**Council Meeting:** January 25, 2022

**Subject:** 2021 Swiftel Center Financial Update

**Presenter:** Michael Logan, Swiftel Center GM; Erick Rangel, CFO

## **Summary:**

At this point, the Swiftel Center has completed financials up to October 2021. With current information, it is estimated to close the year at a deficit to budget of \$54,453.

## **Background:**

The OVG/Spectra team took over operations of the Swiftel Center on August 1, 2021. At the end of July, the Swiftel Center was at a projected deficit to budget of \$193,993. Through an increase of event revenue and a decrease of indirect expenses the new management was able to decrease this estimated deficit to \$54,453.

## **Item Details:**

The details of our current end of year estimate are as follows:

	<b>VenuWorks</b>		<b>Oak View Group (OVG, formerly Spectra)</b>					
	<u>Jan- July Actuals</u>	<u>FY 2021 Estimate vs Budget F/(U)</u>	<u>Aug- Dec Estimate OVG</u>	<u>Aug- Dec Budget</u>	<u>Aug-Dec Actuals vs Budget F/(U)</u>	<u>FY 2021 Estimate</u>	<u>FY 2021 Actual vs Budget F/(U)</u>	<u>2021 Annual Budget</u>
<b>Revenue</b>								
Direct Event			72,935	76,392	(3,457)			
Ancillary			217,458	278,957	(61,499)			
Total Event Revenue	450,324	(801,602)	290,393	355,349	(64,956)	740,717	(1,303,275)	2,043,992
Other Income	1,809	(149,763)	87,167	65,381	21,786	88,976	(143,658)	232,634
<b>Revenue Total:</b>	<b>452,133</b>	<b>(951,365)</b>	<b>377,560</b>	<b>420,730</b>	<b>(43,170)</b>	<b>829,693</b>	<b>(1,446,933)</b>	<b>2,276,626</b>
<b>Expense</b>								
Expense (Direct+Indirect)	(810,307)	757,372	(479,128)	(700,136)	221,008	(1,289,435)	1,392,481	(2,681,916)
<b>Expense Total:</b>	<b>(810,307)</b>	<b>757,372</b>	<b>(479,128)</b>	<b>(700,136)</b>	<b>221,008</b>	<b>(1,289,435)</b>	<b>1,392,481</b>	<b>(2,681,916)</b>
<b>Net Income (Loss):</b>	<b>(358,174)</b>	<b>(193,993)</b>	<b>(101,568)</b>	<b>(279,406)</b>	<b>177,838</b>	<b>(459,742)</b>	<b>(54,452)</b>	<b>(405,290)</b>

## **Legal Consideration:**

None.

**Strategic Plan Consideration:**

This report supports fiscal responsibility by providing visibility to the Swiftel Center's Financial performance impacted by COVID-19.

**Financial Consideration:**

When full year financials are finalized, staff will bring forward a budget amendment request to the 2021 budget to fund the actual deficit to budget.

**Supporting Documentation:**

Presentation