

WELLINGTON SPORTS COMPLEX | WELLINGTON, FL

Five-Year Operating Pro Forma

MAY 2022



PREPARED FOR:

WELLINGTON ATHLETICS, LLC



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Total Revenue and Expense - Comparable Facility Data

Total Revenue per Square Foot - Primary Business Model (Including Ancillary Revenue)				
Outdoor	Industry Average	High-Performing (Threshold)	Top-Performing (Threshold)	Wellington Sports Complex
Outdoor Field Total Revenue per Field	\$50,000	\$100,000	\$350,000	\$363,136

Total Revenue per Square Foot - Primary Business Model (Including Ancillary Revenue)				
Indoor	Industry Average	High-Performing (Threshold)	Top-Performing (Threshold)	Wellington Sports Complex
Indoor Sports, Recreation, Fitness, & Ent.	\$24.80	\$35.00	\$45.00	\$68.29

Total Expenses as a Percent of Revenue (Including Standard Expense Categories)				
	Industry Average	High-Performing (Threshold)	Top-Performing (Threshold)	Wellington Sports Complex
COGS (Including COGS Labor)	35.1%	32%	26%	40%
Facility Expenses	12.4%	9%	6%	4%
Operating Expenses	16.0%	12%	8%	7%
Management Payroll	10.7%	12%	10%	11%
Payroll Taxes/Benefits/Bonus	4.9%	5%	5%	5%

EBITDA				
	Industry Average	High-Performing (Threshold)	Top-Performing (Threshold)	Wellington Sports Complex
EBITDA	20.9%	30%	45%	35%

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')	8	-	-	5,790	46,318	47.5%
	Volleyball Courts	8	-	-	Over Basketball Courts		0.0%
	Feature Basketball/Volleyball Court	1	-	-	6,990	6,990	
	Total Court Sq. Ft.					53,308	54.7%
BB/SB	Baseball/Softball Training	1	80	72	5,760	5,760	5.9%
	Mezzanine	1	80	20	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%
	Total BB/SB Sq. Ft.					5,760	5.9%
Sports Performance	Training	1	-	-	3,000	3,000	3.1%
	Wellness/Recovery	1	-	-	2,205	2,205	2.3%
	Total Sports Performance Sq. Ft.					5,205	5.3%
Fitness Center	Fitness Center	1	-	-	10,690	10,690	11.0%
	Locker Rooms	2	-	-	1,100	2,200	2.3%
	Total Fitness Center Sq. Ft.					12,890	13.2%
Flex Space	Lobby/Welcome Area	1	-	-	1,295	1,295	1.3%
	Entry Pavilion	1	-	-	740	740	0.8%
	Control Room/AV Digital/Storage	1	-	-	335	335	0.3%
	Manager's Offices	3	-	-	125	375	0.4%
	Café	1	-	-	2,000	2,000	2.1%
	Restrooms	2	-	-	420	840	0.9%
	Janitor	1	-	-	75	75	0.1%
	Storage	1	-	-	120	120	0.1%
	Laundry	1	-	-	120	120	0.1%
	Leased Space - Cheer/Gymnastics	1	-	-	6,605	6,605	6.8%
	Leased Space - Chiropractor	1	-	-	1,300	1,300	1.3%
	Leased Space - Physical Therapy	1	-	-	2,205	2,205	2.3%
	Total Flex Space Sq. Ft.					16,010	16.4%
Required SF for Products and Services						93,173	95.5%
Mechanical, Electrical, Storage, etc. 10% of P&S SF (Excl. Leased Space)						0	0.0%
Common Area, Stairs, Circulation, etc. 5% of P&S SF (Excl. Leased Space)						4,371	4.5%
Total Estimated Indoor Athletic Facility SF						97,544	100%
Estimated Building Footprint						91,784	
Total Building Acreage						2.1	

*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	1	215	85	13,975	13,975	100.0%
	Total Practice Pavilion Sq. Ft.					13,975	100.0%
Required SF for Products and Services						13,975	100.0%
Total Estimated Practice Pavilion SF						13,975	100%
Estimated Building Footprint						13,975	
Total Building Acreage						0.3	

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	46.1%
	Total 400' Baseball/Softball Fields Sq. Ft.					125,000	46.1%
Flex MP Field	Synthetic Turf Flex Field	1	384	249	95,616	95,616	35.3%
	Youth Baseball/Softball Fields	1	225'	Fence	Over Flex Fields		0.0%
	Total Flex Fields Sq. Ft.					95,616	35.3%
225' BB/SB Fields	Regulation Turf Field (with dugouts, warm-up, viewing area)	1	225'	Fence	50,625	50,625	18.7%
	Total 225' Baseball/Softball Fields Sq. Ft.					50,625	18.7%
Total Estimated Outdoor Athletic Facilities SF						271,241	100%
Total Outdoor Athletic Facility Acreage						6.2	

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)	501	20	20	400	200,561	48.6%
	Setbacks, Green Space, Trails, etc.		25% Indoor SF, 50% Outdoor			212,200	51.4%
	Total Estimated Site Development SF					412,762	100%
Total Site Development Acreage						9.5	
Total Complex Acreage						18.13	

Facility Development Costs and Financing



Capital Costs and Start-up Expenses - Indoor Facility

Details	Quantity	Unit	Cost/Unit	Budgeted Cost	% of Total
Building & Land Cost					
Real Estate Acquisition	TBD	2.43	\$0.00	\$0	0.0%
Land Cost Total				\$0	0.0%
Hard Costs					
Hard Structure Cost	Warm Shell (includes LED lighting solution)	97,544	SF	\$170	\$16,582,421 60.2%
Covered Practice Pavilion		13,975	SF	\$50	\$698,750 2.5%
Site Development	Cost per Acre based on quote from Verdex Construction (1/19/22)	2.43	Acre	\$136,511	\$331,433 1.2%
Contingency			10.00%	\$1,761,260	6.4%
Escalation			3.00%	\$581,216	2.1%
Hard Cost Total				\$19,955,079	72.5%
Field and Sport Equipment Cost					
Court Area					
Hardwood Flooring		53,308	SF	\$11	\$586,388 2.1%
Basketball Net & Stanchion System	Mechanical Roll-Down System	18	Ea.	\$10,000	\$180,000 0.7%
Volleyball Net System	Electronic System (Nets, Poles, Padding, Etc.)	9	Ea.	\$15,000	\$135,000 0.5%
Wall Padding		9	Ea.	\$4,000	\$36,000 0.1%
Scoreboards	With Controllers	9	Ea.	\$10,000	\$90,000 0.3%
Court Seats (Participants)		207	Ea.	\$125	\$25,875 0.1%
Bleachers (Spectators)	Tip and Roll	18	Ea.	\$3,000	\$54,000 0.2%
Curtains (Court)	Mechanical Roll-Down System	7	Ea.	\$20,000	\$140,000 0.5%
Athletic Equipment	Sports Equipment (Cones, Balls, Etc.)	1	LS	\$25,000	\$25,000 0.1%
Turf Area					
Synthetic Turf Flooring		13,975	SF	\$5	\$69,875 0.3%
Netting (Field)	Perimeter, Netting, Dividers, Install, and Hardware	13,975	SF	\$2	\$27,950 0.1%
Batting Cages/Pitching Tunnels	75' x 15' Tunnel	5	Ea.	\$15,000	\$75,000 0.3%
Pitching Machines		3	Ea.	\$3,000	\$7,500 0.0%
Athletic Equipment	Sports Equipment (Cones, Balls, Etc.)	1	LS	\$10,000	\$10,000 0.0%
Baseball/Softball Training Area					
Batting Cages/Pitching Tunnel Turf Flooring		5,760	SF	\$5	\$28,800 0.1%
Sports Performance Training Area					
Sports Performance Training Flooring		3,000	SF	\$9	\$27,000 0.1%
Sports Performance Equipment		3,000	SF	\$50	\$150,000 0.5%
Wellness/Recovery Equipment		1	LS	\$60,000	\$60,000 0.2%
Membership Fitness Area					
Fitness Center Flooring		10,690	SF	\$12	\$128,280 0.5%
Fitness Center Equipment		10,690	SF	\$70	\$748,300 2.7%
Group Exercise Flooring		0	SF	\$12	\$0 0.0%
Group Exercise Equipment		0	SF	\$25	\$0 0.0%
Shipping & Tax			9.00%	\$234,447	0.9%
Contingency			10.00%	\$283,942	1.0%
Escalation			3.00%	\$93,701	0.3%
Field and Sport Equipment Cost Total				\$3,217,057	11.7%
Furniture, Fixtures and Equipment Cost					
FOOD & BEVERAGE					
Concessions Equipment		1	LS	\$125,000	\$125,000 0.5%
Finish Out	Enhanced Cost of Kitchen Space	1	LS	\$40,000	\$40,000 0.1%
FURNISHINGS					
Furnishings	Flex Space	5,900	SF	\$2	\$11,800 0.0%
Hardware - Security/Access Control		97,544	SF	\$0.75	\$73,158 0.3%
Hardware - POS		1	LS	\$6,000	\$6,000 0.0%
Hardware - Telecommunications		97,544	SF	\$1.50	\$146,315 0.5%
Software		1	LS	\$5,000	\$5,000 0.0%
MISCELLANEOUS					
Locker Rooms/Lounge Areas	Build Out	2,200	SF	\$65	\$143,000 0.5%
Marquee Signage	Exterior	1	Ea.	\$150,000	\$150,000 0.5%
Graphics Package		97,544	SF	\$2.00	\$195,087 0.7%
Audio/Video		1	LS	\$150,000	\$150,000 0.5%
Maintenance Equipment		97,544	SF	\$0.50	\$48,772 0.2%
Shipping & Tax			9.00%	\$98,472	0.4%
Contingency			10.00%	\$119,260	0.4%
Escalation			3.00%	\$39,356	0.1%
Furniture, Fixtures and Equipment Cost Total				\$1,351,221	4.9%
Soft Costs Construction					
Design-Build Fee	Civil, Architectural, Contractor Fee		12.0%	\$2,394,610	8.7%
SFD Owner's Rep Services	Planning Support, FF&E Procurement		1.0%	\$245,234	0.9%
Permits/Inspections			0.50%	\$99,775	0.4%
Additional Services			10.00%	\$273,962	1.0%
Soft Cost Total				\$3,013,580	10.9%
Total Construction Costs - Indoor Facility				\$27,536,938	100.0%
Cost Per Square Foot				\$282	

Capital Costs and Start-up Expenses - Outdoor Facility

Details	Quantity	Unit	Cost/Unit	Budgeted Cost	% of Total
Building & Land Cost					
Real Estate Acquisition	15.7	Acre	\$0	\$0	0.0%
Land Cost Total				\$0	0.0%
Hard Costs					
Site Development					
Site Development - Clearing, Prep, Grading, Utility	9.5	Acre	\$136,511	\$1,293,536	23.6%
Runs, Landscaping, etc.					
Site Development - Fields	6.2	Acre	\$0	\$0	0.0%
Fencing - Perimeter and Facility Control	2,083	SF	\$12	\$24,999	0.5%
Contingency			10.00%	\$131,854	2.4%
Escalation			3.00%	\$43,512	0.8%
Hard Cost Total				\$1,493,900	27.3%
Baseball/Softball Fields					
Synthetic Turf Fields					
Synthetic Turf Fields	175,625	SF	\$8.00	\$1,405,000	25.65%
All Fields					
Field Lights (390' - 400' Fence)	1	Ea.	\$275,000	\$275,000	5.02%
Field Lights (225' Fence - standalone)	1	Ea.	\$225,000	\$225,000	4.11%
Scoreboard	2	Ea.	\$12,500	\$25,000	0.46%
Plate Bases and Anchors	3	Set	\$900	\$2,700	0.05%
Dugouts with Fountains	2	Ea.	\$12,000	\$24,000	0.44%
Foul Poles	2	Set	\$4,000	\$8,000	0.15%
Portable Foul Poles	2	Set	\$500	\$1,000	0.02%
Fencing and Backstop	2	Ea.	\$75,000	\$150,000	2.74%
Portable Game Mounds (400')	1	Ea.	\$12,500	\$12,500	0.23%
Portable Game Mounds (225')	2	Ea.	\$8,000	\$16,000	0.29%
Portable Bulpen Mounds (400')	2	Ea.	\$3,000	\$6,000	0.11%
Bleachers	4	Ea.	\$4,000	\$16,000	0.29%
Shade Structures - Tension Fabric	4	Ea.	\$10,000	\$40,000	0.73%
Portable Fencing	2	Ea.	\$15,000	\$30,000	0.55%
Trackman System	2	Ea.	\$10,000	\$20,000	0.37%
Streaming System	2	Ea.	\$10,000	\$20,000	0.37%
Field and Sport Equipment	2	Ea.	\$7,500	\$15,000	0.27%
Training Area Equipment	1	LS	\$50,000	\$50,000	0.91%
Shipping & Tax			9.00%	\$210,483	3.84%
Contingency			10.00%	\$254,918	4.65%
Escalation			3.00%	\$84,123	1.54%
Baseball/Softball Fields Cost Total				\$2,888,224	52.72%
Multi-Purpose Fields					
Synthetic Turf Fields					
Synthetic Turf Fields	95,616	SF	\$7.00	\$669,312	12.22%
Grading	95,616	SF	\$0.00	\$0	0.00%
All Fields					
Field Lights (Flex Field w/Youth BB corners)	0	Ea.	\$225,000	\$0	0.00%
Scoreboards	0	Ea.	\$12,500	\$0	0.00%
Benches (Participants)	4	Ea.	\$600	\$2,400	0.04%
Bleachers (Spectators)	0	Ea.	\$4,000	\$0	0.00%
Goals	2	Ea.	\$5,000	\$10,000	0.18%
Goals	2	Ea.	\$1,200	\$2,400	0.04%
Goals	4	Ea.	\$1,050	\$4,200	0.08%
Goals	2	Ea.	\$750	\$1,500	0.03%
Field Equipment	1	Ea.	\$5,000	\$5,000	0.09%
Shipping & Tax			9.00%	\$62,533	1.14%
Contingency			10.00%	\$75,735	1.38%
Escalation			3.00%	\$24,992	0.46%
Multi-Purpose Fields Cost Total				\$858,072	15.66%
Soft Costs Construction					
Design-Build Fees			10.5%	\$156,860	2.9%
SFD Owner's Rep Services			1.0%	\$52,402	1.0%
Permits/Inspections			0.50%	\$7,470	0.1%
Additional Services			10.00%	\$21,673	0.4%
Soft Costs Total				\$238,404	4.4%
Total Construction Costs - Outdoor Facility				\$5,478,601	100.00%

Capital Costs and Start-up Expenses - Soft Costs Operations

Details		Cost/Unit	Budgeted Cost	% of Total
Soft Costs Operations				
Pre-Launch Professional Services	Legal, Accounting, Bank, Consulting		\$100,000	5.8%
Permits and Extensions			\$50,000	2.9%
Presentation Materials	Renderings, Etc.		\$30,000	1.7%
Grand Opening			\$15,000	0.9%
Marketing Allowance	Pre-Opening Marketing Budget		\$180,000	10.4%
Opening Support Services	Professional Management Support for Pre-Opening Operations Development		\$350,000	20.2%
Pre-Funded Operational Account			\$329,327	19.0%
Pre-Opening Staff Budget	Staffing Cost Pre-Grand Opening		\$506,854	29.2%
Pre-Opening Staff Recruitment			\$15,206	0.9%
Cost of Issuance/Financing			TBD	0.0%
Interest on Construction Loan			TBD	0.0%
Interest Reserve			TBD	0.0%
Working Capital Reserve			TBD	0.0%
Contingency		10.00%	\$157,639	9.1%
Soft Cost Total			\$1,734,025	100.0%
Total Construction Costs - Soft Cost Operations			\$1,734,025	100.0%
Working Capital Reserve			TBD	100.0%

Capital Costs and Start-up Expenses

SOURCES OF FUNDS		
Equity Contribution	8%	\$3,000,000
Bond Financing	92%	\$33,349,563
Public Contribution	0%	\$0
Total Sources of Funds		\$36,349,563

USES OF FUNDS	
Land Cost	TBD
Hard Cost	\$20,824,252
Field and Sport Equipment Cost	\$6,760,538
Furniture, Fixtures, and Equipment	\$1,311,865
Soft Costs Construction	\$3,251,984
Soft Costs Operations	\$1,734,025
Escalation	\$866,900
Working Capital Reserve	\$1,600,000
Total Uses of Funds	\$36,349,563



Loan Calculator - Debt

Enter Values	
Loan Amount	\$33,349,563
Annual Interest Rate*	4.66%
Loan Period in Years	30.0
Number of Payments Per Year	12
Start Date of Loan	1/1/23
Optional Extra Payments	

Loan Summary	
Scheduled Payment	\$172,163
Scheduled Number of Payments	360
Actual Number of Payments	365
Total Early Payments	\$0
Total Interest	\$28,628,958

Payment #	Payment Date	Beg. Balance	Scheduled Payment	Extra Payment	Total Payment	Principal	Interest	Ending Balance
1	2/1/23	\$33,349,563	\$172,163	\$0	\$172,163	\$42,655	\$129,507	\$33,306,908
2	3/1/23	\$33,306,908	\$172,163	\$0	\$172,163	\$42,821	\$129,342	\$33,264,087
3	4/1/23	\$33,264,087	\$172,163	\$0	\$172,163	\$42,987	\$129,176	\$33,221,100
4	5/1/23	\$33,221,100	\$172,163	\$0	\$172,163	\$43,154	\$129,009	\$33,177,946
5	6/1/23	\$33,177,946	\$172,163	\$0	\$172,163	\$43,322	\$128,841	\$33,134,625
6	7/1/23	\$33,134,625	\$172,163	\$0	\$172,163	\$43,490	\$128,673	\$33,091,135
7	8/1/23	\$33,091,135	\$172,163	\$0	\$172,163	\$43,659	\$128,504	\$33,047,476
8	9/1/23	\$33,047,476	\$172,163	\$0	\$172,163	\$43,828	\$128,334	\$33,003,648
9	10/1/23	\$33,003,648	\$172,163	\$0	\$172,163	\$43,998	\$128,164	\$32,959,650
10	11/1/23	\$32,959,650	\$172,163	\$0	\$172,163	\$44,169	\$127,993	\$32,915,480
11	12/1/23	\$32,915,480	\$172,163	\$0	\$172,163	\$44,341	\$127,822	\$32,871,140
12	1/1/24	\$32,871,140	\$172,163	\$0	\$172,163	\$44,513	\$127,650	\$32,826,627
Year 1 Total					\$2,065,951	\$522,936	\$1,543,014	
13	2/1/24	\$32,826,627	\$172,163	\$0	\$172,163	\$44,686	\$127,477	\$32,781,941
14	3/1/24	\$32,781,941	\$172,163	\$0	\$172,163	\$44,859	\$127,303	\$32,737,082
15	4/1/24	\$32,737,082	\$172,163	\$0	\$172,163	\$45,034	\$127,129	\$32,692,048
16	5/1/24	\$32,692,048	\$172,163	\$0	\$172,163	\$45,208	\$126,954	\$32,646,840
17	6/1/24	\$32,646,840	\$172,163	\$0	\$172,163	\$45,384	\$126,779	\$32,601,456
18	7/1/24	\$32,601,456	\$172,163	\$0	\$172,163	\$45,560	\$126,602	\$32,555,895
19	8/1/24	\$32,555,895	\$172,163	\$0	\$172,163	\$45,737	\$126,425	\$32,510,158
20	9/1/24	\$32,510,158	\$172,163	\$0	\$172,163	\$45,915	\$126,248	\$32,464,243
21	10/1/24	\$32,464,243	\$172,163	\$0	\$172,163	\$46,093	\$126,069	\$32,418,150
22	11/1/24	\$32,418,150	\$172,163	\$0	\$172,163	\$46,272	\$125,890	\$32,371,878
23	12/1/24	\$32,371,878	\$172,163	\$0	\$172,163	\$46,452	\$125,711	\$32,325,426
24	1/1/25	\$32,325,426	\$172,163	\$0	\$172,163	\$46,632	\$125,530	\$32,278,794
Year 2 Total					\$2,065,951	\$547,832	\$1,518,118	
25	2/1/25	\$32,278,794	\$172,163	\$0	\$172,163	\$46,813	\$125,349	\$32,231,981
26	3/1/25	\$32,231,981	\$172,163	\$0	\$172,163	\$46,995	\$125,168	\$32,184,986
27	4/1/25	\$32,184,986	\$172,163	\$0	\$172,163	\$47,178	\$124,985	\$32,137,808
28	5/1/25	\$32,137,808	\$172,163	\$0	\$172,163	\$47,361	\$124,802	\$32,090,448
29	6/1/25	\$32,090,448	\$172,163	\$0	\$172,163	\$47,545	\$124,618	\$32,042,903
30	7/1/25	\$32,042,903	\$172,163	\$0	\$172,163	\$47,729	\$124,433	\$31,995,174
31	8/1/25	\$31,995,174	\$172,163	\$0	\$172,163	\$47,915	\$124,248	\$31,947,259
32	9/1/25	\$31,947,259	\$172,163	\$0	\$172,163	\$48,101	\$124,062	\$31,899,158
33	10/1/25	\$31,899,158	\$172,163	\$0	\$172,163	\$48,287	\$123,875	\$31,850,871
34	11/1/25	\$31,850,871	\$172,163	\$0	\$172,163	\$48,475	\$123,688	\$31,802,396
35	12/1/25	\$31,802,396	\$172,163	\$0	\$172,163	\$48,663	\$123,499	\$31,753,733
36	1/1/26	\$31,753,733	\$172,163	\$0	\$172,163	\$48,852	\$123,310	\$31,704,880
Year 3 Total					\$2,065,951	\$573,914	\$1,492,037	
37	2/1/26	\$31,704,880	\$172,163	\$0	\$172,163	\$49,042	\$123,121	\$31,655,839
38	3/1/26	\$31,655,839	\$172,163	\$0	\$172,163	\$49,232	\$122,930	\$31,606,606
39	4/1/26	\$31,606,606	\$172,163	\$0	\$172,163	\$49,424	\$122,739	\$31,557,183
40	5/1/26	\$31,557,183	\$172,163	\$0	\$172,163	\$49,615	\$122,547	\$31,507,567
41	6/1/26	\$31,507,567	\$172,163	\$0	\$172,163	\$49,808	\$122,354	\$31,457,759
42	7/1/26	\$31,457,759	\$172,163	\$0	\$172,163	\$50,002	\$122,161	\$31,407,757
43	8/1/26	\$31,407,757	\$172,163	\$0	\$172,163	\$50,196	\$121,967	\$31,357,562
44	9/1/26	\$31,357,562	\$172,163	\$0	\$172,163	\$50,391	\$121,772	\$31,307,171
45	10/1/26	\$31,307,171	\$172,163	\$0	\$172,163	\$50,586	\$121,576	\$31,256,584
46	11/1/26	\$31,256,584	\$172,163	\$0	\$172,163	\$50,783	\$121,380	\$31,205,802
47	12/1/26	\$31,205,802	\$172,163	\$0	\$172,163	\$50,980	\$121,183	\$31,154,822
48	1/1/27	\$31,154,822	\$172,163	\$0	\$172,163	\$51,178	\$120,985	\$31,103,644
Year 4 Total					\$2,065,951	\$601,237	\$1,464,714	
49	2/1/27	\$31,103,644	\$172,163	\$0	\$172,163	\$51,377	\$120,786	\$31,052,267
50	3/1/27	\$31,052,267	\$172,163	\$0	\$172,163	\$51,576	\$120,586	\$31,000,691
51	4/1/27	\$31,000,691	\$172,163	\$0	\$172,163	\$51,777	\$120,386	\$30,948,914
52	5/1/27	\$30,948,914	\$172,163	\$0	\$172,163	\$51,978	\$120,185	\$30,896,936
53	6/1/27	\$30,896,936	\$172,163	\$0	\$172,163	\$52,179	\$119,983	\$30,844,757
54	7/1/27	\$30,844,757	\$172,163	\$0	\$172,163	\$52,382	\$119,780	\$30,792,375
55	8/1/27	\$30,792,375	\$172,163	\$0	\$172,163	\$52,586	\$119,577	\$30,739,789
56	9/1/27	\$30,739,789	\$172,163	\$0	\$172,163	\$52,790	\$119,373	\$30,687,000
57	10/1/27	\$30,687,000	\$172,163	\$0	\$172,163	\$52,995	\$119,168	\$30,634,005
58	11/1/27	\$30,634,005	\$172,163	\$0	\$172,163	\$53,201	\$118,962	\$30,580,804
59	12/1/27	\$30,580,804	\$172,163	\$0	\$172,163	\$53,407	\$118,755	\$30,527,397
60	1/1/28	\$30,527,397	\$172,163	\$0	\$172,163	\$53,614	\$118,548	\$30,473,783
Year 5 Total					\$2,065,951	\$629,861	\$1,436,090	

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	\$52,800	\$68,640	\$94,248
Rental Basketball Tournaments	\$48,000	\$52,800	\$66,000	\$58,080	\$49,896
In-House Volleyball Tournaments	\$2,400	\$6,000	\$9,240	\$14,520	\$19,404
Rental Volleyball Tournaments	\$57,000	\$68,400	\$83,600	\$71,060	\$68,030
Court Rental Events	\$57,600	\$57,600	\$63,360	\$63,360	\$66,528
Basketball*	\$247,308	\$325,250	\$438,421	\$480,502	\$549,282
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	\$23,280	\$28,915	\$37,914	\$41,763	\$48,304
Football	\$62,824	\$98,276	\$140,901	\$189,099	\$246,346
Baseball/Softball*	\$1,377,044	\$1,638,522	\$1,989,090	\$2,169,083	\$2,441,185
Field Rental	\$78,600	\$82,530	\$95,322	\$100,088	\$110,347
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	\$68,224	\$71,635	\$82,739	\$86,876	\$91,219
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	\$19,500	\$60,300	\$91,800	\$124,200	\$159,000
Facility Fees	\$78,080	\$88,320	\$98,560	\$87,040	\$78,080
Food & Beverage	\$277,990	\$336,791	\$386,430	\$390,072	\$392,713
Hotel Rebates	\$0	\$0	\$0	\$0	\$0
Retail	\$28,838	\$40,158	\$48,847	\$56,478	\$63,858
Tenant Revenue	\$270,275	\$270,275	\$270,275	\$270,275	\$270,275
Secondary Revenue	\$169,760	\$169,760	\$169,760	\$169,760	\$169,760
Total Revenue	\$4,970,112	\$6,106,893	\$7,309,571	\$7,868,545	\$8,705,031
<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>					
Total Revenue & Expenses Continued					
Cost of Goods Sold	Year 1	Year 2	Year 3	Year 4	Year 5
In-House Basketball Tournaments	\$5,240	\$19,360	\$31,160	\$40,328	\$52,450
Rental Basketball Tournaments	\$4,800	\$5,280	\$6,600	\$5,808	\$4,990
In-House Volleyball Tournaments	\$2,380	\$6,100	\$8,648	\$13,804	\$17,781
Rental Volleyball Tournaments	\$5,700	\$6,840	\$8,360	\$7,106	\$6,803
Court Rental Events	\$5,760	\$5,760	\$6,336	\$6,336	\$6,653
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	\$7,682	\$9,542	\$12,512	\$13,782	\$15,940
Football	\$34,866	\$55,753	\$80,703	\$109,435	\$143,377
Baseball/Softball*	\$650,115	\$776,544	\$946,015	\$1,035,706	\$1,167,446
Field Rental	\$3,930	\$4,127	\$4,766	\$5,004	\$5,517
Fitness and Training	\$157,854	\$191,224	\$227,389	\$247,163	\$268,244
Membership Fitness Area	\$254,551	\$267,963	\$282,172	\$297,208	\$313,111
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	\$3,411	\$3,582	\$4,137	\$4,344	\$4,561
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	\$660	\$1,940	\$2,920	\$4,040	\$5,160
Facility Fees	\$0	\$0	\$0	\$0	\$0
Food & Beverage	\$152,895	\$185,235	\$212,536	\$214,539	\$215,992
Hotel Rebates	\$0	\$0	\$0	\$0	\$0
Retail	\$20,186	\$28,110	\$34,193	\$39,535	\$44,701
Tenant Expense	\$0	\$0	\$0	\$0	\$0
Secondary Expense	\$42,440	\$42,440	\$42,440	\$42,440	\$42,440
Total Cost of Goods Sold	\$1,994,621	\$2,381,445	\$2,849,335	\$3,095,112	\$3,443,844
Gross Margin	\$2,975,491	\$3,725,448	\$4,460,236	\$4,773,433	\$5,261,187
% of Revenue	60%	61%	61%	61%	60%
Facility Expenses	\$291,471	\$295,067	\$301,476	\$305,788	\$310,165
Operating Expense	\$497,753	\$456,012	\$507,559	\$533,409	\$570,413
Management Payroll	\$876,300	\$886,380	\$946,356	\$954,276	\$965,681
Payroll Taxes/Benefits/Bonus	\$310,436	\$332,437	\$366,796	\$378,111	\$394,007
Total Operating Expenses	\$1,975,960	\$1,969,896	\$2,122,186	\$2,171,584	\$2,240,265
EBITDA	\$999,530	\$1,755,552	\$2,338,050	\$2,601,849	\$3,020,922
% of Revenue	20%	29%	32%	33%	35%
Debt Service	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)
Capital Replacement	\$0	\$0	\$0	\$0	\$0
Total Net Income	(\$1,066,420)	(\$310,399)	\$272,100	\$535,898	\$954,971
Return on Equity	-35.5%	-10.3%	9.1%	17.9%	31.8%

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	\$4,970,112	\$6,106,893	\$7,309,571	\$7,868,545	\$8,705,031	\$8,966,182	\$9,235,167	\$9,512,222	\$9,797,589	\$10,091,517
Total Cost of Goods Sold	\$1,994,621	\$2,381,445	\$2,849,335	\$3,095,112	\$3,443,844	\$3,547,159	\$3,653,574	\$3,763,181	\$3,876,076	\$3,992,359
Gross Margin	\$2,975,491	\$3,725,448	\$4,460,236	\$4,773,433	\$5,261,187	\$5,419,023	\$5,581,594	\$5,749,041	\$5,921,513	\$6,099,158
% of Revenue	60%	61%	61%	61%	60%	60%	60%	60%	60%	60%
Total Operating Expenses	\$1,975,960	\$1,969,896	\$2,122,186	\$2,171,584	\$2,240,265	\$2,273,869	\$2,307,977	\$2,342,597	\$2,377,736	\$2,413,402
EBITDA	\$999,530	\$1,755,552	\$2,338,050	\$2,601,849	\$3,020,922	\$3,145,153	\$3,273,616	\$3,406,444	\$3,543,777	\$3,685,756
% of Revenue	20%	29%	32%	33%	35%	35%	35%	36%	36%	37%
Debt Service	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)
Net Financial Impact	(\$1,066,420)	(\$310,399)	\$272,100	\$535,898	\$954,971	\$1,079,203	\$1,207,665	\$1,340,494	\$1,477,826	\$1,619,805

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	\$10,293,347	\$10,499,214	\$10,709,198	\$10,923,382	\$11,141,850	\$11,253,268	\$11,365,801	\$11,479,459	\$11,594,254	\$11,710,196
Total Cost of Goods Sold	\$4,072,206	\$4,153,650	\$4,236,723	\$4,321,457	\$4,407,887	\$4,451,965	\$4,496,485	\$4,541,450	\$4,586,864	\$4,632,733
Gross Margin	\$6,221,141	\$6,345,564	\$6,472,475	\$6,601,925	\$6,733,963	\$6,801,303	\$6,869,316	\$6,938,009	\$7,007,389	\$7,077,463
% of Revenue	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
Total Operating Expenses	\$2,449,603	\$2,486,347	\$2,523,642	\$2,561,497	\$2,599,920	\$2,638,918	\$2,678,502	\$2,718,680	\$2,759,460	\$2,800,852
EBITDA	\$3,771,538	\$3,859,217	\$3,948,833	\$4,040,428	\$4,134,044	\$4,162,385	\$4,190,814	\$4,219,329	\$4,247,929	\$4,276,611
% of Revenue	37%	37%	37%	37%	37%	37%	37%	37%	37%	37%
Debt Service	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)	(\$2,065,951)
Net Financial Impact	\$1,705,587	\$1,793,266	\$1,882,882	\$1,974,477	\$2,068,093	\$2,096,434	\$2,124,863	\$2,153,379	\$2,181,979	\$2,210,661

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
Total Events Per Year	34	39	44	44	44

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%
Total	\$171.32	100%

Economic Impact Drivers

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market	37,418	48,765	58,236	58,236	58,236
Room Nights	11,012	14,424	17,280	17,280	17,280

Economic Impact

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Direct Spending	\$6,410,210	\$8,354,217	\$9,976,749	\$9,976,749	\$9,976,749
Total Indirect Spending	\$0	\$0	\$0	\$0	\$0
Total Economic Impact	\$6,410,210	\$8,354,217	\$9,976,749	\$9,976,749	\$9,976,749

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	37,418	48,765	58,236	58,236	58,236	58,818	59,407	60,001	60,601	61,207
Room Nights	11,012	14,424	17,280	17,280	17,280	17,453	17,627	17,804	17,982	18,161

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
Total Economic Impact	\$6,410,210	\$8,354,217	\$9,976,749	\$9,976,749	\$9,976,749	\$10,227,664	\$10,484,890	\$10,748,585	\$11,018,912	\$11,296,037

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	61,819	62,437	63,061	63,692	64,329	64,972	65,622	66,278	66,941	67,610
Room Nights	18,343	18,526	18,712	18,899	19,088	19,279	19,472	19,666	19,863	20,062

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
Total Economic Impact	\$11,580,133	\$11,871,373	\$12,169,938	\$12,476,012	\$12,789,784	\$13,111,447	\$13,441,200	\$13,779,246	\$14,125,794	\$14,481,058

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						
Small Tournament - 4 Courts, 2 Days																	
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					
Medium Tournament - 6 Courts, 2 Days																	
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					
Large Tournament - 8 Courts, 2 Days																	
Registration Fees	10 Players per Team	\$300	\$300	\$330	\$330	\$347	-	-	1	1	2	64	\$0	\$0	\$21,120	\$21,120	\$44,352
Spectators	2 Spectators per Player											1280					
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05	1	3	4	5	6						
Total Revenue													\$7,200	\$28,800	\$52,800	\$68,640	\$94,248
Cost of Goods Sold													Year 1	Year 2	Year 3	Year 4	Year 5
Tournament Director	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Tournament Staff	10% Registration Fees												\$720	\$2,880	\$5,280	\$6,864	\$9,425
Official Fees	Avg. \$50/Game												\$3,200	\$11,200	\$17,600	\$22,400	\$28,800
Trainer Fees	\$15/Hour												\$600	\$2,400	\$3,000	\$4,200	\$4,800
Equip./Supplies/Hospitality	5% Gross Revenue												\$360	\$1,440	\$2,640	\$3,432	\$4,712
Awards	5% Gross Revenue												\$360	\$1,440	\$2,640	\$3,432	\$4,712
Total Cost of Goods Sold													\$5,240	\$19,360	\$31,160	\$40,328	\$52,450
Net Revenue													\$1,960	\$9,440	\$21,640	\$28,312	\$41,798



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 - 8 Courts, 2 Days																						
Team Information	10 Players per Team						2	3	3	3	2	64										
Spectators	2 Spectators per Player											1280										
Rental Fees	Daily Rental Rate	\$600	\$600	\$660	\$660	\$693	2	3	3	3	2	16	\$19,200	\$28,800	\$31,680	\$31,680	\$22,176					
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05	7	7	8	7	6											
Total Revenue							8	10	12	12	12		\$48,000	\$52,800	\$66,000	\$58,080	\$49,896					
Cost of Goods Sold		Management Assumption											Year 1	Year 2	Year 3	Year 4	Year 5					
Tournament Attendant Expenses	10% Gross Revenue												\$4,800	\$5,280	\$6,600	\$5,808	\$4,990					
Trainer Fees	Pass Through												\$0	\$0	\$0	\$0	\$0					
Total Cost of Goods Sold																		\$4,800	\$5,280	\$6,600	\$5,808	\$4,990
Net Revenue																		\$43,200	\$47,520	\$59,400	\$52,272	\$44,906



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						
Small Tournament - 8 Courts, 1 Days																			
Entry Fees	10 Players per Team	\$75	\$75	\$83	\$83	\$87	1	1	2	2	2	32	\$2,400	\$2,400	\$5,280	\$5,280	\$5,544		
Spectators	2 Spectators per Player											640							
Medium Tournament - 6 Courts, 2 Days																			
Entry Fees	10 Players per Team	\$75	\$75	\$83	\$83	\$87	-	1	1	1	2	48	\$0	\$3,600	\$3,960	\$3,960	\$8,316		
Spectators	2 Spectators per Player											960							
Large Tournament - 8 Courts, 3 Days																			
Entry Fees	10 Players per Team	\$75	\$75	\$83	\$83	\$87	-	-	-	1	1	64	\$0	\$0	\$0	\$5,280	\$5,544		
Spectators	2 Spectators per Player											1280							
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05	1	2	3	4	5								
Total Revenue													\$2,400	\$6,000	\$9,240	\$14,520	\$19,404		
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												\$240	\$600	\$924	\$1,452	\$1,940		
Official Fees	Avg. \$25/Game												\$1,600	\$4,000	\$5,600	\$8,800	\$11,200		
Trainer Fees	\$15/Hour												\$300	\$900	\$1,200	\$2,100	\$2,700		
Equip./Supplies/Hospitality	5% Gross Revenue												\$120	\$300	\$462	\$726	\$970		
Awards	5% Gross Revenue												\$120	\$300	\$462	\$726	\$970		
Total Cost of Goods Sold													\$2,380	\$6,100	\$8,648	\$13,804	\$17,781		
Net Revenue													\$20	(\$100)	\$592	\$716	\$1,623		

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 - 8 Courts, 1 Days																	
Team Information	10 Players per Team						9	9	8	8	8	32					
Spectators	2 Spectators per Player											640					
Rental Fees	Daily Rental Rate	\$475	\$475	\$523	\$523	\$549	9	9	8	8	8	8	\$34,200	\$34,200	\$33,440	\$33,440	\$35,112
Medium Tournament - 6 Courts, 2 Days																	
Team Information	10 Players per Team						2	2	2	2	1	48					
Spectators	2 Spectators per Player											960					
Rental Fees	Daily Rental Rate	\$475	\$475	\$523	\$523	\$549	2	2	2	2	1	12	\$11,400	\$11,400	\$12,540	\$12,540	\$6,584
Large Tournament - 8 Courts, 3 Days																	
Team Information	10 Players per Team						1	2	3	2	2	64					
Spectators	2 Spectators per Player											1280					
Rental Fees	Daily Rental Rate	\$475	\$475	\$523	\$523	\$549	1	2	3	2	2	24	\$11,400	\$22,800	\$37,620	\$25,080	\$26,334
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05	12	13	13	12	11						
Total Revenue							13	15	16	16	16		\$57,000	\$68,400	\$83,600	\$71,060	\$68,030
Cost of Goods Sold		Management Assumption											Year 1	Year 2	Year 3	Year 4	Year 5
Tournament Attendant Expense	10% Gross Revenue												\$5,700	\$6,840	\$8,360	\$7,106	\$6,803
Tournament Trainers	Pass Through												\$0	\$0	\$0	\$0	\$0
Total Cost of Goods Sold													\$5,700	\$6,840	\$8,360	\$7,106	\$6,803
Net Revenue													\$51,300	\$61,560	\$75,240	\$63,954	\$61,227



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	\$4,800	\$4,800	\$5,280	\$5,280	\$5,544	4	4	4	4	4	1	\$19,200	\$19,200	\$21,120	\$21,120	\$22,176
Other Court Sport Rental - 2 Day Event																	
Rental Fee	Per Day	\$9,600	\$9,600	\$10,560	\$10,560	\$11,088	4	4	4	4	4	1	\$38,400	\$38,400	\$42,240	\$42,240	\$44,352
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05											
Total Revenue													\$57,600	\$57,600	\$63,360	\$63,360	\$66,528
Cost of Goods Sold		Management Assumption											Year 1	Year 2	Year 3	Year 4	Year 5
Event Attendant Expense	10% Gross Revenue												\$5,760	\$5,760	\$6,336	\$6,336	\$6,653
Total Cost of Goods Sold													\$5,760	\$5,760	\$6,336	\$6,336	\$6,653
Net Revenue													\$51,840	\$51,840	\$57,024	\$57,024	\$59,875



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		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
League																	
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
Club*																	
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
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05		1.15	1.10	1.05	1.05						
Total Revenue													\$247,308	\$325,250	\$438,421	\$480,502	\$549,262
Cost of Goods Sold													Year 1	Year 2	Year 3	Year 4	Year 5
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
Club Team Expenses													\$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
Total Cost of Goods Sold													\$109,562	\$145,629	\$194,763	\$214,114	\$243,677
Net Revenue													\$137,746	\$179,621	\$243,658	\$266,388	\$305,584

*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	\$36,809	\$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
League																	
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
Club*																	
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	#####	#####	#####
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05		1.14	1.09	1.05	1.05						
Total Revenue													\$867,955	#####	#####	#####	#####
Cost of Goods Sold													Year 1	Year 2	Year 3	Year 4	Year 5
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
Total Cost of Goods Sold													\$401,108	\$479,644	\$571,440	\$614,399	\$690,044
Net Revenue													\$466,847	\$557,036	\$665,107	\$714,348	\$802,296

*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		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		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	\$1,750	\$1,750	\$1,925	\$1,925	\$2,021	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Club Teams	\$/Player	\$1,750	\$1,750	\$1,925	\$1,925	\$2,021	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05		1.24	1.19	1.10	1.10						
Total Revenue													\$23,280	\$28,915	\$37,914	\$41,763	\$48,304
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													\$0	\$0	\$0	\$0	\$0
Coach Salary and Expense	30% Club Revenue												\$0	\$0	\$0	\$0	\$0
Uniform	10% Club Revenue												\$0	\$0	\$0	\$0	\$0
Player Admin. Fee	5% Club Revenue												\$0	\$0	\$0	\$0	\$0
Tournament Fees	15% Club Revenue												\$0	\$0	\$0	\$0	\$0
Total Cost of Goods Sold													\$7,682	\$9,542	\$12,512	\$13,782	\$15,940
Net Revenue													\$15,598	\$19,373	\$25,402	\$27,981	\$32,364



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
Club Teams																	
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
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05		1.14	1.09	1.05	1.05						
Total Revenue													\$62,824	\$98,276	\$140,901	\$189,099	\$246,346
Cost of Goods Sold																	
	Management Assumption												Year 1	Year 2	Year 3	Year 4	Year 5
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
Total Cost of Goods Sold													\$34,866	\$55,753	\$80,703	\$109,435	\$143,377
Net Revenue													\$27,957	\$42,523	\$60,198	\$79,664	\$102,969



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		Year 1	Year 2	Year 3	Year 4	Year 5
Club*																	
Tryouts - Softball	Per Player	\$50	\$50	\$55	\$55	\$58	78	98	117	137	156	1	\$3,900	\$4,875	\$6,435	\$7,508	\$9,009
Club Team - Softball	Per Player	\$2,880	\$2,880	\$3,168	\$3,168	\$3,326	60	75	90	105	120	1	\$172,800	\$216,000	\$285,120	\$332,640	\$399,168
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													\$1,377,044	\$1,638,522	\$1,989,090	\$2,169,083	\$2,441,185
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												\$16,817	\$21,202	\$27,853	\$32,047	\$36,786
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												\$3,363	\$4,240	\$5,571	\$6,409	\$7,357
Awards	2% Gross Revenue												\$6,727	\$8,481	\$11,141	\$12,819	\$14,714
Club Team Expenses													\$592,658	\$707,334	\$858,559	\$939,050	\$1,058,174
Coach Salary and Expense	30% Club Revenue												\$374,310	\$446,738	\$542,248	\$593,084	\$668,321
Uniform	5% Club Revenue												\$62,385	\$74,456	\$90,375	\$98,847	\$111,387
Player Admin. Fee	2.5% Club Revenue												\$31,193	\$37,228	\$45,187	\$49,424	\$55,693
Tournament Fees	10% Club Revenue												\$124,770	\$148,913	\$180,749	\$197,695	\$222,774
Total Cost of Goods Sold													\$650,115	\$776,544	\$946,015	\$1,035,706	\$1,167,446
Net Revenue													\$726,929	\$861,977	\$1,043,075	\$1,133,377	\$1,273,739

*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		Year 1	Year 2	Year 3	Year 4	Year 5	
Multi-Purpose Field Rentals																		
Sept. - Oct. Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	78	82	86	90	95	1	\$7,800	\$8,190	\$9,459	\$9,932	\$10,950	
Nov. - Dec. Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	216	227	238	250	263	1	\$21,600	\$22,680	\$26,195	\$27,505	\$30,324	
Jan. - Feb. Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	228	239	251	264	277	1	\$22,800	\$23,940	\$27,651	\$29,033	\$32,009	
Mar. - Apr. Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	132	139	146	153	160	1	\$13,200	\$13,860	\$16,008	\$16,809	\$18,532	
May - June Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	66	69	73	76	80	1	\$6,600	\$6,930	\$8,004	\$8,404	\$9,266	
July - Aug. Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	66	69	73	76	80	1	\$6,600	\$6,930	\$8,004	\$8,404	\$9,266	
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05		1.05	1.05	1.05	1.05							
Total Revenue													\$76,600	\$82,530	\$95,322	\$100,088	\$110,347	
Cost of Goods Sold			Management Assumption											Year 1	Year 2	Year 3	Year 4	Year 5
Supervision/Maint. Staff	5% Gross Revenue												\$3,930	\$4,127	\$4,766	\$5,004	\$5,517	
Total Cost of Goods Sold													\$3,930	\$4,127	\$4,766	\$5,004	\$5,517	
Net Revenue													\$74,670	\$78,404	\$90,556	\$95,084	\$104,830	



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	1,020	1,260	1,430	1,580	1,730	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													\$167,264	\$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												\$51,000	\$63,000	\$71,500	\$79,000	\$86,500
Equipment and Supplies	2% Gross Revenue												\$3,745	\$4,494	\$5,442	\$5,859	\$6,319
Total Cost of Goods Sold													\$157,854	\$191,224	\$227,389	\$247,163	\$268,244
Net Revenue													\$29,410	\$33,492	\$44,723	\$45,780	\$47,689



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													\$203,110	\$211,234	\$219,684	\$228,471	\$237,610
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	\$2,167	\$2,296
Total Cost of Goods Sold													\$254,551	\$267,963	\$282,172	\$297,208	\$313,111
Net Revenue													\$262,100	\$578,204	\$739,403	\$826,524	\$925,604

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		Year 1	Year 2	Year 3	Year 4	Year 5										
Small Tournament - 1 Fields, 2 Days																											
Team Information												20															
Diamond Field		\$350	\$350	\$385	\$385	\$404	1	1	2	2	2	20	\$7,000	\$7,000	\$15,400	\$15,400	\$16,170										
Spectators												40															
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			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														\$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	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
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	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
May - June	\$/Hour	\$75	\$75	\$83	\$83	\$87	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
July - Aug	\$/Hour	\$75	\$75	\$83	\$83	\$87	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Field Light Usage Charge	\$/Hour	\$20	\$20	\$22	\$22	\$23	291	306	321	337	337	1	\$5,824	\$6,115	\$7,063	\$7,416	\$7,787
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05	1.05			1.05	1.05	1.00					
Total Revenue													\$68,224	\$71,635	\$82,739	\$86,876	\$91,219
Cost of Goods Sold		Management Assumption											Year 1	Year 2	Year 3	Year 4	Year 5
Supervision/Maintenance Staff	5% Gross Revenue												\$3,411	\$3,582	\$4,137	\$4,344	\$4,561
Total Cost of Goods Sold													\$3,411	\$3,582	\$4,137	\$4,344	\$4,561
Net Revenue													\$64,813	\$68,053	\$78,602	\$82,532	\$86,658



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						
Total Revenue													\$36,000	\$43,200	\$49,896	\$52,391	\$57,761
Cost of Goods Sold													Year 1	Year 2	Year 3	Year 4	Year 5
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
Total Cost of Goods Sold													\$11,160	\$13,392	\$14,923	\$15,670	\$16,976
Net Revenue													\$24,840	\$29,808	\$34,973	\$36,721	\$40,785



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	\$19,678	\$20,872					
Non-Capacity Growth Rate		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	1280	\$0	\$0	\$32,000	\$32,000	\$64,000
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	640	\$9,600	\$9,600	\$19,200	\$19,200	\$19,200
In-House Volleyball - Medium	1	\$15.00	-	1	1	1	2	960	\$0	\$14,400	\$14,400	\$14,400	\$28,800
In-House Volleyball - Large	1	\$15.00	-	-	-	1	1	1280	\$0	\$0	\$0	\$19,200	\$19,200
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								(\$6,500)	(\$20,100)	(\$30,600)	(\$41,400)	(\$53,000)
Total Revenue			26	31	36	36	36		\$19,500	\$60,300	\$91,800	\$124,200	\$159,000
Cost of Goods Sold			Management Assumption						Year 1	Year 2	Year 3	Year 4	Year 5
Gate Staff	\$0.25 Per Sale								\$330	\$970	\$1,460	\$2,020	\$2,580
Gate Ticket Cost	\$0.25 Per Ticket								\$330	\$970	\$1,460	\$2,020	\$2,580
Total Cost of Goods Sold									\$660	\$1,940	\$2,920	\$4,040	\$5,160
Net Revenue									\$18,840	\$58,360	\$88,880	\$120,160	\$153,840

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	1280	\$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	1280	\$10,240	\$15,360	\$15,360	\$15,360	\$10,240
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	640	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Medium	2	\$0.00	-	1	1	1	2	960	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Large	3	\$0.00	-	-	-	1	1	1280	\$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	640	\$11,520	\$11,520	\$10,240	\$10,240	\$10,240
Rental Volleyball - Medium	2	\$2.00	2	2	2	2	1	960	\$7,680	\$7,680	\$7,680	\$7,680	\$3,840
Rental Volleyball - Large	3	\$2.00	1	2	3	2	2	1280	\$7,680	\$15,360	\$23,040	\$15,360	\$15,360
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	640	\$5,120	\$5,120	\$5,120	\$5,120	\$5,120
Other Court Sport Rental - 2 Day Event	2	\$2.00	4	4	4	4	4	1280	\$20,480	\$20,480	\$20,480	\$20,480	\$20,480
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						
Total Revenue									\$78,080	\$88,320	\$98,560	\$87,040	\$78,080
Cost of Goods Sold									Year 1	Year 2	Year 3	Year 4	Year 5
Management Assumption													
Total Cost of Goods Sold									\$0	\$0	\$0	\$0	\$0
Net Revenue									\$78,080	\$88,320	\$98,560	\$87,040	\$78,080

Food & Beverage Revenue & Expenses

Revenue		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Sales - Local			\$50,950	\$56,471	\$60,990	\$64,632	\$67,273
Concessions Sales - Tournament			\$227,040	\$280,320	\$325,440	\$325,440	\$325,440
Concessions Sales - FEC			\$0	\$0	\$0	\$0	\$0
Total Revenue			\$277,990	\$336,791	\$386,430	\$390,072	\$392,713
Cost of Goods Sold		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Food	30% Concession Sales		\$83,397	\$101,037	\$115,929	\$117,022	\$117,814
Concessions Wages	25% Concession Sales		\$69,498	\$84,198	\$96,607	\$97,518	\$98,178
Total Cost of Goods Sold			\$152,895	\$185,235	\$212,536	\$214,539	\$215,992
Net Revenue			\$125,096	\$151,556	\$173,893	\$175,532	\$176,721



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	448	896	448	\$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	448	896	448	\$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	80	160	80	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Medium	60% non-local attendance	2	\$0	-	1	1	1	2	288	576	288	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Large	70% non-local attendance	3	\$0	-	-	-	1	1	448	896	448	\$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	80	160	80	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Medium	60% non-local attendance	2	\$0	2	2	2	2	1	288	576	288	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Large	70% non-local attendance	3	\$0	1	2	3	2	2	448	896	448	\$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	80	160	80	\$0	\$0	\$0	\$0	\$0
Other Court Sport Rental - 2 Day Event	60% non-local attendance	2	\$0	4	4	4	4	4	384	768	384	\$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			\$28,838	\$40,158	\$48,847	\$56,478	\$63,858
Total Revenue			\$28,838	\$40,158	\$48,847	\$56,478	\$63,858
Cost of Goods Sold		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Retail Product Cost	55% Retail Sales		\$15,861	\$22,087	\$26,866	\$31,063	\$35,122
Retail Wages	15% Retail Sales		\$4,326	\$6,024	\$7,327	\$8,472	\$9,579
Total Cost of Goods Sold			\$20,186	\$28,110	\$34,193	\$39,535	\$44,701
Net Revenue			\$8,651	\$12,047	\$14,654	\$16,943	\$19,158

Tenant Revenue

Leased Space Revenue	Area (Sq./ft.)	\$ per Sq./ft.	Year 1	Year 2	Year 3	Year 4	Year 5
Tenant Lease Agreements							
Leased Space - Cheer/Gymnastics	6,605	\$25.00	\$165,125	\$165,125	\$165,125	\$165,125	\$165,125
Leased Space - Chiropractor	1,300	\$30.00	\$39,000	\$39,000	\$39,000	\$39,000	\$39,000
Leased Space - Physical Therapy	2,205	\$30.00	\$66,150	\$66,150	\$66,150	\$66,150	\$66,150
Total Revenue			\$270,275	\$270,275	\$270,275	\$270,275	\$270,275
Total Cost of Goods Sold							
			-	-	-	-	-
Net Revenue			\$270,275	\$270,275	\$270,275	\$270,275	\$270,275

Secondary Revenue Areas

Revenue		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Advertisement/Sponsorship Income			\$169,760	\$169,760	\$169,760	\$169,760	\$169,760
Total Revenue			\$169,760	\$169,760	\$169,760	\$169,760	\$169,760
Cost of Goods Sold		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Sponsorship COGS	25% Sponsorship Revenue		\$42,440	\$42,440	\$42,440	\$42,440	\$42,440
Total Cost of Goods Sold			\$42,440	\$42,440	\$42,440	\$42,440	\$42,440
Net Revenue			\$127,320	\$127,320	\$127,320	\$127,320	\$127,320

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	\$75,316	\$78,744	\$81,908	\$82,927	\$83,960
Safety Supplies	Includes Year 1 Purchase	\$3500 base plus Outdoor effect	\$5,000	\$2,000	\$2,000	\$2,060	\$2,091
Maintenance & Repairs	Excludes Capital Replacement	\$0.35/SF	\$35,493	\$36,025	\$36,566	\$37,114	\$37,671
Utility Expense	Electricity, Gas, Water, Trash, etc.	\$1.20541176470588/SF	\$122,239	\$124,073	\$125,934	\$127,823	\$129,740
Total Indoor Facility Expense			\$243,048	\$245,918	\$251,589	\$255,153	\$258,770

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	\$11,500	\$11,673	\$11,848	\$12,025	\$12,206
Grounds Maintenance, Labor, and Lighting	Based on Site Development	\$1750/Site Development Acre	\$16,582	\$16,831	\$17,084	\$17,340	\$17,600
Field Lighting	Based on Electricity and Field Hours		\$14,591	\$14,810	\$15,032	\$15,257	\$15,486
Total Outdoor Facility Expense			\$48,423	\$49,150	\$49,887	\$50,635	\$51,395
Total Facility Expense			\$291,471	\$295,067	\$301,476	\$305,788	\$310,165



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	\$90,602	\$113,337	\$137,391	\$148,570	\$165,300
Communications	IT, Phone, Cable, Internet	See Guardrails Sheet	\$14,632	\$14,851	\$15,074	\$15,300	\$15,529
Dues/Subscriptions		\$3000 base	\$3,000	\$3,045	\$3,091	\$3,137	\$3,184
Employee Uniforms		See Guardrails Sheet	\$2,000	\$2,030	\$2,060	\$2,091	\$2,123
Marketing and Advertising	Based on Total Revenue	4% of Revenue less Tenant/Secondary	\$181,203	\$113,337	\$137,391	\$148,570	\$165,300
Insurance	General, Property, Liability	3% of Total Revenue	\$149,103	\$151,340	\$153,610	\$155,914	\$158,253
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	\$7,803	\$7,921	\$8,039	\$8,160	\$8,282
Real Estate Tax	Assumes Lease	TBD	\$10	\$10	\$10	\$10	\$10
Software	Operating, Scheduling, POS, Registration	See Guardrails Sheet	\$14,400	\$14,616	\$14,835	\$15,058	\$15,284
Travel and Education		See Guardrails Sheet	\$5,000	\$5,075	\$5,151	\$5,228	\$5,307
Total Operating Expenses			\$497,753	\$456,012	\$507,559	\$533,409	\$570,413



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	\$45,000	\$90,000	\$90,000	\$90,000
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		\$17,280	\$21,600	\$28,512	\$33,264	\$39,917
Facility Manager		\$40,000	\$40,000	\$40,000	\$40,000	\$40,000
Food Service Manager		\$0	\$0	\$0	\$0	\$0
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
Total Management Payroll		\$876,300	\$886,380	\$946,356	\$954,276	\$965,681

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	Sales Coordinator	6 months prior	\$0	\$0	\$0	\$0	\$0	\$0
Mgmt	Senior Program Director	3 months prior	\$12,500	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Mgmt	Program Coordinators (All)	3 months prior	\$11,250	\$45,000	\$45,000	\$90,000	\$90,000	\$90,000
Mgmt	Volleyball Club Director #1	3 months prior	\$20,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
Mgmt	Volleyball Club Director #2	3 months prior	\$20,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
Mgmt	Basketball Club Director	3 months prior	\$2,880	\$11,520	\$17,280	\$25,344	\$28,512	\$33,264
Mgmt	Baseball Club Director	3 months prior	\$20,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
Mgmt	Baseball Club Assistant Director	3 months prior	\$12,500	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Mgmt	Softball Club Director	3 months prior	\$4,320	\$17,280	\$21,600	\$28,512	\$33,264	\$39,912
Mgmt	Indoor Facility Manager	3 months prior	\$10,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000
Mgmt	Outdoor Facility Manager	3 months prior	\$0	\$0	\$0	\$0	\$0	\$0
Mgmt	Food Service Manager	3 months prior	\$0	\$0	\$0	\$0	\$0	\$0
Mgmt	Finance Manager	6 months prior	\$30,000	\$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
Subtotal Management Payroll			\$385,325	\$876,300	\$886,380	\$946,356	\$954,276	\$965,681
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
Subtotal Program Management			\$4,682	\$18,726	\$22,472	\$27,211	\$29,294	\$31,593
Staff	In-House Basketball Tournament Staff	1 month prior	\$60	\$720	\$2,880	\$5,280	\$6,864	\$9,425
Staff	Basketball Rental Tournament Staff	1 month prior	\$400	\$4,800	\$5,280	\$6,600	\$5,808	\$4,990
Staff	In-House Volleyball Tournament Staff	1 month prior	\$20	\$240	\$600	\$924	\$1,452	\$1,940
Staff	Volleyball Rental Tournament Staff	1 month prior	\$475	\$5,700	\$6,840	\$8,360	\$7,106	\$6,803
Staff	Court Rental Event Staff	1 month prior	\$480	\$5,760	\$5,760	\$6,336	\$6,336	\$6,653
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	\$1,401	\$16,817	\$21,202	\$27,853	\$32,047	\$36,786
Staff	Field Rental Staff	1 month prior	\$328	\$3,930	\$4,127	\$4,766	\$5,004	\$5,517
Staff	Membership Fitness Area Staff	1 month prior	\$16,926	\$203,110	\$211,234	\$219,684	\$228,471	\$237,610
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	\$284	\$3,411	\$3,582	\$4,137	\$4,344	\$4,561
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	\$5,791	\$69,498	\$84,198	\$96,607	\$97,518	\$98,178
Staff	Retail Staff	1 month prior	\$360	\$4,326	\$6,024	\$7,327	\$8,472	\$9,579
Subtotal Sport Admin Staff			\$28,881	\$346,569	\$383,375	\$425,004	\$442,266	\$464,426
Instructors	Basketball Instructors	Per Diem		\$13,477	\$15,459	\$18,654	\$19,662	\$21,761
Instructors	Basketball Team Coaches	Per Diem		\$35,340	\$53,010	\$77,748	\$87,467	\$102,044
Instructors	Volleyball Instructors	Per Diem		\$15,379	\$17,594	\$21,173	\$22,285	\$24,629
Instructors	Volleyball Team Coaches	Per Diem		\$234,300	\$281,160	\$335,049	\$360,822	\$405,925
Instructors	Soccer Instructors	Per Diem		\$9,047	\$10,341	\$12,433	\$13,080	\$14,449
Instructors	Lacrosse Instructors	Per Diem		\$5,820	\$7,229	\$9,478	\$10,441	\$12,076
Instructors	Football Instructors	Per Diem		\$2,618	\$2,975	\$3,554	\$3,726	\$4,102
Instructors	Baseball/Softball Instructors	Per Diem		\$30,550	\$35,286	\$42,892	\$45,381	\$50,415
Instructors	Baseball/Softball Team Coaches	Per Diem		\$374,310	\$446,738	\$542,248	\$593,084	\$668,321
Instructors	Football Team Coaches	Per Diem		\$15,705	\$25,913	\$38,006	\$52,258	\$68,981
Instructors	Fitness & Training Instructors	Per Diem		\$135,382	\$164,258	\$194,736	\$212,010	\$230,332
Instructors	Membership Fitness Area Instructors	Per Diem		\$50,000	\$55,000	\$60,500	\$66,550	\$73,205
Instructors	Youth Development Instructors	Per Diem		\$16,034	\$18,440	\$20,284	\$21,298	\$22,363
Instructors	Youth Programming Instructors	Per Diem		\$57,085	\$62,794	\$72,526	\$76,153	\$83,958
Subtotal Instructors (COGS)				\$995,048	\$1,196,195	\$1,449,281	\$1,584,217	\$1,782,561
Referees	In-House Basketball Tournament Officials	Per Diem		\$3,200	\$11,200	\$17,600	\$22,400	\$28,800
Referees	In-House Volleyball Tournament Officials	Per Diem		\$1,600	\$4,000	\$5,600	\$8,800	\$11,200
Trainers	In-House Tournament Trainers	Per Diem		\$1,200	\$3,600	\$4,800	\$6,900	\$8,100
Referees	Basketball Officials	Per Diem		\$24,000	\$27,529	\$30,200	\$31,832	\$33,552
Referees	Volleyball Officials	Per Diem		\$4,320	\$4,942	\$5,407	\$5,691	\$5,990
Referees	In-House Baseball/Softball Tournament Umpires	Per Diem		\$4,400	\$4,400	\$8,800	\$8,800	\$8,800
Subtotal Referee/Trainers (COGS)				\$38,720	\$55,671	\$72,407	\$84,423	\$96,442
Payroll Subtotal			\$418,887	\$2,275,363	\$2,544,093	\$2,920,259	\$3,094,476	\$3,340,703
	Bonus Pool	1% of Total Revenue		\$49,701	\$61,069	\$73,096	\$78,685	\$87,050
	Payroll Services	3% of Payroll	\$12,567	\$37,248	\$38,767	\$41,957	\$42,775	\$43,851
	Payroll Taxes/Benefits	18% of Payroll	\$75,400	\$223,487	\$232,601	\$251,743	\$256,650	\$263,106
Payroll Taxes/Benefits/Bonus Totals			\$87,966	\$310,436	\$332,437	\$366,796	\$378,111	\$394,007
Total Payroll Cost				\$2,585,799	\$2,876,530	\$3,287,055	\$3,472,587	\$3,734,710

Supplemental Analyses

Facility Utilization Summary

Turf Utilization	Annual Utilization				
	Annual %	Annual %	Annual %	Annual %	Annual %
Sport	Year1	Year2	Year3	Year4	Year5
Soccer	1.24%	1.41%	1.55%	1.63%	1.71%
Lacrosse	0.66%	0.82%	0.98%	1.08%	1.19%
Football	3.77%	5.47%	7.14%	8.80%	10.46%
Field Hockey	0.00%	0.00%	0.00%	0.00%	0.00%
Indoor Turf Events	0.00%	0.00%	0.00%	0.00%	0.00%
Field Rental	24.56%	25.73%	27.06%	28.43%	29.86%
Total Turf Utilization	30.23%	33.49%	36.74%	39.93%	43.21%
Number of Fields	1				
Maximum Field Time/Year (Hours)	3200				
Maximum Field Time/Session (Hours)	533				

BB/SS Training Utilization	Annual Utilization				
	Annual %	Annual %	Annual %	Annual %	Annual %
Sport	Year1	Year2	Year3	Year4	Year5
Baseball/Softball Cages	17.53%	20.73%	22.91%	24.97%	27.05%
Total Area Utilization	17.53%	20.73%	22.91%	24.97%	27.05%
Number of Cages	5				
Maximum Cage Time/Year (Hours)	16,000				
Maximum Cage Time/Session (Hours)	2,867				

Court Utilization	Annual Utilization				
	Annual %	Annual %	Annual %	Annual %	Annual %
Sport	Year1	Year2	Year3	Year4	Year5
Basketball	3.09%	3.79%	4.41%	4.75%	5.10%
Volleyball	6.10%	7.23%	7.85%	8.41%	8.98%
Court Rental	7.83%	8.07%	8.31%	8.56%	8.82%
Community Use	2.50%	2.50%	2.50%	2.50%	2.50%
Basketball Tournaments	2.44%	3.22%	4.00%	4.00%	4.00%
Volleyball Tournaments	3.56%	4.56%	5.22%	5.22%	5.22%
Indoor Rental Events	4.17%	4.17%	4.17%	4.17%	4.17%
Total Court Utilization	29.69%	33.54%	36.46%	37.61%	38.78%
Number of Courts	9				
Maximum Court Time/Year (Hours)	28,800				
Maximum Court Time/Session (Hours)	4,800				

Day	Prime Hours	Game Hours
Monday	4:00pm-11:00pm	7
Tuesday	4:00pm-11:00pm	7
Wednesday	4:00pm-11:00pm	7
Thursday	4:00pm-11:00pm	7
Friday	4:00pm-11:00pm	7
Saturday	8 am - 11 pm	15
Sunday	9 am - 11 pm	14
		64

Outdoor BB/SS Field Utilization	Annual Utilization				
	Annual %	Annual %	Annual %	Annual %	Annual %
Sport	Year1	Year2	Year3	Year4	Year5
Baseball/Softball	20.59%	24.43%	27.00%	29.54%	32.09%
Community Use	8.93%	8.93%	8.93%	8.93%	8.93%
Field Rental	19.35%	20.32%	21.33%	22.40%	23.40%
Total Field Utilization	53.52%	59.28%	64.70%	68.31%	70.86%
Number of Fields	2				
Maximum Field Time/Year (Hours)	4,300				
Maximum Field Time/Session (Hours)	717				

Day	Prime Hours	Game Hours
Monday	5:00pm-9:00pm	4
Tuesday	5:00pm-9:00pm	4
Wednesday	5:00pm-9:00pm	4
Thursday	5:00pm-9:00pm	4
Friday	5:00pm-9:00pm	4
Saturday	8:00am - 9:00pm	13
Sunday	11:00am - 9:00pm	10
		43

Turf Utilization	Busiest Session Utilization (Winter)				
	Session %	Session %	Session %	Session %	Session %
Sport	Year1	Year2	Year3	Year4	Year5
Soccer	1.49%	1.70%	1.86%	1.95%	2.05%
Lacrosse	0.79%	0.98%	1.17%	1.29%	1.42%
Football	13.04%	19.16%	25.28%	31.34%	37.41%
Field Hockey	0.00%	0.00%	0.00%	0.00%	0.00%
Indoor Turf Events	0.00%	0.00%	0.00%	0.00%	0.00%
Field Rental	42.75%	44.89%	47.13%	49.49%	51.96%
Total Turf Utilization	58.07%	66.75%	75.44%	84.08%	92.85%

BB/SS Training Utilization	Busiest Session Utilization (Winter)				
	Session %	Session %	Session %	Session %	Session %
Sport	Year1	Year2	Year3	Year4	Year5
Baseball/Softball Cages	39.06%	46.29%	51.16%	55.69%	60.63%
Total Area Utilization	39.06%	46.29%	51.16%	55.69%	60.63%

Court Utilization	Busiest Session Utilization (Spring)				
	Session %	Session %	Session %	Session %	Session %
Sport	Year1	Year2	Year3	Year4	Year5
Basketball	4.97%	6.41%	7.74%	8.44%	9.15%
Volleyball	11.82%	13.08%	13.03%	14.21%	14.77%
Court Rental	13.00%	13.39%	13.79%	14.21%	14.63%
Community Use	2.50%	2.50%	2.50%	2.50%	2.50%
Basketball Tournaments	9.33%	10.00%	10.67%	10.67%	10.67%
Volleyball Tournaments	8.00%	12.00%	14.00%	14.00%	14.00%
Indoor Rental Events	0.00%	0.00%	0.00%	0.00%	0.00%
Total Court Utilization	49.62%	79.36%	86.72%	90.71%	94.72%

Outdoor BB/SS Field Utilization	Busiest Session Utilization (Summer)				
	Session %	Session %	Session %	Session %	Session %
Sport	Year1	Year2	Year3	Year4	Year5
Baseball/Softball	48.71%	57.82%	63.61%	69.96%	76.02%
Community Use	8.93%	8.93%	8.93%	8.93%	8.93%
Field Rental	34.60%	34.61%	25.84%	27.14%	27.14%
Total Field Utilization	92.25%	91.37%	98.68%	106.03%	112.09%