

	2015 Actual		2016 Actual		2017 Budget	
	\$	%	\$	%	\$	%
Sales						
Catering	(10,177,681.87)	83.41%	(7,117,169.06)	74.93%	(9,759,599.74)	81.09%
Public Foods	(914,423.65)	7.49%	(1,330,918.61)	14.01%	(1,021,400.55)	8.49%
Alcohol	(1,110,400.24)	9.10%	(1,050,213.34)	11.06%	(1,254,266.71)	10.42%
Total F&B Sales	(12,202,505.76)		(9,498,301.01)		(12,035,267.00)	
Other Income						
Sub Contract Income	(459,185.63)		(496,224.06)		(444,078.70)	
Buy Out Fees / Rentals	(270,058.09)		(347,573.69)		(479,444.00)	
Total Other Income	(729,243.72)		(843,797.75)		(923,522.70)	
Total Gross Revenues	(12,931,749.48)		(10,342,098.76)		(12,958,789.70)	
Cost of Goods						
Catering	2,375,620.18	19.47%	1,759,014.12	18.52%	1,871,319.92	15.55%
Public Foods	338,684.21	2.78%	463,919.40	4.88%	808,006.00	6.71%
Alcohol	208,954.92	1.71%	163,688.89	1.72%	262,308.70	2.18%
Total Cost of Goods Sold	2,923,259.31	23.96%	2,386,622.41	25.13%	2,941,634.62	24.44%
Payroll						
Management	1,343,051.50	11.01%	1,332,031.22	14.02%	1,268,605.74	10.54%
Service	3,096,764.22	25.38%	2,632,475.28	27.72%	2,783,807.59	23.13%
Administrative Charge	(2,439,465.09)	-19.99%	(1,899,038.70)	-19.99%	(1,435,846.20)	-11.93%
Payroll Taxes / Other	713,057.27	5.84%	774,645.46	8.16%	676,397.24	5.62%
Total	2,713,407.90	22.24%	2,840,113.26	29.90%	3,292,964.38	27.36%
Other Operating Expenses	2,734,397.76	22.41%	2,112,179.99	22.24%	2,550,930.46	21.20%
Aramark Management Fee	410,308.31	3.17%	406,375.04	3.93%	470,499.96	3.63%
Aramark Incentive	126,250.40	0.98%	181,423.50	1.75%	70,625.00	0.54%
Amortization						
Net Profits to Houston First	(4,024,125.80)	31.12%	(2,415,384.56)	23.35%	(3,632,135.28)	28.03%

	2015 Actual		2016 Actual		2017 Budget	
	\$	%	\$	%	\$	%
Sales						
Catering	(104,639.82)	14.32%	(109,203.10)	15.40%	(105,979.59)	15.92%
Public Foods	(255,726.25)	35.01%	(220,237.59)	31.06%	(239,115.10)	35.92%
Alcohol	(370,166.87)	50.67%	(379,738.62)	53.55%	(320,588.31)	48.16%
Total F&B Sales	(730,532.94)		(709,179.31)		(665,683.00)	
Other Income						
Sub Contract Income	0.00		0.00		0.00	
Buy Out Fees / Rentals	(4,912.90)		(16,879.35)		(3,516.00)	
Total Other Income	(4,912.90)		(16,879.35)		(3,516.00)	
Total Gross Revenues	(735,445.84)		(726,058.66)		(669,199.00)	
Cost of Goods						
Catering	34,079.83	4.67%	50,894.23	7.18%	25,411.20	3.82%
Public Foods	93,104.31	12.74%	71,420.87	10.07%	69,914.00	10.50%
Alcohol	75,948.39	10.40%	71,432.06	10.07%	67,323.54	10.11%
Total Cost of Goods Sold	203,132.53	27.81%	193,747.16	27.32%	162,648.74	24.43%
Payroll						
Management	33,749.82	4.62%	45,560.31	6.42%	82,383.00	12.38%
Service	238,306.04	32.62%	198,666.74	28.01%	141,273.11	21.22%
Administrative Charge	(80,887.64)	-11.07%	(78,325.50)	-11.04%	(53,989.94)	-8.11%
Payroll Taxes / Other	35,292.20	4.83%	39,650.08	5.59%	39,749.40	5.97%
Total	226,460.42	31.00%	205,551.63	28.98%	209,415.57	31.46%
Other Operating Expenses	96,240.44	13.17%	90,064.64	12.70%	66,243.99	9.95%
Aramark Management Fee	29,589.06	4.02%	30,375.00	4.18%	27,625.00	4.13%
Aramark Incentive	0.00	0.00%	0.00	0.00%	0.00	0.00%
Amortization						
Net Profits to Houston First	(180,023.39)	24.48%	(206,320.23)	28.42%	(203,265.70)	30.37%

Wortham Theater

	2015 Actual		2016 Actual		2017 Budget	
	\$	%	\$	%	\$	%
Sales						
Catering	(190,517.71)	14.83%	(279,030.86)	22.33%	(134,239.84)	10.55%
Public Foods	(566,655.61)	44.11%	(482,150.31)	38.58%	(507,915.68)	39.91%
Alcohol	(527,423.73)	41.06%	(488,639.46)	39.10%	(630,444.49)	49.54%
Total F&B Sales	(1,284,597.05)		(1,249,820.63)		(1,272,600.00)	
Other Income						
Sub Contract Income	(27,474.35)		(13,414.28)		0.00	
Buy Out Fees / Rentals	(22,107.75)		(7,003.20)		(50,009.00)	
Total Other Income	(49,582.10)		(20,417.48)		(50,009.00)	
Total Gross Revenues	(1,334,179.15)		(1,270,238.11)		(1,322,609.00)	
Cost of Goods						
Catering	35,862.90	2.79%	98,603.80	7.89%	33,559.96	2.64%
Public Foods	180,898.61	14.08%	144,882.76	11.59%	144,941.18	11.39%
Alcohol	118,128.39	9.20%	84,483.87	6.76%	132,393.34	10.40%
Total Cost of Goods Sold	334,889.90	26.07%	327,970.43	26.24%	310,894.48	24.43%
Payroll						
Management	138,098.79	10.75%	116,358.26	9.31%	113,232.00	8.90%
Service	364,471.95	28.37%	365,545.32	29.25%	332,916.00	26.16%
Administrative Charge	(142,747.94)	-11.11%	(95,010.30)	-7.60%	(96,548.19)	-7.59%
Payroll Taxes / Other	58,508.76	4.55%	58,581.09	4.69%	96,570.59	7.59%
Total	418,331.56	32.57%	445,474.37	35.64%	446,170.39	35.06%
Other Operating Expenses	120,894.10	9.41%	97,636.07	7.81%	123,943.38	9.74%
Aramark Management Fee	60,400.00	4.53%	60,750.00	4.78%	60,250.00	4.56%
Aramark Incentive	0.00	0.00%	0.00	0.00%	0.00	0.00%
Amortization						
Net Profits to Houston First	(399,663.59)	29.96%	(338,407.24)	26.64%	(381,350.75)	28.83%

Miller Outdoor Theatre

	2015 Actual		2016 Actual		2017 Budget	
	\$	%	\$	%	\$	%
Sales						
Catering	(30,239.51)	10.44%	(13,328.51)	4.84%	0.00	0.00%
Public Foods	(215,684.96)	74.44%	(213,720.74)	77.67%	(225,299.00)	85.44%
Alcohol	(43,824.97)	15.13%	(48,128.90)	17.49%	(38,400.00)	14.56%
Total F&B Sales	(289,749.44)		(275,178.15)		(263,699.00)	
Other Income						
Sub Contract Income	(11,338.61)		(17,163.77)		0.00	
Buy Out Fees / Rentals	(8,502.73)		0.00		(10,204.00)	
Total Other Income	(19,841.34)		(17,163.77)		(10,204.00)	
Total Gross Revenues	(309,590.78)		(292,341.92)		(273,903.00)	
Cost of Goods						
Catering	6,687.17	2.31%	1,263.38	0.46%	0.00	0.00%
Public Foods	53,003.15	18.29%	55,304.11	20.10%	50,428.00	19.12%
Alcohol	15,242.95	5.26%	10,484.08	3.81%	9,540.00	3.62%
Total Cost of Goods Sold	74,933.27	25.86%	67,051.57	24.37%	59,968.00	22.74%
Payroll						
Management	1,961.48	0.68%	0.00	0.00%	36,135.77	13.70%
Service	111,241.84	38.39%	92,945.65	33.78%	55,528.67	21.06%
Administrative Charge	(3,895.64)	-1.34%	(5,281.70)	-1.92%	0.00	0.00%
Payroll Taxes / Other	8,012.01	2.77%	6,125.58	2.23%	17,577.62	6.67%
Total	117,319.69	40.49%	93,789.53	34.08%	109,242.06	41.43%
Other Operating Expenses	30,334.42	10.47%	24,230.24	8.81%	29,038.06	11.01%
Aramark Management Fee	0.00	0.00%	0.00	0.00%	0.00	0.00%
Aramark Incentive	0.00	0.00%	0.00	0.00%	0.00	0.00%
Amortization						
Net Profits to Houston First	(87,003.40)	28.10%	(107,270.58)	36.69%	(75,654.89)	27.62%

Sunset Coffee Bldg

	2015 Actual		2016 Actual		2017 Budget	
	\$	%	\$	%	\$	%
Sales						
Catering					-	
Public Foods					(14,000.00)	100%
Alcohol					-	
Total F&B Sales					(14,000.00)	
Other Income						
Service Charges					-	
Sub Contract Income					(23,500.00)	100%
Buy Out Fees					-	
Rentals					-	
Total Other Income					(23,500.00)	
Total Gross Revenues					(37,500.00)	
Cost of Goods						
Catering					-	
Public Foods					3,423.00	24.45%
Alcohol					-	
Total Cost of Goods Sold					3,423.00	
Payroll						
Management					-	
Service					4,480.00	32%
Total					4,480.00	
Other Operating Expenses					18,347.00	49%
Aramark Management Fee					-	
Aramark Incentive					-	
Amortization					-	
Net Profits to Houston First					(11,250.00)	30%