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SOLVER
for Sports Teams

Get Complete Insight

A Solver Vertical Industry White Paper

Updated: Jan/2020

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Introduction

The purpose of this white paper is to provide an overview of Solver. With frequent, automated cloud updates, the solution is continuously being enhanced to drive faster, better decisions across its global customer base. For the latest information or to discuss your specific needs, please contact your local Solver partner, visit Solver's web-site or email us at info@solverglobal.com.

Product Summary

Solver provides a single, cloud-based solution that automates reporting and planning processes, and supports faster and better decisions based on key information from across the organization's data sources.

Key benefits that Solver provides include:

- A top-rated Corporate Performance Management (CPM) solution by G2 based on user satisfaction
- Global partner channel with industry expertise to help you whenever and wherever
- Cloud software, support, and upgrades packaged into a subscription price providing unmatched ROI over traditional CPM solutions
- Built for business users to manage the entire solution without the need for developers
- Executive and management data from across the organization that is easily accessible in ONE place with Solver's intelligent data warehouse
- Solver's multi-tenant cloud application provides quick initiation, SOC 2 compliance, automatic software upgrades, and scalability at one's convenience
- Solver provides the power and the familiarity of cloud-connected Excel to solve the most complex formula and layout requirements for reporting and planning template designers
- Easy-to-use, pre-built integration to Power BI, the world's #1 visualization solution
- Fast and cost effective integrations provided with Solver's wizard-driven CSV, SQL, and prebuilt ERP/CRM Connectors
- Unlimited access to reports and dashboards from secure web portal
- Hybrid cloud option provides customers with real-time cloud reporting capabilities for their on-premise ERP system

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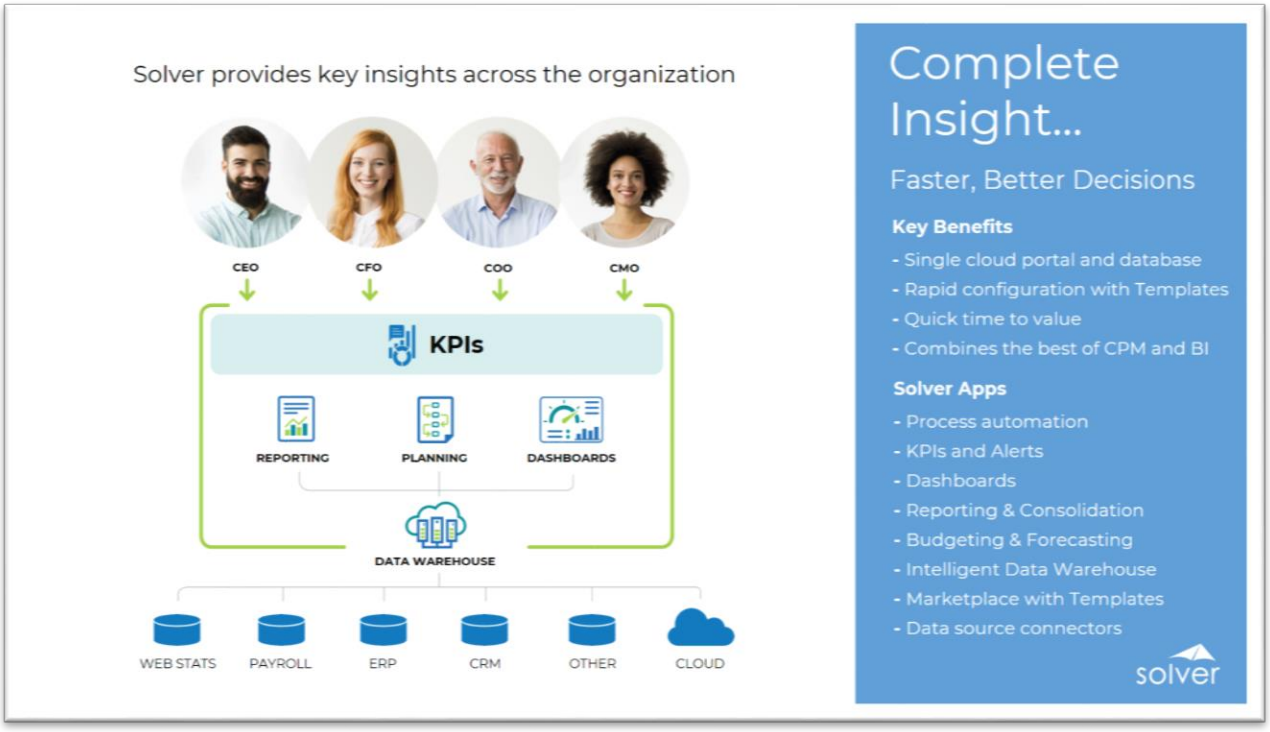

Company Summary

Solver, Inc. is redefining the category of cloud-based reporting and planning. The Solver solution is built to enable faster and better business decisions across the entire organization. Solver combines financial and other key data into a single tool, powered by the most flexible report and planning form designer on the market. Organizations use this solution to automate and streamline financial and operational reports, consolidations, and budgeting and forecasting processes. Solver empowers users with complete insight that drives intelligent decisions and competitive advantages. Headquartered in the United States, Solver, Inc. has more than a dozen offices and hundreds of partners globally that provide local and industry expertise. To learn more, visit www.solverglobal.com.

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SPRT01 – Executive Dashboard

This is an example of an executive dashboard. It shows the use of the Solver Data Warehouse to combine numerous important data sources on a single dashboard and present whatever a company determines as the most essential information to an executive. In this sample dashboard, the following information is included:

- Actual vs Budgeted Revenues – Month
- Top 5 Expense Accounts – Month
- Revenue Stream Breakdown
- Actual vs Budgeted Revenues – Twelve-month trend
- Expenses – Twelve-month trend
- Roster – Budgeted Top 10 Contract Amount

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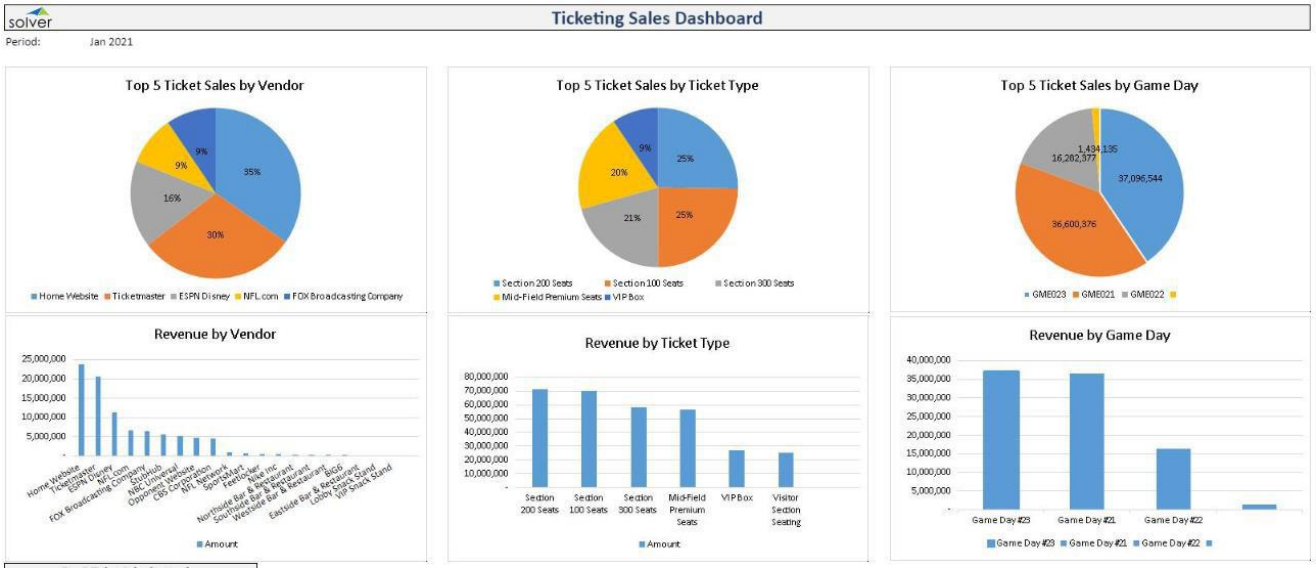
SPRT04 – Ticketing Sales Dashboard

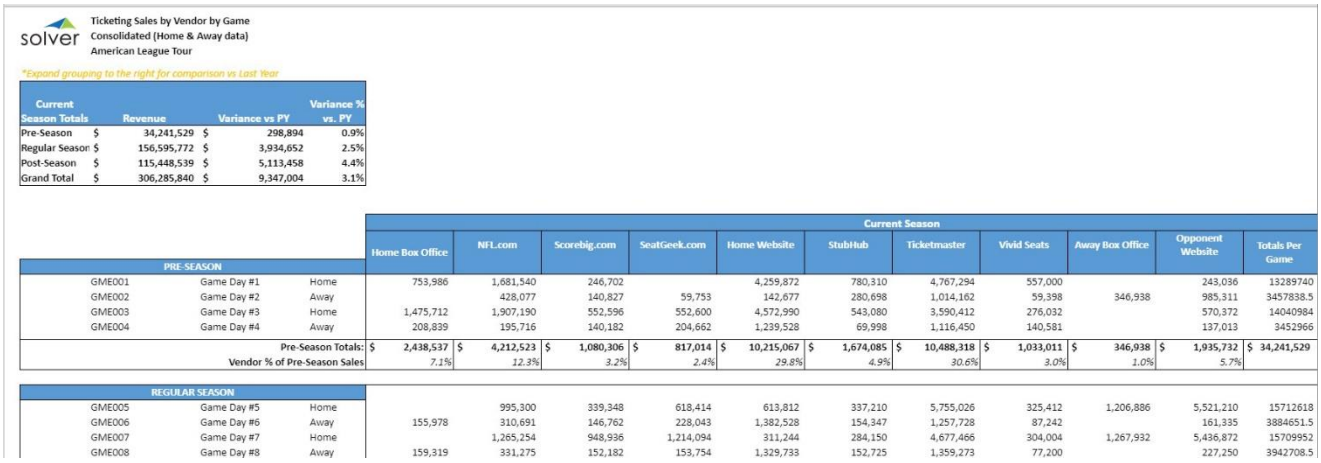
This dashboard example allows management to analyze key ticketing metrics, such as revenue sales by vendor, each vendor's market share of the tickets sold, the type of seats purchased, and where individuals are entering the arena on specific game days with their tickets.
The following information is included:

- Top 5 Ticket Sales by Vendor
- Top 5 Ticket Sales by Ticket Type
- Top 5 Ticket Sales by Game Day
- Revenue by Vendor
- Revenue by Ticket Type
- Revenue by Game Day



SPRT05 – Ticket Sales by Vendor by Game

This report highlights information regarding ticket sales revenue generated by each ticketing vendor partner for each game during the current season. Additionally, the end user can expand the grouping to compare the projections against the actuals for the prior season. The report provides a summary of the pre, regular, and post seasons, allowing the end user to break out the data by home and/or away games.



Ticketing Sales by Vendor by Game
Consolidated (Home & Away data)
American League Tour

*Expand grouping to the right for comparison vs Last Year

Current Season Totals	Revenue	Variance vs PY	Variance % vs. PY
Pre-Season	$ 34,241,529	$ 298,894	0.9%
Regular Season	$ 156,595,772	$ 3,934,652	2.5%
Post-Season	$ 115,448,539	$ 5,113,458	4.4%
Grand Total	$ 306,285,840	$ 9,347,004	3.1%

			Current Season									
			Home Box Office	NFL.com	Scorebig.com	SeatGeek.com	Home Website	StubHub	Ticketmaster	Vivid Seats	Away Box Office	Opponent Website	Totals Per Game
PRE-SEASON													
GME001	Game Day #1	Home	753,986	1,681,540	246,702		4,259,872	780,310	4,767,294	557,000		243,036	13289740
GME002	Game Day #2	Away		428,077	140,827	59,753	142,677	280,698	1,014,162	59,398	346,938	985,311	3457838.5
GME003	Game Day #3	Home	1,475,712	1,907,190	552,596	552,600	4,572,990	543,080	3,590,412	276,032		570,372	14040984
GME004	Game Day #4	Away	208,839	195,716	140,182	204,662	1,239,528	69,998	1,116,450	140,581		137,013	3452966
		Pre-Season Totals:	$ 2,438,537	$ 4,212,523	$ 1,080,306	$ 817,014	$ 10,215,067	$ 1,674,085	$ 10,488,318	$ 1,033,011	$ 346,938	$ 1,935,732	$ 34,241,529
		Vendor % of Pre-Season Sales	7.1%	12.3%	3.2%	2.4%	29.8%	4.9%	30.6%	3.0%	1.0%	5.7%	
REGULAR SEASON													
GME005	Game Day #5	Home		995,300	339,348	618,414	613,812	337,210	5,755,026	325,412	1,206,886	5,521,210	15712618
GME006	Game Day #6	Away	155,978	310,691	146,762	228,043	1,382,528	154,347	1,257,728	87,242		161,335	3884651.5
GME007	Game Day #7	Home		1,265,254	948,936	1,214,094	311,244	284,150	4,677,466	304,004	1,267,932	5,436,872	15709952
GME008	Game Day #8	Away	159,319	331,275	152,182	153,754	1,329,733	152,725	1,359,273	77,200		227,250	3942708.5

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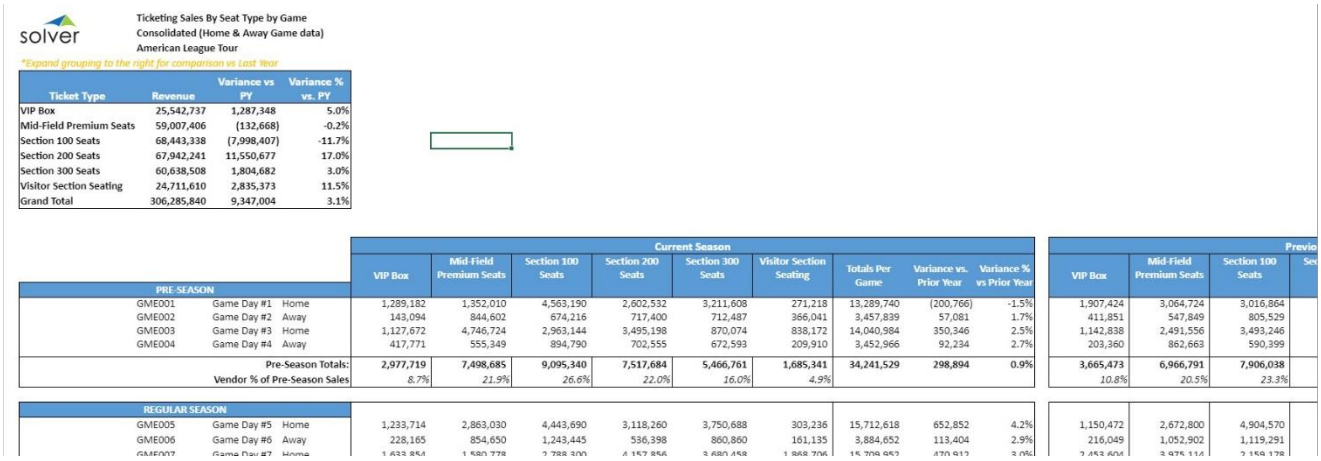
SPRT06 – Ticket Sales by Seat Type by Game

This report highlights information regarding ticket sales revenue generated by game according to the type of seat purchased for each game during the current season. Additionally, the end user can expand the grouping to compare the projections against the actuals for the previous season. The report provides a summary of revenues for each seat type, allowing the end user to break out the data by home and/or away games.



Ticketing Sales By Seat Type by Game
Consolidated (Home & Away Game data)
American League Tour

*Expand grouping to the right for comparison vs Last Year

Ticket Type	Revenue	Variance vs PY	Variance % vs. PY
VIP Box	25,542,737	1,287,348	5.0%
Mid-Field Premium Seats	59,007,406	(132,668)	-0.2%
Section 100 Seats	68,443,338	(7,998,407)	-11.7%
Section 200 Seats	67,942,241	11,550,677	17.0%
Section 300 Seats	60,638,508	1,804,682	3.0%
Visitor Section Seating	24,711,610	2,835,373	11.5%
Grand Total	306,285,840	9,347,004	3.1%

			Current Season								Previo			
			VIP Box	Mid-Field Premium Seats	Section 100 Seats	Section 200 Seats	Section 300 Seats	Visitor Section Seating	Totals Per Game	Variance vs. Prior Year	Variance % vs Prior Year	VIP Box	Mid-Field Premium Seats	Section 100 Seats	Se
PRE-SEASON															
GME001	Game Day #1	Home	1,289,182	1,352,010	4,563,190	2,602,532	3,211,608	271,218	13,289,740	(200,766)	-1.5%	1,907,424	3,064,724	3,016,864	
GME002	Game Day #2	Away	143,094	844,602	674,216	717,400	712,487	366,041	3,457,839	57,081	1.7%	411,851	547,849	805,529	
GME003	Game Day #3	Home	1,127,672	4,746,724	2,963,144	3,495,198	870,074	838,172	14,040,984	350,346	2.5%	1,142,838	2,491,556	3,493,246	
GME004	Game Day #4	Away	417,771	555,349	894,790	702,555	672,593	209,910	3,452,966	92,234	2.7%	203,360	862,663	590,399	
		Pre-Season Totals:	2,977,719	7,498,685	9,095,340	7,517,684	5,466,761	1,685,341	34,241,529	298,894	0.9%	3,665,473	6,966,791	7,906,038	
		Vendor % of Pre-Season Sales	8.7%	21.9%	26.6%	22.0%	16.0%	4.9%				10.8%	20.5%	23.3%	
REGULAR SEASON															
GME005	Game Day #5	Home	1,233,714	2,863,030	4,443,690	3,118,260	3,750,688	303,236	15,712,618	652,852	4.2%	1,150,472	2,672,800	4,904,570	
GME006	Game Day #6	Away	228,165	854,650	1,243,445	536,398	860,860	161,135	3,884,652	113,404	2.9%	216,049	1,052,902	1,119,291	

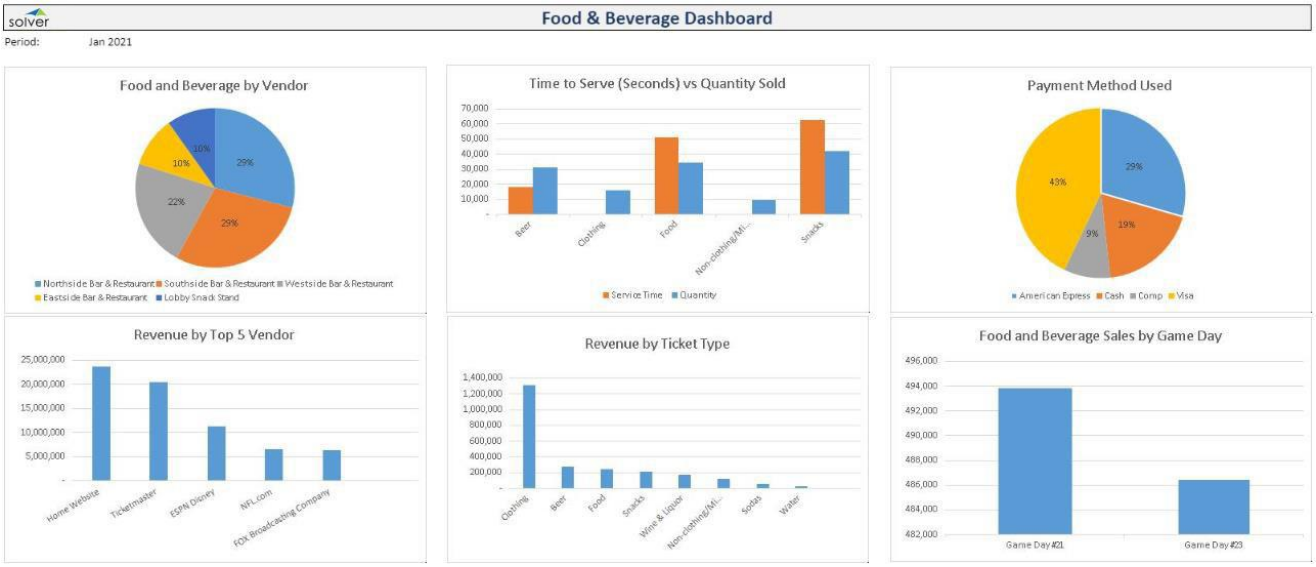
SPRT07 – Food & Beverage Sales Dashboard

This dashboard example focuses on food & beverage sales for home games hosted at the arena. Information on the bar & restaurants, sale by product type, and service times are available.

The following Key Performance Indicators (KPIs) are included in this example:

- Food & Beverage Sales by Vendor
- Service time vs Quantity [of Product] Sold
- Payment Method
- Revenue by Top 5 Vendor
- Revenue by Ticket Type
- Food & Beverage Sales by Game*

**Food & Beverage sales are only made in the arena for Home Games*



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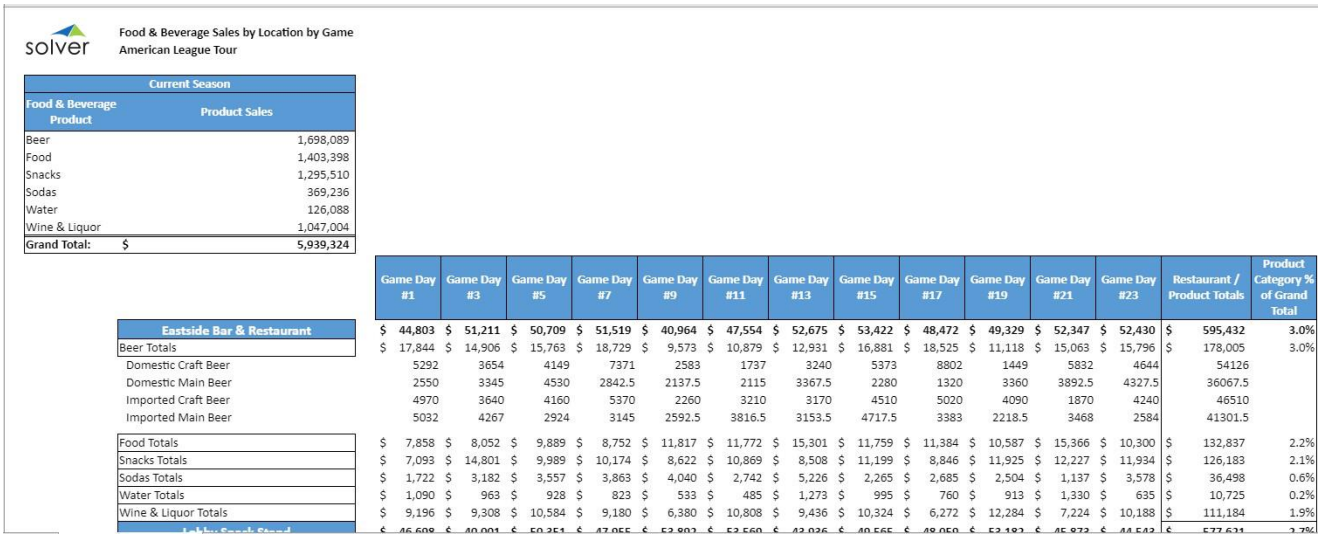
SPRT08 – Food & Beverage Sales by Location by Game

This report provides an overview of the food & beverage sales within the arena during home games, for the current season. The user may expand the Excel column grouping to reveal game-by-game revenue breakdown. The report summarizes the data by restaurant location within the arena and groups them into pre-defined food categories, such as beer, food, snacks, soda, water, or wine & liquor. Expanding the Excel row groupings reveals specific detailed information on the food & beverage product.



Food & Beverage Sales by Location by Game
American League Tour

Current Season	
Food & Beverage Product	Product Sales
Beer	1,698,089
Food	1,403,398
Snacks	1,295,510
Sodas	369,236
Water	126,088
Wine & Liquor	1,047,004
Grand Total:	$ 5,939,324

	Game Day #1	Game Day #3	Game Day #5	Game Day #7	Game Day #9	Game Day #11	Game Day #13	Game Day #15	Game Day #17	Game Day #19	Game Day #21	Game Day #23	Restaurant / Product Totals	Product Category % of Grand Total
Eastside Bar & Restaurant	$ 44,803	$ 51,211	$ 50,709	$ 51,519	$ 40,964	$ 47,554	$ 52,675	$ 53,422	$ 48,472	$ 49,329	$ 52,347	$ 52,430	$ 595,432	3.0%
Beer Totals	$ 17,844	$ 14,906	$ 15,763	$ 18,729	$ 9,573	$ 10,879	$ 12,931	$ 16,881	$ 18,525	$ 11,118	$ 15,063	$ 15,796	$ 178,005	3.0%
Domestic Craft Beer	5292	3654	4149	7371	2583	1737	3240	5373	8802	1449	5832	4644	54126	
Domestic Main Beer	2550	3345	4530	2842.5	2137.5	2115	3367.5	2280	1320	3360	3892.5	4327.5	36067.5	
Imported Craft Beer	4970	3640	4160	5370	2260	3210	3170	4510	5020	4090	1870	4240	46510	
Imported Main Beer	5032	4267	2924	3145	2592.5	3816.5	3153.5	4717.5	3383	2218.5	3468	2584	41301.5	
Food Totals	$ 7,858	$ 8,052	$ 9,889	$ 8,752	$ 11,817	$ 11,772	$ 15,301	$ 11,759	$ 11,384	$ 10,587	$ 15,366	$ 10,300	$ 132,837	2.2%
Snacks Totals	$ 7,093	$ 14,801	$ 9,989	$ 10,174	$ 8,622	$ 10,869	$ 8,508	$ 11,199	$ 8,846	$ 11,925	$ 12,227	$ 11,934	$ 126,183	2.1%
Sodas Totals	$ 1,722	$ 3,182	$ 3,557	$ 3,863	$ 4,040	$ 2,742	$ 5,226	$ 2,265	$ 2,685	$ 2,504	$ 1,137	$ 3,578	$ 36,498	0.6%
Water Totals	$ 1,090	$ 963	$ 928	$ 823	$ 533	$ 485	$ 1,273	$ 995	$ 760	$ 913	$ 1,330	$ 635	$ 10,725	0.2%
Wine & Liquor Totals	$ 9,196	$ 9,308	$ 10,584	$ 9,180	$ 6,380	$ 10,808	$ 9,436	$ 10,324	$ 6,272	$ 12,284	$ 7,224	$ 10,188	$ 111,184	1.9%

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SPRT09 – Merchandise Sales Dashboard

This dashboard provides management insights regarding merchandise sales. Information including sales, quantity, pricing, and revenue generated for each product is available.
The following KPI information is included in this example:

- Items Quantity Sold
- Revenue by Item Type
- Payment Method Used
- Merchandise Sales – Trend
- Revenue Share by Product Class
- Revenue Share by Item Type

SPRT10 – Merchandise Sales by Product

This report provides an overview of the merchandise sales generated from products (clothing/non-clothing) bearing the team's logos and trademarks. The user may expand the Excel column groupings to reveal the month-by-month numbers, including a comparison to the prior year's totals. By doing so, management can better understand which products are selling, especially during the off-season when draft picks and player acquisitions are made.

Merchandise Sales by Product
Fiscal Year 2021
American League Tour

**Expand Groups to see Month by Month Details for this Year and Last Year*

Clothing	Oct-2021	Total by Item Type	% Total by Item Type	YoY Variance	Oct-2020	Total by Item Type	% Total by Item Type
Clothing Apparel	265,050	265,050	14.7%	14,700	250,350	250,350	14.7%
Shoes	822,900	822,900	45.8%	(8,250)	831,150	831,150	45.8%
Hats	289,950	289,950	16.1%	(24,250)	314,200	314,200	16.1%
Jerseys	420,600	420,600	23.4%	825	419,775	419,775	23.4%
Clothing Total:	1,798,500	1,798,500	100.0%	(16,975)	1,815,475	1,815,475	100.0%
Clothing % of Merchadise Sales Total:	93.0%		93.0%		93.0%		93.8%
Non-clothing/Misc							
Accessories	81,360	81,360	59.7%	(690)	82,050	82,050	59.7%
Miscellaneous Merchandise	54,980	54,980	40.3%	(610)	55,590	55,590	40.3%
Non-clothing/Misc Total:	136,340	136,340	100.0%	(1,300)	137,640	137,640	100.0%
Non-clothing/Misc % of Merchadise Sales Total:	7.0%		7.0%		7.0%		7.1%
Grand Totals:	**1,934,840**	**1,934,840**		**(18,275)**	**1,953,115**	**1,953,115**	

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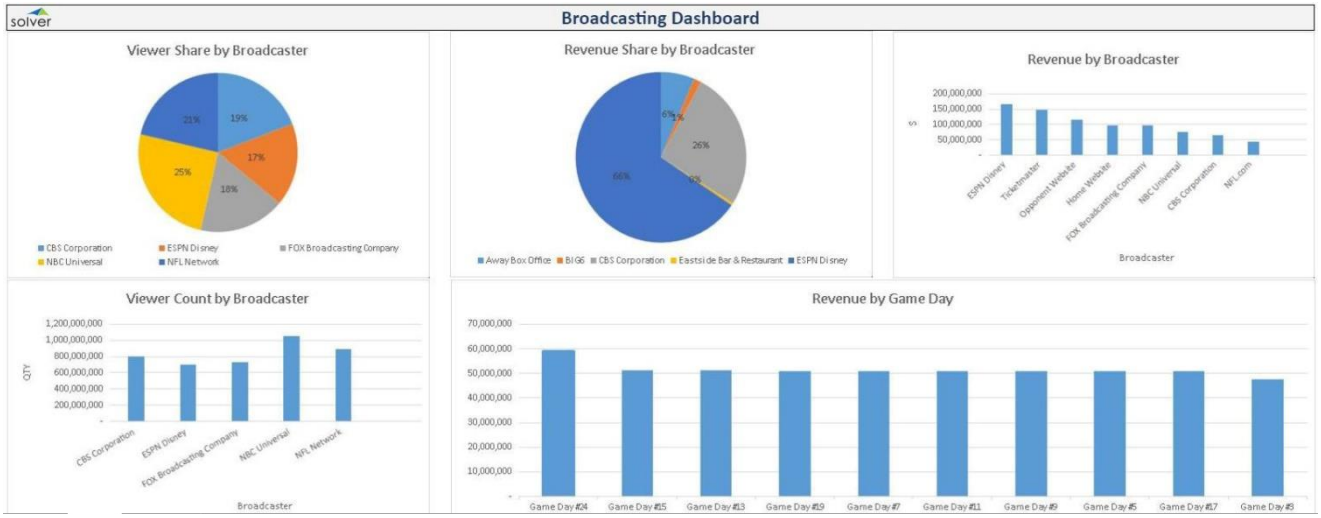
SPRT11 – Broadcasting Dashboard

This dashboard portrays revenues generated from broadcasting/advertising deals, as well as the resulting viewer data associated with those broadcasting channels.
The following KPI information is included in this example:

- Viewer Share by Broadcaster
- Viewers by Broadcaster
- Viewers by Game
- Revenue Share by Broadcaster
- Revenue by Broadcaster
- Revenue by Game



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SPRT12 – Broadcasting Revenues by Game

This report provides an overview of the revenues generated by broadcasting deals for televising the team's games for the current season. The user may expand the Excel column grouping to reveal the prior season's actuals for comparison. The report breaks down viewership, revenue, and cost per view for each broadcasting partner, for every game played during the season. The first four games of the season are considered to be pre-season games, then the following 16 games are the regular season, and the final four games are post-season games.

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Broadcasting Revenues by Game
American League Tour

	Current Season													
	CBS Corporation			ESPN Disney			FOX Broadcasting Company			NBC Universal			NFL Network	
	VIEWERS	REVENUE	$ per Viewer	VIEWERS	REVENUE	$ per Viewer	VIEWERS	REVENUE	$ per Viewer	VIEWERS	REVENUE	$ per Viewer	VIEWERS	
Preseason														
Game Day #1	18,389,677	1,530,619	0.08	15,844,646	3,788,990	0.24	16,649,146	2,234,985	0.13	24,308,117	1,765,184	0.07	18,562,339	
Game Day #2	18,587,648	1,511,662	0.08	15,811,681	3,789,559	0.24	16,729,375	2,258,092	0.13	24,134,752	1,779,564	0.07	21,114,007	
Game Day #3	18,375,695	1,515,848	0.08	15,771,515	3,782,589	0.24	17,077,739	2,243,563	0.13	24,661,718	1,777,912	0.07	19,607,988	
Game Day #4	18,306,785	1,513,816	0.08	15,750,958	3,786,762	0.24	16,840,054	2,274,363	0.14	24,376,208	1,779,544	0.07	20,948,943	
Preseason TOTALS:	**73,659,805**	**6,071,945**	**0.08**	**63,178,800**	**15,147,900**	**0.24**	**67,296,314**	**9,011,003**	**0.13**	**97,480,795**	**7,102,204**	**0.07**	**80,233,277**	
Regular Season														
Game Day #5	18,396,251	1,518,389	0.08	16,054,372	3,780,026	0.24	16,960,451	2,252,879	0.13	24,598,722	1,785,862	0.07	20,882,526	
Game Day #6	18,227,116	1,519,088	0.08	15,733,200	3,786,560	0.24	17,226,165	2,268,433	0.13	23,922,188	1,795,917	0.08	21,342,520	
Game Day #7	18,276,314	1,533,388	0.08	15,927,789	3,785,659	0.24	16,584,240	2,264,212	0.14	24,063,138	1,772,231	0.07	20,524,842	
Game Day #8	18,435,937	1,511,027	0.08	15,914,602	3,794,362	0.24	16,747,433	2,244,759	0.13	24,171,043	1,790,525	0.07	20,406,653	
Game Day #9	18,552,357	1,522,684	0.08	16,024,282	3,794,172	0.24	16,637,717	2,252,711	0.14	24,408,019	1,754,099	0.07	20,716,077	
Game Day #10	18,517,085	1,513,907	0.08	15,844,137	3,789,537	0.24	16,966,391	2,249,733	0.13	24,240,305	1,794,028	0.07	20,346,536	
Game Day #11	18,439,115	1,510,254	0.08	15,813,042	3,797,361	0.24	16,490,299	2,262,993	0.14	24,716,391	1,769,978	0.07	21,351,580	
Game Day #12	18,516,875	1,520,113	0.08	16,098,167	3,796,048	0.24	16,514,680	2,251,367	0.14	24,477,535	1,754,779	0.07	20,639,779	
Game Day #13	18,471,077	1,510,545	0.08	15,965,653	3,782,304	0.24	16,889,316	2,255,897	0.13	24,238,704	1,793,287	0.07	21,218,405	
Game Day #14	18,287,115	1,518,407	0.08	15,991,104	3,799,911	0.24	16,709,518	2,268,784	0.14	24,624,670	1,778,284	0.07	20,361,336	
Game Day #15	18,460,828	1,515,162	0.08	16,149,072	3,768,577	0.23	16,882,568	2,250,404	0.13	23,943,301	1,754,968	0.07	21,125,380	
Game Day #16	18,450,727	1,515,598	0.08	16,080,229	3,800,094	0.24	16,727,044	2,257,822	0.13	24,981,361	1,779,564	0.07	20,320,326	
Game Day #17	18,271,985	1,512,662	0.08	16,003,796	3,779,801	0.24	16,783,873	2,267,494	0.14	24,114,244	1,794,449	0.07	20,494,710	
Game Day #18	18,384,639	1,511,190	0.08	15,935,018	3,777,481	0.24	16,795,133	2,258,728	0.13	24,220,591	1,768,732	0.07	20,584,716	
Game Day #19	18,419,567	1,527,692	0.08	16,056,620	3,792,609	0.24	16,764,937	2,255,291	0.13	24,440,330	1,780,899	0.07	20,625,606	
Game Day #20	18,440,743	1,521,433	0.08	15,966,411	3,789,560	0.24	16,544,279	2,262,202	0.14	24,705,345	1,770,090	0.07	20,728,595	

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SPRT13 – NFL Team Salary Cap Projection

This form is configured to allow the user to input information including the yearly NFL Salary Cap Amount and draft picking positions, as well as conduct a mock draft. Data on draftees and the current roster is pre-loaded, and a calculation against the cap is performed. This allows management to determine how to allocate their cap space amongst the teams, including potential player acquisitions/trades in conjunction with a draft pick. The form is configured to allow the user to write-back the data in the yellow cells, within the Solver Portal.

Cap Space Forecast Report
American League Tour
Current Season

CAP ASSUMPTIONS

NFL Cap Amount	$ 155,270,000
Current Players vs. Cap	$ 133,996,844
Cap Space:	$ 21,273,156
Cap Space w/ Draft picks:	$ -

DRAFT POSITIONS

Round 1 Draft Position:	1
Round 2 Draft Position:	33
Round 3 Draft Position:	75
Round 4 Draft Position:	108
Round 5 Draft Position:	143
Round 6 Draft Position:	188
Round 7 Draft Position:	256

CURRENT TEAM

Player	Position	Age	Experience	Salary	Per Game Salary	Contract Amount	Years left on Contract	Guarenteed Amount	Expiration Year
Amir Abbasi	QB	26	5	$ 20,760,000	$ 865,000	$ 103,800,000	5	$ 60,000,000	2021
Cam Brady	ILB	24	4	$ 12,360,313	$ 515,013	$ 61,801,565	5	$ 34,363,324	2022
Javid Davis	C	30	9	$ 8,186,000	$ 341,083	$ 49,116,000	6	$ 19,000,000	2017
Eugene Oliver	RB	28	8	$ 7,300,000	$ 304,167	$ 36,500,000	5	$ 23,000,000	2018
Lonnie Houston	TE	31	9	$ 7,500,000	$ 312,500	$ 22,500,000	3	$ 12,000,000	2019
Alberto Graves	OLB	32	11	$ 9,000,000	$ 375,000	$ 18,000,000	2	$ 10,000,000	2018
Marcos Black	CB	28	4	$ 13,952,000	$ 581,333	$ 13,952,000	1	$ 8,000,000	2018
Ismael Fitzgerald	K	28	6	$ 3,100,000	$ 129,167	$ 12,400,000	4	$ 3,950,000	2018
Benjamin Gregory	DT	26	3	$ 2,401,125	$ 100,047	$ 9,604,500	4	$ 9,604,500	2017
Jerome Schwartz	OLB	21	1	$ 2,202,181	$ 91,758	$ 8,808,724	4	$ 7,172,534	2019

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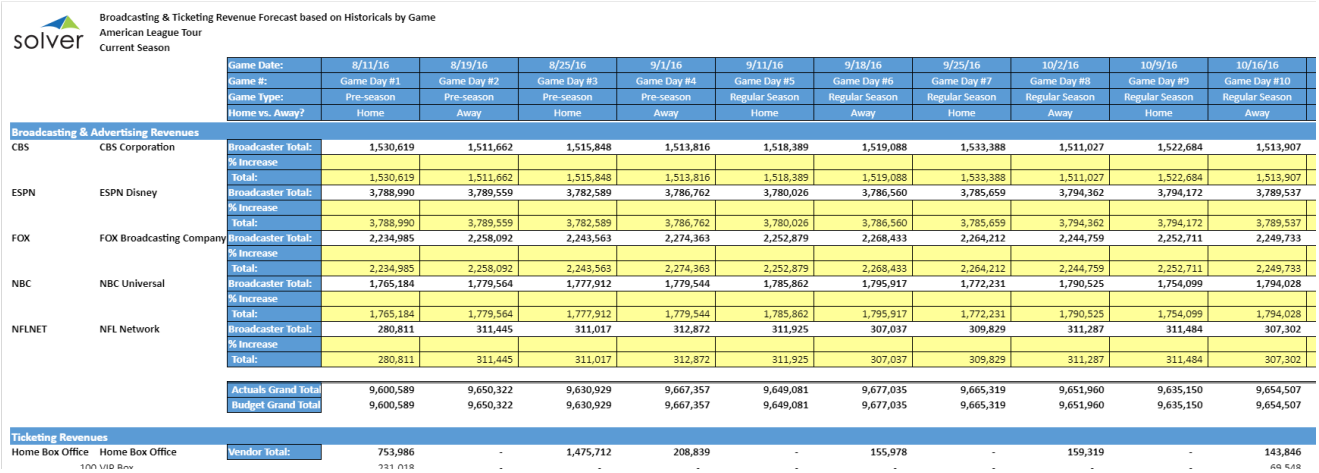
SPRT14 – Ticketing & Broadcasting Revenue Forecast

This form is used to take the historical actual revenue numbers for broadcasters and ticketing, and allows the end user to enter an expected growth rate. The form will automatically calculate the targeted forecast numbers using the growth rate and will save back the inputted rates within the Solver Portal.



Broadcasting & Ticketing Revenue Forecast based on Historicals by Game
American League Tour
Current Season

		Game Date:	8/11/16	8/19/16	8/25/16	9/1/16	9/11/16	9/18/16	9/25/16	10/2/16	10/9/16	10/16/16
		Game #:	Game Day #1	Game Day #2	Game Day #3	Game Day #4	Game Day #5	Game Day #6	Game Day #7	Game Day #8	Game Day #9	Game Day #10
		Game Type:	Pre-season	Pre-season	Pre-season	Pre-season	Regular Season	Regular Season	Regular Season	Regular Season	Regular Season	Regular Season
		Home vs. Away?	Home	Away	Home	Away	Home	Away	Home	Away	Home	Away
Broadcasting & Advertising Revenues												
CBS	CBS Corporation	Broadcaster Total:	1,530,619	1,511,662	1,515,848	1,513,816	1,518,389	1,519,088	1,533,388	1,511,027	1,522,684	1,513,907
		% Increase										
		Total:	1,530,619	1,511,662	1,515,848	1,513,816	1,518,389	1,519,088	1,533,388	1,511,027	1,522,684	1,513,907
ESPN	ESPN Disney	Broadcaster Total:	3,788,990	3,789,559	3,782,589	3,786,762	3,780,026	3,786,560	3,785,659	3,794,362	3,794,172	3,789,537
		% Increase										
		Total:	3,788,990	3,789,559	3,782,589	3,786,762	3,780,026	3,786,560	3,785,659	3,794,362	3,794,172	3,789,537
FOX	FOX Broadcasting Company	Broadcaster Total:	2,234,985	2,258,092	2,243,563	2,274,363	2,252,879	2,268,433	2,264,212	2,244,759	2,252,711	2,249,733
		% Increase										
		Total:	2,234,985	2,258,092	2,243,563	2,274,363	2,252,879	2,268,433	2,264,212	2,244,759	2,252,711	2,249,733
NBC	NBC Universal	Broadcaster Total:	1,765,184	1,779,564	1,777,912	1,779,544	1,785,862	1,795,917	1,772,231	1,790,525	1,754,099	1,794,028
		% Increase										
		Total:	1,765,184	1,779,564	1,777,912	1,779,544	1,785,862	1,795,917	1,772,231	1,790,525	1,754,099	1,794,028
NFLNET	NFL Network	Broadcaster Total:	280,811	311,445	311,017	312,872	311,925	307,037	309,829	311,287	311,484	307,302
		% Increase										
		Total:	280,811	311,445	311,017	312,872	311,925	307,037	309,829	311,287	311,484	307,302
		Actuals Grand Total	9,600,589	9,650,322	9,630,929	9,667,357	9,649,081	9,677,035	9,665,319	9,651,960	9,635,150	9,654,507
		Budget Grand Total	9,600,589	9,650,322	9,630,929	9,667,357	9,649,081	9,677,035	9,665,319	9,651,960	9,635,150	9,654,507
Ticketing Revenues												
Home Box Office	Home Box Office	Vendor Total:	753,986	-	1,475,712	208,839	-	155,978	-	159,319	-	143,846
	100 VIP Box		231,018	-	-	-	-	-	-	-	-	69,548

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SPRT15 to SPRT17 - Financial Statement Reports

These are your staple financial statement reports, including a generic P&L Variance by Department, Balance Sheet, and Cash Flow statement reports. These reports show the capability of Solver to create financial statement reports with relative ease.

P&L Variance:

solver **Profit and Loss Variance Report**
American League Tour

Account Descriptions	September, 2021 Actual	Prior Year	Variance	2021 YTD Actual	2020 YTD Actual	Variance
Revenue						
40010 Broadcasting Revenue	730,880	727,797	3,083	7,562,564	6,787,593	774,972
40020 Ticketing Revenue	540,925	422,346	118,578	4,096,731	3,721,661	375,070
40030 Merchandising Revenue	71,879	95,359	(23,480)	886,103	848,276	37,828
40040 Food & Beverage Revenue	31,677	39,605	(7,928)	363,792	351,960	11,832
Total Revenue	**1,375,361**	**1,285,106**	**90,254**	**12,909,190**	**11,709,489**	**1,199,701**
Cost of Goods Sold						
50010 COGS - Merchandising	254,515	262,877	8,362	2,562,847	2,384,143	(178,705)
50020 COGS - Food & Beverage	12,215	13,749	1,534	140,286	152,802	12,516
Cost of Goods Sold	**266,730**	**276,626**	**9,896**	**2,703,133**	**2,536,945**	**(166,188)**
Profit Margin	**1,108,630**	**1,008,480**	**100,150**	**10,206,057**	**9,172,544**	**1,033,513**
Profit Margin %	**80.6%**	**78.5%**	**2.1%**	**79.1%**	**78.3%**	**0.7%**
Departmental Expenses						
Business Operations						
Salaries and Benefits	124,724	138,818	14,095	1,233,920	1,203,534	1,083,005
Sales and Marketing	163,827	159,264	(4,563)	1,520,538	1,390,668	1,254,008
Travel and Entertainment	1,108	1,039	(69)	9,353	8,753	7,929
Professional Fees	6,949	7,715	766	70,409	65,559	59,183
Bad Debt	36	34	(2)	350	321	286
Business Insurance	1,581	1,521	(60)	13,647	13,105	11,865
Office Supplies	1,711	1,536	(175)	15,207	13,886	12,444
Telephone and Internet	4,065	4,236	172	38,486	36,259	32,593
Rent and Utilities	3,563	3,234	(329)	33,065	30,596	27,489
Admin Expenses	3,867	4,198	330	38,793	36,453	32,587
Total Business Operations	*311,431*	*321,595*	*10,164*	*2,973,768*	*2,799,134*	*174,634*
Food & Beverage						
Salaries and Benefits	75,166	87,474	12,308	764,371	730,270	654,331
Sales and Marketing	90,952	98,348	7,396	892,064	828,825	751,840
Travel and Entertainment	563	644	80	5,754	5,329	4,790
Professional Fees	4,334	4,667	333	42,768	40,342	36,538
Bad Debt	22	23	2	205	197	8
Business Insurance	807	832	25	8,368	7,684	6,893

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Balance Sheet:

solver **Balance Sheet Report**
American League Tour

	September, 2021	August, 2021	December, 2020
ASSETS			
Current Assets			
Cash & Equivalents	1,027,218	941,942	606,231
Accounts Receivable	151,845	149,989	127,056
Prepaid Expenses	49,126	48,200	37,953
Other Current Assets	34,243	33,512	25,106
Total Current Assets	*1,262,432*	*1,173,642*	*796,346*
Property & Equipment			
Corporate Office & Arena	405,194	396,388	284,966
Equipment	168,701	164,976	121,445
Computer	75,273	73,610	55,273
Accumulated Depreciation	(222,744)	(218,344)	(160,245)
Total Property and Equipment	*426,424*	*416,631*	*301,439*
Long-Term Account Receivables	134,934	131,968	98,072
Other Long-Term Receivables	75,482	73,891	54,467
Goodwill	3,981	3,909	3,080
Other Long-Term Assets	167,430	163,964	117,537
TOTAL ASSETS	**2,070,683**	**1,964,004**	**1,370,940**
LIABILITIES			
Current Liabilities			
Accounts Payable	117,473	115,444	90,830
Current Maturities of Long-Term Debt	353,363	345,471	256,032
Total Current Liabilities	*470,836*	*460,915*	*346,861*
Long-Term Liabilities			
Long-Term Account Payables	215,212	210,756	156,443
Other Long-Term Debt	186,982	183,285	135,951
Total Long-Term Liabilities	*402,193*	*394,041*	*292,394*
TOTAL LIABILITIES	**873,030**	**854,956**	**639,255**

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Cash Flow:

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Cash Flow Report

American League Tour

	September, 2021	August, 2021
Cash Flow from Operating Activities		
Net Income	88,605	(46,335)
Adj NI to Net Cash Provided by Ops. Activities		
Depreciation & Amortization Expense	(37,987)	(47,301)
Other Current Assets	(731)	(819)
Non-Current Assets	(8,096)	(9,887)
Accounts Receivable	(1,857)	(2,434)
Accounts Payable	2,029	2,239
Prepaid Expenses	(926)	(1,000)
Net Cash Provided by Operating Activities	**41,037**	**(105,537)**
Cash Flows from Investing Activities		
Purchase of Property, Plant, and Equipment	(14,194)	(17,993)
Accumulated Depreciation	42,387	52,830
Net Cash from Investing Activities	**28,194**	**34,837**
Cash Flows from Financing Activities		
Proceeds from Loans	16,044	18,805
Net Cash from Financing Activities	**16,044**	**18,805**
Net Increase in Cash	**85,276**	**(51,895)**
Cash at Beginning of Period	941,942	993,837
Cash End of Period	**1,027,218**	**941,942**
Check - Cash End of Period from Database	1,027,218	941,942

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SPRT18 – Staffing Assumptions Form

This form allows users to enter the assumptions related to staffing an event by Event Type. Hourly Wage, Shift Hours, Total Staff amounts are entered to calculate Total Staff Hours and the Amount associated for each personnel type. The Staffing Assumptions Form eventually feeds into the Expense section in the P&L Budget form so that it auto-populates and manual entry is no longer needed.

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Events Staffing Assumptions

Event Type: Sporting Event
Period: Jan 22
Scenario: BUD

	Hourly Wage	Shift Hours	Total Staff	Total Staff Hours	Amount
Events Box Office					
Ticket Seller	$ 15	6	20	120	$ 1,800
Ticket Seller Supervisor	$ 30	6	3	18	$ 540
Events Broadcast					
Associate Producer	$ 35	6	2	12	$ 420
AV Tech / Sound Engineer	$ 50	6	3	18	$ 900
Cable Pullers - Grips	$ 40	6	2	12	$ 480
Camera Operator	$ 50	6	2	12	$ 600
Character Generator Operator Info	$ 50	6	1	6	$ 300
Director	$ 100	6	1	6	$ 600
Engineer	$ 90	6	1	6	$ 540
Technical Director	$ 100	6	1	6	$ 600
Events Fire Rescue					
Admin Fee	$ 100	1	1	1	$ 100
Fire Inspector	$ 200	6	2	12	$ 2,400
Fire Rescue Team	$ 250	6	5	30	$ 7,500
Events House Keeping					
Custodial Manager	$ 30	6	2	12	$ 360
Custodial Supervisor	$ 40	6	2	12	$ 480
Custodial Worker	$ 15	6	50	300	$ 4,500
Events Parking					
Parking Staff	$ 15	6	50	300	$ 4,500
Parking Supervisor	$ 30	6	10	60	$ 1,800

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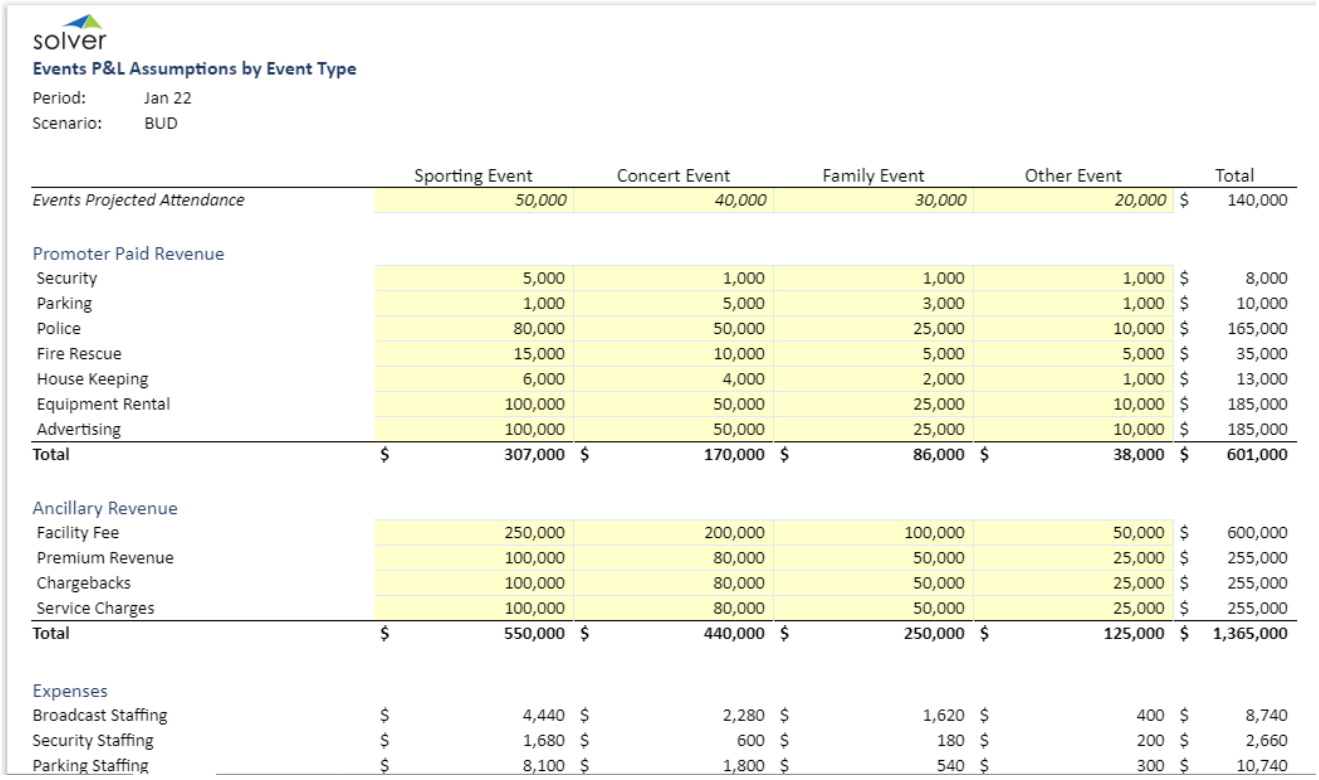
SPRT19 – Events P&L Assumptions Form by Event Type

This form allows users to enter a baseline budgeted amount for Revenue and Expense accounts for each Event Type. This form captures Projected Attendance, Promoter Paid Revenue, Ancillary Revenue and Expense Line Items. This form eventually feeds into the Events P&L Form so that these numbers can be used as a starting point to help determine the budget for a specific Event.

The staffing related expenses are greyed out and not available for entry because it is automatically pulling the budgeted amounts originally entered in the Staffing Assumptions Form.



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Events P&L Assumptions by Event Type

Period: Jan 22
Scenario: BUD

	Sporting Event	Concert Event	Family Event	Other Event	Total
Events Projected Attendance	*50,000*	*40,000*	*30,000*	*20,000*	$ 140,000
Promoter Paid Revenue					
Security	5,000	1,000	1,000	1,000	$ 8,000
Parking	1,000	5,000	3,000	1,000	$ 10,000
Police	80,000	50,000	25,000	10,000	$ 165,000
Fire Rescue	15,000	10,000	5,000	5,000	$ 35,000
House Keeping	6,000	4,000	2,000	1,000	$ 13,000
Equipment Rental	100,000	50,000	25,000	10,000	$ 185,000
Advertising	100,000	50,000	25,000	10,000	$ 185,000
Total	**$ 307,000**	**$ 170,000**	**$ 86,000**	**$ 38,000**	**$ 601,000**
Ancillary Revenue					
Facility Fee	250,000	200,000	100,000	50,000	$ 600,000
Premium Revenue	100,000	80,000	50,000	25,000	$ 255,000
Chargebacks	100,000	80,000	50,000	25,000	$ 255,000
Service Charges	100,000	80,000	50,000	25,000	$ 255,000
Total	**$ 550,000**	**$ 440,000**	**$ 250,000**	**$ 125,000**	**$ 1,365,000**
Expenses					
Broadcast Staffing	$ 4,440	$ 2,280	$ 1,620	$ 400	$ 8,740
Security Staffing	$ 1,680	$ 600	$ 180	$ 200	$ 2,660
Parking Staffing	$ 8,100	$ 1,800	$ 540	$ 300	$ 10,740

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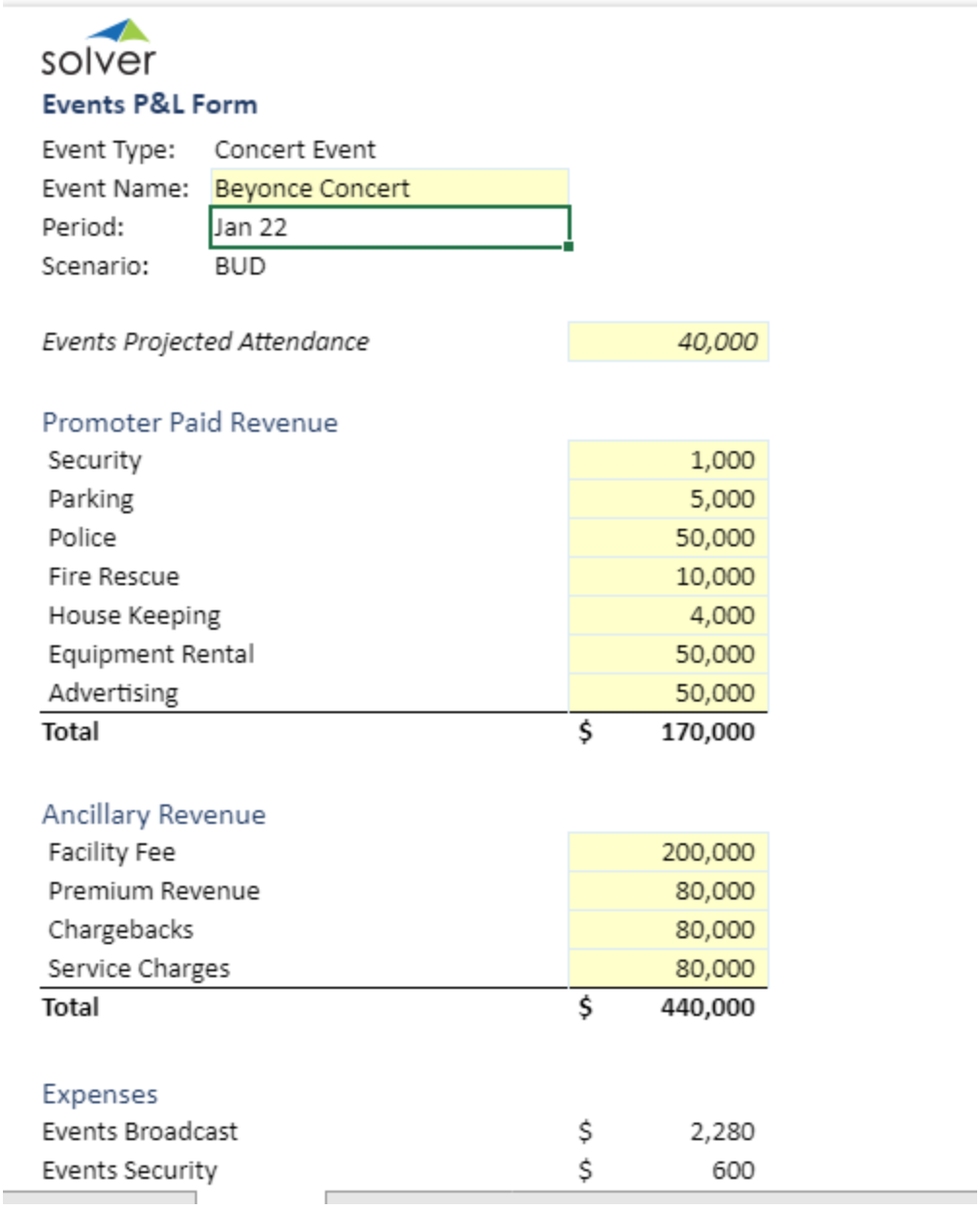
SPRT20 – Events P&L Form

This form allows for budgeting for a single event. It takes the assumptions entered from the Events P&L Assumptions Form by Event Type so that the numbers can be used as a baseline for the P&L accounts for a particular Event Type. From there, users can adjust each individual account so that exact budget amounts can be entered for each line item.



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Events P&L Form

Event Type:	Concert Event
Event Name:	Beyonce Concert
Period:	Jan 22
Scenario:	BUD

Events Projected Attendance		*40,000*
Promoter Paid Revenue		
Security		1,000
Parking		5,000
Police		50,000
Fire Rescue		10,000
House Keeping		4,000
Equipment Rental		50,000
Advertising		50,000
Total	**$**	**170,000**
Ancillary Revenue		
Facility Fee		200,000
Premium Revenue		80,000
Chargebacks		80,000
Service Charges		80,000
Total	**$**	**440,000**
Expenses		
Events Broadcast	$	2,280
Events Security	$	600

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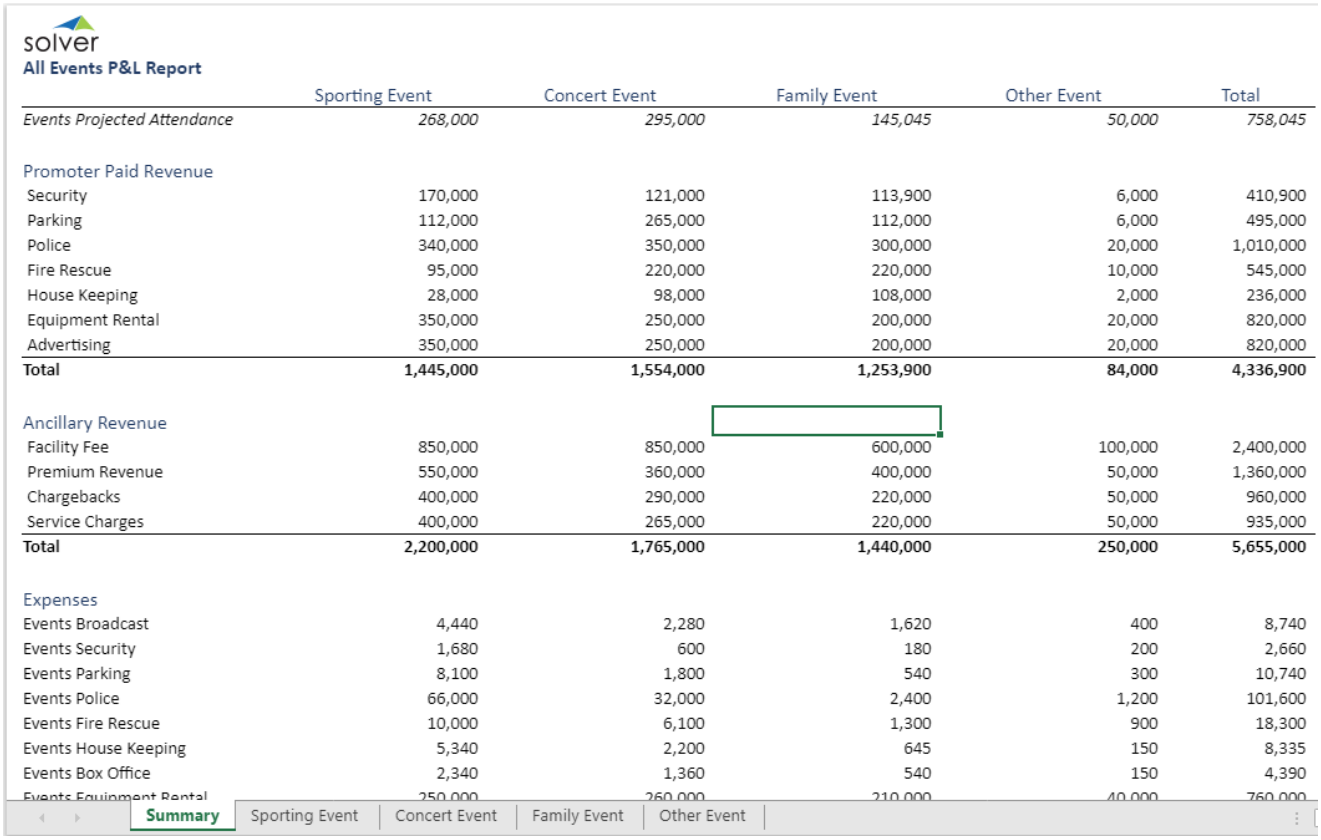
SPRT21 – Events P&L Report

This P&L report consolidates all of the individual Events and rolls them up according to the Event Type. This report tracks Events Projected Attendance, Promoter Paid Revenue, Ancillary Revenue and Expenses to come up with a Net Income calculation. A summary tab is included that summarizes all of the individual Events by Event Type (first screenshot). The report then breaks out into separate tabs by Event Type to include all of the individual Events making up that Event Type (second screenshot).



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All Events P&L Report

	Sporting Event	Concert Event	Family Event	Other Event	Total
Events Projected Attendance	*268,000*	*295,000*	*145,045*	*50,000*	*758,045*
Promoter Paid Revenue					
Security	170,000	121,000	113,900	6,000	410,900
Parking	112,000	265,000	112,000	6,000	495,000
Police	340,000	350,000	300,000	20,000	1,010,000
Fire Rescue	95,000	220,000	220,000	10,000	545,000
House Keeping	28,000	98,000	108,000	2,000	236,000
Equipment Rental	350,000	250,000	200,000	20,000	820,000
Advertising	350,000	250,000	200,000	20,000	820,000
Total	**1,445,000**	**1,554,000**	**1,253,900**	**84,000**	**4,336,900**
Ancillary Revenue					
Facility Fee	850,000	850,000	600,000	100,000	2,400,000
Premium Revenue	550,000	360,000	400,000	50,000	1,360,000
Chargebacks	400,000	290,000	220,000	50,000	960,000
Service Charges	400,000	265,000	220,000	50,000	935,000
Total	**2,200,000**	**1,765,000**	**1,440,000**	**250,000**	**5,655,000**
Expenses					
Events Broadcast	4,440	2,280	1,620	400	8,740
Events Security	1,680	600	180	200	2,660
Events Parking	8,100	1,800	540	300	10,740
Events Police	66,000	32,000	2,400	1,200	101,600
Events Fire Rescue	10,000	6,100	1,300	900	18,300
Events House Keeping	5,340	2,200	645	150	8,335
Events Box Office	2,340	1,360	540	150	4,390
Events Equipment Rental	250,000	260,000	210,000	40,000	760,000

Summary | Sporting Event | Concert Event | Family Event | Other Event

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All Events P&L Report

	Celine Dion Concert	Jay Z	Beyonce	Backstreet Boys	Total
Events Projected Attendance	*80,000*	*80,000*	*95,000*	*40,000*	*295,000*
Promoter Paid Revenue					
Security	100,000	10,000	10,000	1,000	121,000
Parking	200,000	10,000	50,000	5,000	265,000
Police	100,000	100,000	100,000	50,000	350,000
Fire Rescue	100,000	100,000	10,000	10,000	220,000
House Keeping	80,000	4,000	10,000	4,000	98,000
Equipment Rental	100,000	50,000	50,000	50,000	250,000
Advertising	100,000	50,000	50,000	50,000	250,000
Total	**780,000**	**324,000**	**280,000**	**170,000**	**1,554,000**
Ancillary Revenue					
Facility Fee	250,000	200,000	200,000	200,000	850,000
Premium Revenue	100,000	80,000	100,000	80,000	360,000
Chargebacks	50,000	80,000	80,000	80,000	290,000
Service Charges	25,000	80,000	80,000	80,000	265,000
Total	**425,000**	**440,000**	**460,000**	**440,000**	**1,765,000**
Expenses					
Events Broadcast	2,280	2,280	2,280	2,280	9,120
Events Security	600	600	600	600	2,400
Events Parking	1,800	1,800	1,800	1,800	7,200
Events Police	32,000	32,000	32,000	32,000	128,000
Events Fire Rescue	6,100	6,100	6,100	6,100	24,400
Events House Keeping	2,200	2,200	2,200	2,200	8,800
Events Box Office	1,360	1,360	1,360	1,360	5,440
Events Equipment Rental	80,000	60,000	60,000	60,000	260,000

Summary | Sporting Event | **Concert Event** | Family Event | Other Event