

# BEMIDJI SANFORD CENTER ADVISORY BOARD MEETING AGENDA

Wednesday, December 17, 2025

City Hall - Conference Room  
317 4th Street NW  
7:00 AM



- 1) **CALL MEETING TO ORDER**
- 2) **APPROVAL OF AGENDA**
- 3) **APPROVAL OF MINUTES**
  - a) October 22, 2025 Minutes  
November 19, 2025 Minutes
- 4) **MONTHLY FINANCIALS**
  - b) October Financials from ASM Global for the Sanford Center
- 5) **REVIEW OF PROPOSED 2026 BUDGET**
  - c) 2026 Sanford Center Operating Budget
- 6) **SUBCOMMITTEE REPORTS**
- 7) **GENERAL MANAGER REPORT**
  - d) General Manager Report
- 8) **ADJOURN**

## **Sanford Center Advisory Board Meeting – October 22, 2025:**

### **Sanford Center Advisory Board — Meeting Minutes**

**Date:** October 22, 2025

**Time:** 7:00 AM

**Location:** City Hall – Conference Room, 317 4th Street NW, Bemidji, MN

**Recorder:** Tracy Pogue

#### **Attending Members**

Mayor Jorge Prince (Chair)

Audrey Thayer

Tracy Pogue

Steve Johnson

Brady Laudon

Eric Tweten

Britt Lauritsen

#### **Absent**

Andra Vaughn

Kayla Winkler

#### **Guests and Staff**

Trevor Johnson – Director of Finance @ Sanford Center

Donna Coe – City Finance Director

John Drum – Legends Global (remote only)

Rich Spiczka – City Manager

#### **1) Call Meeting to Order**

Chair Prince called the meeting to order at 7:00 AM. A quorum was present.

#### **2) Approval of Agenda**

Motion by Laudon to approve the agenda as presented.

Second by Johnson.

Motion carried unanimously.

#### **3) Approval of Minutes**

Motion by Laudon to approve the September 24, 2025 minutes.

Second by Johnson.

Motion carried unanimously.

#### **4) Monthly Financials**

Presented by Trevor Johnson, Director of Finance

##### **Highlights**

- August 2025 net operating loss was \$105,271, slightly behind budget by \$1,098.
- Year-to-date loss was \$485,713, a negative variance of \$138,042.
- Rolling forecast projects a fiscal year 2025 loss of \$462,393, which is \$32,180 ahead of budget.
- Private event catering and summer event activity performed better than expected.
- Notable August events included Ojibwe Forest Rally, Rotary Club meetings, and private community functions.
- Upcoming events include BSU Women's Hockey, MercyMe concert, The Princess Bride, World Juniors, and Harlem Globetrotters.

##### **Discussion and Notes**

- Chair Prince emphasized the need for strong performance in the remaining four months to meet forecast goals.
- Staff reported approximately \$50,000 in storm reimbursement through the League of Minnesota Cities, with additional reimbursement expected.
- Energy costs remain elevated, running \$35,000–\$40,000 per month. The city is pursuing a solar initiative grant, with Sanford Center identified as one installation site.

##### **Action Items**

1. Trevor Johnson will finalize the storm reimbursement entries for fiscal year 2025.
2. City Finance will align insurance receivables and deferred revenue entries.
3. Continue monitoring utility expenses and solar project implementation impacts.

#### **5) Bylaws Update**

- Chair Prince confirmed City Council approval of the revised bylaws. Three standing committees—Finance, Marketing, and Operations are now formalized and required to meet quarterly.
- Citizen recruitment is underway, especially for the Finance Committee. All appointments require completion of the official City application.

#### **6) Subcommittee Reports**

### **Finance Committee**

- Recent meeting held with Spiczka, Coe, and BSU representative Chrissy Fenner.
- Additional citizen members are needed. Potential recruits include HRDC and local business leaders.
- Committee will coordinate with City staff for member applications.

### **Marketing Committee**

- Marketing plan is in progress with completion targeted for January 2026. Future plans will align with annual budget cycles.
- MercyMe concert recap: 2,614 scanned tickets plus suite attendance. Over 35,000 social media views and strong community feedback.
- Focus areas include regional promotion, partnerships with Visit Bemidji, and marketing for the upcoming World Juniors tournament once match details are released.

### **Operations Committee**

- Committee formation is in progress.
- Purpose includes facility operations understanding, capital planning, and maintenance oversight.
- John Drum will schedule the first meeting before Thanksgiving and identify member profiles for recruitment.
- Johnson and Pogue are possibly interested to serve on this future committee.

## **7) General Manager Report**

Presented by John Drum, Legends Global

### **Organizational and Staffing**

- ASM Global and Legends have merged under the name Legends Global.
- Sanford Center branding will remain primary; uniforms and signage will not change.
- General Manager Bobby Anderson is on planned medical leave. Drum and the on-site leadership team are managing daily operations.

### **Facility and Events**

- All suite-level storm remediation is complete and available for use.
- Future CIP proposal will include funding for suites 16–25.
- Upcoming events include Rock and Roll Christmas, World Juniors, and Harlem Globetrotters.
- Princess Bride ticket sales remain slower than expected but the event will proceed. (~600)
- World Juniors tournament details and ticket sales will be announced soon.

### **Operations and Facility Temperature**

- Reports of colder conditions during the MercyMe concert were discussed.

Contributing factors included rapid event turnaround, outside air draw, and boiler load.

- Adjustments will be made for future events to maintain better temperature balance.

**Financial Note**

- Rolling forecast remains a projected \$462,393 loss, \$32,000 ahead of budget.
- Sales efforts continue for private events and holiday parties.

**8) Adjourn**

Motion by Johnson to adjourn.

Second by Thayer.

Motion carried unanimously.

Meeting adjourned at 8:57 AM.

**Action Items Summary**

1. Trevor Johnson to finalize storm reimbursement accounting for fiscal year 2025.
2. City Finance to record insurance and deferred revenue appropriately.
3. John Drum to schedule Operations Committee meeting before Thanksgiving.
4. Continue recruiting citizen members for Finance and Operations Committees.
5. Marketing Committee to finalize 2026 plan by January and shift to quarterly meetings.

# Sanford Center Advisory Board

Meeting Minutes

November 19, 2025, at 7:00AM

City Hall Conference Room

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## 1 Call to Order

Chair **Mayor Jorge Prince** called the meeting to order at 7 00 am with a quorum present.

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## 2 Attendance

### Present

- **Mayor Jorge Prince** Council Representative Chair
- **Audrey Thayer** Council Representative
- **Brady Laudon** VisitBemidji Representative
- **Steven Johnson** At Large
- **Andra Vaughn** At Large
- **Tracy Pogue** Chamber of Commerce Representative
- **Donna Coe** City of Bemidji Representative
- **Rich Spiczka** City of Bemidji Representative
- **Trevor Johnson** Sanford Center Finance
- **Nate** Sanford Center Staff
- **Scott Turn** Bemidji Area Chamber of Commerce Guest

### Absent

- **Kayla Winkler** Naming Rights Representative
- **Eric Tweten** Inn Keeper Association Representative

- **Bobby Anderson** Sanford Center Representative Leave of Absence
  - **Brittany Lauritsen** BSU Representative
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### **3 Approval of Agenda**

The agenda was approved by unanimous consent.

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### **4 Approval of Minutes**

The October minutes were not included in the packet. It was noted that they had been submitted to City staff but were unintentionally omitted.

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## **5 Monthly Financials for September 2025**

### **5.1 September Results**

- Operating loss for September was **\$147,218**.
- Behind budget by **\$35,492**
- Behind forecast by **\$15,691**
- Year to date through September the Center is **\$173,535** behind budget.
- Current projected operating loss for fiscal year 2025 is **\$520,884**.

Food and beverage income, utilities, insurance, and the cancellation of the Minnesota Rodeo Finals all contributed.

### **5.2 Utility Costs and Storm Reimbursement**

Higher electricity costs stem from storm related building impacts and contractor activity.

The Center is pursuing reimbursement through the League of Minnesota Cities which requires a review of two to three years of historical utility data.

Timing for reimbursement remains uncertain.

### **5.3 Mayor Prince Cash Flow Comment**

Mayor Prince expressed concern that the combination of the projected operating loss and pending storm related reimbursements could affect the Center's year end cash position.

He stressed the importance of identifying any issues early to avoid a late financial request during levy season when the community is still recovering from storm impacts.

He encouraged close month to month monitoring so that any concerns can be addressed proactively.

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## **6 Committee Updates**

### **Marketing Committee**

The committee reported forward progress in reaching statewide associations and identifying potential conference and tradeshow opportunities.

Contacts have been made with food service associations, resorts, school nutrition, festivals, care providers, brewers, and fire service groups.

Upcoming Sanford Center events were also reviewed including BSU hockey and Pink the Rink.

The committee will shift to a quarterly meeting schedule beginning in 2026 to maintain structured follow-through.

### **Other Committees**

Finance and Operations committees are being reestablished and scheduled to provide more consistent oversight throughout 2026.

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## **7 Convention and Trade Show Sales Discussion**

### **7.1 Visit Bemidji Bandwidth**

Visit Bemidji noted briefly that their office is fully committed with current duties and cannot take on additional statewide sales responsibilities.

### **7.2 Chamber Technology Support**

The Chamber's visitor AI analytics tools can help strengthen proposals and illustrate economic impact but do not replace active sales or outreach efforts.

### **7.3 Regional Comparisons**

Board members referenced that cities including Grand Forks Fargo Duluth St. Cloud and Brainerd maintain more structured efforts to recruit conferences and association events.

### **7.4 Importance of Pursuing RFPs**

Board members emphasized the need to actively pursue RFPs for conferences and tradeshow since many associations plan events years in advance. Building relationships early and maintaining regular communication is essential to landing these opportunities.

### **7.5 Board Direction**

Board members agreed that this topic has been reviewed in several meetings and that continued discussion without action is no longer productive. The Board stressed the need for immediate movement from conversation to execution.

The Advisory Board recommended that **ASM take the lead** in exploring and establishing a dedicated outside sales position focused on:

- Statewide and Nationwide outreach
- association relationships
- identification and pursuit of RFPs
- development of a long-term conference pipeline
- coordination with Visit Bemidji and the Chamber

Board members also supported organizing a **joint meeting with the Visit Bemidji Board** to clearly define shared roles and expectations.

The message from the Board was clear: **the time for talking has passed and execution must begin immediately.**

## 8 General Manager Report

In the absence of **Bobby Anderson**, staff summarized key updates:

- MercyMe concert and Pink the Rink were successful
- World Juniors Pre Tournament Series will welcome Czechia Latvia and Slovakia from December 19 through December 23
- Merchandise will be offered for World Juniors through Skeeter Stitch and USA Hockey
- Princess Bride has been rescheduled by ASM to July 12, 2026
- Youth hockey teams are using Sanford Center ice temporarily due to Nymore Rink issues.

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## 9 Adjournment

Mayor Prince requested a motion to adjourn.

First Andra Vaughn

Second Brady Laudon

Motion approved unanimously.

Meeting adjourned.

# SANFORD CENTER ADVISORY BOARD AGENDA ITEM



**Meeting Date:** December 17, 2025  
**Action Requested:** October Financials for the Sanford Center  
**Prepared By:** Trevor Johnson, Director of Finance

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## **Background:**

For the month of October 2025, the Sanford Center's hockey season is in full swing. Additionally, we hosted a Mercy Me concert and ended the month with Treat Street. This month's activity concluded the Sanford Center closing its book with a net operating income of \$66,034. This result is \$41,095 ahead of what was budgeted for October. Based on the previous forecast in September we anticipated a profit of \$73,727 for October; the variance between the forecast and actual loss is (\$7,693).

The variance between the forecast vs the actual net loss for October is the result of a shortfall in food and beverage income due to less than anticipated budgeted attendance during hockey games. Necessity-based spending has resulted in indirect expenses falling in line with the budget. With these points, the Sanford Center is behind budget by (\$132,440) year to date through October.

Coming up in November and December we have various groups renting out our premium areas for the remaining hockey games. The BSU vs UND game is selling well. World Juniors Preliminary Tournament in December, Harlem Globetrotters in January, and lastly, back by popular demand, Rock and Roll Christmas will return in December!

A recap of events for the month of October:

- MNTA
- Hentges. Kack Wedding
- BSU Honors Gala
- AG Water Task Force
- BSU Club Hockey Games
- Serratore Spaghetti Dinner
- Blue Ox Marathon
- Team Industries Meeting
- Northwoods Pregnancy Gala
- Mercy Me
- Community of MN Resorts
- BSU Athletic Hall of Fame Weekend
- Scouts Night Out
- 2025 Evergreen Conference
- Treat Street

The current rolling forecast as of October projects a net operating loss of (\$614,954) for FY2025; this is a decrease of (\$94,050) over September's forecast and is (\$120,381) behind FY2025's

budget. The significant forecast change is largely due to several factors. Higher than budgeted General Liability Insurance, which resulted in a (\$55k) impact for the remainder of the year.

Princess Bride is rescheduled until July resulting in a (\$5.5k) decrease. Lastly, after entering actuals regarding BSU Hockey games for November, our forecast resulted in a (\$33k) decrease. Please note that there is a risk with the World Juniors event based on attendance.

**Recommendation:**

October Financials for the Sanford Center



# SANFORD CENTER



## Sanford Center

**FOR THE MONTH ENDING OCTOBER 31, 2025**

**DISTRIBUTED OCTOBER 25, 2025**

Prepared by: Trevor Johnson  
Director of Finance, The Sanford Center

*Distribution List:*

Felix Mussenden, EVP, Legends Global  
Jeffrey Wong, SVP Finance, Legends Global  
Leonard Bonacci, SVP, Legends Global  
John Drum, RVP, Legends Global  
Stephanie Dorsey, Regional Director of Finance, Legends Global  
Bobby Anderson, General Manager, The Sanford Center  
Amanda Slanovec, Director of Venue Finance, Legends Global

**LEGENDS GLOBAL ARENA MANAGEMENT - The Sanford Center**

The Sanford Center

Oct-25

Financial Statements

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## Legends Global Management LLC

### The Sanford Center – Bemidji, Minnesota

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	Current Month Actual	Current Month Budget	Current Month Act vs Budget	Year to Date Actual	Year to Date Budget	Year to Date Act vs Budget	YTD Prior Year
<b>EVENT INCOME</b>							
Direct Event Income							
Rental Income	57,800	77,328	(19,528)	345,275	428,928	(83,653)	369,469
Service Revenue	152,837	100,744	52,093	638,204	1,094,203	(455,999)	729,278
Service Expenses	(90,715)	(64,200)	(26,515)	(391,925)	(815,047)	423,122	(669,623)
<b>Total Direct Event Income</b>	<b>119,922</b>	<b>113,872</b>	<b>6,050</b>	<b>591,554</b>	<b>708,084</b>	<b>(116,530)</b>	<b>429,124</b>
<b>Ancillary Income</b>							
F & B Concessions	46,270	57,139	(10,869)	156,055	250,445	(94,390)	312,725
F & B Catering	70,591	46,362	24,229	345,536	511,594	(166,058)	226,046
Novelty Sales	3,921	0	3,921	4,728	16,550	(11,822)	12,157
Promoter Share	0	0	0	0	0	0	0
Promoter Share	0	0	0	0	0	0	0
Booth Cleaning Wages	0	0	0	0	0	0	0
Other Ancillary Sales	0	0	0	0	0	0	0
<b>Total Ancillary Income</b>	<b>120,782</b>	<b>103,501</b>	<b>17,281</b>	<b>506,319</b>	<b>778,589</b>	<b>(272,270)</b>	<b>550,928</b>
<b>Other Event Income</b>							
Ot Event Related	0	0	0	0	0	0	0
Suite Sales	0	0	0	24,356	26,852	(2,496)	35,319
Club Seat Tickets	0	0	0	1,421	2,533	(1,112)	8,822
Ad Income	0	0	0	0	0	0	0
Ticket Rebates	19,546	0	19,546	27,904	23,080	(14,722)	80,535
Facility Fees	35,523	4,212	31,311	81,471	72,292	(22,132)	74,141
<b>Total Other Event Income</b>	<b>55,069</b>	<b>4,212</b>	<b>50,857</b>	<b>135,152</b>	<b>124,757</b>	<b>10,395</b>	<b>198,817</b>
<b>Total Event Income</b>	<b>295,773</b>	<b>221,585</b>	<b>74,188</b>	<b>1,233,025</b>	<b>1,611,430</b>	<b>(378,405)</b>	<b>1,178,869</b>
<b>OTHER OPERATING INCOME</b>							
Luxury Suite Premiums	18,343	9,216	9,127	18,343	9,216	9,127	8,571
Suite Service Premium	4,078	1,266	2,812	4,078	1,266	2,812	2,128
Advertising & Sponsorship	16,153	32,006	(15,853)	231,448	320,060	(88,612)	195,173
Sanford Naming Rights	16,667	16,667	0	166,667	166,670	(3)	166,667
Coke Mktg Sponsorship	0	0	0	0	0	0	10,000
Ice Rental Revenue	0	0	0	0	0	0	0
Interest & Other Income	1,468	0	1,468	14,372	4	14,368	12,288
<b>Total Oth. Operating Income</b>	<b>56,709</b>	<b>59,155</b>	<b>(2,446)</b>	<b>434,908</b>	<b>497,216</b>	<b>(62,308)</b>	<b>394,827</b>
<b>Adjusted Gross Income</b>	<b>352,482</b>	<b>280,740</b>	<b>71,742</b>	<b>1,667,933</b>	<b>2,108,646</b>	<b>(440,713)</b>	<b>1,573,696</b>
<b>INDIRECT EXPENSES</b>							
Salaries & Wages	115,911	114,096	1,815	1,034,794	1,140,960	(106,166)	956,948
Payroll Taxes & Benefits	39,281	38,877	404	280,931	388,770	(107,839)	307,922
Net Salaries and Benefits	155,192	152,973	2,219	1,315,725	1,529,730	(214,005)	1,264,870
Contracted Services	0	0	0	0	0	0	0
General and Administrative	33,973	21,910	12,063	176,427	219,500	(43,073)	208,120
Operating	9,718	5,110	4,608	92,687	76,300	16,387	102,764
Repairs & Maintenance	2,352	3,917	(1,565)	24,360	28,164	(3,804)	49,986
Operational Supplies	5,881	9,208	(3,327)	68,958	100,080	(31,122)	43,073
Insurance	15,818	13,374	2,444	98,632	133,740	(35,108)	52,960
Utilities	52,905	38,700	14,205	351,952	349,500	2,452	362,588
ASM Management Fees	10,609	10,609	0	106,090	106,090	0	103,000
Other Mgmt Fees	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	625
<b>Total Indirect Expenses</b>	<b>286,448</b>	<b>255,801</b>	<b>30,647</b>	<b>2,234,831</b>	<b>2,543,104</b>	<b>(308,273)</b>	<b>2,187,986</b>
Net Income (Loss)	\$ 66,034	\$ 24,939	\$ 41,095	(\$ 566,898)	(\$ 434,458)	(132,440)	(\$ 614,290)
<b>Non-Operating Income</b>							
City of Bemidji Subsidy	0	0	0	350,000	0	350,000	442,558
Property Insurance	0	0	0	-38566	0	-38566	-67527
<b>Adjusted Net Income (Loss)</b>	<b>\$ 66,034</b>	<b>\$ 24,939</b>	<b>\$ 41,095</b>	<b>(\$ 255,464)</b>	<b>(\$ 434,458)</b>	<b>178,994</b>	<b>(\$ 239,259)</b>

## ASSETS

### Current Assets

Cash	\$ 1,089,325	
Accounts Receivable	230,930	
Prepaid Assets	210,424	
Inventory	<u>72,841</u>	
Total Current Assets		1,603,520

### Fixed Assets

Building	28,681	
Machinery & Equipment	49,088	
Acc. Depreciation	<u>(51,856)</u>	
Total Fixed Assets		25,913

### Other Assets

Other Assets	0	
Deposits	<u>0</u>	
Total Other Assets		<u>0</u>

**Total Assets** \$ 1,629,433

## LIABILITIES AND EQUITY

### Current Liabilities

Accounts Payable	\$ 356,130	
Working Capital Loan	350,000	
Accrued Expenses	71,325	
Deferred Income	771,479	
Advance Ticket Sales/Deposits	189,328	
Other Current Liabilities	<u>0</u>	
Total Current Liabilities		1,738,262

### Equity

Net Funds Received	0	
Retained Earnings	146,640	
Net Income (Loss)	<u>(255,469)</u>	
Total Equity		<u>(108,829)</u>

**Total Liabilities & Equity** \$ 1,629,433

The Sanford Center  
2025  
Rolling Forecast

	Year to Date Actual Thru October	Projected November Thru Dec 2025	Rolling Forecast Fiscal YE Dec 2025	Budget Fiscal Year Ending 12/31/2025	Variance Positive / (Negative)	Percentage Change Increase (Decrease)	Prior Year Actual Fiscal YE 12/31/2024	Variance Positive / (Negative)	Percentage Change Increase (Decrease)
<b>Event Income</b>									
<b>Direct Event Income</b>									
Rental Income	345,275	196,955	542,230	541,183	1,047	0.19%	522,224	20,006	3.83%
Service Income	638,204	141,961	780,165	1,076,938	(296,773)	-27.56%	908,408	(128,243)	-14.12%
Service Expenses	(391,925)	(141,386)	(533,311)	(948,124)	414,813	-43.75%	(806,057)	272,746	-33.84%
<b>Total Direct Event Income</b>	<b>591,554</b>	<b>197,530</b>	<b>789,084</b>	<b>669,997</b>	<b>119,087</b>	<b>17.77%</b>	<b>624,575</b>	<b>164,509</b>	<b>26.34%</b>
<b>Ancillary Income</b>									
F & B Concessions	156,055	49,945	206,000	356,336	(150,336)	-42.19%	438,743	(232,743)	-43.23%
F & B Catering	345,536	139,859	485,395	797,794	(312,399)	-39.16%	279,329	206,066	55.24%
Novelty Sales	4,728	-	4,728	16,550	(11,822)	-71.43%	12,157	(7,429)	-64.57%
<b>Total Ancillary Income</b>	<b>506,319</b>	<b>189,804</b>	<b>696,123</b>	<b>1,170,680</b>	<b>(474,557)</b>	<b>-40.54%</b>	<b>730,229</b>	<b>(43,244)</b>	<b>-5.92%</b>
<b>Other Event Income</b>									
Luxury Box Ticket Sales	24,356	-	24,356	7,500	16,856	224.75%	68,178	(43,822)	-64.28%
Club Seat Ticket Sales	1,421	-	1,421	-	1,421	0.00%	12,241	(10,820)	-88.39%
Event Advertising Income	-	14,750	14,750	-	14,750	0.00%	-	14,750	0.00%
Ticket Rebates (Per Event)	27,904	-	27,904	23,080	4,824	20.90%	132,580	(104,676)	-93.70%
Facility Fees	81,471	43,315	124,786	101,277	23,509	23.21%	192,833	(68,047)	-40.74%
<b>Total Other Event Income</b>	<b>135,152</b>	<b>58,065</b>	<b>193,217</b>	<b>131,857</b>	<b>61,360</b>	<b>46.54%</b>	<b>405,832</b>	<b>(241,993)</b>	<b>-59.63%</b>
<b>Total Event Income</b>	<b>1,233,025</b>	<b>445,399</b>	<b>1,678,424</b>	<b>1,972,534</b>	<b>(294,110)</b>	<b>-14.91%</b>	<b>1,760,636</b>	<b>(78,565)</b>	<b>-4.46%</b>
<b>Other Operating Income</b>	<b>434,908</b>	<b>106,306</b>	<b>541,214</b>	<b>637,403</b>	<b>(96,189)</b>	<b>-15.09%</b>	<b>490,830</b>	<b>46,841</b>	<b>9.54%</b>
<b>Adjusted Gross Income</b>	<b>1,667,933</b>	<b>551,705</b>	<b>2,219,638</b>	<b>2,609,937</b>	<b>(390,299)</b>	<b>-14.95%</b>	<b>2,251,466</b>	<b>(31,724)</b>	<b>-1.41%</b>
<b>Operating Expenses</b>									
Employee Salaries and Wages	1,034,794	211,688	1,246,482	1,369,148	132,731	9.69%	1,144,135	102,347	-8.07%
Benefits	280,931	73,604	354,535	466,519	114,462	24.54%	371,020	(16,485)	5.11%
<b>Net Employee Wages and Benefits</b>	<b>1,315,725</b>	<b>285,292</b>	<b>1,601,017</b>	<b>1,835,667</b>	<b>247,193</b>	<b>13.47%</b>	<b>1,515,155</b>	<b>(73,320)</b>	<b>-4.84%</b>
General and Administrative	176,427	43,110	219,537	262,610	55,130	20.99%	241,689	34,209	14.15%
Operations	92,687	23,140	115,827	80,100	(29,185)	-36.44%	127,734	18,449	14.44%
Repair & Maintenance	24,360	7,930	32,290	55,434	19,645	35.44%	55,572	19,783	35.60%
Supplies	68,958	18,420	87,378	118,500	27,793	23.45%	49,064	(41,643)	-84.87%
Insurance	98,632	85,751	184,383	160,491	31,554	19.66%	60,996	(67,941)	-111.39%
Utilities	351,952	114,900	466,852	464,400	11,755	2.53%	436,513	(16,132)	-3.70%
SMG Management Fees	106,090	21,218	127,308	127,308	-	0.00%	123,600	(3,708)	-3.00%
Less: Expenses Allocated	-	-	-	-	-	-	625	(625)	100.00%
<b>Total Operating Expenses</b>	<b>2,234,831</b>	<b>599,761</b>	<b>2,834,592</b>	<b>3,104,510</b>	<b>(269,918)</b>	<b>11.72%</b>	<b>2,610,948</b>	<b>(129,678)</b>	<b>-4.97%</b>
<b>Net Income (Loss) From Operations</b>	<b>(566,898)</b>	<b>(48,056)</b>	<b>(614,954)</b>	<b>(494,573)</b>	<b>(120,381)</b>	<b>24.34%</b>	<b>(359,482)</b>	<b>(161,402)</b>	<b>44.90%</b>
<b>Other Income (Expenses)</b>	<b>311,434</b>	<b>-</b>	<b>311,434</b>	<b>-</b>	<b>(311,434)</b>	<b>-</b>	<b>-</b>	<b>311,434</b>	<b>0.00%</b>
<b>Net Income After Other Income (Expenses)</b>	<b>(255,464)</b>	<b>(48,056)</b>	<b>(303,520)</b>	<b>(494,573)</b>	<b>(353,185)</b>	<b>71.41%</b>	<b>(359,482)</b>	<b>(472,836)</b>	<b>131.53%</b>

The Sanford Center  
2026 Operating Budget

	January	February	March	April	May	June	July	August	September	October	November	December	Total
<b>Event Income</b>													
<b>Direct Event Income</b>													
Rental Income	109,105.00	98,129.00	25,725.00	38,725.00	45,865.00	17,400.00	18,300.00	9,800.00	20,300.00	79,795.00	64,940.00	85,610.00	613,694.00
Service Income	131,448.00	76,589.00	92,048.00	86,304.00	61,713.00	62,518.00	48,744.00	25,635.00	96,609.00	154,852.00	89,509.00	77,675.00	1,003,644.00
Service Expenses	(116,291.00)	(73,757.00)	(47,219.00)	(38,775.00)	(41,879.00)	(47,172.00)	(31,125.00)	(7,484.00)	(59,192.00)	(96,750.00)	(49,990.00)	(78,411.00)	(688,045.00)
<b>Total Direct Event Income</b>	<b>124,262.00</b>	<b>100,961.00</b>	<b>70,554.00</b>	<b>86,254.00</b>	<b>65,699.00</b>	<b>32,746.00</b>	<b>35,919.00</b>	<b>27,951.00</b>	<b>57,717.00</b>	<b>137,897.00</b>	<b>104,459.00</b>	<b>84,874.00</b>	<b>929,293.00</b>
<b>Ancillary Income</b>													
F & B Concessions	83,100.00	43,100.00	13,340.00	14,250.00	4,950.00	11,180.00	1,000.00	2,250.00	11,200.00	50,200.00	25,500.00	41,551.00	301,621.00
F & B Catering	36,931.00	34,169.00	42,450.00	62,527.00	28,162.00	27,681.00	28,115.00	28,865.00	46,650.00	45,340.00	35,000.00	31,975.00	447,865.00
Novelty Sales	500.00	-	2,500.00	-	-	2,500.00	1,250.00	-	2,500.00	2,500.00	-	-	11,750.00
<b>Total Ancillary Income</b>	<b>120,531.00</b>	<b>77,269.00</b>	<b>58,290.00</b>	<b>76,777.00</b>	<b>33,112.00</b>	<b>41,361.00</b>	<b>30,365.00</b>	<b>31,115.00</b>	<b>60,350.00</b>	<b>98,040.00</b>	<b>60,500.00</b>	<b>73,526.00</b>	<b>761,236.00</b>
<b>Other Event Income</b>													
Other Event Related Income	-	-	-	-	-	-	-	-	-	-	-	-	-
Luxury Box Ticket Sales	7,200.00	7,200.00	4,000.00	-	-	3,200.00	-	-	3,200.00	10,400.00	5,400.00	5,400.00	46,000.00
Club Seat Ticket Sales	1,500.00	1,200.00	2,000.00	-	-	1,000.00	-	-	1,000.00	2,200.00	900.00	900.00	10,700.00
Event Advertising Income	-	-	-	-	-	-	-	-	-	-	-	-	-
Ticket Rebates (Per Event)	14,450.00	6,900.00	1,800.00	-	-	2,000.00	-	-	2,300.00	7,750.00	3,250.00	6,000.00	44,450.00
Facility Fees	36,000.00	24,000.00	8,500.00	-	-	8,000.00	-	-	8,000.00	40,000.00	20,800.00	19,500.00	164,800.00
<b>Total Other Event Income</b>	<b>59,150.00</b>	<b>39,300.00</b>	<b>16,300.00</b>	<b>-</b>	<b>-</b>	<b>14,200.00</b>	<b>-</b>	<b>-</b>	<b>14,500.00</b>	<b>60,350.00</b>	<b>30,350.00</b>	<b>31,800.00</b>	<b>265,950.00</b>
<b>Total Event Income</b>	<b>303,943.00</b>	<b>217,530.00</b>	<b>145,144.00</b>	<b>163,031.00</b>	<b>98,811.00</b>	<b>88,307.00</b>	<b>66,284.00</b>	<b>59,066.00</b>	<b>132,567.00</b>	<b>296,287.00</b>	<b>195,309.00</b>	<b>190,200.00</b>	<b>1,956,479.00</b>
<b>Other Operating Income</b>	<b>48,750.00</b>	<b>48,750.00</b>	<b>48,750.00</b>	<b>48,750.00</b>	<b>48,750.00</b>	<b>48,750.00</b>	<b>48,750.00</b>	<b>48,750.00</b>	<b>48,750.00</b>	<b>48,750.00</b>	<b>48,750.00</b>	<b>48,750.00</b>	<b>599,000.00</b>
<b>Adjusted Gross Income</b>	<b>352,693.00</b>	<b>266,280.00</b>	<b>193,894.00</b>	<b>211,781.00</b>	<b>147,561.00</b>	<b>137,057.00</b>	<b>115,034.00</b>	<b>107,816.00</b>	<b>181,317.00</b>	<b>345,037.00</b>	<b>244,059.00</b>	<b>238,950.00</b>	<b>2,555,479.00</b>
<b>Operating Expenses</b>													
Employee Salaries and Wages	154,114.00	105,239.00	105,239.00	105,239.00	105,239.00	105,239.00	154,114.00	105,239.00	105,239.00	105,239.00	105,239.00	105,236.00	1,360,615.00
Benefits	46,634.00	32,021.00	32,021.00	32,021.00	32,021.00	32,021.00	46,634.00	32,021.00	32,021.00	32,021.00	32,021.00	32,024.00	413,481.00
Less: Event Labor Allocations	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Employee Wages and Benefits	200,748.00	137,260.00	137,260.00	137,260.00	137,260.00	137,260.00	200,748.00	137,260.00	137,260.00	137,260.00	137,260.00	137,260.00	1,774,096.00
Contracted Services	-	-	-	-	-	-	-	-	-	-	-	-	-
General and Administrative	19,323.00	19,323.00	19,323.00	19,323.00	19,323.00	19,323.00	19,323.00	19,323.00	19,323.00	20,323.00	19,323.00	19,287.00	232,840.00
Operations	13,663.00	13,913.00	13,663.00	4,663.00	7,413.00	4,663.00	5,863.00	4,913.00	4,663.00	6,663.00	13,913.00	13,657.00	107,650.00
Repair & Maintenance	11,005.00	8,504.00	8,504.00	14,980.00	9,775.00	17,377.00	10,880.00	16,504.00	15,500.00	11,005.00	8,504.00	8,512.00	141,050.00
Supplies	4,443.00	4,443.00	4,443.00	4,443.00	6,443.00	4,443.00	4,443.00	6,943.00	4,443.00	10,443.00	4,443.00	4,427.00	63,800.00
Insurance	16,625.00	16,625.00	16,625.00	16,625.00	16,625.00	16,625.00	16,625.00	16,625.00	16,625.00	16,625.00	16,625.00	16,625.00	199,500.00
Utilities	48,417.00	52,417.00	41,717.00	27,417.00	25,417.00	18,917.00	18,917.00	35,417.00	42,417.00	47,117.00	48,417.00	48,413.00	455,000.00
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
SMG Management Fees	10,927.00	10,927.00	10,927.00	10,927.00	10,927.00	10,927.00	10,927.00	10,927.00	10,927.00	10,927.00	10,927.00	10,930.00	131,127.00
<b>Total Operating Expenses</b>	<b>325,151.00</b>	<b>263,412.00</b>	<b>252,462.00</b>	<b>235,638.00</b>	<b>233,183.00</b>	<b>229,535.00</b>	<b>287,726.00</b>	<b>247,912.00</b>	<b>251,158.00</b>	<b>260,363.00</b>	<b>259,412.00</b>	<b>259,111.00</b>	<b>3,105,063.00</b>
<b>Net Income (Loss) From Operations</b>	<b>27,542.00</b>	<b>2,868.00</b>	<b>(58,568.00)</b>	<b>(23,857.00)</b>	<b>(85,622.00)</b>	<b>(92,478.00)</b>	<b>(172,692.00)</b>	<b>(140,096.00)</b>	<b>(69,841.00)</b>	<b>84,674.00</b>	<b>(15,353.00)</b>	<b>(20,161.00)</b>	<b>(549,584.00)</b>
<b>Other Income (Expenses)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net Income After Other Income (Expenses)</b>	<b>27,542.00</b>	<b>2,868.00</b>	<b>(58,568.00)</b>	<b>(23,857.00)</b>	<b>(85,622.00)</b>	<b>(92,478.00)</b>	<b>(172,692.00)</b>	<b>(140,096.00)</b>	<b>(69,841.00)</b>	<b>84,674.00</b>	<b>(15,353.00)</b>	<b>(20,161.00)</b>	<b>(549,584.00)</b>

# The Sanford Center – Monthly Report

Prepared by John Drum – 12.11.25

- Upcoming Events:
  - World Juniors Pre-Tournament Series
    - Game 1 - Friday, Dec. 19 – Czechia vs Latvia – 7 p.m. CT
    - Game 2 - Sunday, Dec. 21 – Latvia vs. Slovakia – 7 p.m. CT
    - Game 3 - Monday, Dec. 22 – Slovakia vs. Czechia – 7 p.m. CT
  - Harlem Globetrotters – Saturday, January 3, 2026
  - 218 Sports Showcase: Men’s Hockey – January 9 & 10, 2026
  - 218 Sports Showcase: Women’s Hockey – January 16 & 17, 2026
  - 218 Sports Showcase: Basketball – February 12-14, 2026
  - The Princess Bride – Rescheduled for July 12, 2026
  
- Facility Update:
  - Bemidji State hockey season continues at the Sanford Center. Huge crowd for the November 28 game versus North Dakota. The Sanford Center opened doors an additional 30 minutes to maximum food and beverage sales. Club level drink rail replacement is in place and only waiting on the counter lip to be installed. Rental bar stools are still being used until the new ones arrive. The January 2 men’s game against Minnesota will be broadcast on FOX 9 in the Twin Cities.
  - The IIHF World Junior Pre-Tournament Series promotional schedule is set. Thanks to Concordia Language Villages, the first 1,000 fans for each game will receive a free flag to wave as you support your favorite up-and-coming All-Star.
  - December 19th, it’s Bemidji Strong night brought to you by Sanford Health, we recognize the efforts made by our community after the June 21st storm.
  - December 21st, it’s Bemidji Youth Hockey Night and we’re gearing up for the Equipment Drive! Gather your used gear to donate to those in need.
  - December 22nd, it’s First City of Lights Night and the first 500 guests will receive a commemorative ornament! If that isn’t merry enough, there will also be pictures with Santa, and an ugly Christmas sweater contest!
  - In addition to our themed nights, every game will feature Chuck-A-Puck and a Drink of the Game, with a portion of the proceeds supporting the United Way Disaster Recovery Fund, Bemidji Youth Hockey Association, and the First City of Lights Foundation.



- Rock & Roll Xmas Spectacular is returning to The Sanford Center ballroom on December 14th, 2025, at 7 pm.
- 218 Sports Showcase: Men's Hockey Presented by Kraus Anderson. Men's Hockey Showcase on January 9th and 10th, 2026, presented by Kraus Anderson. The weekend will feature a series of thrilling matchups, including Bemidji State University taking on Michigan Tech in a pair of games, alongside high school battles involving Bemidji, East Grand Forks, and Rock Ridge.



#### October Financial Update:

- The current rolling forecast as of October projects a net operating loss of (\$614,954) for FY2025; this is a decrease of (\$94,050) over September's forecast and is (\$120,381) behind FY2025's budget.
- The significant forecast change is largely due to several factors. Higher than budgeted General Liability Insurance, which resulted in a (\$55k) impact for the remainder of the year. Princess Bride is rescheduled until July resulting in a (\$5.5k) decrease. Lastly, after entering actuals regarding BSU Hockey games for November, our forecast resulted in a (\$33k) decrease. Please note that there is a risk with the World Juniors event based on attendance.

#### A recap of events for the month of October:

- MNTA
- Hentges. Kack Wedding
- BSU Honors Gala
- AG Water Task Force
- BSU Club Hockey Games
- Serratore Spaghetti Dinner
- Blue Ox Marathon
- Team Industries Meeting

- Northwoods Pregnancy Gala
- Mercy Me
- Community of MN Resorts
- BSU Athletic Hall of Fame Weekend
- Scouts Night Out
- 2025 Evergreen Conference
- Treat Street