

WELLINGTON SPORTS COMPLEX | **WELLINGTON, FL**

# Five-Year Operating Pro Forma - Verdex Budget Phase I

APRIL 2023



PREPARED FOR:

**WELLINGTON ATHLETICS, LLC**



# Facility Program Details

## Facility Program

### Indoor Athletic Facility\*

Space	Indoor Programming Product/Service	Count	Dimensions L (') W (')		Approx. SF each	Total SF	% of Footprint
Courts	Basketball Courts (actual courts 84' x 50')	6	-	-	8,320	49,920	44.0%
	Volleyball Courts	12	-	-	Over Basketball Courts		0.0%
	Feature Basketball/Volleyball Court	1	-	-	6,990	6,990	
	<b>Total Court Sq. Ft.</b>					56,910	50.2%
BB/SB	Baseball/Softball Training	1	-	-	7,590	7,590	6.7%
	Mezzanine	1	-	-	Above Turf Area		0.0%
	Offices, Meeting Room, and Film Room	1	-	-	Mezzanine		
	Batting Cages/Pitching Tunnels	5	75	15	Over Turf Field		0.0%
	<b>Total BB/SB Sq. Ft.</b>					7,590	6.7%
SP	Training	1	-	-	6,995	6,995	6.2%
	Wellness/Recovery	1	-	-	2,525	2,525	2.2%
	<b>Total Sports Performance Sq. Ft.</b>					9,520	8.4%
Fitness Center	Fitness Center	1	-	-	16,680	16,680	14.7%
	Locker Rooms	2	-	-	1,200	2,400	2.1%
	<b>Total Fitness Center Sq. Ft.</b>					19,080	16.8%
Flex Space	Lobby/Welcome Area	1	-	-	1,030	1,030	0.9%
	Entry Pavilion	1	-	-	660	660	0.6%
	Reception & Office	1	-	-	420	420	0.4%
	Viewing & Storage	1	-	-	690	690	0.6%
	Manager's Offices	3	-	-	125	375	0.3%
	Café	1	-	-	2,810	2,810	2.5%
	Restrooms	2	-	-	345	690	0.6%
	Janitor	1	-	-	75	75	0.1%
	Storage	1	-	-	120	120	0.1%
	Laundry	1	-	-	120	120	0.1%
	Leased Space - Cheer/Gymnastics	1	-	-	5,625	5,625	5.0%
	Leased Space - Chiropractor	1	-	-	1,300	1,300	1.1%
	Leased Space - Physical Therapy	1	-	-	3,515	3,515	3.1%
	<b>Total Flex Space Sq. Ft.</b>					17,430	15.4%
Required SF for Products and Services						110,530	97.5%
Common Area, Stairs, Circulation, etc.						2,878	2.5%
<b>Total Estimated Indoor Athletic Facility SF</b>						<b>113,408</b>	<b>100%</b>
<b>Estimated Building Footprint</b>						<b>105,818</b>	
<b>Total Building Acreage</b>						<b>2.4</b>	

\*The assets and square footage requirements of each space are based on the conceptual site plan developed by birse/thomas and provided to SFC.

### Covered Practice Pavilion

Space	Programming Product/Service	Count	Dimensions L (') W (')		Approx. SF each	Total SF	% of Footprint
Practice Pavilion	Turf Field	0	163	65	10,595	0	#DIV/0!
	<b>Total Practice Pavilion Sq. Ft.</b>					0	#DIV/0!
Required SF for Products and Services						0	#DIV/0!
<b>Total Estimated Practice Pavilion SF</b>						<b>0</b>	<b>#DIV/0!</b>
<b>Estimated Building Footprint</b>						<b>0</b>	
<b>Total Building Acreage</b>						<b>0.0</b>	

### Outdoor Athletic Facilities

Space	Outdoor Programming Product/Service	Count	Dimensions L (') W (')		Approx. SF each	Total SF	% of Footprint
385' BB/SB Fields	Regulation Turf Field (with dugouts, warm-up, viewing area)	1	385'	Fence	125,000	125,000	56.7%
	<b>Total 400' Baseball/Softball Fields Sq. Ft.</b>					125,000	56.7%
Flex MP Field	Synthetic Turf Flex Field	1	384	249	95,616	95,616	43.3%
	Youth Baseball/Softball Fields	1	225'	Fence	Over Flex Fields		0.0%
	<b>Total Flex Fields Sq. Ft.</b>					95,616	43.3%
225' BB/SB Fields	Regulation Turf Field (with dugouts, warm-up, viewing area)	0	225'	Fence	50,625	0	0.0%
	<b>Total 225' Baseball/Softball Fields Sq. Ft.</b>					0	0.0%
Sand VB	Sand Volleyball Courts	0	60	30	1,800	0	0.0%
	<b>Total Sand Volleyball Courts Sq. Ft.</b>					0	0.0%
<b>Total Estimated Outdoor Athletic Facilities SF</b>						<b>220,616</b>	<b>100%</b>
<b>Total Outdoor Athletic Facility Acreage</b>						<b>5.1</b>	

### Site Development

		Quantity	Dimensions L (')    W (')		Approx. SF each	Total SF	% of Total
Parking Spaces Total	Parking Spaces Total (10'x18') (20' x 20' Inc. aisles)	477	20	20	400	190,771	50.8%
	Setbacks, Green Space, Trails, etc.		25% Indoor SF, 50% Outdoor			184,455	49.2%
	Total Estimated Site Development SF					375,227	100%
Total Site Development Acreage						8.6	
Total Complex Acreage						16.11	

# Facility Development Costs and Financing

## Capital Costs and Start-up Expenses - Indoor Facility

Details	Quantity	Unit	Cost/Unit	Budgeted Cost	% of Total
<b>Building &amp; Land Cost</b>					
Real Estate Acquisition	2.43		TBD	TBD	0.0%
<b>Land Cost Total</b>				<b>\$0</b>	<b>0.0%</b>
<b>Development Cost</b>					
Development Cost - Indoor and Outdoor	1	LS	\$32,105,186	\$32,105,186	95.4%
Based on estimate from Verdex Construction (4/27/2023) - Indoor and Outdoor Facilities					
<b>Development Cost Total</b>				<b>\$32,105,186</b>	<b>95.4%</b>
<b>Soft Costs Construction</b>					
Design Build Fee				\$1,047,390	3.1%
Payment and Performance Bond				\$223,317	0.7%
Permits/Inspections			0.50%	\$160,526	0.5%
Additional Services			10.00%	\$120,792	0.4%
<b>Soft Cost Total</b>				<b>\$1,552,025</b>	<b>4.6%</b>
<b>Total Construction Costs - Indoor Facility</b>				<b>\$33,657,211</b>	<b>100.0%</b>

## Capital Costs and Start-up Expenses - Soft Costs Operations

Details		Cost/Unit	Budgeted Cost	% of Total
<b>Soft Costs Operations</b>				
Pre-Launch Professional Services*	Legal, Accounting, Bank, Consulting		\$0	0.0%
Permits and Extensions			\$25,000	0.7%
Presentation Materials	Renderings, Etc.		\$0	0.0%
Grand Opening			\$10,000	0.3%
Marketing Allowance	Pre-Opening Marketing Budget		\$150,000	3.9%
Opening Support Services	Professional Management Support for Pre-Opening Operations Development		\$300,000	7.8%
Pre-Funded Operational Account			\$300,000	7.8%
Pre-Opening Staff Budget	Staffing Cost Pre-Grand Opening		\$426,494	11.1%
Pre-Opening Staff Recruitment			\$12,795	0.3%
Cost of Issuance/Financing and Underwriter's Discount			\$363,959	0.0%
Interest on Construction Loan	Interest only		\$2,252,803	0.0%
<b>Contingency</b>		0.00%	\$0	0.0%
<b>Soft Cost Total</b>			<b>\$3,841,050</b>	<b>100.0%</b>
<b>Total Construction Costs - Soft Cost Operations</b>			<b>\$3,841,050</b>	<b>100.0%</b>

## Capital Costs and Start-up Expenses

SOURCES OF FUNDS		
Equity Contribution	19%	\$7,723,260
Bond Financing	81%	\$33,375,000
Public Contribution (Demolition & Earthwork)	0%	\$0
<b>Total Sources of Funds</b>		<b>\$41,098,260</b>

USES OF FUNDS	
Land Cost	TBD
Development Cost (Verdex)	\$33,657,211
Soft Costs Operations	\$3,841,050
Working Capital Reserve	\$3,600,000
<b>Total Uses of Funds</b>	<b>\$41,098,260</b>

# Financial Performance Summary



## Total Revenue & Expenses - 5-Year Detail

Revenue	Year 1	Year 2	Year 3	Year 4	Year 5
In-House Basketball Tournaments	\$7,200	\$28,800	\$50,160	\$66,000	\$88,704
Rental Basketball Tournaments	\$45,600	\$49,200	\$62,040	\$54,120	\$47,124
In-House Volleyball Tournaments	\$3,600	\$8,400	\$13,200	\$21,120	\$27,720
Rental Volleyball Tournaments	\$83,600	\$100,700	\$123,310	\$104,500	\$100,947
Court Rental Events	\$43,200	\$43,200	\$47,520	\$47,520	\$49,896
Basketball*	\$247,308	\$325,250	\$438,421	\$480,502	\$549,262
Volleyball*	\$867,955	\$1,036,680	\$1,236,547	\$1,328,747	\$1,492,340
Court Rentals	\$171,936	\$177,094	\$191,527	\$197,273	\$213,351
Soccer	\$36,188	\$41,364	\$49,733	\$52,321	\$57,795
Lacrosse	\$169,100	\$174,735	\$218,366	\$282,366	\$300,937
Football	\$62,824	\$98,276	\$140,901	\$189,099	\$246,346
Baseball/Softball*	\$1,509,569	\$1,804,178	\$2,207,756	\$2,424,194	\$2,747,318
Field Rental	\$0	\$0	\$0	\$0	\$0
Fitness and Training	\$187,264	\$224,717	\$272,112	\$292,942	\$315,934
Membership Fitness Area	\$516,650	\$846,167	\$1,021,575	\$1,123,732	\$1,238,715
In-House Baseball/Softball Showcases	\$7,000	\$7,000	\$15,400	\$15,400	\$16,170
Rental Baseball/Softball Showcases	\$3,200	\$4,000	\$5,280	\$5,280	\$5,544
Outdoor Field Rental	\$135,136	\$141,893	\$163,886	\$172,080	\$180,685
Birthday Parties	\$36,000	\$43,200	\$49,896	\$52,391	\$57,761
Youth Development	\$106,896	\$122,930	\$135,223	\$141,985	\$149,084
Youth Programming	\$163,100	\$179,410	\$207,219	\$217,579	\$239,881
Gate Fees	\$23,100	\$67,500	\$99,600	\$139,200	\$174,600
Facility Fees	\$82,560	\$96,000	\$109,440	\$94,080	\$84,480
Food & Beverage	\$284,176	\$352,590	\$408,983	\$412,698	\$414,931
Hotel Rebates	\$0	\$0	\$0	\$0	\$0
Retail	\$31,024	\$43,708	\$53,126	\$62,695	\$70,453
Tenant Revenue	\$333,225	\$333,225	\$333,225	\$333,225	\$333,225
Secondary Revenue	\$185,795	\$185,795	\$185,795	\$185,795	\$185,795
<b>Total Revenue</b>	<b>\$5,343,207</b>	<b>\$6,536,011</b>	<b>\$7,840,242</b>	<b>\$8,496,844</b>	<b>\$9,388,997</b>
<i>*The forecast for club team programming and volume of registrations reflect the commitments and relationships between the Client and existing sports organizations. The details and future structure of these relationships were provided to SFC by the Client for the purpose of this forecast.</i>					
<b>Total Revenue &amp; Expenses Continued</b>					
Cost of Goods Sold	Year 1	Year 2	Year 3	Year 4	Year 5
In-House Basketball Tournaments	\$5,240	\$19,360	\$29,832	\$39,000	\$49,741
Rental Basketball Tournaments	\$4,560	\$4,920	\$6,204	\$5,412	\$4,712
In-House Volleyball Tournaments	\$3,420	\$8,180	\$11,840	\$19,124	\$24,244
Rental Volleyball Tournaments	\$8,360	\$10,070	\$12,331	\$10,450	\$10,095
Court Rental Events	\$4,320	\$4,320	\$4,752	\$4,752	\$4,990
Basketball*	\$109,562	\$145,629	\$194,763	\$214,114	\$243,677
Volleyball*	\$401,108	\$479,644	\$571,440	\$614,399	\$690,044
Court Rentals	\$8,597	\$8,855	\$9,576	\$9,864	\$10,668
Soccer	\$11,942	\$13,650	\$16,412	\$17,266	\$19,072
Lacrosse	\$95,174	\$97,034	\$120,783	\$158,144	\$167,520
Football	\$34,866	\$55,753	\$80,703	\$109,435	\$143,377
Baseball/Softball*	\$723,432	\$868,191	\$1,066,989	\$1,176,842	\$1,336,810
Field Rental	\$0	\$0	\$0	\$0	\$0
Fitness and Training	\$162,354	\$196,849	\$234,139	\$255,038	\$277,244
Membership Fitness Area	\$368,361	\$386,325	\$405,269	\$425,229	\$446,253
In-House Baseball/Softball Showcases	\$6,100	\$6,100	\$12,480	\$12,480	\$12,634
Rental Baseball/Softball Showcases	\$640	\$800	\$1,056	\$1,056	\$1,109
Outdoor Field Rental	\$6,757	\$7,095	\$8,194	\$8,604	\$9,034
Birthday Parties	\$11,160	\$13,392	\$14,923	\$15,670	\$16,976
Youth Development	\$24,586	\$28,274	\$31,101	\$32,656	\$34,289
Youth Programming	\$68,456	\$75,301	\$86,696	\$91,030	\$100,208
Gate Fees	\$820	\$2,260	\$3,320	\$4,760	\$5,960
Facility Fees	\$0	\$0	\$0	\$0	\$0
Food & Beverage	\$156,297	\$193,925	\$224,941	\$226,984	\$228,212
Hotel Rebates	\$0	\$0	\$0	\$0	\$0
Retail	\$21,717	\$30,595	\$37,188	\$43,886	\$49,317
Tenant Expense	\$0	\$0	\$0	\$0	\$0
Secondary Expense	\$46,449	\$46,449	\$46,449	\$46,449	\$46,449
<b>Total Cost of Goods Sold</b>	<b>\$2,284,277</b>	<b>\$2,702,971</b>	<b>\$3,231,381</b>	<b>\$3,542,643</b>	<b>\$3,932,634</b>
<b>Gross Margin</b>	<b>\$3,058,929</b>	<b>\$3,833,040</b>	<b>\$4,608,861</b>	<b>\$4,954,201</b>	<b>\$5,456,363</b>
<b>% of Revenue</b>	<b>57%</b>	<b>59%</b>	<b>59%</b>	<b>58%</b>	<b>58%</b>
Facility Expenses	\$284,869	\$288,735	\$295,251	\$299,429	\$303,669
Operating Expense	\$1,025,777	\$980,762	\$1,036,743	\$1,066,876	\$1,106,489
Management Payroll	\$889,260	\$947,580	\$967,740	\$1,024,224	\$1,040,618
Payroll Taxes/Benefits/Bonus	\$342,651	\$377,300	\$406,304	\$430,184	\$449,184
<b>Total Operating Expenses</b>	<b>\$2,542,558</b>	<b>\$2,594,376</b>	<b>\$2,706,038</b>	<b>\$2,820,713</b>	<b>\$2,899,961</b>
<b>EBITDA</b>	<b>\$516,372</b>	<b>\$1,238,664</b>	<b>\$1,902,823</b>	<b>\$2,133,488</b>	<b>\$2,556,402</b>
<b>% of Revenue</b>	<b>10%</b>	<b>19%</b>	<b>24%</b>	<b>25%</b>	<b>27%</b>
Debt Service (Provided by City)	(\$1,899,318)	(\$2,434,318)	(\$2,432,831)	(\$2,434,965)	(\$2,435,312)
CVB Sponsorship	\$100,000	\$100,000	\$100,000	\$100,000	\$0
Capital Replacement	\$0	\$0	\$0	\$0	\$0
<b>Total Net Income</b>	<b>(\$1,282,947)</b>	<b>(\$1,095,654)</b>	<b>(\$430,007)</b>	<b>(\$201,477)</b>	<b>\$121,090</b>
<b>Return on Equity</b>	<b>-16.6%</b>	<b>-14.2%</b>	<b>-5.6%</b>	<b>-2.6%</b>	<b>1.6%</b>

## Total Revenue & Expenses - 20-Year Outlook

### Total Revenue and Expenses - Year 1-10

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Total Revenue	\$5,343,207	\$6,536,011	\$7,840,242	\$8,496,844	\$9,388,997	\$9,670,667	\$9,960,787	\$10,259,611	\$10,567,399	\$10,884,421
Total Cost of Goods Sold	\$2,284,277	\$2,702,971	\$3,231,381	\$3,542,643	\$3,932,634	\$4,050,613	\$4,172,132	\$4,297,296	\$4,426,214	\$4,559,001
<b>Gross Margin</b>	<b>\$3,058,929</b>	<b>\$3,833,040</b>	<b>\$4,608,861</b>	<b>\$4,954,201</b>	<b>\$5,456,363</b>	<b>\$5,620,054</b>	<b>\$5,788,655</b>	<b>\$5,962,315</b>	<b>\$6,141,184</b>	<b>\$6,325,420</b>
% of Revenue	57%	59%	59%	58%	58%	58%	58%	58%	58%	58%
Total Operating Expenses	\$2,542,558	\$2,594,376	\$2,706,038	\$2,820,713	\$2,899,961	\$2,943,461	\$2,987,612	\$3,032,427	\$3,077,913	\$3,124,082
<b>EBITDA</b>	<b>\$516,372</b>	<b>\$1,238,664</b>	<b>\$1,902,823</b>	<b>\$2,133,488</b>	<b>\$2,556,402</b>	<b>\$2,676,593</b>	<b>\$2,801,043</b>	<b>\$2,929,888</b>	<b>\$3,063,271</b>	<b>\$3,201,338</b>
% of Revenue	10%	19%	24%	25%	27%	28%	28%	29%	29%	29%
Debt Service	(\$1,899,318)	(\$2,434,318)	(\$2,432,831)	(\$2,434,965)	(\$2,435,312)	(\$2,435,312)	(\$2,435,312)	(\$2,435,312)	(\$2,435,312)	(\$2,435,312)
CVB Sponsorship	\$100,000	\$100,000	\$100,000	\$100,000	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Net Income</b>	<b>(\$1,282,947)</b>	<b>(\$1,095,654)</b>	<b>(\$430,007)</b>	<b>(\$201,477)</b>	<b>\$121,090</b>	<b>\$241,282</b>	<b>\$365,731</b>	<b>\$494,577</b>	<b>\$627,960</b>	<b>\$766,027</b>

### Total Revenue and Expenses - Year 11-20

	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Total Revenue	\$11,102,109	\$11,324,151	\$11,550,634	\$11,781,647	\$12,017,280	\$12,137,453	\$12,258,827	\$12,381,416	\$12,505,230	\$12,630,282
Total Cost of Goods Sold	\$4,650,181	\$4,743,184	\$4,838,048	\$4,934,809	\$5,033,505	\$5,083,840	\$5,134,679	\$5,186,026	\$5,237,886	\$5,290,265
<b>Gross Margin</b>	<b>\$6,451,928</b>	<b>\$6,580,967</b>	<b>\$6,712,586</b>	<b>\$6,846,838</b>	<b>\$6,983,775</b>	<b>\$7,053,613</b>	<b>\$7,124,149</b>	<b>\$7,195,390</b>	<b>\$7,267,344</b>	<b>\$7,340,017</b>
% of Revenue	58%	58%	58%	58%	58%	58%	58%	58%	58%	58%
Total Operating Expenses	\$3,170,943	\$3,218,507	\$3,266,785	\$3,315,786	\$3,365,523	\$3,416,006	\$3,467,246	\$3,519,255	\$3,572,044	\$3,625,624
<b>EBITDA</b>	<b>\$3,280,985</b>	<b>\$3,362,460</b>	<b>\$3,445,802</b>	<b>\$3,531,052</b>	<b>\$3,618,252</b>	<b>\$3,637,606</b>	<b>\$3,656,902</b>	<b>\$3,676,135</b>	<b>\$3,695,300</b>	<b>\$3,714,393</b>
% of Revenue	30%	30%	30%	30%	30%	30%	30%	30%	30%	29%
Debt Service	(\$2,435,312)	(\$2,435,312)	(\$2,435,312)	(\$2,435,312)	(\$2,435,312)	(\$2,435,312)	(\$2,435,312)	(\$2,435,312)	(\$2,435,312)	(\$2,435,312)
CVB Sponsorship	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Net Income</b>	<b>\$845,674</b>	<b>\$927,148</b>	<b>\$1,010,490</b>	<b>\$1,095,740</b>	<b>\$1,182,940</b>	<b>\$1,202,295</b>	<b>\$1,221,591</b>	<b>\$1,240,824</b>	<b>\$1,259,989</b>	<b>\$1,279,082</b>

# Economic Impact

## Economic Impact

### Number of Events Per Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Basketball Tournaments	8	10	12	12	12
Volleyball Tournaments	13	15	16	16	16
Other Tournaments/Events	8	8	8	8	8
Baseball/Softball Tournaments	5	6	8	8	8
<b>Total Events Per Year</b>	<b>34</b>	<b>39</b>	<b>44</b>	<b>44</b>	<b>44</b>

### Per Person Spending By Category

	Amount	% of Total
Lodging/Accommodations	\$68.33	39.9%
Dining/Groceries	\$51.75	30.2%
Transportation	\$8.80	5.1%
Entertainment/Attractions	\$4.14	2.4%
Retail	\$24.32	14.2%
Miscellaneous	\$13.97	8.2%
<b>Total</b>	<b>\$171.32</b>	<b>100%</b>

### Economic Impact Drivers

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market	38,750	52,551	63,828	63,828	63,828
Room Nights	11,396	15,560	18,976	18,976	18,976

### Economic Impact

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Direct Spending	\$6,638,403	\$9,002,818	\$10,934,747	\$10,934,747	\$10,934,747
Total Indirect Spending	\$0	\$0	\$0	\$0	\$0
<b>Total Economic Impact</b>	<b>\$6,638,403</b>	<b>\$9,002,818</b>	<b>\$10,934,747</b>	<b>\$10,934,747</b>	<b>\$10,934,747</b>

## Economic Impact - 20-Year Outlook

### Economic Impact Drivers: Years 1-10

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Non-Local Days in Market	38,750	52,551	63,828	63,828	63,828	64,466	65,111	65,762	66,420	67,084
Room Nights	11,396	15,560	18,976	18,976	18,976	19,166	19,357	19,551	19,747	19,944

### Economic Impact: Years 1-10

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Per Person Spend by Category	\$171.32	\$171.32	\$171.32	\$171.32	\$171.32	\$173.89	\$176.49	\$179.14	\$181.83	\$184.56
<b>Total Economic Impact</b>	<b>\$6,638,403</b>	<b>\$9,002,818</b>	<b>\$10,934,747</b>	<b>\$10,934,747</b>	<b>\$10,934,747</b>	<b>\$11,209,756</b>	<b>\$11,491,681</b>	<b>\$11,780,697</b>	<b>\$12,076,982</b>	<b>\$12,380,718</b>

### Economic Impact Drivers: Years 11-20

	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Non-Local Days in Market	67,755	68,432	69,117	69,808	70,506	71,211	71,923	72,642	73,369	74,102
Room Nights	20,143	20,345	20,548	20,754	20,961	21,171	21,383	21,596	21,812	22,031

### Economic Impact: Years 11-20

	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Per Person Spend by Category	\$187.32	\$190.13	\$192.99	\$195.88	\$198.82	\$201.80	\$204.83	\$207.90	\$211.02	\$214.18
<b>Total Economic Impact</b>	<b>\$12,692,093</b>	<b>\$13,011,299</b>	<b>\$13,338,533</b>	<b>\$13,673,997</b>	<b>\$14,017,898</b>	<b>\$14,370,448</b>	<b>\$14,731,865</b>	<b>\$15,102,371</b>	<b>\$15,482,196</b>	<b>\$15,871,573</b>

# Business Unit Analysis



# In-House Basketball Tournament Revenue & Expenses

Revenue	Management Assumption	Registration Fees					Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5		Year 1	Year 2	Year 3	Year 4	Year 5
<b>Small Tournament - 4 Courts, 2 Days</b>																	
Registration Fees	10 Players per Team	\$225	\$225	\$248	\$248	\$260	1	2	2	2	2	32	\$7,200	\$14,400	\$15,840	\$15,840	\$16,632
Spectators	2 Spectators per Player											640					
<b>Medium Tournament - 6 Courts, 2 Days</b>																	
Registration Fees	10 Players per Team	\$300	\$300	\$330	\$330	\$347	-	1	1	2	2	48	\$0	\$14,400	\$15,840	\$31,680	\$33,264
Spectators	2 Spectators per Player											960					
<b>Large Tournament - 7 Courts, 2 Days</b>																	
Registration Fees	10 Players per Team	\$300	\$300	\$330	\$330	\$347	-	-	1	1	2	56	\$0	\$0	\$18,480	\$18,480	\$38,808
Spectators	2 Spectators per Player											1120					
<b>Non-Capacity Growth Rate</b>			1.00	1.10	1.00	1.05	1	3	4	5	6						
<b>Total Revenue</b>													<b>\$7,200</b>	<b>\$28,800</b>	<b>\$50,160</b>	<b>\$66,000</b>	<b>\$88,704</b>
<b>Cost of Goods Sold</b>													<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Tournament Director	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Tournament Staff	10% Registration Fees												\$720	\$2,880	\$5,016	\$6,600	\$8,870
Official Fees	Avg. \$50/Game												\$3,200	\$11,200	\$16,800	\$21,600	\$27,200
Trainer Fees	\$15/Hour												\$600	\$2,400	\$3,000	\$4,200	\$4,800
Equip./Supplies/Hospitality	5% Gross Revenue												\$360	\$1,440	\$2,508	\$3,300	\$4,435
Awards	5% Gross Revenue												\$360	\$1,440	\$2,508	\$3,300	\$4,435
<b>Total Cost of Goods Sold</b>													<b>\$5,240</b>	<b>\$19,360</b>	<b>\$29,832</b>	<b>\$39,000</b>	<b>\$49,741</b>
<b>Net Revenue</b>													<b>\$1,960</b>	<b>\$9,440</b>	<b>\$20,328</b>	<b>\$27,000</b>	<b>\$38,963</b>



## Rental Basketball Tournament Revenue & Expenses

Revenue	Management Assumption	Rental Fees					Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Small Tournament - 4 Courts, 2 Days																	
Team Information	10 Players per Team						3	2	2	2	2	32					
Spectators	2 Spectators per Player											640					
Rental Fees	Daily Rental Rate	\$600	\$600	\$660	\$660	\$693	3	2	2	2	2	8	\$14,400	\$9,600	\$10,560	\$10,560	\$11,088
Medium Tournament - 6 Courts, 2 Days																	
Team Information	10 Players per Team						2	2	3	2	2	48					
Spectators	2 Spectators per Player											960					
Rental Fees	Daily Rental Rate	\$600	\$600	\$660	\$660	\$693	2	2	3	2	2	12	\$14,400	\$14,400	\$23,760	\$15,840	\$16,632
Large Tournament - 7 Courts, 2 Days																	
Team Information	10 Players per Team						2	3	3	3	2	56					
Spectators	2 Spectators per Player											1120					
Rental Fees	Daily Rental Rate	\$600	\$600	\$660	\$660	\$693	2	3	3	3	2	14	\$16,800	\$25,200	\$27,720	\$27,720	\$19,404
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05	7	7	8	7	6						
Total Revenue							8	10	12	12	12		\$45,600	\$49,200	\$62,040	\$54,120	\$47,124
Cost of Goods Sold		Management Assumption											Year 1	Year 2	Year 3	Year 4	Year 5
Tournament Attendant Expenses	10% Gross Revenue												\$4,560	\$4,920	\$6,204	\$5,412	\$4,712
Trainer Fees	Pass Through												\$0	\$0	\$0	\$0	\$0
Total Cost of Goods Sold													\$4,560	\$4,920	\$6,204	\$5,412	\$4,712
Net Revenue													\$41,040	\$44,280	\$55,836	\$48,708	\$42,412





## In-House Volleyball Tournaments Revenue & Expenses

Revenue	Management Assumption	Registration Fees					Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
<b>Small Tournament - 12 Courts, 1 Days</b>																	
Entry Fees	10 Players per Team	\$75	\$75	\$83	\$83	\$87	1	1	2	2	2	48	\$3,600	\$3,600	\$7,920	\$7,920	\$8,316
Spectators	2 Spectators per Player											960					
<b>Medium Tournament - 8 Courts, 2 Days</b>																	
Entry Fees	10 Players per Team	\$75	\$75	\$83	\$83	\$87	-	1	1	1	2	64	\$0	\$4,800	\$5,280	\$5,280	\$11,088
Spectators	2 Spectators per Player											1280					
<b>Large Tournament - 12 Courts, 3 Days</b>																	
Entry Fees	10 Players per Team	\$75	\$75	\$83	\$83	\$87	-	-	-	1	1	96	\$0	\$0	\$0	\$7,920	\$8,316
Spectators	2 Spectators per Player											1920					
<b>Non-Capacity Growth Rate</b>			1.00	1.10	1.00	1.05	1	2	3	4	5						
<b>Total Revenue</b>													<b>\$3,600</b>	<b>\$8,400</b>	<b>\$13,200</b>	<b>\$21,120</b>	<b>\$27,720</b>
<b>Cost of Goods Sold</b>													<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Tournament Director	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Tournament Staff	10% Entry Fees												\$360	\$840	\$1,320	\$2,112	\$2,772
Official Fees	Avg. \$25/Game												\$2,400	\$5,600	\$8,000	\$12,800	\$16,000
Trainer Fees	\$15/Hour												\$300	\$900	\$1,200	\$2,100	\$2,700
Equip./Supplies/Hospitality	5% Gross Revenue												\$180	\$420	\$660	\$1,056	\$1,386
Awards	5% Gross Revenue												\$180	\$420	\$660	\$1,056	\$1,386
<b>Total Cost of Goods Sold</b>													<b>\$3,420</b>	<b>\$8,180</b>	<b>\$11,840</b>	<b>\$19,124</b>	<b>\$24,244</b>
<b>Net Revenue</b>													<b>\$180</b>	<b>\$220</b>	<b>\$1,360</b>	<b>\$1,996</b>	<b>\$3,476</b>



## Rental Volleyball Tournaments Revenue & Expenses

Revenue		Management Assumption		Rental Fees			Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5		
				Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Small Tournament - 12 Courts, 1 Days																			
Team Information	10 Players per Team								9	9	8	8	8	48					
Spectators	2 Spectators per Player													960					
Rental Fees	Daily Rental Rate	\$475	\$475	\$523	\$523	\$549			9	9	8	8	8	12	\$51,300	\$51,300	\$50,160	\$50,160	
Medium Tournament - 8 Courts, 2 Days																			
Team Information	10 Players per Team								2	2	2	2	1	64					
Spectators	2 Spectators per Player													1280					
Rental Fees	Daily Rental Rate	\$475	\$475	\$523	\$523	\$549			2	2	2	2	1	16	\$15,200	\$15,200	\$16,720	\$16,720	
Large Tournament - 12 Courts, 3 Days																			
Team Information	10 Players per Team								1	2	3	2	2	96					
Spectators	2 Spectators per Player													1920					
Rental Fees	Daily Rental Rate	\$475	\$475	\$523	\$523	\$549			1	2	3	2	2	36	\$17,100	\$34,200	\$56,430	\$37,620	
Non-Capacity Growth Rate				1.00	1.10	1.00	1.05		12	13	13	12	11						
									13	15	16	16	16						
Total Revenue															\$83,600	\$100,700	\$123,310	\$104,500	\$100,947
Cost of Goods Sold		Management Assumption													Year 1	Year 2	Year 3	Year 4	
Tournament Attendant Expense	10% Gross Revenue														\$8,360	\$10,070	\$12,331	\$10,450	
Tournament Trainers	Pass Through														\$0	\$0	\$0	\$0	
Total Cost of Goods Sold															\$8,360	\$10,070	\$12,331	\$10,450	\$10,095
Net Revenue															\$75,240	\$90,630	\$110,979	\$94,050	\$90,852



# Indoor Court Rental Events Revenue & Expenses

Revenue	Management Assumption	Rental Fees					Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Other Court Sport Rental - 1 Day Event																	
Rental Fee	Per Day	\$3,600	\$3,600	\$3,960	\$3,960	\$4,158	4	4	4	4	4	1	\$14,400	\$14,400	\$15,840	\$15,840	\$16,632
Other Court Sport Rental - 2 Day Event																	
Rental Fee	Per Day	\$7,200	\$7,200	\$7,920	\$7,920	\$8,316	4	4	4	4	4	1	\$28,800	\$28,800	\$31,680	\$31,680	\$33,264
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05											
Total Revenue													\$43,200	\$43,200	\$47,520	\$47,520	\$49,896
Cost of Goods Sold		Management Assumption											Year 1	Year 2	Year 3	Year 4	Year 5
Event Attendant Expense	10% Gross Revenue												\$4,320	\$4,320	\$4,752	\$4,752	\$4,990
Total Cost of Goods Sold													\$4,320	\$4,320	\$4,752	\$4,752	\$4,990
Net Revenue													\$38,880	\$38,880	\$42,768	\$42,768	\$44,906



## Basketball Revenue & Expenses

Revenue	Management Assumption	Program Fees					Number of Registrations					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Instructional Clinics	\$/Session	\$165	\$165	\$182	\$182	\$191	12	14	15	16	17	5	\$9,801	\$11,242	\$13,566	\$14,299	\$15,825
Instructional Camps (Full Days)	\$/Week	\$300	\$300	\$330	\$330	\$347	18	21	23	24	25	5	\$27,000	\$30,970	\$37,373	\$39,392	\$43,596
Individual Instruction	\$/Hour	\$100	\$100	\$110	\$110	\$116	14	16	18	19	20	12	\$17,107	\$19,623	\$23,679	\$24,959	\$27,623
Drop-in/Other Income	\$/Session	\$5	\$5	\$6	\$6	\$6	60	69	76	80	84	12	\$3,600	\$4,129	\$4,983	\$5,252	\$5,813
<b>League</b>																	
Sept. - Oct. League	\$/Team	\$600	\$600	\$660	\$660	\$693	12	14	15	16	17	1	\$7,200	\$8,259	\$9,966	\$10,505	\$11,626
Nov. - Dec. League	\$/Team	\$600	\$600	\$660	\$660	\$693	18	21	23	24	25	1	\$10,800	\$12,388	\$14,949	\$15,757	\$17,439
Jan. - Feb. League	\$/Team	\$600	\$600	\$660	\$660	\$693	24	28	30	32	34	1	\$14,400	\$16,517	\$19,932	\$21,009	\$23,251
Mar. - Apr. League	\$/Team	\$600	\$600	\$660	\$660	\$693	30	34	38	40	42	1	\$18,000	\$20,647	\$24,915	\$26,261	\$29,064
May - June League	\$/Team	\$600	\$600	\$660	\$660	\$693	18	21	23	24	25	1	\$10,800	\$12,388	\$14,949	\$15,757	\$17,439
July - Aug. League	\$/Team	\$600	\$600	\$660	\$660	\$693	18	21	23	24	25	1	\$10,800	\$12,388	\$14,949	\$15,757	\$17,439
<b>Club*</b>																	
Tryouts	\$/Player	\$50	\$50	\$55	\$55	\$58	52	78	104	117	130	1	\$2,600	\$3,900	\$5,720	\$6,435	\$7,508
Club Teams	\$/Player	\$2,880	\$2,880	\$3,168	\$3,168	\$3,326	40	60	80	90	100	1	\$115,200	\$172,800	\$253,440	\$285,120	\$332,640
<b>Non-Capacity Growth Rate</b>			1.00	1.10	1.00	1.05		1.15	1.10	1.05	1.05						
<b>Total Revenue</b>													<b>\$247,308</b>	<b>\$325,250</b>	<b>\$438,421</b>	<b>\$480,502</b>	<b>\$549,262</b>
<b>Cost of Goods Sold</b>																	
<b>Management Assumption</b>													<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Basketball Director	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Basketball Staff	5% Gross Revenue												\$6,475	\$7,428	\$8,963	\$9,447	\$10,456
Referee Fees	Avg. \$50/Game												\$24,000	\$27,529	\$30,200	\$31,832	\$33,552
Instructor Fees	25% Instructor Revenue												\$13,477	\$15,459	\$18,654	\$19,662	\$21,761
Equipment and Supplies	5% Gross Revenue												\$6,475	\$7,428	\$8,963	\$9,447	\$10,456
Awards	2% Gross Revenue												\$2,590	\$2,971	\$3,585	\$3,779	\$4,182
<b>Club Team Expenses</b>													\$56,544	\$84,816	\$124,397	\$139,946	\$163,271
Coach Salary and Expense	30% Club Revenue												\$35,340	\$53,010	\$77,748	\$87,467	\$102,044
Uniform	5% Club Revenue												\$5,890	\$8,835	\$12,958	\$14,578	\$17,007
Player Admin. Fee	3% Club Revenue												\$3,534	\$5,301	\$7,775	\$8,747	\$10,204
Tournament Fees	10% Club Revenue												\$11,780	\$17,670	\$25,916	\$29,156	\$34,015
<b>Total Cost of Goods Sold</b>													<b>\$109,562</b>	<b>\$145,629</b>	<b>\$194,763</b>	<b>\$214,114</b>	<b>\$243,677</b>
<b>Net Revenue</b>													<b>\$137,746</b>	<b>\$179,621</b>	<b>\$243,658</b>	<b>\$266,388</b>	<b>\$305,584</b>

\*The forecast for club team programming and volume of registrations reflect the commitments and relationships between the Client and existing sports organizations. The details and future structure of these relationships were provided to SFC by the Client for the purpose of this forecast.



## Volleyball Revenue & Expenses

Revenue	Management Assumption	Program Fees					Number of Registrations					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5		Year 1	Year 2	Year 3	Year 4	Year 5
Instructional Clinics	\$/Session	\$175	\$175	\$193	\$193	\$202	11	12	13	14	15	5	\$9,240	\$10,571	\$12,721	\$13,390	\$14,798
Instructional Camps (Full Days)	\$/Week	\$400	\$400	\$440	\$440	\$462	16	18	20	21	22	5	\$32,000	\$36,609	\$44,057	\$46,371	\$51,248
Individual Instruction	\$/Hour	\$100	\$100	\$110	\$110	\$116	17	19	21	22	23	12	\$20,275	\$23,196	\$27,914	\$29,381	\$32,470
Drop-in/Other Income	\$/Session	\$5	\$5	\$6	\$6	\$6	64	73	80	84	89	12	\$3,840	\$4,393	\$5,287	\$5,565	\$6,150
<b>League</b>																	
Sept. - Oct. League	\$/Team	\$400	\$400	\$440	\$440	\$462	11	13	14	14	15	1	\$4,400	\$5,034	\$6,058	\$6,376	\$7,047
Nov. - Dec. League	\$/Team	\$400	\$400	\$440	\$440	\$462	11	13	14	14	15	1	\$4,400	\$5,034	\$6,058	\$6,376	\$7,047
Jan. - Feb. League	\$/Team	\$400	\$400	\$440	\$440	\$462	16	18	20	21	22	1	\$6,400	\$7,322	\$8,811	\$9,274	\$10,250
Mar. - Apr. League	\$/Team	\$400	\$400	\$440	\$440	\$462	16	18	20	21	22	1	\$6,400	\$7,322	\$8,811	\$9,274	\$10,250
May - June League	\$/Team	\$400	\$400	\$440	\$440	\$462	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
July - Aug. League	\$/Team	\$400	\$400	\$440	\$440	\$462	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
<b>Club*</b>																	
Tryouts	\$/Player	\$50	\$50	\$55	\$55	\$58	260	312	338	364	390	1	\$13,000	\$15,600	\$18,590	\$20,020	\$22,523
Club Teams	\$/Player	\$3,840	\$3,840	\$4,224	\$4,224	\$4,435	200	240	260	280	300	1	\$768,000	\$921,600	#####	#####	#####
<b>Non-Capacity Growth Rate</b>			1.00	1.10	1.00	1.05		1.14	1.09	1.05	1.05						
<b>Total Revenue</b>													<b>\$867,955</b>	<b>#####</b>	<b>#####</b>	<b>#####</b>	<b>#####</b>
<b>Cost of Goods Sold</b>													<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
<b>Management Assumption</b>																	
Volleyball Director	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Volleyball Staff	5% Gross Revenue												\$4,348	\$4,974	\$5,986	\$6,300	\$6,963
Referee Fees	Avg. \$20/Game												\$4,320	\$4,942	\$5,407	\$5,691	\$5,990
Instructor Fees	25% Instructor Revenue												\$15,379	\$17,594	\$21,173	\$22,285	\$24,629
Equipment and Supplies	5% Gross Revenue												\$4,348	\$4,974	\$5,986	\$6,300	\$6,963
Awards	2% Gross Revenue												\$1,739	\$1,990	\$2,394	\$2,520	\$2,785
Club Team Expenses													\$370,975	\$445,170	\$530,494	\$571,302	\$642,714
Coach Salary and Expense	30% Club Revenue												\$234,300	\$281,160	\$335,049	\$360,822	\$405,925
Uniform	5% Club Revenue												\$39,050	\$46,860	\$55,842	\$60,137	\$67,654
Player Admin. Fee	2.5% Club Revenue												\$19,525	\$23,430	\$27,921	\$30,069	\$33,827
Tournament Fees	10% Club Revenue												\$78,100	\$93,720	\$111,683	\$120,274	\$135,308
<b>Total Cost of Goods Sold</b>													<b>\$401,108</b>	<b>\$479,644</b>	<b>\$571,440</b>	<b>\$614,399</b>	<b>\$690,044</b>
<b>Net Revenue</b>													<b>\$466,847</b>	<b>\$557,036</b>	<b>\$665,107</b>	<b>\$714,348</b>	<b>\$802,296</b>

\*The forecast for club team programming and volume of registrations reflect the commitments and relationships between the Client and existing sports organizations. The details and future structure of these relationships were provided to SFC by the Client for the purpose of this forecast.



## Court Rentals Revenue & Expenses

Revenue	Management Assumption	Rental Fees					Number of Rentals					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Small Court Rentals																	
Sept. - Oct.	\$/Hour	\$54	\$54	\$57	\$57	\$60	176	181	187	192	198	1	\$9,504	\$9,789	\$10,587	\$10,905	\$11,793
Nov. - Dec.	\$/Hour	\$54	\$54	\$57	\$57	\$60	176	181	187	192	198	1	\$9,504	\$9,789	\$10,587	\$10,905	\$11,793
Jan. - Feb.	\$/Hour	\$54	\$54	\$57	\$57	\$60	256	264	272	280	288	1	\$13,824	\$14,239	\$15,399	\$15,861	\$17,154
Mar. - Apr.	\$/Hour	\$54	\$54	\$57	\$57	\$60	256	264	272	280	288	1	\$13,824	\$14,239	\$15,399	\$15,861	\$17,154
May - June	\$/Hour	\$54	\$54	\$57	\$57	\$60	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
July - Aug	\$/Hour	\$54	\$54	\$57	\$57	\$60	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Large Court Rentals																	
Sept. - Oct.	\$/Hour	\$90	\$90	\$95	\$95	\$99	184	190	195	201	207	1	\$16,560	\$17,057	\$18,447	\$19,000	\$20,549
Nov. - Dec.	\$/Hour	\$90	\$90	\$95	\$95	\$99	232	239	246	254	261	1	\$20,880	\$21,506	\$23,259	\$23,957	\$25,909
Jan. - Feb.	\$/Hour	\$90	\$90	\$95	\$95	\$99	320	330	339	350	360	1	\$28,800	\$29,664	\$32,082	\$33,044	\$35,737
Mar. - Apr.	\$/Hour	\$90	\$90	\$95	\$95	\$99	368	379	390	402	414	1	\$33,120	\$34,114	\$36,894	\$38,001	\$41,098
May - June	\$/Hour	\$90	\$90	\$95	\$95	\$99	144	148	153	157	162	1	\$12,960	\$13,349	\$14,437	\$14,870	\$16,082
July - Aug	\$/Hour	\$90	\$90	\$95	\$95	\$99	144	148	153	157	162	1	\$12,960	\$13,349	\$14,437	\$14,870	\$16,082
Non-Capacity Growth Rate			1.00	1.05	1.00	1.05		1.03	1.03	1.03	1.03						
Total Revenue													\$171,936	\$177,094	\$191,527	\$197,273	\$213,351
Cost of Goods Sold		Management Assumption											Year 1	Year 2	Year 3	Year 4	Year 5
Supervision/Maintenance Staff	5% Gross Revenue												\$8,597	\$8,855	\$9,576	\$9,864	\$10,668
Total Cost of Goods Sold													\$8,597	\$8,855	\$9,576	\$9,864	\$10,668
Net Revenue													\$163,339	\$168,239	\$181,951	\$187,409	\$202,683



## Soccer Revenue & Expenses

Revenue	Management Assumption	Program Fees					Number of Registrations					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Instructional Clinics	\$/Session	\$125	\$125	\$138	\$138	\$144	10	11	12	13	14	5	\$6,188	\$7,073	\$8,504	\$8,946	\$9,882
Instructional Camps (Full Days)	\$/Week	\$400	\$400	\$440	\$440	\$462	15	17	19	20	21	5	\$30,000	\$34,291	\$41,229	\$43,375	\$47,913
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05		1.14	1.09	1.05	1.05						
Total Revenue													\$36,188	\$41,364	\$49,733	\$52,321	\$57,795
Cost of Goods Sold		Management Assumption											Year 1	Year 2	Year 3	Year 4	Year 5
Soccer Management	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Soccer Staff	5% Gross Revenue												\$1,809	\$2,068	\$2,487	\$2,616	\$2,890
Instructor Fees	25% Instructor Revenue												\$9,047	\$10,341	\$12,433	\$13,080	\$14,449
Equipment and Supplies	1% Gross Revenue												\$362	\$414	\$497	\$523	\$578
Awards	2% Gross Revenue												\$724	\$827	\$995	\$1,046	\$1,156
Total Cost of Goods Sold													\$11,942	\$13,650	\$16,412	\$17,266	\$19,072
Net Revenue													\$24,246	\$27,714	\$33,321	\$35,055	\$38,723



## Lacrosse Revenue & Expenses

Revenue	Management Assumption	Program Fees					Number of Registrations					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Instructional Clinics	\$/Session	\$200	\$200	\$220	\$220	\$231	5	7	8	9	9	5	\$5,280	\$6,558	\$8,599	\$9,472	\$10,956
Instructional Camps (Full Days)	\$/Week	\$450	\$450	\$495	\$495	\$520	8	10	12	13	14	5	\$18,000	\$22,357	\$29,315	\$32,291	\$37,348
Club Teams																	
Tryouts	\$/Player	\$35	\$35	\$39	\$39	\$40	52	52	59	78	78	1	\$1,820	\$1,820	\$2,252	\$3,003	\$3,153
Club Teams	\$/Player	\$3,600	\$3,600	\$3,960	\$3,960	\$4,158	40	40	45	60	60	1	\$144,000	\$144,000	\$178,200	\$237,600	\$249,480
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05		1.24	1.19	1.10	1.10						
Total Revenue													\$169,100	\$174,735	\$218,366	\$282,366	\$300,937
Cost of Goods Sold		Management Assumption											Year 1	Year 2	Year 3	Year 4	Year 5
Lacrosse Management	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Lacrosse Staff	5% Gross Revenue												\$1,164	\$1,446	\$1,896	\$2,088	\$2,415
Referee Fees	Avg. \$30/Game												\$0	\$0	\$0	\$0	\$0
Instructor Fees	25% Instructor Revenue												\$5,820	\$7,229	\$9,478	\$10,441	\$12,076
Equipment and Supplies	1% Gross Revenue												\$233	\$289	\$379	\$418	\$483
Awards	2% Gross Revenue												\$466	\$578	\$758	\$835	\$966
Club Team Expenses													\$87,492	\$87,492	\$108,271	\$144,362	\$151,580
Coach Salary and Expense	30% Club Revenue												\$43,746	\$43,746	\$54,136	\$72,181	\$75,790
Uniform	10% Club Revenue												\$14,582	\$14,582	\$18,045	\$24,060	\$25,263
Player Admin. Fee	5% Club Revenue												\$7,291	\$7,291	\$9,023	\$12,030	\$12,632
Tournament Fees	15% Club Revenue												\$21,873	\$21,873	\$27,068	\$36,090	\$37,895
Total Cost of Goods Sold													\$95,174	\$97,034	\$120,783	\$158,144	\$167,520
Net Revenue													\$73,926	\$77,701	\$97,583	\$124,223	\$133,417





## Football Revenue & Expenses

Revenue	Management Assumption	Program Fees					Number of Registrations					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5		Year 1	Year 2	Year 3	Year 4	Year 5
Instructional Clinics	\$/Session	\$125	\$125	\$138	\$138	\$144	7	8	9	9	9	3	\$2,599	\$2,952	\$3,527	\$3,698	\$4,071
Instructional Camps (Full Days)	\$/Week	\$250	\$250	\$275	\$275	\$289	11	12	13	14	14	3	\$7,875	\$8,946	\$10,688	\$11,206	\$12,338
<b>Club Teams</b>																	
Tryouts	\$/Player	\$50	\$55	\$61	\$67	\$73	39	59	78	98	117	1	\$1,950	\$3,218	\$4,719	\$6,489	\$8,565
Club Teams	\$/Player	\$1,680	\$1,848	\$2,033	\$2,236	\$2,460	30	45	60	75	90	1	\$50,400	\$83,160	\$121,968	\$167,706	\$221,372
<b>Non-Capacity Growth Rate</b>			1.00	1.10	1.00	1.05		1.14	1.09	1.05	1.05						
<b>Total Revenue</b>													<b>\$62,824</b>	<b>\$98,276</b>	<b>\$140,901</b>	<b>\$189,099</b>	<b>\$246,346</b>
<b>Cost of Goods Sold</b>		<b>Management Assumption</b>											<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Football Management	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Football Staff	5% Gross Revenue												\$524	\$595	\$711	\$745	\$820
Referee Fees	Avg. \$20/Game												\$0	\$0	\$0	\$0	\$0
Instructor Fees	25% Instructor Revenue												\$2,618	\$2,975	\$3,554	\$3,726	\$4,102
Equipment and Supplies	1% Gross Revenue												\$105	\$119	\$142	\$149	\$164
Awards	2% Gross Revenue												\$209	\$238	\$284	\$298	\$328
Club Team Expenses													\$31,410	\$51,827	\$76,012	\$104,517	\$137,962
Coach Salary and Expense	0% Club Revenue												\$15,705	\$25,913	\$38,006	\$52,258	\$68,981
Uniform	30% Club Revenue												\$5,235	\$8,638	\$12,669	\$17,419	\$22,994
Player Admin. Fee	10% Club Revenue												\$2,618	\$4,319	\$6,334	\$8,710	\$11,497
Tournament Fees	5% Club Revenue												\$7,853	\$12,957	\$19,003	\$26,129	\$34,491
<b>Total Cost of Goods Sold</b>													<b>\$34,866</b>	<b>\$55,753</b>	<b>\$80,703</b>	<b>\$109,435</b>	<b>\$143,377</b>
<b>Net Revenue</b>													<b>\$27,957</b>	<b>\$42,523</b>	<b>\$60,198</b>	<b>\$79,664</b>	<b>\$102,969</b>



## Indoor Baseball/Softball Revenue & Expenses

Revenue	Management Assumption	Program Fees					Number of Registrations					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Club*																	
Tryouts - Softball	Per Player	\$50	\$50	\$55	\$55	\$58	137	171	205	239	273	1	\$6,825	\$8,531	\$11,261	\$13,138	\$15,766
Club Team - Softball	Per Player	\$2,880	\$2,880	\$3,168	\$3,168	\$3,326	105	131	158	184	210	1	\$302,400	\$378,000	\$498,960	\$582,120	\$698,544
Tryouts - Baseball	Per Player	\$50	\$50	\$55	\$55	\$58	234	273	293	312	332	1	\$11,700	\$13,650	\$16,088	\$17,160	\$19,144
Club Team - Baseball	Per Player	\$5,760	\$5,760	\$6,336	\$6,336	\$6,653	180	210	225	240	255	1	\$1,036,800	\$1,209,600	\$1,425,600	\$1,520,640	\$1,696,464
Club Team - Baseball (Summer)	Per Player	\$1,500	\$1,500	\$1,650	\$1,650	\$1,733	15	30	45	60	60	1	\$22,500	\$45,000	\$74,250	\$99,000	\$103,950
Private Lessons																	
Sept. - Oct. Private Lessons	Per Hour	\$80	\$80	\$88	\$88	\$92	70	81	89	95	100	1	\$5,600	\$6,468	\$7,862	\$8,319	\$9,241
Nov. - Dec. Private Lessons	Per Hour	\$80	\$80	\$88	\$88	\$92	95	110	121	128	136	1	\$7,600	\$8,778	\$10,670	\$11,290	\$12,542
Jan. - Feb. Private Lessons	Per Hour	\$80	\$80	\$88	\$88	\$92	95	110	121	128	136	1	\$7,600	\$8,778	\$10,670	\$11,290	\$12,542
Mar. - Apr. Private Lessons	Per Hour	\$80	\$80	\$88	\$88	\$92	70	81	89	95	100	1	\$5,600	\$6,468	\$7,862	\$8,319	\$9,241
May. - Jun. Private Lessons	Per Hour	\$80	\$80	\$88	\$88	\$92	70	81	89	95	100	1	\$5,600	\$6,468	\$7,862	\$8,319	\$9,241
July - Aug. Private Lessons	Per Hour	\$80	\$80	\$88	\$88	\$92	70	81	89	95	100	1	\$5,600	\$6,468	\$7,862	\$8,319	\$9,241
Instructional/Camps and Clinics																	
Sept. - Oct. Camps/Clinics	Per Session (8 weeks)	\$250	\$250	\$275	\$275	\$289	14	16	18	19	20	1	\$3,500	\$4,043	\$4,914	\$5,199	\$5,776
Nov. - Dec. Camps/Clinics	Per Session (8 weeks)	\$250	\$250	\$275	\$275	\$289	19	22	24	26	27	1	\$4,750	\$5,486	\$6,669	\$7,056	\$7,839
Jan. - Feb. Camps/Clinics	Per Session (8 weeks)	\$250	\$250	\$275	\$275	\$289	19	22	24	26	27	1	\$4,750	\$5,486	\$6,669	\$7,056	\$7,839
Mar. - Apr. Camps/Clinics	Per Session (8 weeks)	\$250	\$250	\$275	\$275	\$289	14	16	18	19	20	1	\$3,500	\$4,043	\$4,914	\$5,199	\$5,776
May. - Jun. Camps/Clinics	Per Session (8 weeks)	\$250	\$250	\$275	\$275	\$289	14	16	18	19	20	1	\$3,500	\$4,043	\$4,914	\$5,199	\$5,776
July - Aug. Camps/Clinics	Per Session (8 weeks)	\$250	\$250	\$275	\$275	\$289	14	16	18	19	20	1	\$3,500	\$4,043	\$4,914	\$5,199	\$5,776
Team Rentals																	
Sept. - Oct. Team Rental	3 cages/tunnels (per hr.)	\$162	\$162	\$178	\$178	\$187	42	49	54	57	60	1	\$6,804	\$7,859	\$9,553	\$10,107	\$11,228
Nov. - Dec. Team Rental	3 cages/tunnels (per hr.)	\$162	\$162	\$178	\$178	\$187	57	66	73	77	81	1	\$9,234	\$10,666	\$12,964	\$13,717	\$15,238
Jan. - Feb. Team Rental	3 cages/tunnels (per hr.)	\$162	\$162	\$178	\$178	\$187	57	66	73	77	81	1	\$9,234	\$10,666	\$12,964	\$13,717	\$15,238
Mar. - Apr. Team Rental	3 cages/tunnels (per hr.)	\$162	\$162	\$178	\$178	\$187	42	49	54	57	60	1	\$6,804	\$7,859	\$9,553	\$10,107	\$11,228
May. - Jun. Team Rental	3 cages/tunnels (per hr.)	\$162	\$162	\$178	\$178	\$187	42	49	54	57	60	1	\$6,804	\$7,859	\$9,553	\$10,107	\$11,228
July - Aug. Team Rental	3 cages/tunnels (per hr.)	\$162	\$162	\$178	\$178	\$187	42	49	54	57	60	1	\$6,804	\$7,859	\$9,553	\$10,107	\$11,228
Rentals																	
Sept. - Oct. Rentals	Per Hour	\$60	\$60	\$66	\$66	\$69	56	65	71	76	80	1	\$3,360	\$3,881	\$4,717	\$4,991	\$5,545
Nov. - Dec. Rentals	Per Hour	\$60	\$60	\$66	\$66	\$69	76	88	97	103	109	1	\$4,560	\$5,267	\$6,402	\$6,774	\$7,525
Jan. - Feb. Rentals	Per Hour	\$60	\$60	\$66	\$66	\$69	76	88	97	103	109	1	\$4,560	\$5,267	\$6,402	\$6,774	\$7,525
Mar. - Apr. Rentals	Per Hour	\$60	\$60	\$66	\$66	\$69	56	65	71	76	80	1	\$3,360	\$3,881	\$4,717	\$4,991	\$5,545
May. - Jun. Rentals	Per Hour	\$60	\$60	\$66	\$66	\$69	56	65	71	76	80	1	\$3,360	\$3,881	\$4,717	\$4,991	\$5,545
July - Aug. Rentals	Per Hour	\$60	\$60	\$66	\$66	\$69	56	65	71	76	80	1	\$3,360	\$3,881	\$4,717	\$4,991	\$5,545
Non-Capacity Growth Rate		1.00	1.10	1.00	1.05		1.16	1.11	1.06	1.06							
Total Revenue													\$1,509,569	\$1,804,178	\$2,207,756	\$2,424,194	\$2,747,318
Cost of Goods Sold		Management Assumption										Year 1	Year 2	Year 3	Year 4	Year 5	
Baseball Management	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Baseball/Softball Staff	5% Gross Revenue												\$23,297	\$29,302	\$38,545	\$44,521	\$51,754
Instructor Fees	50% Instructor Revenue												\$30,550	\$35,286	\$42,892	\$45,381	\$50,415
Umpire Fees	Avg. \$50/Game												\$0	\$0	\$0	\$0	\$0
Equipment and Supplies	1% Gross Revenue												\$4,659	\$5,860	\$7,709	\$8,904	\$10,351
Awards	2% Gross Revenue												\$9,319	\$11,721	\$15,418	\$17,808	\$20,702
Club Team Expenses													\$655,607	\$786,021	\$962,425	\$1,060,228	\$1,203,587
Coach Salary and Expense	30% Club Revenue												\$414,068	\$496,434	\$607,848	\$669,617	\$760,160
Uniform	5% Club Revenue												\$69,011	\$82,739	\$101,308	\$111,603	\$126,693
Player Admin. Fee	2.5% Club Revenue												\$34,506	\$41,370	\$50,654	\$55,801	\$63,347
Tournament Fees	10% Club Revenue												\$138,023	\$165,478	\$202,616	\$223,206	\$253,387
Total Cost of Goods Sold													\$723,432	\$868,191	\$1,066,989	\$1,176,842	\$1,336,810
Net Revenue													\$786,137	\$935,987	\$1,140,767	\$1,247,352	\$1,410,509

\*The forecast for club team programming and volume of registrations reflect the commitments and relationships between the Client and existing sports organizations. The details and future structure of these relationships were provided to SFC by the Client for the purpose of this forecast.



# Indoor Field Rental Revenue & Expenses

Revenue	Management Assumption	Rental Fees					Number of Rentals					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Multi-Purpose Field Rentals																	
Sept. - Oct. Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Nov. - Dec. Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Jan. - Feb. Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Mar. - Apr. Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
May - June Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
July - Aug. Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05		1.05	1.05	1.05	1.05						
Total Revenue													\$0	\$0	\$0	\$0	\$0
Cost of Goods Sold		Management Assumption											Year 1	Year 2	Year 3	Year 4	Year 5
Supervision/Maint. Staff	5% Gross Revenue											\$0	\$0	\$0	\$0	\$0	
Total Cost of Goods Sold													\$0	\$0	\$0	\$0	\$0
Net Revenue													\$0	\$0	\$0	\$0	\$0



## Fitness & Training Revenue & Expenses

Revenue	Management Assumption	Program Fees					Number of Registrations					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5		Year 1	Year 2	Year 3	Year 4	Year 5
Personal Training - 1/2 Hour	\$/Session	\$40	\$40	\$44	\$44	\$46	101	121	139	153	161	12	\$48,417	\$58,101	\$73,498	\$80,847	\$89,134
Personal Training - Hour	\$/Session	\$75	\$75	\$83	\$83	\$87	52	62	72	79	83	12	\$46,767	\$56,120	\$70,992	\$78,091	\$86,095
Sports Performance Training - Ind.	\$/Session	\$90	\$90	\$99	\$99	\$104	51	61	64	67	67	12	\$55,080	\$66,096	\$76,341	\$80,158	\$84,166
Sports Performance Training - Team	\$/Session	\$150	\$150	\$165	\$165	\$173	17	20	21	22	22	12	\$30,600	\$36,720	\$42,412	\$44,532	\$46,759
Club Team Training	Included in Dues	\$0	\$0	\$0	\$0	\$0	1,110	1,373	1,565	1,738	1,910	1	\$0	\$0	\$0	\$0	\$0
Sports Performance Clinic	\$/Session	\$200	\$200	\$220	\$220	\$231	8	10	10	11	11	4	\$6,400	\$7,680	\$8,870	\$9,314	\$9,780
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05		1.20	1.05	1.05	1.00						
Total Revenue													\$187,264	\$224,717	\$272,112	\$292,942	\$315,934
Cost of Goods Sold																	
Management Assumption													Year 1	Year 2	Year 3	Year 4	Year 5
Fitness & Training Management	10% Gross Revenue												\$18,726	\$22,472	\$27,211	\$29,294	\$31,593
Fitness & Training Instructors	50% Personal Training, 25% Group Training												\$84,382	\$101,258	\$123,236	\$133,010	\$143,832
Club Performance Instructors	20 Included Sessions per Team per Season												\$55,500	\$68,625	\$78,250	\$86,875	\$95,500
Equipment and Supplies	2% Gross Revenue												\$3,745	\$4,494	\$5,442	\$5,859	\$6,319
Total Cost of Goods Sold													\$162,354	\$196,849	\$234,139	\$255,038	\$277,244
Net Revenue													\$24,910	\$27,867	\$37,973	\$37,905	\$38,689



## Membership Revenue & Expenses

Revenue	Management Assumption	Membership Fees					Number of Memberships					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5	
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5							
Memberships																		
Bronze	\$/Month	\$50	\$50	\$53	\$53	\$55	709	851	978	1,076	1,130	12	\$303,066	\$510,426	\$616,340	\$677,974	\$747,466	
Silver	\$/Month	\$80	\$80	\$84	\$84	\$88	198	238	274	301	316	12	\$135,773	\$228,671	\$276,120	\$303,732	\$334,865	
Gold	\$/Month	\$100	\$100	\$105	\$105	\$110	33	40	46	50	53	12	\$28,286	\$47,640	\$57,525	\$63,278	\$69,763	
Enhancement Fee	Annual Fee	\$50	\$50	\$53	\$53	\$55	941	1,129	1,298	1,428	1,499	1	\$47,025	\$56,430	\$68,140	\$74,954	\$82,637	
Guest Pass	\$/Day	\$5	\$5	\$5	\$5	\$5	500	600	690	759	797	1	\$2,500	\$3,000	\$3,450	\$3,795	\$3,985	
Non-Capacity Growth Rate			1.00	1.05	1.00	1.05		1.20	1.15	1.10	1.05							
Total Revenue													\$516,650	\$846,167	\$1,021,575	\$1,123,732	\$1,238,715	
Cost of Goods Sold		Management Assumption											Year 1	Year 2	Year 3	Year 4	Year 5	
Membership/Fitness Management	Responsibility of Management Team											\$0	\$0	\$0	\$0	\$0		
Fitness Floor Staff												\$316,920	\$329,597	\$342,781	\$356,492	\$370,752		
Free Group Ex. Class Instructors	\$25 Instructor Fee per Class, 40 per Week in Year 1											\$50,000	\$55,000	\$60,500	\$66,550	\$73,205		
Membership Cards	\$1 per New Member											\$1,441	\$1,729	\$1,988	\$2,187	\$2,296		
Total Cost of Goods Sold													\$368,361	\$386,325	\$405,269	\$425,229	\$446,253	
Net Revenue													\$148,290	\$459,842	\$616,306	\$698,504	\$792,463	

1,499

1000 50 12 600000  
300 80 12 288000  
50 100 12 60000



# In-House Baseball/Softball Showcase Revenue & Expenses

Revenue		Management Assumption		Registration Fees			Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5		
				Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Small Tournament - 1 Fields, 2 Days																			
Team Information														20					
Diamond Field		1 Players per Team		\$350	\$350	\$385	\$385	\$404	1	1	2	2	2	20	\$7,000	\$7,000	\$15,400	\$15,400	
Spectators		2 Spectators per Player												40				\$16,170	
Non-Capacity Growth Rate					1.00	1.10	1.00	1.05	1	1	2	2	2						
Total Revenue														\$7,000	\$7,000	\$15,400	\$15,400	\$16,170	
Cost of Goods Sold		Management Assumption													Year 1	Year 2	Year 3	Year 4	Year 5
Tournament Director		Responsibility of Management Team													\$0	\$0	\$0	\$0	\$0
Tournament Staff		10% Entry Fees													\$700	\$700	\$1,540	\$1,540	\$1,617
Official Fees		Avg. \$110/Game													\$4,400	\$4,400	\$8,800	\$8,800	\$8,800
Trainer Fees		\$15/Hour													\$300	\$300	\$600	\$600	\$600
Equip./Supplies		5% Gross Revenue													\$350	\$350	\$770	\$770	\$809
Awards		5% Gross Revenue													\$350	\$350	\$770	\$770	\$809
Total Cost of Goods Sold														\$6,100	\$6,100	\$12,480	\$12,480	\$12,634	
Net Revenue														\$900	\$900	\$2,920	\$2,920	\$3,536	



# Baseball/Softball Rental Showcase Revenue & Expenses

Revenue	Management Assumption	Rental Fees					Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5
Small Tournament - 1 Fields, 2 Days		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Team Information												20					
Diamond Field												20					
Rental Fees	Daily Rental Rate	\$400	\$400	\$440	\$440	\$462	4	5	6	6	6	2	\$3,200	\$4,000	\$5,280	\$5,280	\$5,544
Spectators	2 Spectators per Player											40					
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05	4	5	6	6	6						
Total Revenue							5	6	8	8	8		\$3,200	\$4,000	\$5,280	\$5,280	\$5,544
Cost of Goods Sold		Management Assumption											Year 1	Year 2	Year 3	Year 4	Year 5
Tournament Hosting Expenses	10% Gross Revenue												\$320	\$400	\$528	\$528	\$554
Facility Attendant Staff	10% Gross Revenue												\$320	\$400	\$528	\$528	\$554
Trainer Fees	Pass Through												\$0	\$0	\$0	\$0	\$0
Total Cost of Goods Sold													\$640	\$800	\$1,056	\$1,056	\$1,109
Net Revenue													\$2,560	\$3,200	\$4,224	\$4,224	\$4,435



## Outdoor Field Rental Revenue & Expenses

Revenue	Management Assumption	Rental Fees					Number of Rentals					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Baseball/Softball Field Rentals																	
Sept. - Oct.	\$/Hour	\$75	\$75	\$83	\$83	\$87	168	176	185	194	194	1	\$12,600	\$13,230	\$15,281	\$16,045	\$16,847
Nov. - Dec.	\$/Hour	\$75	\$75	\$83	\$83	\$87	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Jan. - Feb.	\$/Hour	\$75	\$75	\$83	\$83	\$87	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Mar. - Apr.	\$/Hour	\$75	\$75	\$83	\$83	\$87	168	176	185	194	194	1	\$12,600	\$13,230	\$15,281	\$16,045	\$16,847
May - June	\$/Hour	\$75	\$75	\$83	\$83	\$87	248	260	273	287	287	1	\$18,600	\$19,530	\$22,557	\$23,685	\$24,869
July - Aug	\$/Hour	\$75	\$75	\$83	\$83	\$87	248	260	273	287	287	1	\$18,600	\$19,530	\$22,557	\$23,685	\$24,869
Multi-Purpose Field Rentals																	
Sept. - Oct.	\$/Hour	\$75	\$75	\$83	\$83	\$87	204	214	225	236	236	1	\$15,300	\$16,065	\$18,555	\$19,483	\$20,457
Nov. - Dec.	\$/Hour	\$75	\$75	\$83	\$83	\$87	82	86	90	94	94	1	\$6,120	\$6,426	\$7,422	\$7,793	\$8,183
Jan. - Feb.	\$/Hour	\$75	\$75	\$83	\$83	\$87	82	86	90	94	94	1	\$6,120	\$6,426	\$7,422	\$7,793	\$8,183
Mar. - Apr.	\$/Hour	\$75	\$75	\$83	\$83	\$87	204	214	225	236	236	1	\$15,300	\$16,065	\$18,555	\$19,483	\$20,457
May - June	\$/Hour	\$75	\$75	\$83	\$83	\$87	122	129	135	142	142	1	\$9,180	\$9,639	\$11,133	\$11,690	\$12,274
July - Aug	\$/Hour	\$75	\$75	\$83	\$83	\$87	122	129	135	142	142	1	\$9,180	\$9,639	\$11,133	\$11,690	\$12,274
Field Light Usage Charge	\$/Hour	\$20	\$20	\$22	\$22	\$23	577	606	636	668	668	1	\$11,536	\$12,113	\$13,990	\$14,690	\$15,424
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05		1.05	1.05	1.05	1.00						
Total Revenue													\$135,136	\$141,893	\$163,886	\$172,080	\$180,685
Cost of Goods Sold			Management Assumption										Year 1	Year 2	Year 3	Year 4	Year 5
Supervision/Maintenance Staff		5% Gross Revenue											\$6,757	\$7,095	\$8,194	\$8,604	\$9,034
Total Cost of Goods Sold													\$6,757	\$7,095	\$8,194	\$8,604	\$9,034
Net Revenue													\$128,379	\$134,798	\$155,692	\$163,476	\$171,650





## Birthday Parties Revenue & Expenses

Revenue	Management Assumption	Party Fees					Number of Parties					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5		Year 1	Year 2	Year 3	Year 4	Year 5
Sports Parties	\$/Party (Avg 15 Kids)	\$250	\$250	\$275	\$275	\$289	12	14	15	16	17	12	\$36,000	\$43,200	\$49,896	\$52,391	\$57,761
	Non-capacity growth rate		1.00	1.10	1.00	1.05		1.20	1.05	1.05	1.05						
	Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
<b>Total Revenue</b>													<b>\$36,000</b>	<b>\$43,200</b>	<b>\$49,896</b>	<b>\$52,391</b>	<b>\$57,761</b>
<b>Cost of Goods Sold</b>													<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Birthday and Group Party Management	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Birthday and Group Party Staff	2 Hrs/Party plus set up & clean, 1 Employee/Party, \$15/Hr. per Employee												\$4,320	\$5,184	\$5,443	\$5,715	\$6,001
Birthday and Group Party Supplies	4% Gross Revenue												\$1,440	\$1,728	\$1,996	\$2,096	\$2,310
Birthday and Group Party Food	15% Gross Revenue												\$5,400	\$6,480	\$7,484	\$7,859	\$8,664
<b>Total Cost of Goods Sold</b>													<b>\$11,160</b>	<b>\$13,392</b>	<b>\$14,923</b>	<b>\$15,670</b>	<b>\$16,976</b>
<b>Net Revenue</b>													<b>\$24,840</b>	<b>\$29,808</b>	<b>\$34,973</b>	<b>\$36,721</b>	<b>\$40,785</b>



## Youth Development Revenue & Expenses

Revenue	Management Assumption	Price per Class					Number of Attendees					Year 1	Year 2	Year 3	Year 4	Year 5	
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	
Fall Youth Development Subtotal	Based on Full Week Equivalents	\$16.00	\$16.00	\$16.00	\$16.00	\$16.00	1,537	1,767	1,944	2,041	2,143	\$24,586	\$28,274	\$31,101	\$32,656	\$34,289	
Winter Youth Development Subtotal		\$16.00	\$16.00	\$16.00	\$16.00	\$16.00	2,272	2,612	2,873	3,017	3,168	\$36,345	\$41,796	\$45,976	\$48,275	\$50,689	
Spring Youth Development Subtotal		\$16.00	\$16.00	\$16.00	\$16.00	\$16.00	1,937	2,228	2,451	2,573	2,702	\$31,000	\$35,650	\$39,215	\$41,176	\$43,234	
Summer Youth Development Subtotal		\$16.00	\$16.00	\$16.00	\$16.00	\$16.00	935	1,076	1,183	1,242	1,304	\$14,965	\$17,210	\$18,931	\$19,878	\$20,872	
Non-Capacity Growth Rate		1.00	1.00	1.00	1.00	1.00	Class Growth	1.15	1.10	1.05	1.05						
							Camp Growth	1.27	1.21	1.11	1.18						
Total Revenue												\$106,896	\$122,930	\$135,223	\$141,985	\$149,084	
Cost of Goods Sold	Management Assumption											Year 1	Year 2	Year 3	Year 4	Year 5	
Youth Development Director	Responsibility of Management Team											\$0	\$0	\$0	\$0	\$0	
Instructor Fees	15% Gross Revenue											\$16,034	\$18,440	\$20,284	\$21,298	\$22,363	
Telemarketing	3% Gross Revenue											\$3,207	\$3,688	\$4,057	\$4,260	\$4,473	
Promotional Expenses	5% Gross Revenue											\$5,345	\$6,147	\$6,761	\$7,099	\$7,454	
Total Cost of Goods Sold												\$24,586	\$28,274	\$31,101	\$32,656	\$34,289	
Net Revenue												\$82,310	\$94,656	\$104,122	\$109,328	\$114,795	



## Youth Programming Revenue & Expenses

Revenue	Management Assumption	Program Fees					Number of Registrations					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5		Year 1	Year 2	Year 3	Year 4	Year 5
Half-Day Camp	\$/Week	\$150	\$150	\$165	\$165	\$173	25	28	29	30	32	10	\$37,500	\$41,250	\$47,644	\$50,026	\$55,154
Full Day Camp	\$/Week	\$250	\$250	\$275	\$275	\$289	35	39	40	42	45	10	\$87,500	\$96,250	\$111,169	\$116,727	\$128,692
Single Day Camps	\$/Day	\$50	\$50	\$55	\$55	\$58	35	39	40	42	45	12	\$21,000	\$23,100	\$26,681	\$28,015	\$30,886
Camp Day-Care	\$/Day	\$10	\$10	\$11	\$11	\$12	171	188	198	207	218	10	\$17,100	\$18,810	\$21,726	\$22,812	\$25,150
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05		1.10	1.05	1.05	1.05						
Total Revenue													\$163,100	\$179,410	\$207,219	\$217,579	\$239,881
Cost of Goods Sold													Year 1	Year 2	Year 3	Year 4	Year 5
Youth Programming Management	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Camp Instructors	35% Gross Revenue												\$57,085	\$62,794	\$72,526	\$76,153	\$83,958
Equipment & Consumables	3% Gross Revenue												\$4,893	\$5,382	\$6,217	\$6,527	\$7,196
Camp Lunch	2.5% Gross Revenue												\$4,078	\$4,485	\$5,180	\$5,439	\$5,997
T-Shirts	\$4/Shirt												\$2,400	\$2,640	\$2,772	\$2,911	\$3,056
Total Cost of Goods Sold													\$68,456	\$75,301	\$86,696	\$91,030	\$100,208
Net Revenue													\$94,645	\$104,109	\$120,523	\$126,549	\$139,673



## Gate Fees Revenue & Expenses

Event Type	Tournament Pass	Gate Fee	Number of Events per Year					Daily Attendees (Non-Athletes)	Year 1	Year 2	Year 3	Year 4	Year 5
			Year 1	Year 2	Year 3	Year 4	Year 5						
In-House Basketball - Small	1	\$25.00	1	2	2	2	2	640	\$16,000	\$32,000	\$32,000	\$32,000	\$32,000
In-House Basketball - Medium	1	\$25.00	-	1	1	2	2	960	\$0	\$24,000	\$24,000	\$48,000	\$48,000
In-House Basketball - Large	1	\$25.00	-	-	1	1	2	1120	\$0	\$0	\$28,000	\$28,000	\$56,000
In-House Basketball - Extra Large	1	\$25.00	-	-	-	-	-	1920	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Small	1	\$0.00	3	2	2	2	2	0	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Medium	1	\$0.00	2	2	3	2	2	0	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Large	1	\$0.00	2	3	3	3	2	0	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Extra Large	1	\$0.00	-	-	-	-	-	0	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Small	1	\$15.00	1	1	2	2	2	960	\$14,400	\$14,400	\$28,800	\$28,800	\$28,800
In-House Volleyball - Medium	1	\$15.00	-	1	1	1	2	1280	\$0	\$19,200	\$19,200	\$19,200	\$38,400
In-House Volleyball - Large	1	\$15.00	-	-	-	1	1	1920	\$0	\$0	\$0	\$28,800	\$28,800
In-House Volleyball - Extra Large	1	\$15.00	-	-	-	-	-	2560	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Small	1	\$0.00	9	9	8	8	8	0	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Medium	1	\$0.00	2	2	2	2	1	0	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Large	1	\$0.00	1	2	3	2	2	0	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Extra Large	1	\$0.00	-	-	-	-	-	0	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Small	1	\$10.00	1	1	2	2	2	40	\$400	\$400	\$800	\$800	\$800
In-House Baseball - Medium	1	\$10.00	-	-	-	-	-	16	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Large	1	\$10.00	-	-	-	-	-	24	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Extra Large	1	\$15.00	-	-	-	-	-	32	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Large Summer	1	\$25.00	-	-	-	-	-	16	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Extra Large Summer	1	\$25.00	-	-	-	-	-	24	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Small	1	\$0.00	4	5	6	6	6	0	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Medium	1	\$0.00	-	-	-	-	-	0	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Large	1	\$0.00	-	-	-	-	-	0	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Extra Large	1	\$0.00	-	-	-	-	-	0	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Large Summer	1	\$0.00	-	-	-	-	-	0	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Extra Large Summer	1	\$0.00	-	-	-	-	-	0	\$0	\$0	\$0	\$0	\$0
Gate Fee Reduction of Revenue (Rental)	80% to Rights Holder								\$0	\$0	\$0	\$0	\$0
Child Gate Fee Discount (In-House)	25% Reduction of Revenue								(\$7,700)	(\$22,500)	(\$33,200)	(\$46,400)	(\$58,200)
<b>Total Revenue</b>			26	31	36	36	36		<b>\$23,100</b>	<b>\$67,500</b>	<b>\$99,600</b>	<b>\$139,200</b>	<b>\$174,600</b>
<b>Cost of Goods Sold</b>									<b>Management Assumption</b>				
									<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Gate Staff	\$0.25 Per Sale								\$410	\$1,130	\$1,660	\$2,380	\$2,980
Gate Ticket Cost	\$0.25 Per Ticket								\$410	\$1,130	\$1,660	\$2,380	\$2,980
<b>Total Cost of Goods Sold</b>									<b>\$820</b>	<b>\$2,260</b>	<b>\$3,320</b>	<b>\$4,760</b>	<b>\$5,960</b>
<b>Net Revenue</b>									<b>\$22,280</b>	<b>\$65,240</b>	<b>\$96,280</b>	<b>\$134,440</b>	<b>\$168,640</b>



## Facility Fees Revenue & Expenses

Event Type	Event Days	Facility Fee	Number of Events per Year					Daily Attendees (Non-Athletes)	Year 1	Year 2	Year 3	Year 4	Year 5
			Year 1	Year 2	Year 3	Year 4	Year 5						
In-House Basketball - Small	2	\$0.00	1	2	2	2	2	640	\$0	\$0	\$0	\$0	\$0
In-House Basketball - Medium	2	\$0.00	-	1	1	2	2	960	\$0	\$0	\$0	\$0	\$0
In-House Basketball - Large	2	\$0.00	-	-	1	1	2	1120	\$0	\$0	\$0	\$0	\$0
In-House Basketball - Extra Large	2.5	\$0.00	-	-	-	-	-	1920	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Small	2	\$2.00	3	2	2	2	2	640	\$7,680	\$5,120	\$5,120	\$5,120	\$5,120
Rental Basketball - Medium	2	\$2.00	2	2	3	2	2	960	\$7,680	\$7,680	\$11,520	\$7,680	\$7,680
Rental Basketball - Large	2	\$2.00	2	3	3	3	2	1120	\$8,960	\$13,440	\$13,440	\$13,440	\$8,960
Rental Basketball - Extra Large	2.5	\$2.00	-	-	-	-	-	1920	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Small	1	\$0.00	1	1	2	2	2	960	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Medium	2	\$0.00	-	1	1	1	2	1280	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Large	3	\$0.00	-	-	-	1	1	1920	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Extra Large	3	\$0.00	-	-	-	-	-	2560	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Small	1	\$2.00	9	9	8	8	8	960	\$17,280	\$17,280	\$15,360	\$15,360	\$15,360
Rental Volleyball - Medium	2	\$2.00	2	2	2	2	1	1280	\$10,240	\$10,240	\$10,240	\$10,240	\$5,120
Rental Volleyball - Large	3	\$2.00	1	2	3	2	2	1920	\$11,520	\$23,040	\$34,560	\$23,040	\$23,040
Rental Volleyball - Extra Large	3	\$2.00	-	-	-	-	-	2560	\$0	\$0	\$0	\$0	\$0
Other Court Sport Rental - 1 Day Event	1	\$2.00	4	4	4	4	4	480	\$3,840	\$3,840	\$3,840	\$3,840	\$3,840
Other Court Sport Rental - 2 Day Event	2	\$2.00	4	4	4	4	4	960	\$15,360	\$15,360	\$15,360	\$15,360	\$15,360
In-House Baseball - Small	2	\$0.00	1	1	2	2	2	40	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Medium	2	\$0.00	-	-	-	-	-	16	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Large	2.5	\$0.00	-	-	-	-	-	24	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Extra Large	2.5	\$0.00	-	-	-	-	-	32	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Large Summer	5	\$0.00	-	-	-	-	-	16	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Extra Large Summer	5	\$0.00	-	-	-	-	-	24	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Small	2	\$0.00	4	5	6	6	6	40	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Medium	2	\$0.00	-	-	-	-	-	16	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Large	2.5	\$0.00	-	-	-	-	-	24	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Extra Large	2.5	\$0.00	-	-	-	-	-	32	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Large Summer	5	\$0.00	-	-	-	-	-	16	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Extra Large Summer	5	\$0.00	-	-	-	-	-	24	\$0	\$0	\$0	\$0	\$0
			34	39	44	44	44						
<b>Total Revenue</b>									<b>\$82,560</b>	<b>\$96,000</b>	<b>\$109,440</b>	<b>\$94,080</b>	<b>\$84,480</b>
<b>Cost of Goods Sold</b>									<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
<b>Management Assumption</b>									<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total Cost of Goods Sold</b>									<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Net Revenue</b>									<b>\$82,560</b>	<b>\$96,000</b>	<b>\$109,440</b>	<b>\$94,080</b>	<b>\$84,480</b>

## Food & Beverage Revenue & Expenses

Revenue		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Sales - Local			\$51,376	\$56,910	\$61,463	\$65,178	\$67,411
Concessions Sales - Tournament			\$232,800	\$295,680	\$347,520	\$347,520	\$347,520
Concessions Sales - FEC			\$0	\$0	\$0	\$0	\$0
Total Revenue			\$284,176	\$352,590	\$408,983	\$412,698	\$414,931
Cost of Goods Sold		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Food	30% Concession Sales		\$85,253	\$105,777	\$122,695	\$123,809	\$124,479
Concessions Wages	25% Concession Sales		\$71,044	\$88,148	\$102,246	\$103,175	\$103,733
Total Cost of Goods Sold			\$156,297	\$193,925	\$224,941	\$226,984	\$228,212
Net Revenue			\$127,879	\$158,666	\$184,042	\$185,714	\$186,719



## Hotel Rebates

Revenue	Management Assumption	Nights Per Event	Rebate Rate	Number of Events per Year					# Non-Local Participants	# Non-Local Fans	Hotel Rooms/Night	Year 1	Year 2	Year 3	Year 4	Year 5
				Year 1	Year 2	Year 3	Year 4	Year 5								
In-House Basketball - Small	50% non-local attendance	2	\$0	1	2	2	2	2	160	320	160	\$0	\$0	\$0	\$0	\$0
In-House Basketball - Medium	60% non-local attendance	2	\$0	-	1	1	2	2	288	576	288	\$0	\$0	\$0	\$0	\$0
In-House Basketball - Large	70% non-local attendance	2	\$0	-	-	1	1	2	392	784	392	\$0	\$0	\$0	\$0	\$0
In-House Basketball - Extra Large	80% non-local attendance	2.5	\$0	-	-	-	-	-	768	1536	768	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Small	50% non-local attendance	2	\$0	3	2	2	2	2	160	320	160	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Medium	60% non-local attendance	2	\$0	2	2	3	2	2	288	576	288	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Large	70% non-local attendance	2	\$0	2	3	3	3	2	392	784	392	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Extra Large	80% non-local attendance	2.5	\$0	-	-	-	-	-	768	1536	768	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Small	25% non-local attendance	1	\$0	1	1	2	2	2	120	240	120	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Medium	60% non-local attendance	2	\$0	-	1	1	1	2	384	768	384	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Large	70% non-local attendance	3	\$0	-	-	-	1	1	672	1344	672	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Extra Large	80% non-local attendance	3	\$0	-	-	-	-	-	1024	2048	1024	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Small	25% non-local attendance	1	\$0	9	9	8	8	8	120	240	120	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Medium	60% non-local attendance	2	\$0	2	2	2	2	1	384	768	384	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Large	70% non-local attendance	3	\$0	1	2	3	2	2	672	1344	672	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Extra Large	80% non-local attendance	3	\$0	-	-	-	-	-	1024	2048	1024	\$0	\$0	\$0	\$0	\$0
Other Court Sport Rental - 1 Day Event	25% non-local attendance	1	\$0	4	4	4	4	4	60	120	60	\$0	\$0	\$0	\$0	\$0
Other Court Sport Rental - 2 Day Event	60% non-local attendance	2	\$0	4	4	4	4	4	288	576	288	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Small	50% non-local attendance	2	\$0	1	1	2	2	2	10	20	10	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Medium	60% non-local attendance	2	\$0	-	-	-	-	-	5	10	5	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Large	70% non-local attendance	2.5	\$0	-	-	-	-	-	8	17	8	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Extra Large	75% non-local attendance	2.5	\$0	-	-	-	-	-	12	24	12	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Large Summer	80% non-local attendance	5	\$0	-	-	-	-	-	6	13	6	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Extra Large Summer	85% non-local attendance	5	\$0	-	-	-	-	-	10	20	10	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Small	50% non-local attendance	2	\$0	4	5	6	6	6	10	20	10	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Medium	60% non-local attendance	2	\$0	-	-	-	-	-	5	10	5	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Large	70% non-local attendance	2.5	\$0	-	-	-	-	-	8	17	8	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Extra Large	75% non-local attendance	2.5	\$0	-	-	-	-	-	12	24	12	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Large Summer	80% non-local attendance	5	\$0	-	-	-	-	-	6	13	6	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Extra Large Summer	85% non-local attendance	5	\$0	-	-	-	-	-	10	20	10	\$0	\$0	\$0	\$0	\$0
Unredeemed Rebates	33% Reduction of Revenue											\$0	\$0	\$0	\$0	\$0
Total Revenue				34	39	44	44	44				\$0	\$0	\$0	\$0	\$0
Cost of Goods Sold												Year 1	Year 2	Year 3	Year 4	Year 5
Total Cost of Goods Sold												\$0	\$0	\$0	\$0	\$0
Net Revenue												\$0	\$0	\$0	\$0	\$0

## Retail Revenue & Expenses

Revenue		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Retail Sales			\$31,024	\$43,708	\$53,126	\$62,695	\$70,453
<b>Total Revenue</b>			<b>\$31,024</b>	<b>\$43,708</b>	<b>\$53,126</b>	<b>\$62,695</b>	<b>\$70,453</b>
Cost of Goods Sold		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Retail Product Cost	55% Retail Sales		\$17,063	\$24,039	\$29,219	\$34,482	\$38,749
Retail Wages	15% Retail Sales		\$4,654	\$6,556	\$7,969	\$9,404	\$10,568
<b>Total Cost of Goods Sold</b>			<b>\$21,717</b>	<b>\$30,595</b>	<b>\$37,188</b>	<b>\$43,886</b>	<b>\$49,317</b>
<b>Net Revenue</b>			<b>\$9,307</b>	<b>\$13,112</b>	<b>\$15,938</b>	<b>\$18,808</b>	<b>\$21,136</b>



## Tenant Revenue

Leased Space Revenue	Area (Sq./ft.)	\$ per Sq./ft.	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Tenant Lease Agreements</b>							
Leased Space - Cheer/Gymnastics	5,625	\$25.00	\$140,625	\$140,625	\$140,625	\$140,625	\$140,625
Leased Space - Chiropractor	1,300	\$40.00	\$52,000	\$52,000	\$52,000	\$52,000	\$52,000
Leased Space - Physical Therapy	3,515	\$40.00	\$140,600	\$140,600	\$140,600	\$140,600	\$140,600
<b>Total Revenue</b>			<b>\$333,225</b>	<b>\$333,225</b>	<b>\$333,225</b>	<b>\$333,225</b>	<b>\$333,225</b>
<b>Total Cost of Goods Sold</b>			-	-	-	-	-
<b>Net Revenue</b>			<b>\$333,225</b>	<b>\$333,225</b>	<b>\$333,225</b>	<b>\$333,225</b>	<b>\$333,225</b>

## Secondary Revenue Areas

Revenue		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Advertisement/Sponsorship Income			\$185,795	\$185,795	\$185,795	\$185,795	\$185,795
Total Revenue			\$185,795	\$185,795	\$185,795	\$185,795	\$185,795
Cost of Goods Sold		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Sponsorship COGS	25% Sponsorship Revenue		\$46,449	\$46,449	\$46,449	\$46,449	\$46,449
Total Cost of Goods Sold			\$46,449	\$46,449	\$46,449	\$46,449	\$46,449
Net Revenue			\$139,346	\$139,346	\$139,346	\$139,346	\$139,346

# Overhead Expenses



## Facility Expenses

### Indoor Facility/Buildings

Indoor Facility Expense	Management Assumption	Mgmt. Assump. Calc	Year 1	Year 2	Year 3	Year 4	Year 5
Alarm System Maintenance		\$5000 base	\$5,000	\$5,075	\$5,151	\$5,228	\$5,307
Janitorial Expenses	Cleaning and Supplies	\$0.65/SF	\$78,409	\$82,253	\$85,672	\$86,706	\$87,756
Safety Supplies	Includes Year 1 Purchase	\$5000 base plus Outdoor effect	\$5,000	\$2,000	\$2,030	\$2,060	\$2,091
Maintenance & Repairs	Excludes Capital Replacement	\$0.35/SF	\$36,039	\$36,579	\$37,128	\$37,685	\$38,250
Utility Expense	Electricity, Gas, Water, Trash, etc.	\$1.20541176470588/SF	\$124,119	\$125,981	\$127,870	\$129,788	\$131,735
<b>Total Indoor Facility Expense</b>			<b>\$248,567</b>	<b>\$251,888</b>	<b>\$257,852</b>	<b>\$261,469</b>	<b>\$265,140</b>

### Outdoor Facility/Fields

Outdoor Facility Expense	Management Assumption	Mgmt. Assump. Calc	Year 1	Year 2	Year 3	Year 4	Year 5
Turf Multi-Purpose Field Maintenance and Labor	Excludes Capital Replacement	\$5750/Field	\$5,750	\$5,836	\$5,924	\$6,013	\$6,103
Turf Baseball/Softball Field Maintenance and Labor	Excludes Capital Replacement	\$5750/Field	\$5,750	\$5,836	\$5,924	\$6,013	\$6,103
Grounds Maintenance, Labor, and Lighting	Based on Site Development	\$1750/Site Development Acre	\$15,075	\$15,301	\$15,530	\$15,763	\$16,000
Field Lighting	Based on Electricity and Field Hours		\$9,727	\$9,873	\$10,021	\$10,172	\$10,324
<b>Total Outdoor Facility Expense</b>			<b>\$36,302</b>	<b>\$36,846</b>	<b>\$37,399</b>	<b>\$37,960</b>	<b>\$38,529</b>
<b>Total Facility Expense</b>			<b>\$284,869</b>	<b>\$288,735</b>	<b>\$295,251</b>	<b>\$299,429</b>	<b>\$303,669</b>



## Operating Expenses

Expense	Management Assumption	Mgmt. Assump. Calc	Year 1	Year 2	Year 3	Year 4	Year 5
Accounting Fees		\$10000 base	\$5,000	\$5,075	\$5,151	\$5,228	\$5,307
Bank Service Charges	Banking Fees, Credit Card Processing	2% of Revenue less Tenant/Secondary	\$96,484	\$120,340	\$146,424	\$159,556	\$177,400
Communications	IT, Phone, Cable, Internet	See Guardrails Sheet	\$17,011	\$17,266	\$17,525	\$17,788	\$18,055
Dues/Subscriptions		\$3000 base	\$3,000	\$3,045	\$3,091	\$3,137	\$3,184
Employee Uniforms		See Guardrails Sheet	\$3,000	\$3,045	\$3,091	\$3,137	\$3,184
Marketing and Advertising	Based on Total Revenue	4% of Revenue less Tenant/Secondary	\$192,967	\$120,340	\$146,424	\$159,556	\$177,400
Insurance	General, Property, Liability	3% of Total Revenue	\$160,296	\$162,701	\$165,141	\$167,618	\$170,133
Legal Fees		\$10000 base	\$10,000	\$10,150	\$10,302	\$10,457	\$10,614
Licenses, Permits	Food, Music, etc.	15000	\$15,000	\$15,225	\$15,453	\$15,685	\$15,920
National Management & Marketing Service	TBD	\$0	\$0	\$0	\$0	\$0	\$0
National Management Travel	TBD	\$0	\$0	\$0	\$0	\$0	\$0
Office Supplies		See Guardrails Sheet	\$9,073	\$9,209	\$9,347	\$9,487	\$9,629
Real Estate Tax	2% Development Cost	TBD	\$485,946	\$485,946	\$485,946	\$485,946	\$485,946
Software	Operating, Scheduling, POS, Registration	See Guardrails Sheet	\$18,000	\$18,270	\$18,544	\$18,822	\$19,105
Travel and Education		See Guardrails Sheet	\$10,000	\$10,150	\$10,302	\$10,457	\$10,614
<b>Total Operating Expenses</b>			<b>\$1,025,777</b>	<b>\$980,762</b>	<b>\$1,036,743</b>	<b>\$1,066,876</b>	<b>\$1,106,489</b>



## Management Payroll Summary

Management Position	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager		\$105,000	\$105,000	\$105,000	\$105,000	\$105,000
Director of Operations		\$67,500	\$67,500	\$67,500	\$67,500	\$67,500
Marketing & Business Development Director		\$65,000	\$65,000	\$65,000	\$65,000	\$65,000
Membership/Fitness Director		\$65,000	\$65,000	\$65,000	\$65,000	\$65,000
Senior Program Director		\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Program Coordinators	Multiple Positions	\$45,000	\$90,000	\$90,000	\$135,000	\$135,000
Volleyball Club Director #1		\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
Volleyball Club Director #2		\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
Basketball Club Director		\$11,520	\$17,280	\$25,344	\$28,512	\$33,264
Baseball Club Director		\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
Baseball Club Assistant Director		\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Softball Club Director		\$30,240	\$37,800	\$49,896	\$58,212	\$69,854
Facility Manager		\$40,000	\$40,000	\$40,000	\$40,000	\$40,000
Finance Manager		\$60,000	\$60,000	\$60,000	\$60,000	\$60,000
Admin Support	Part Time - Front Desk	\$60,000	\$60,000	\$60,000	\$60,000	\$60,000
<b>Total Management Payroll</b>		<b>\$889,260</b>	<b>\$947,580</b>	<b>\$967,740</b>	<b>\$1,024,224</b>	<b>\$1,040,618</b>

## Payroll Summary

Total Payroll Summary		Management Assumption	Pre-Open	Year 1	Year 2	Year 3	Year 4	Year 5
Mgmt	General Manager	12 months prior	\$105,000	\$105,000	\$105,000	\$105,000	\$105,000	\$105,000
Mgmt	Director of Operations	9 months prior	\$50,625	\$67,500	\$67,500	\$67,500	\$67,500	\$67,500
Mgmt	Marketing & Business Development Director	12 months prior	\$65,000	\$65,000	\$65,000	\$65,000	\$65,000	\$65,000
Mgmt	Senior Program Director	2 months prior	\$8,333	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Mgmt	Program Coordinators (All)	2 months prior	\$7,500	\$45,000	\$90,000	\$90,000	\$135,000	\$135,000
Mgmt	Volleyball Club Director #1	1 month prior	\$6,667	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
Mgmt	Volleyball Club Director #2	1 month prior	\$6,667	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
Mgmt	Basketball Club Director	1 month prior	\$960	\$11,520	\$17,280	\$25,344	\$28,512	\$33,264
Mgmt	Baseball Club Director	1 month prior	\$6,667	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
Mgmt	Baseball Club Assistant Director	1 month prior	\$4,167	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Mgmt	Softball Club Director	1 month prior	\$2,520	\$30,240	\$37,800	\$49,896	\$58,212	\$69,854
Mgmt	Indoor Facility Manager	1 month prior	\$3,333	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000
Mgmt	Finance Manager	4 months prior	\$20,000	\$60,000	\$60,000	\$60,000	\$60,000	\$60,000
Support	Admin Support	1 month prior	\$5,000	\$60,000	\$60,000	\$60,000	\$60,000	\$60,000
<b>Subtotal Management Payroll</b>			<b>\$308,688</b>	<b>\$889,260</b>	<b>\$947,580</b>	<b>\$967,740</b>	<b>\$1,024,224</b>	<b>\$1,040,618</b>
Director	Fitness & Training Management Allotment	3 months prior	\$4,682	\$18,726	\$22,472	\$27,211	\$29,294	\$31,593
Director	Outdoor In-House Baseball/Softball Tournament Management All	3 months prior	\$0	\$0	\$0	\$0	\$0	\$0
<b>Subtotal Program Management</b>			<b>\$4,682</b>	<b>\$18,726</b>	<b>\$22,472</b>	<b>\$27,211</b>	<b>\$29,294</b>	<b>\$31,593</b>
Staff	In-House Basketball Tournament Staff	1 month prior	\$60	\$720	\$2,880	\$5,016	\$6,600	\$8,870
Staff	Basketball Rental Tournament Staff	1 month prior	\$380	\$4,560	\$4,920	\$6,204	\$5,412	\$4,712
Staff	In-House Volleyball Tournament Staff	1 month prior	\$30	\$360	\$840	\$1,320	\$2,112	\$2,772
Staff	Volleyball Rental Tournament Staff	1 month prior	\$697	\$8,360	\$10,070	\$12,331	\$10,450	\$10,095
Staff	Court Rental Event Staff	1 month prior	\$360	\$4,320	\$4,320	\$4,752	\$4,752	\$4,990
Staff	Basketball Staff	1 month prior	\$540	\$6,475	\$7,428	\$8,963	\$9,447	\$10,456
Staff	Volleyball Staff	1 month prior	\$362	\$4,348	\$4,974	\$5,986	\$6,300	\$6,963
Staff	Court Rental Staff	1 month prior	\$716	\$8,597	\$8,855	\$9,576	\$9,864	\$10,668
Staff	Soccer Staff	1 month prior	\$151	\$1,809	\$2,068	\$2,487	\$2,616	\$2,890
Staff	Lacrosse Staff	1 month prior	\$97	\$1,164	\$1,446	\$1,896	\$2,088	\$2,415
Staff	Football Staff	1 month prior	\$44	\$524	\$595	\$711	\$745	\$820
Staff	Baseball/Softball Staff	1 month prior	\$1,941	\$23,297	\$29,302	\$38,545	\$44,521	\$51,754
Staff	Field Rental Staff	1 month prior	\$0	\$0	\$0	\$0	\$0	\$0
Staff	Membership Fitness Area Staff	1 month prior	\$26,410	\$316,920	\$329,597	\$342,781	\$356,492	\$370,752
Staff	Outdoor In-House Baseball/Softball Tournament Staff	1 month prior	\$58	\$700	\$700	\$1,540	\$1,540	\$1,617
Staff	Outdoor Rental Baseball/Softball Tournament Staff	1 month prior	\$27	\$320	\$400	\$528	\$528	\$554
Staff	Outdoor Field Rental Staff	1 month prior	\$563	\$6,757	\$7,095	\$8,194	\$8,604	\$9,034
Staff	Birthday Party Staff	1 month prior	\$360	\$4,320	\$5,184	\$5,443	\$5,715	\$6,001
Staff	Food & Beverage Staff	1 month prior	\$5,920	\$71,044	\$88,148	\$102,246	\$103,175	\$103,733
Staff	Retail Staff	1 month prior	\$388	\$4,654	\$6,556	\$7,969	\$9,404	\$10,568
<b>Subtotal Sport Admin Staff</b>			<b>\$39,104</b>	<b>\$469,249</b>	<b>\$515,377</b>	<b>\$566,487</b>	<b>\$590,366</b>	<b>\$619,664</b>
Instructors	Basketball Instructors	Per Diem	\$13,477	\$15,459	\$18,654	\$19,662	\$21,761	\$21,761
Instructors	Basketball Team Coaches	Per Diem	\$35,340	\$53,010	\$77,748	\$87,467	\$102,044	\$102,044
Instructors	Volleyball Instructors	Per Diem	\$15,379	\$17,594	\$21,173	\$22,285	\$24,629	\$24,629
Instructors	Volleyball Team Coaches	Per Diem	\$234,300	\$281,160	\$335,049	\$360,822	\$405,925	\$405,925
Instructors	Soccer Instructors	Per Diem	\$9,047	\$10,341	\$12,433	\$13,080	\$14,449	\$14,449
Instructors	Lacrosse Instructors	Per Diem	\$5,820	\$7,229	\$9,478	\$10,441	\$12,076	\$12,076
Instructors	Football Instructors	Per Diem	\$2,618	\$2,975	\$3,554	\$3,726	\$4,102	\$4,102
Instructors	Baseball/Softball Instructors	Per Diem	\$30,550	\$35,286	\$42,892	\$45,381	\$50,415	\$50,415
Instructors	Baseball/Softball Team Coaches	Per Diem	\$414,068	\$496,434	\$607,848	\$669,617	\$760,160	\$760,160
Instructors	Football Team Coaches	Per Diem	\$15,705	\$25,913	\$38,006	\$52,258	\$68,981	\$68,981
Instructors	Fitness & Training Instructors	Per Diem	\$139,882	\$169,883	\$201,486	\$219,885	\$239,332	\$239,332
Instructors	Membership Fitness Area Instructors	Per Diem	\$50,000	\$55,000	\$60,500	\$66,550	\$73,205	\$73,205
Instructors	Youth Development Instructors	Per Diem	\$16,034	\$18,440	\$20,284	\$21,298	\$22,363	\$22,363
Instructors	Youth Programming Instructors	Per Diem	\$57,085	\$62,794	\$72,526	\$76,153	\$83,958	\$83,958
<b>Subtotal Instructors (COGS)</b>				<b>\$1,039,305</b>	<b>\$1,251,517</b>	<b>\$1,521,631</b>	<b>\$1,668,625</b>	<b>\$1,883,401</b>
Referees	In-House Basketball Tournament Officials	Per Diem	\$3,200	\$11,200	\$16,800	\$21,600	\$27,200	\$27,200
Referees	In-House Volleyball Tournament Officials	Per Diem	\$2,400	\$5,600	\$8,000	\$12,800	\$16,000	\$16,000
Trainers	In-House Tournament Trainers	Per Diem	\$1,200	\$3,600	\$4,800	\$6,900	\$8,100	\$8,100
Referees	Basketball Officials	Per Diem	\$24,000	\$27,529	\$30,200	\$31,832	\$33,552	\$33,552
Referees	Volleyball Officials	Per Diem	\$4,320	\$4,942	\$5,407	\$5,691	\$5,990	\$5,990
Referees	In-House Baseball/Softball Tournament Umpires	Per Diem	\$4,400	\$4,400	\$8,800	\$8,800	\$8,800	\$8,800
<b>Subtotal Referee/Trainers (COGS)</b>				<b>\$39,520</b>	<b>\$57,271</b>	<b>\$74,007</b>	<b>\$87,623</b>	<b>\$99,642</b>
<b>Payroll Subtotal</b>			<b>\$352,474</b>	<b>\$2,456,060</b>	<b>\$2,794,216</b>	<b>\$3,157,076</b>	<b>\$3,400,132</b>	<b>\$3,674,919</b>
	Bonus Pool	1% of Total Revenue	\$53,432	\$65,360	\$78,402	\$84,968	\$93,890	\$93,890
	Payroll Services	3% of Payroll	\$10,574	\$41,317	\$44,563	\$46,843	\$49,317	\$50,756
	Payroll Taxes/Benefits	18% of Payroll	\$63,445	\$247,902	\$267,377	\$281,059	\$295,899	\$304,538
<b>Payroll Taxes/Benefits/Bonus Totals</b>			<b>\$74,020</b>	<b>\$342,651</b>	<b>\$377,300</b>	<b>\$406,304</b>	<b>\$430,184</b>	<b>\$449,184</b>
<b>Total Payroll Cost</b>				<b>\$2,798,712</b>	<b>\$3,171,516</b>	<b>\$3,563,381</b>	<b>\$3,830,316</b>	<b>\$4,124,102</b>