City of Greensboro

Date: September 18, 2007

To: Matt Brown, Coliseum Director

From: Internal Audit

Subject:: Revenue Analysis

Internal Audit is performing an analysis of revenue accounts throughout the City to ensure that departments are aware of reductions in revenues and reasons for those reductions. We have developed a spreadsheet showing War Memorial Coliseum Complex Revenue changes for the last two years. The spreadsheet shows account name, account number, actual revenue for years 2005, 2006 and 2007, the dollar change for 2005/6, and the percentage this was using the prior year revenue as the base. The changes in revenue dollars and percentage changes are, also, shown for year 2006/7. The accounts we are requesting written information for are numbered on the right side of the spreadsheet, under a column labeled accounts to review. The darkened areas are where revenues decreased 10% or more from the prior year basis, or in excess of $100,000 if not 10% or more indicate the periods for which we are requesting information.

We are requesting that the War Memorial Coliseum Complex staff review the revenue analysis and provide Internal Audit information concerning the decreases in revenue. The information should include performance indicators; comparisons of related data that produces the revenues, changes in collection procedures, changes in fee structure, etc. We realize that a large number of the accounts questioned are due to sales charged against events, which occurred only once, and an explanation stating that in these cases will suffice.

If we can assist you in this review please contact us at 373-2230.

Fred Newnam
Fred Newnam
Internal Auditor

Len Lucas
Internal Audit Director

cc: Mitch Johnson, City Manager
Ben Brown, Assistant City Manager Economic Development

GREENSBORO, NORTH CAROLINA 27402

WAR MEMORIAL COLISEUM COMPLEX ENTERPRISE FUND REVENUE ANALYSIS
2005-2007

WAR MEMORIAL COLISEUM FUND 521-XXXX-XX.XXXX	2007 ACTUAL	2006 ACTUAL	2005 ACTUAL	2005/6 CHANGE	2005/6% CHANGE	2006/7 CHANGE	2006/7% CHANGE	ACCOUNTS TO REVIEW
TOW-IN SERVICES-.7441								
7535-08	378.00							
EVENT PARKING .7580								
7530-05 EVENTS			334.00	0.00	#DIV/0!	(334.00)	-100.00%	1
7531-18		2,095.00		(2,095.00)	-100.00%			2
7535-08 FACILITIES REVENUE	1,522,118.70	1,805,072.50	1,176,038.14	(282,953.80)	-15.68%	629,034.36	53.49%	3
TOTAL EVENT PARKING	1,522,118.70	1,807,167.50	1,176,372.14	(285,048.80)	-15.77%	630,795.36	53.62%	
CONCESSIONS-.7700,.7710,.7720								
7535-08.7700-CONC. FOOD & NON ALCOHOLIC	717,463.61	1,366,846.13	463,678.63	(649,382.52)	-47.51%	903,167.50	194.78%	4
7540-03.7700-CONC. FOOD & NON ALCOHOLIC				0.00	#DIV/0!	0.00	#DIV/0!	
7550-51.7700-CONCESIONS FOOD & NON ALCOHOLIC				0.00	#DIV/0!	0.00	#DIV/0!	
7520-05.7710-CONC-ALCOHOLIC BEVERAGE				0.00	#DIV/0!	0.00	#DIV/0!	
7535-08.7710-CONC- ALCOHOLIC BEVERAGE	8,784.48	1,980.00	(397.32)	6,804.48	343.66%	2,377.32	-598.34%	
7540-04.7710-CONC-ALCOHOLIC BEVERAGE				0.00	#DIV/0!	0.00	#DIV/0!	
7530-05.7720-CATERING				0.00	#DIV/0!	0.00	#DIV/0!	
7531-08.7720-CATERING				0.00	#DIV/0!	0.00	#DIV/0!	
7535-05.7720-CATERING			1,270.26	0.00	#DIV/0!	(1,270.26)	-100.00%	5
7535-08.7720-CATERING	80,980.54	86,567.27	58,287.69	(5,586.73)	-6.45%	28,279.58	48.52%	
7640-02.7720-CATERING				0.00	#DIV/0!	0.00	#DIV/0!	
7540-04.7720-CATERING				0.00	#DIV/0!	0.00	#DIV/0!	
7550-54.7720-CATERING				0.00	#DIV/0!	0.00	#DIV/0!	
TOTAL CONCESSIONS	807,228.63	1,455,393.40	522,839.26	(648,164.77)	-44.54%	932,554.14	178.36%	
ADMISSIONS & CHARGES .7730								
7531-01				0.00	#DIV/0!	0.00	#DIV/0!	
7531-02				0.00	#DIV/0!	0.00	#DIV/0!	
7531-03		27,547.00	26,569.50	(27,547.00)	-100.00%	977.50	3.68%	6
7531-04				0.00	#DIV/0!	0.00	#DIV/0!	
7531-05		4,601.00		(4,601.00)	-100.00%	4,601.00	#DIV/0!	7
7531-06		54,365.00		(54,365.00)	-100.00%	54,365.00	#DIV/0!	8
7531-07				0.00	#DIV/0!	0.00	#DIV/0!	
7531-08				0.00	#DIV/0!	0.00	#DIV/0!	
7531-09				0.00	#DIV/0!	0.00	#DIV/0!	
7531-10		48,520.00		(48,520.00)	-100.00%	48,520.00	#DIV/0!	9
7531-11				0.00	#DIV/0!	0.00	#DIV/0!	
7531-12	57,520.00			57,520.00	#DIV/0!	0.00	#DIV/0!	
7531-13	10,236.50			10,236.50	#DIV/0!	0.00	#DIV/0!	
7531-14	54,835.50			54,835.50	#DIV/0!	0.00	#DIV/0!	
7531-16				0.00	#DIV/0!	0.00	#DIV/0!	
7531-17				0.00	#DIV/0!	0.00	#DIV/0!	
7531-18 CIRCUS	1,053,507.40	933,823.00	909,644.40	119,684.40	12.82%	24,178.60	2.66%	
7531-19	273,816.00			273,816.00	#DIV/0!	0.00	#DIV/0!	
7531-20 GENERAL'S HOCKEY				0.00	#DIV/0!	0.00	#DIV/0!	

WAR MEMORIAL COLISEUM COMPLEX ENTERPRISE FUND REVENUE ANALYSIS
2005-2007

WAR MEMORIAL COLISEUM FUND 521-XXXX-XX.XXXX		2007 ACTUAL	2006 ACTUAL	2005 ACTUAL	2005/6 CHANGE	2005/6% CHANGE	2006/7 CHANGE	2006/7% CHANGE	ACCOUNTS TO REVIEW
7531-21	POISON	37,762.00			37,762.00	#DIV/0!	0.00	#DIV/0!	
7531-22		203.00	522.00	456.00	(319.00)	-61.11%	66.00	14.47%	10
7531-23					0.00	#DIV/0!	0.00	#DIV/0!	
7531-24					0.00	#DIV/0!	0.00	#DIV/0!	
7531-25				9,039.50	0.00	#DIV/0!	(9,039.50)	-100.00%	11
7531-26		1,870.00			1,870.00	#DIV/0!	0.00	#DIV/0!	
7531-27		40,361.00			40,361.00	#DIV/0!	0.00	#DIV/0!	
7531-28					0.00	#DIV/0!	0.00	#DIV/0!	
7531-29					0.00	#DIV/0!	0.00	#DIV/0!	
7531-30					0.00	#DIV/0!	0.00	#DIV/0!	
7531-31					0.00	#DIV/0!	0.00	#DIV/0!	
7531-32		66,054.50			66,054.50	#DIV/0!	0.00	#DIV/0!	
7531-33					0.00	#DIV/0!	0.00	#DIV/0!	
7531-35	CENTRAL CAROLINA FAIR	273,558.46	249,508.19	219,618.30	24,050.27	9.64%	29,889.89	13.61%	
7531-36					0.00	#DIV/0!	0.00	#DIV/0!	
7531-37	FLEETWOOD MAC				0.00	#DIV/0!	0.00	#DIV/0!	
7531-40					0.00	#DIV/0!	0.00	#DIV/0!	
7531-41					0.00	#DIV/0!	0.00	#DIV/0!	
7531-42				18,911.00	0.00	#DIV/0!	(18,911.00)	-100.00%	12
7531-43				13,225.00	0.00	#DIV/0!	(13,225.00)	-100.00%	13
7531-44				58,606.00	0.00	#DIV/0!	(58,606.00)	-100.00%	14
7531-45	TIM McGRAW			335,947.50	0.00	#DIV/0!	(335,947.50)	-100.00%	15
7531-46	EARTH WIND & FIRE				0.00	#DIV/0!	0.00	#DIV/0!	
7531-47				47,628.50	0.00	#DIV/0!	(47,628.50)	-100.00%	16
7531-49	KISS/ AEROSMITH				0.00	#DIV/0!	0.00	#DIV/0!	
7531-50					0.00	#DIV/0!	0.00	#DIV/0!	
7531-51					0.00	#DIV/0!	0.00	#DIV/0!	
7531-53				49,800.00	0.00	#DIV/0!	(49,800.00)	-100.00%	17
7531-55				25,388.50	0.00	#DIV/0!	(25,388.50)	-100.00%	18
7531-63	NBA PRESEASON GAME				0.00	#DIV/0!	0.00	#DIV/0!	
7531-64					0.00	#DIV/0!	0.00	#DIV/0!	
7531-68			24,960.00		(24,960.00)	-100.00%	24,960.00	#DIV/0!	19
7531-71			368,299.20		(368,299.20)	-100.00%	368,299.20	#DIV/0!	20
7531-74					0.00	#DIV/0!	0.00	#DIV/0!	
7531-75			274,580.00		(274,580.00)	-100.00%	274,580.00	#DIV/0!	21
7531-79					0.00	#DIV/0!	0.00	#DIV/0!	
7531-80			47,538.00		(47,538.00)	-100.00%	47,538.00	#DIV/0!	22
7531-81					0.00	#DIV/0!	0.00	#DIV/0!	
7531-82					0.00	#DIV/0!	0.00	#DIV/0!	
7535-01		2,370.00			2,370.00	#DIV/0!	0.00	#DIV/0!	
TOTAL ADMISSIONS & CHARGES		**1,872,094.36**	**2,034,263.39**	**1,714,834.20**	**(162,169.03)**	**-7.97%**	**319,429.19**	**18.63%**	

WAR MEMORIAL COLISEUM COMPLEX ENTERPRISE FUND REVENUE ANALYSIS
2005-2007

WAR MEMORIAL COLISEUM FUND 521-XXXX-XX.XXXX	2007 ACTUAL	2006 ACTUAL	2005 ACTUAL	2005/6 CHANGE	2005/6% CHANGE	2006/7 CHANGE	2006/7% CHANGE	ACCOUNTS TO REVIEW
GROUP SALES-.7735								
7510-05	2,997.78	9,195.69	535.63	(6,197.91)	-67.40%	8,660.06	1616.80%	23
7531-20 GENERAL'S HOCKEY				0.00	#DIV/0!	0.00	#DIV/0!	
7535-08 FACILITIES REVENUE	10,238.71	12,712.84	19,079.71	(2,474.13)	-19.46%	(6,366.87)	-33.37%	24
TOTAL GROUP SALES	13,236.49	21,908.53	19,615.34	(8,672.04)	-39.58%	2,293.19	11.69%	
SALE OF GOLF EQUIPMENT & SUPPLIES								
7531-09.7740	0.00		0.00	0.00	#DIV/0!	0.00		
NOVELTY SALES COMMISSIONS.7741								
0000-00				0.00	#DIV/0!	0.00	#DIV/0!	
7531-20 GENERAL'S HOCKEY				0.00	#DIV/0!	0.00	#DIV/0!	
7535-08 FACILITIES REVENUE	93,925.49	108,871.95		(14,946.46)	-13.73%	108,871.95	#DIV/0!	25
7550-01 EVENT COSTS			68,907.99	0.00	#DIV/0!			
TOTAL NOVELTY SALES COMMISSIONS	93,925.49	108,871.95	68,907.99	(14,946.46)	-13.73%	39,963.96	58.00%	
RETROACTIVE TICKET SALE ADJUSTMENT								
7510-02.7745	0.00	0.00	3,543.32	0.00	#DIV/0!	(3,543.32)	-100.00%	26
TICKET CHARGES RECOVERABLE-PROMOTIONS								
7510-02.7746	421,554.63	308,622.94	196,705.70	112,931.69	36.59%	111,917.24	56.90%	
TOTAL SALES AND COMMISSIONS	515,480.12	417,494.89	269,157.01	97,985.23	23.47%	148,337.88	55.11%	

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SPECIAL EVENTS-.7770								
7531-20 GENERAL'S HOCKEY				0.00	#DIV/0!			
7535-08 FACILITIES REVENUE		525.00		(525.00)	-100.00%			27
7531-35 CENTRAL CAROLINA FAIR				0.00	#DIV/0!	0.00	#DIV/0!	
TOTAL SPECIAL EVENTS		525.00	0.00	(525.00)	#DIV/0!	0.00	#DIV/0!	
HOUSE STAFF & LABOR RECOVERABLE -.7771								
7510-05		12,760.90	1,000.00	(12,760.90)	-100.00%	11,760.90	1176.09%	28
7525-01		10,323.50		(10,323.50)	-100.00%			29
7525-02				0.00	#DIV/0!			
7530-05 EVENTS				0.00	#DIV/0!	0.00		
7531-04				0.00	#DIV/0!	0.00		
7535-06	1,200.00			1,200.00	#DIV/0!	0.00		
7535-08 FACILITIES REVENUE	431,010.95	532,200.50	426,644.01	(101,189.55)	-19.01%	105,556.49	24.74%	30
TOTAL HOUSE STAFF & LABOR RECOVERABLE	432,210.95	555,284.90	427,644.01	(123,073.95)	-22.16%	127,640.89	29.85%	
SPONSORSHIP-.7772								
7531-04		61,000.00		(61,000.00)	-100.00%	61,000.00	#DIV/0!	31
7531-20 GENERAL'S HOCKEY				0.00	#DIV/0!	0.00	#DIV/0!	
7531-25				0.00	#DIV/0!	0.00	#DIV/0!	
7531-35 CENTRAL CAROLINA FAIR				0.00	#DIV/0!	0.00	#DIV/0!	
7531-40		5,000.00	15,000.00	(5,000.00)	-100.00%	(10,000.00)	-66.67%	32
7535-08 FACILITIES REVENUE	176,874.96	95,958.48	218,389.27	80,916.48	84.32%	(122,430.79)	-56.06%	33
7560-03				0.00	#DIV/0!	0.00	#DIV/0!	
TOTAL SPONSORSHIP	176,874.96	161,958.48	233,389.27	14,916.48	9.21%	(71,430.79)	-30.61%	
ADVERTISING DISPLAY .7773								
7510-02				0.00	#DIV/0!	0.00	#DIV/0!	
7510-05	2,500.00	2,500.00	2,250.00	0.00	0.00%	250.00	11.11%	
7531-20 GENERAL'S HOCKEY				0.00	#DIV/0!	0.00	#DIV/0!	
7531-35 CENTRAL CAROLINA FAIR	70.00		735.00	70.00	#DIV/0!	(735.00)	-100.00%	34
7535-08 FACILITIES REVENUE	330,004.65	351,069.58	474,195.59	(21,064.93)	-6.00%	(123,126.01)	-25.97%	35
7550-51 EVENT COSTS			186.62	0.00	#DIV/0!	(186.62)	-100.00%	36
TOTAL ADVERTISING DISPLAY	332,574.65	353,569.58	477,367.21	(20,994.93)	-5.94%	(123,797.63)	-25.93%	

WAR MEMORIAL COLISEUM COMPLEX ENTERPRISE FUND REVENUE ANALYSIS
2005-2007

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ELECTRICAL FEES-.7774								
0000-00			50.00	0.00	#DIV/0!	(50.00)	-100.00%	37
7520-05				0.00	#DIV/0!	0.00	#DIV/0!	
7531-08			(90.00)	0.00	#DIV/0!	90.00	-100.00%	
7531-09	1,350.00	1,305.00	1,360.00	45.00	3.45%	(55.00)	-4.04%	
7531-22			150.00	0.00	#DIV/0!	(150.00)	-100.00%	38
7531-35 CENTRAL CAROLINA FAIR				0.00	#DIV/0!	0.00	#DIV/0!	
7531-36				0.00	#DIV/0!	0.00	#DIV/0!	
7531-43			400.00	0.00	#DIV/0!	(400.00)	-100.00%	39
7535-08 FACILITIES REVENUE	165,519.29	196,997.95	169,461.58	(31,478.66)	-15.98%	27,536.37	16.25%	40
TOTAL ELECTRIC FEES	166,869.29	198,302.95	171,331.58	(31,433.66)	-15.85%	26,971.37	15.74%	
TELEPHONE FEES-.7775								
7510-02	60.00		250.00	60.00	#DIV/0!	(250.00)	-100.00%	41
7530-05				0.00	#DIV/0!	0.00	#DIV/0!	
7531-04				0.00	#DIV/0!	0.00	#DIV/0!	
7531-09	89.00			89.00	#DIV/0!	0.00	#DIV/0!	
7535-08 FACILITIES REVENUE	68,315.31	87,958.52	38,896.17	(19,643.21)	-22.33%	49,062.35	126.14%	42
TOTAL TELEPHONE FEES	68,464.31	87,958.52	39,146.17	(19,494.21)	-22.16%	48,812.35	124.69%	
EVENT SUPPORT SERVICES-.7776								
7510-02	0	$ 560.00	0	(560.00)	-100.00%	560.00	#DIV/0!	43
LEASING OF SEATS-.7777								
7535-08 FACILITIES REV.	361.75			361.75	#DIV/0!	0.00	#DIV/0!	
7560-01 SUITES	489,590.01	459,595.96	428,966.64	29,994.05	6.53%	30,629.32	7.14%	
7560-02 CLUB SEATING	254,666.67	236,333.34	286,025.00	18,333.33	7.76%	(49,691.66)	-17.37%	44
TOTAL LEASING OF SEATS	744,618.43	695,929.30	714,991.64	48,689.13	7.00%	(19,062.34)	-2.67%	
INSURANCE PREMIUMS RECOVERED .7778								
7535-08 FACILITIES REVENUE	19,841.89	11,529.00	7,502.52	8,312.89	72.10%	4,026.48	53.67%	

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TOTAL OTHER EVENT REVENUE	1,941,454.48	2,065,617.73	2,071,372.40	(123,603.25)	-5.98%	(5,754.67)	-0.28%	
RENT FACILITIES-.7802								
7530-05				0.00	#DIV/0!	0.00	#DIV/0!	
7531-03			2,884.61	0.00	#DIV/0!	(2,884.61)	-100.00%	45
7531-04		334,492.23		(334,492.23)	-100.00%	334,492.23	#DIV/0!	46
7531-09	58,388.75	62,727.50	60,930.00	(4,338.75)	-6.92%	1,797.50	2.95%	
7531-12				0.00	#DIV/0!	0.00	#DIV/0!	
7531-14			2,200.00	0.00	#DIV/0!	(2,200.00)	-100.00%	47
7531-35 CENTRAL CAROLINA FAIR	974.00	900.00	2,716.00	74.00	8.22%	(1,816.00)	-66.86%	48
7531-36				0.00	#DIV/0!	0.00	#DIV/0!	
7531-40		8,623.91	52,111.74	(8,623.91)	-100.00%	(43,487.83)	-83.45%	49
7531-43			12,770.00	0.00	#DIV/0!	(12,770.00)	-100.00%	50
7531-44			1,279.50	0.00	#DIV/0!	(1,279.50)	-100.00%	51
7531-47			5,242.86	0.00	#DIV/0!	(5,242.86)	-100.00%	52
7535-08 FACILITIES REVENUE	1,989,471.96	1,989,642.15	1,603,391.81	(170.19)	-0.01%	386,250.34	24.09%	
TOTAL RENT-FACILITIES	2,048,834.71	2,396,385.79	1,743,526.52	(347,551.08)	-14.50%	652,859.27	37.44%	
RENT-OTHER-.7803								
7535-08	200,000.00	200,000.00		0.00	0.00%	200,000.00	#DIV/0!	
7540-01	49,999.98			49,999.98	#DIV/0!	0.00	#DIV/0!	
TOTAL RENT OTHER	249,999.98	200,000.00	0.00	49,999.98	25.00%	200,000.00	#DIV/0!	
RENT-EQUIPMENT-.7804								
7520-05				0.00	#DIV/0!	0.00	#DIV/0!	
7531-36				0.00	#DIV/0!	0.00	#DIV/0!	
7535-04				0.00	#DIV/0!	0.00	#DIV/0!	
7535-08 FACILITIES REVENUE	96,025.01	92,684.50	103,826.67	3,340.51	3.60%	(11,142.17)	-10.73%	53
7540-02				0.00	#DIV/0!	0.00	#DIV/0!	
TOTAL RENT-EQUIPMENT	96,025.01	92,684.50	103,826.67	3,340.51	3.60%	(11,142.17)	-10.73%	
TOTAL RENT-ALL	2,394,859.70	2,689,070.29	1,847,353.19	(344,210.57)	-12.80%	641,717.10	34.74%	
DISASTER RECOVERY-.7859								
0000-00			0.00	0.00	#DIV/0!	0.00	#DIV/0!	
7535-08	37,700.00			37,700.00	#DIV/0!	0.00	#DIV/0!	
TOTAL DISASTER RECOVERY	37,700.00	0.00	0.00	37,700.00		0.00		
TOTAL CHARGES FOR CURRENT SERVICES	9,104,550.48	10,490,915.73	7,621,543.54	(1,386,365.25)	-13.21%	(11,142.17)	-0.15%	

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WAR MEMORIAL COLISEUM FUND 521-XXXX-XX.XXXX		2007 ACTUAL	2006 ACTUAL	2005 ACTUAL	2005/6 CHANGE	2005/6% CHANGE	2006/7 CHANGE	2006/7% CHANGE	ACCOUNTS TO REVIEW
SALES OF MATERIALS-.8600									
0000-00		1,215.50	1,818.38	7,948.61	(602.88)	-33.15%	(6,130.23)	-77.12%	54
7510-01					0.00	#DIV/0!	0.00	#DIV/0!	
7510-02					0.00	#DIV/0!	0.00	#DIV/0!	
7531-20	GENERAL'S HOCKEY			20,146.00	0.00	#DIV/0!	(20,146.00)	-100.00%	55
7535-06					0.00	#DIV/0!	0.00	#DIV/0!	
7535-08	FACILITIES REVENUE			21.00	0.00	#DIV/0!	(21.00)	-100.00%	56
7540-02					0.00	#DIV/0!	0.00	#DIV/0!	
7540-04					0.00	#DIV/0!	0.00	#DIV/0!	
TOTAL SALES OF MATERIALS AND FURN.		1,215.50	1,818.38	28,115.61	(602.88)	-33.15%	(26,297.23)	-93.53%	
DONATIONS AND PRIVATE CONTRIBUTIONS									
7535-04.8620				0.00	0.00	#DIV/0!	0.00	#DIV/0!	
MISCELLANEOUS RECEIVABLES-.8645									
0000-00				7,317.00	0.00	#DIV/0!	(7,317.00)	-100.00%	57
7510-01				1,280.00	0.00	#DIV/0!	(1,280.00)	-100.00%	58
7510-02					0.00	#DIV/0!	0.00	#DIV/0!	
7510-05					0.00	#DIV/0!	0.00	#DIV/0!	
7531-04					0.00	#DIV/0!	0.00	#DIV/0!	
7531-20	GENERAL'S HOCKEY				0.00	#DIV/0!	0.00	#DIV/0!	
7531-25					0.00	#DIV/0!	0.00	#DIV/0!	
7531-45				42,826.07	0.00	#DIV/0!	(42,826.07)	-100.00%	59
7531-64					0.00	#DIV/0!	0.00	#DIV/0!	
7535-06		93.60	13,983.00	13,586.85	(13,889.40)	-99.33%	396.15	2.92%	60
7535-08	FACILITIES REVENUE	5,617.92	7,131.63	2,456.00	(1,513.71)	-21.23%	4,675.63	190.38%	61
7540-02					0.00	#DIV/0!	0.00	#DIV/0!	
7540-04					0.00	#DIV/0!	0.00	#DIV/0!	
7550-50					0.00	#DIV/0!	0.00	#DIV/0!	
7535-06					0.00	#DIV/0!	0.00	#DIV/0!	
TOTAL MISC. RECEIVABLES REVENUE		5,711.52	21,114.63	67,465.92	(15,403.11)	-72.95%	(46,351.29)	-68.70%	
INSURANCE REFUND -.8651									
7510-01			18,838.05	0.00	(18,838.05)	-100.00%	18,838.05	#DIV/0!	62

WAR MEMORIAL COLISEUM COMPLEX ENTERPRISE FUND REVENUE ANALYSIS
2005-2007

WAR MEMORIAL COLISEUM FUND 521-XXXX-XX.XXXX	2007 ACTUAL	2006 ACTUAL	2005 ACTUAL	2005/6 CHANGE	2005/6% CHANGE	2006/7 CHANGE	2006/7% CHANGE	ACCOUNTS TO REVIEW
SERVICE CHARGES -.8655								
7510-01		25		(25.00)	-100.00%	25.00	#DIV/0!	63
7510-02	5,970.00	8,433.05	13,691.34	(2,463.05)	-29.21%	(5,258.29)	-38.41%	64
7510-05				0.00	#DIV/0!	0.00	#DIV/0!	
7531-03				0.00	#DIV/0!	0.00	#DIV/0!	
7531-11				0.00	#DIV/0!	0.00	#DIV/0!	
7531-29				0.00	#DIV/0!	0.00	#DIV/0!	
7531-31				0.00	#DIV/0!	0.00	#DIV/0!	
7531-35 CENTRAL CAROLINA FAIR				0.00	#DIV/0!	0.00	#DIV/0!	
7531-37				0.00	#DIV/0!	0.00	#DIV/0!	
7531-43				0.00	#DIV/0!	0.00	#DIV/0!	
7531-46			206.00	0.00	#DIV/0!	(206.00)	-100.00%	65
7531-64				0.00	#DIV/0!	0.00	#DIV/0!	
7531-81				0.00	#DIV/0!	0.00	#DIV/0!	
7535-06		1,978.22	174.50	(1,978.22)	-100.00%	1,803.72	1033.65%	66
7535-08 FACILITIES REVENUE	51,089.56	70,728.16	49,157.02	(19,638.60)	-27.77%	21,571.14	43.88%	67
7540-02				0.00	#DIV/0!	0.00	#DIV/0!	
7560.02 CLUB SEATING				0.00	#DIV/0!	0.00	#DIV/0!	
TOTAL SERVICE CHARGES	57,059.56	81,164.43	63,228.86	(24,104.87)	-29.70%	17,935.57	28.37%	
ADVERTISING DISCOUNTS-.8660								
7510-02				0.00	#DIV/0!	0.00	#DIV/0!	
7510-05	37,895.87	59,707.18	44,308.72	(21,811.31)	-36.53%	15,398.46	34.75%	68
7535-08 FACILITIES REVENUE		48.15		(48.15)	-100.00%	48.15	#DIV/0!	69
TOTAL ADVERTISING DISCOUNTS	37,895.87	59,755.33	44,308.72	(21,859.46)	-36.58%	15,446.61	34.86%	
INVENTORY GAIN OR LOSS -.8666								
0000-00	563.11	7,757.25	8,949.94	(7,194.14)	-92.74%	(1,192.69)	-13.33%	
7510-01	1428.07			1,428.07	#DIV/0!	0.00	#DIV/0!	
TOTAL .8666	1,991.18	7,757.25	8,949.94	(5,766.07)	-74.33%	(1,192.69)	-13.33%	
SALES TAXES								
0000-00.8668-STATE 4%				0.00	#DIV/0!	0.00	#DIV/0!	
0000-00.8670-STATE 4.5%/4.25%	647.53	317.78		329.75	103.77%	317.78	#DIV/0!	
0000-00.8671-COUNTY	380.93			380.93	#DIV/0!	0.00	#DIV/0!	
TOTAL SALES TAX	1,028.46	317.78	0.00	710.68	223.64%	317.78	#DIV/0!	

WAR MEMORIAL COLISEUM COMPLEX ENTERPRISE FUND REVENUE ANALYSIS
2005-2007

WAR MEMORIAL COLISEUM FUND 521-XXXX-XX.XXXX ALL OTHER REVENUE-.8690		2007 ACTUAL	2006 ACTUAL	2005 ACTUAL	2005/6 CHANGE	2005/6% CHANGE	2006/7 CHANGE	2006/7% CHANGE	ACCOUNTS TO REVIEW
0000-00		3,497.42	174.83	9,669.46	3,322.59	1900.47%	(9,494.63)	-98.19%	70
7510-01		974.98	1,246.86	1,792.82	(271.88)	-21.81%	(545.96)	-30.45%	71
7510-02		2,941.76	5,679.25	3,228.70	(2,737.49)	-48.20%	2,450.55	75.90%	72
7510-05		510.33	1,643.60	1,896.36	(1,133.27)	-68.95%	(252.76)	-13.33%	73
7531-01					0.00	#DIV/0!	0.00	#DIV/0!	
7531-02			53.00		(53.00)	-100.00%	53.00	#DIV/0!	74
7531-04		2,500.00	192.00		2,308.00	1202.08%	192.00	#DIV/0!	
7531-06			38.00		(38.00)	-100.00%	38.00	#DIV/0!	75
7531-07					0.00	#DIV/0!	0.00	#DIV/0!	
7531-10			5.00		(5.00)	-100.00%	5.00	#DIV/0!	76
7531-11		3,818.39			3,818.39	#DIV/0!	0.00	#DIV/0!	
7531-12		182.25			182.25	#DIV/0!	0.00	#DIV/0!	
7531-14		25.00			25.00	#DIV/0!	0.00	#DIV/0!	
7531-18		675.73	1,617.00	242.00	(941.27)	-58.21%	1,375.00	568.18%	77
7531-19		8,214.35			8,214.35	#DIV/0!	0.00	#DIV/0!	
7531-20	GENERAL'S HOCKEY			735.23	0.00	#DIV/0!	(735.23)	-100.00%	78
7531-21		145.00			145.00	#DIV/0!	0.00	#DIV/0!	
7531-25				6.00	0.00	#DIV/0!	(6.00)	-100.00%	79
7531-26		30.90			30.90	#DIV/0!	0.00	#DIV/0!	
7531-28					0.00	#DIV/0!	0.00	#DIV/0!	
7531-29					0.00	#DIV/0!	0.00	#DIV/0!	
7531-30					0.00	#DIV/0!	0.00	#DIV/0!	
7531-31					0.00	#DIV/0!	0.00	#DIV/0!	
7531-33					0.00	#DIV/0!	0.00	#DIV/0!	
7531-35	CENTRAL CAROLINA FAIR		680.00		(680.00)	-100.00%	680.00	#DIV/0!	80
7531-38					0.00	#DIV/0!	0.00	#DIV/0!	
7531-40		6,382.95		11.00	6,382.95	#DIV/0!	(11.00)	-100.00%	81
7531-41					0.00	#DIV/0!	0.00	#DIV/0!	
7531-42				80.00	0.00	#DIV/0!	(80.00)	-100.00%	82
7531-45				2,040.00	0.00	#DIV/0!	(2,040.00)	-100.00%	83
7531-46					0.00	#DIV/0!	0.00	#DIV/0!	
7531-48					0.00	#DIV/0!	0.00	#DIV/0!	
7531-53				120.00	0.00	#DIV/0!	(120.00)	-100.00%	84
7531-55				90.00	0.00	#DIV/0!	(90.00)	-100.00%	85
7531-75			105.00		(105.00)	-100.00%	105.00	#DIV/0!	86
7531-80			1,882.07		(1,882.07)	-100.00%	1,882.07	#DIV/0!	87
7535-01				16.00	0.00	#DIV/0!	(16.00)	-100.00%	88
7535-04			265.55		(265.55)	-100.00%	265.55	#DIV/0!	89
7535-06		274.41			274.41	#DIV/0!	0.00	#DIV/0!	
7535-08	FACILITIES REVENUE	4,097.88	9,251.52	3,413.52	(5,153.64)	-55.71%	5,838.00	171.03%	90
7540-01				214.88	0.00	#DIV/0!		0.00%	
7550-51	EVENT COSTS				0.00	#DIV/0!	0.00	#DIV/0!	
TOTAL ALL OTHER REVENUE		34,271.35	22,833.68	23,555.97	11,437.67	50.09%	(507.41)	-2.15%	
TOTAL MISCELLANEOUS REVENUE		137,957.94	211,781.15	207,509.41	(57,016.11)	-26.92%	4,271.74	2.06%	

WAR MEMORIAL COLISEUM COMPLEX ENTERPRISE FUND REVENUE ANALYSIS
2005-2007

WAR MEMORIAL COLISEUM FUND 521-XXXX-XX.XXXX	2007 ACTUAL	2006 ACTUAL	2005 ACTUAL	2005/6 CHANGE	2005/6% CHANGE	2006/7 CHANGE	2006/7% CHANGE	ACCOUNTS TO REVIEW

Equals accounts decreased over $100,000 and/or 10%, Need written explanations for these.

There appear to be 90 different accounts to review and provide written explanations, for one or more years based on our preliminary review.
IF COLOR APPEARS IN ALL YEARS THEN EXPLAIN LOSSES IN BOTH YEARS FOR ACCOUNT. IT IS POSSIBLE THAT SOME OF THE MARKED ACCOUNTS MAY INCLUDE REVENUES WHICH DO NOT RECUR EACH YEAR, IN THAT CASE JUST STATE THAT THE EVENT WAS NOT REPEATED IN THE YEAR OF THE LOSS.

Lucas, Len

From: Fletcher, Jerome
Sent: Monday, October 22, 2007 5:30 PM
To: Newnam, Fred
Cc: Brown, Matt (Coliseum); Lucas, Len
Subject: FW: REVENUE DECREASES 2005 THROUGH 2007, WAR MEMORIAL COLISEUM ENTERPRISE FUND
Attachments: Revenue Analysis 2006-07.xls

Fred-
Attached are the explanations to your report for revenue decreases for the War Memorial Coliseum Enterprise Fund. Please review and advise of any questions you may have for me.
Thanks.

AJF II

From: Brown, Matt (Coliseum)
Sent: Monday, October 22, 2007 1:33 PM
To: Fletcher, Jerome
Subject: FW: REVENUE DECREASES 2005 THROUGH 2007, WAR MEMORIAL COLISEUM ENTERPRISE FUND

Matthew G. Brown, Director
Greensboro Coliseum Complex
Tel. 336 373 7406
Fax 336 373 2170
www.greensborocoliseum.com

From: Newnam, Fred
Sent: Monday, October 22, 2007 1:06 PM
To: Brown, Matt (Coliseum)
Subject: REVENUE DECREASES 2005 THROUGH 2007, WAR MEMORIAL COLISEUM ENTERPRISE FUND

MR. BROWN,

INTERNAL AUDIT WROTE YOU SEPTEMBER 18, 2007 CONCERNING OUR ANALYSIS SHOWING DECREASES IN EXCESS OF 10% FROM ONE YEAR TO THE NEXT OR ABOVE $100,000 DURING THE PERIOD FROM JULY 1, 2005 THROUGH JUNE 30, 2007, FOR NINETY ACCOUNTS UNDER THIS ENTERPRISE FUND. AT THIS DATE WE HAVE RECEIVED NO REPLY AND FIND IT NECESSARY TO ONCE MORE REQUEST YOUR ASSISTANCE IN PROVIDING INFORMATION CONCERNING THE DECREASES. SHOULD YOU NEED ASSISTANCE OR MORE INFORMATION DO NOT HESITATE TO CONTACT US AT ONCE.

Auditor II
Internal Audit
City of Greensboro
P.O. Box 3136, Greensboro, NC 27402-3136
Ph. (336) 373-2230 Fax (336) 373-2138
You are 2/3 water, conserve water NOW!
wwww.greensboro-nc.gov

1 Account number no longer used.
2 Co-promoted event account, will flucate annually depending on the event.
3 This is our facility parking revenue and will always flucuate based on our acutal events, which varies year to year. Event attendance was down 200,000 people in 06/07.
4 This is our facility concessions revenue and will always flucuate based on our acutal events, which varies year to year. Event attendance was down 200,000 people in 06/07.
5 Account number no longer used.
6 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
7 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
8 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
9 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
10 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
11 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
12 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
13 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
14 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
15 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
16 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
17 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
18 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
19 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
20 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
21 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
22 Admissions & Charges - are accounts that collect money for our co-promoted event accounts that change from year to year and event to event. Will not be consistent from year to year.
23 Group Sales down due to lower attended family events that directly affect this category.
24 Group Sales down due to lower attended family events that directly affect this category.
25 Merchandise down due to lower attendance.

26 Category used in conjunction with .7746 to capture ticket charges recoverable.
27 Account number no longer used.
28 Partial credit of revenue that should be in 521-7535-08.7771
29 Partial credit of revenue that should be in 521-7535-08.7771
30 Revenue decrease to not as many events.
31 Co-promoted event account, will flucate annually depending on the event.
32 Co-promoted event account, will flucate annually depending on the event.
33 Revenue varies depending on current and expiring revenue contracts
34 Co-promoted event account, will flucate annually depending on the event.
35 Revenue varies depending on current and expiring revenue contracts
36 Account number no longer used.
37 Account number no longer used.
38 Co-promoted event account, will flucate annually depending on the event.
39 Account number no longer used.
40 Electrical fees account flucuated due to reduction of major trade show, Woodworking Show
41 Account number no longer used.
42 Telephone fees account flucuate on actual number of shows that use services
43 Account number no longer used.
44 Club Seat revenue flucates due to the sales and renewals of seats; varies with number of events
45 Co-promoted event account, will flucate annually depending on the event.
46 Co-promoted event account, will flucate annually depending on the event.
47 Co-promoted event account, will flucate annually depending on the event.
48 Co-promoted event account, will flucate annually depending on the event.
49 Co-promoted event account, will flucate annually depending on the event.
50 Co-promoted event account, will flucate annually depending on the event.
51 Co-promoted event account, will flucate annually depending on the event.
52 Co-promoted event account, will flucate annually depending on the event.
53 Equipment fees account flucuate on actual number of shows that use services
54 This account is based on actual items for sale nad will flucate annually.
55 Co-promoted event account, will flucate annually depending on the event.
56 Account number no longer used.
57 Account number no longer used.
58 Miscellaneous account used annually as needed, amount will flucuate.
59 Co-promoted event account, will flucate annually depending on the event.
60 Miscellaneous account used annually as needed, amount will flucuate.
61 Miscellaneous account used annually as needed, amount will flucuate.
62 Insurance amount will flucate do to acutal recovery figures.
63 Account number no longer used.
64 Partial collection of of Box Office service fees, mainly collected now in .7746.
65 Account number no longer used.
66 Miscellaneous account used annually as needed, amount will flucuate.
67 These are service charges for decorators and audi visual mainly, will flucuate with event activity.
68 Adversting discount account flucuates with amount of advertising placed by promoters annually.
69 Account number no longer used.
70 Miscellaneous account used annually as needed, amount will flucuate.

71 Miscellaneous account used annually as needed, amount will flucuate.
72 Miscellaneous account used annually as needed, amount will flucuate.
73 Miscellaneous account used annually as needed, amount will flucuate.
74 Co-promoted event account, will flucate annually depending on the event.
75 Co-promoted event account, will flucate annually depending on the event.
76 Co-promoted event account, will flucate annually depending on the event.
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79 Co-promoted event account, will flucate annually depending on the event.
80 Co-promoted event account, will flucate annually depending on the event.
81 Co-promoted event account, will flucate annually depending on the event.
82 Co-promoted event account, will flucate annually depending on the event.
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84 Co-promoted event account, will flucate annually depending on the event.
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86 Co-promoted event account, will flucate annually depending on the event.
87 Co-promoted event account, will flucate annually depending on the event.
88 Account number no longer used.
89 Account number no longer used.
90 Miscellaneous account used annually as needed, amount will flucuate.