



Rocky Mount, NC Pro-Forma

Date: Feb 23, 2015

Developed for: City of Rocky Mount , NC

Developed by: The Sports Facilities Advisory

Note: This document outlines the financial forecast for a specific facility type and program to be located near downtown Rocky Mount, NC. The pro forma is dependent upon certain design specifications. This pro forma will need to be updated if major market conditions change. The findings presented herein reflect analysis of primary and secondary sources of information. SFA utilized sources deemed to be reliable but cannot guarantee their accuracy. Moreover, estimates and analysis presented in this financial forecast are based on trends and assumptions, which usually result in some differences between the projected results and actual results.



Facility Program

Indoor Athletic Facility (IAF)

Space	Indoor Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint
			L (')	W (')			
Court	Basketball Courts 84' x 50' (cross-lined two volleyball courts; each pair cross-lined for one college court)	8	114	80	9,120	72,960	54.5%
	Volleyball - Hard Court	16	30	60	Over Courts		0.0%
Flex/Admin Space	Satellite Concessions Areas	4	30	20	600	2,400	1.8%
	Café & Retail with Seating Area	1	60	50	3,000	3,000	2.2%
	Lobby/Welcome Area	1	25	25	625	625	0.5%
	Admin/Check-In Area	1	30	20	600	600	0.4%
	Flex Locker/Team Rooms	4	25	25	625	2,500	1.9%
	Restrooms	6	30	20	600	3,600	2.7%
	Ballicity & Soft Play Area	1	60	40	2,400	2,400	0.6%
	Adventure/Ropes Course Area	1	80	80	6,400	6,400	1.6%
	Harnessing Area	1	30	30	900	900	0.2%
	Arcade Area	1	30	50	1,500	1,500	0.4%
	Redemption Counter	1	20	20	400	400	0.1%
	Redemption Storage	1	20	10	200	200	0.1%
	Clip N' Climb	1	100	50	5,000	5,000	1.3%
	Telescopic Bleacher System: 1500 Seats Each (Closed)	3	114	6	684	2,052	1.5%
	Catering Kitchen	1	50	50	2,500	2,500	1.9%
	FFE Storage Area	1	100	50	5,000	5,000	3.7%
	Air Wall Storage Area	1	12	6	72	72	0.1%
Multi-purpose Rooms (2nd floor)	4	60	25	1,500	6,000	4.5%	
Mezzanine (2nd floor)	1	428	10	4,280	4,280	3.2%	
Meeting/Conference Space	1	100	100	10,000	10,000	7.5%	
Office Space	1	40	40	1,600	1,600	1.2%	
Required SF for Products and Services						133,989	100.0%
Mechanical, Electrical, Storage, etc.					10% of P&S SF	13,399	
Common Area, Circulation, etc.					20% of P&S SF	26,798	
Estimated Building Size						174,186	
Estimated Building Footprint						163,906	
Total Building Acreage						3.76	

Parking, Setbacks, and Common Areas

Space	Outdoor Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint
			L (')	W (')			
Parking	Parking Spaces	697	20	20	400	278,697	71.1%
Set-backs	Setbacks, green space, etc.	25% of IAF and Parking				113,221	28.9%
Estimated Outdoor Footprint						391,918	100%
Total Outdoor Acreage						9.00	
Total Complex SF						555,824	
Total Complex Acreage						12.76	



Total Facility Revenue & Expenses- OPS LLC

(Years 6-10 Based on Escalation Formula, Not Itemized)

Revenue	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
In-House Basketball Tournaments	\$18,480	\$67,648	\$123,616	\$227,552	\$287,880	\$302,274	\$317,388	\$333,257	\$349,920	\$367,416
In-House Volleyball Tournaments	\$32,352	\$113,664	\$199,344	\$286,656	\$261,144	\$274,201	\$287,911	\$302,307	\$317,422	\$333,293
Outsourced Basketball Tournaments	\$55,656	\$93,564	\$124,236	\$134,766	\$172,301	\$180,916	\$189,961	\$199,459	\$209,432	\$219,904
Outsourced Volleyball Tournaments	\$28,740	\$75,000	\$118,740	\$118,740	\$170,919	\$179,465	\$188,438	\$197,860	\$207,753	\$218,141
Outsourced Cheer and Dance Events	\$108,250	\$109,750	\$153,075	\$169,275	\$195,270	\$205,034	\$215,285	\$226,049	\$237,352	\$249,220
Outsourced "Other Events"	\$18,840	\$40,104	\$42,554	\$65,068	\$67,103	\$70,458	\$73,981	\$77,680	\$81,564	\$85,642
Convenience Fee	\$53,637	\$129,038	\$182,592	\$239,931	\$279,911	\$293,256	\$307,919	\$323,315	\$339,480	\$356,455
Secondary Rev. Areas	\$110,000	\$140,000	\$200,000	\$275,000	\$350,000	\$367,500	\$385,875	\$405,169	\$425,427	\$446,699
Concessions	\$207,120	\$395,580	\$544,740	\$687,480	\$788,040	\$827,442	\$868,814	\$912,255	\$957,868	\$1,005,761
Retail	\$18,208	\$38,184	\$50,088	\$64,048	\$71,472	\$75,046	\$78,798	\$82,738	\$86,875	\$91,218
Parking	\$120,198	\$221,677	\$301,769	\$376,475	\$431,599	\$453,179	\$475,838	\$499,630	\$524,611	\$550,842
Play Climb	\$144,155	\$165,778	\$200,592	\$210,621	\$232,210	\$243,821	\$256,012	\$268,812	\$282,253	\$296,365
Adventure Area and FEC	\$104,691	\$115,160	\$133,010	\$139,660	\$146,643	\$153,976	\$161,674	\$169,758	\$178,246	\$187,158
Corporate Group and Entertainment Even	\$606,200	\$757,750	\$938,355	\$1,032,191	\$1,173,463	\$1,232,136	\$1,293,743	\$1,358,430	\$1,426,351	\$1,497,669
Court Rental	\$20,025	\$22,028	\$24,285	\$24,285	\$25,500	\$26,775	\$28,113	\$29,519	\$30,995	\$32,545
Total Revenue	\$1,646,552	\$2,484,924	\$3,336,996	\$4,051,748	\$4,652,834	\$4,885,476	\$5,129,750	\$5,386,237	\$5,655,549	\$5,938,327
Expenses										
In-House Basketball Tournaments	\$14,263	\$51,448	\$85,945	\$131,420	\$151,333	\$158,900	\$166,845	\$175,187	\$183,946	\$193,144
In-House Volleyball Tournaments	\$10,432	\$36,550	\$70,861	\$98,119	\$88,987	\$93,436	\$98,108	\$103,014	\$108,164	\$113,572
Outsourced Basketball Tournaments	\$2,783	\$4,678	\$6,212	\$6,738	\$8,615	\$9,046	\$9,498	\$9,973	\$10,472	\$10,995
Outsourced Volleyball Tournaments	\$1,437	\$3,750	\$5,937	\$5,937	\$8,546	\$8,973	\$9,422	\$9,893	\$10,388	\$10,907
Outsourced Cheer and Dance Events	\$942	\$2,005	\$2,128	\$3,253	\$3,355	\$3,523	\$3,699	\$3,884	\$4,078	\$4,282
Outsourced "Other Events"	\$5,413	\$5,488	\$7,654	\$8,464	\$9,764	\$10,252	\$10,764	\$11,302	\$11,868	\$12,461
Convenience Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Secondary Rev. Areas	\$11,000	\$14,000	\$20,000	\$27,500	\$35,000	\$36,750	\$38,588	\$40,517	\$42,543	\$44,670
Concessions	\$134,628	\$257,127	\$354,081	\$446,862	\$512,226	\$537,837	\$564,729	\$592,966	\$622,614	\$653,745
Retail	\$12,746	\$26,729	\$35,062	\$44,834	\$50,030	\$52,532	\$55,159	\$57,916	\$60,812	\$63,853
Parking	\$36,973	\$66,646	\$90,775	\$112,026	\$127,373	\$133,742	\$140,429	\$147,450	\$154,823	\$162,564
Play Climb	\$70,636	\$74,600	\$90,266	\$94,780	\$104,495	\$109,719	\$115,205	\$120,966	\$127,014	\$133,364
Adventure Area and FEC	\$66,437	\$73,081	\$84,408	\$88,629	\$93,060	\$97,713	\$102,599	\$107,729	\$113,115	\$118,771
Corporate Group and Entertainment Even	\$441,479	\$533,513	\$630,230	\$686,751	\$766,844	\$805,186	\$845,445	\$887,717	\$932,103	\$978,708
Court Rental	\$1,001	\$1,101	\$1,214	\$1,214	\$1,275	\$1,339	\$1,406	\$1,476	\$1,550	\$1,627
Total Cost of Goods Sold	\$810,169	\$1,150,716	\$1,484,773	\$1,756,526	\$1,960,903	\$2,058,948	\$2,161,895	\$2,269,990	\$2,383,489	\$2,502,664
Gross Margin	\$836,383	\$1,334,208	\$1,852,223	\$2,295,222	\$2,691,932	\$2,826,528	\$2,967,855	\$3,116,247	\$3,272,060	\$3,435,663
% of Revenue	51%	54%	56%	57%	58%	58%	58%	58%	58%	58%
Operating Expenses										
Facility Expenses	\$549,557	\$572,166	\$601,402	\$632,203	\$664,653	\$697,886	\$732,780	\$769,419	\$807,890	\$848,284
Operating Expense	\$433,531	\$678,825	\$707,225	\$757,119	\$789,989	\$829,489	\$870,963	\$914,511	\$960,237	\$1,008,249
Management Payroll	\$595,000	\$606,900	\$619,038	\$631,419	\$644,047	\$676,249	\$710,062	\$745,565	\$782,843	\$821,985
Payroll Taxes/Benefits/Bonus	\$130,458	\$159,133	\$189,336	\$213,687	\$234,225	\$245,936	\$258,233	\$271,145	\$284,702	\$298,937
Total Operating Expenses	\$1,708,546	\$2,017,024	\$2,117,001	\$2,234,427	\$2,332,915	\$2,449,560	\$2,572,038	\$2,700,640	\$2,835,672	\$2,977,456
EBITDA	(\$872,163)	(\$682,815)	(\$264,778)	\$60,795	\$359,017	\$376,968	\$395,816	\$415,607	\$436,388	\$458,207
% of Revenue	-53%	-27%	-8%	2%	8%	8%	8%	8%	8%	8%
Economic Impact	\$4,229,144	\$9,601,156	\$13,629,098	\$18,519,175	\$23,886,022	\$29,618,667	\$35,246,214	\$40,180,684	\$43,796,946	\$45,548,823



Facility Expenses

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Alarm System Maintenance		\$5,000	\$5,250	\$5,513	\$5,788	\$6,078
Facility Cleaning Expense	\$1.00/SF	\$174,186	\$182,895	\$192,040	\$201,642	\$211,724
Facility Medical Supplies		\$10,000	\$5,000	\$5,150	\$5,305	\$5,464
Grounds Maintenance	\$1,000/Mo	\$12,000	\$12,360	\$12,731	\$13,113	\$13,506
Maintenance & Repairs	\$0.50/SF	\$87,093	\$89,706	\$92,397	\$95,169	\$98,024
Utility Expense	\$1.50/SF	\$261,279	\$276,955	\$293,573	\$311,187	\$329,858
Total Facility Expense		\$549,557	\$572,166	\$601,402	\$632,203	\$664,653



Operating Expenses

Expense	Mgmt. Assump	Year 1	Year 2	Year 3	Year 4	Year 5
Accounting Fees		\$5,000	\$5,150	\$5,305	\$5,464	\$5,628
Bank Service Charges	Misc Banking Fees	\$1,500	\$1,545	\$1,591	\$1,639	\$1,688
Communications	Phone/Cable	\$9,600	\$9,888	\$10,185	\$10,490	\$10,805
Credit Card Expense	50% of Sales (3% fee)	\$24,698	\$37,274	\$50,055	\$60,776	\$69,793
Dues and Subscriptions	Magazines/Publications	\$500	\$515	\$530	\$546	\$563
Employee Uniforms		\$2,000	\$2,060	\$2,122	\$2,185	\$2,251
General Advertising		\$0	\$103,000	\$106,090	\$109,273	\$112,551
Insurance-Property	\$1250/month	\$15,000	\$15,450	\$15,914	\$16,391	\$16,883
Insurance-Liability	\$2500/month	\$30,000	\$30,900	\$31,827	\$32,782	\$33,765
Insurance-Workman's Comp	Est. 2.5% Payroll	\$16,902	\$20,643	\$24,824	\$28,113	\$30,160
Interest Expense		\$0	\$0	\$0	\$0	\$0
Legal Fees		\$0	\$0	\$0	\$0	\$0
Licenses, Permits	Food Licenses, etc	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628
Deffered Management	2% revenue above \$500,000; 20% Sponsorship	\$44,931	\$67,698	\$96,740	\$126,035	\$153,057
Management and National Marketing Service	\$17K/month year 1 & 2, \$15K/month year 3 & 4, \$14K/month year 5 and beyond	\$204,000	\$204,000	\$180,000	\$180,000	\$168,000
Management Travel		\$36,000	\$36,000	\$36,000	\$36,000	\$36,000
Office Supplies	office and cleaning	\$12,000	\$12,360	\$12,731	\$13,113	\$13,506
Photocopier Lease		\$3,500	\$3,605	\$3,713	\$3,825	\$3,939
Postage & Freight		\$2,000	\$2,060	\$2,122	\$2,185	\$2,251
Real Estate Tax		\$0	\$0	\$0	\$0	\$0
Rent		\$0	\$0	\$0	\$0	\$0
Software- Facility Management	Online Scheduling Software	\$14,400	\$14,832	\$15,277	\$15,735	\$16,207
Software- Office		\$3,000	\$3,090	\$3,183	\$3,278	\$3,377
Tournament/Event Business Developm		\$0	\$100,000	\$100,000	\$100,000	\$100,000
Travel and Entertainment		\$3,500	\$3,605	\$3,713	\$3,825	\$3,939
Total Operating Expenses		\$433,531	\$678,825	\$707,225	\$757,119	\$789,989



Management Payroll Summary

Management Position	Mgmt. Assump	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager		\$110,000	\$112,200	\$114,444	\$116,733	\$119,068
Operations Director		\$85,000	\$86,700	\$88,434	\$90,203	\$92,007
Marketing & Business Development Director		\$85,000	\$86,700	\$88,434	\$90,203	\$92,007
Facility Manager		\$60,000	\$61,200	\$62,424	\$63,672	\$64,946
Office Manager/Book Keeper		\$60,000	\$61,200	\$62,424	\$63,672	\$64,946
Event Sales/Catering Manager		\$60,000	\$61,200	\$62,424	\$63,672	\$64,946
Executive Chef/F&B		\$75,000	\$76,500	\$78,030	\$79,591	\$81,182
Banquet Manager		\$60,000	\$61,200	\$62,424	\$63,672	\$64,946
Total Management Payroll		\$595,000	\$606,900	\$619,038	\$631,419	\$644,047



Payroll Summary

Total Payroll Summary		Mgmt. Assump	Pre-Open	Year 1	Year 2	Year 3	Year 4	Year 5
Mgmt	General Manager	12 months Prior	\$73,333	\$110,000	\$112,200	\$114,444	\$116,733	\$119,068
Mgmt	Operations Director	6 months Prior	\$42,500	\$85,000	\$86,700	\$88,434	\$90,203	\$92,007
Mgmt	Marketing & Business Development Director	16 months Prior	\$70,833	\$85,000	\$86,700	\$88,434	\$90,203	\$92,007
Mgmt	Facility Manager	3 months prior	\$18,000	\$60,000	\$61,200	\$62,424	\$63,672	\$64,946
Mgmt	Office Manager/Book Keeper	12 months prior	\$60,000	\$60,000	\$61,200	\$62,424	\$63,672	\$64,946
Mgmt	Event Sales/Catering Manager	6 months prior	\$30,000	\$60,000	\$61,200	\$62,424	\$63,672	\$64,946
Mgmt	Executive Chef / F&B	3 months prior	\$18,750	\$75,000	\$76,500	\$78,030	\$79,591	\$81,182
Mgmt	Banquet Manager	1 months prior	\$5,000	\$60,000	\$61,200	\$62,424	\$63,672	\$64,946
Subtotal Management Payroll			\$264,667	\$400,000	\$408,000	\$416,160	\$424,483	\$432,973
Director	In-House Basketball Tourn. Director	3 months prior	\$750	\$3,000	\$10,800	\$19,140	\$28,380	\$33,264
Director	In-House Volleyball Tourn. Director	3 months prior	\$600	\$2,400	\$8,400	\$14,520	\$21,120	\$19,404
Director	In-House Cheer & Dance Event Director	3 months prior	\$0	\$0	\$0	\$0	\$0	\$0
Director	Play Climb Management Allotment	3 months prior	\$3,604	\$14,416	\$16,578	\$20,059	\$21,062	\$23,221
Director	Adventure Area and FEC Management Allotment	3 months prior	\$2,617	\$10,469	\$11,516	\$13,301	\$13,966	\$14,664
Director	Corporate and Group Events Management Allotment	3 months prior	\$14,530	\$58,120	\$67,650	\$82,898	\$89,188	\$99,912
Subtotal Sports Directors			\$22,101	\$88,405	\$114,944	\$149,918	\$173,716	\$190,465
Staff	In-House Basketball Tourn. Staff	1 month prior	\$77	\$924	\$3,382	\$6,181	\$11,378	\$14,394
Staff	In-House Volleyball Tourn. Staff	1 month prior	\$135	\$1,618	\$5,683	\$9,967	\$14,333	\$13,057
Staff	In-House Cheer & Dance Event Staff	1 month prior	\$0	\$0	\$0	\$0	\$0	\$0
Staff	Food & Beverage Staff	1 month prior	\$4,315	\$51,780	\$98,895	\$136,185	\$171,870	\$197,010
Staff	Play Climb Staff	1 month prior	\$3,003	\$36,039	\$41,445	\$50,148	\$52,655	\$58,053
Staff	Adventure Area and FEC Staff	1 month prior	\$1,309	\$15,704	\$17,274	\$19,951	\$20,949	\$21,997
Staff	Corporate and Group Events Staff	1 month prior	\$4,733	\$56,800	\$71,000	\$93,720	\$103,092	\$119,071
Subtotal Sport Admin Staff			\$13,572	\$162,864	\$237,679	\$316,152	\$374,277	\$423,582
	In-House Basketball Tourn. Officials	Per Diem	\$9,600	\$34,560	\$55,680	\$82,560	\$92,160	\$92,160
	In-House Volleyball Tourn. Officials	Per Diem	\$5,120	\$17,920	\$38,400	\$51,200	\$46,080	\$46,080
	In-House Cheer & Dance Event Judges	Per Diem	\$0	\$0	\$0	\$0	\$0	\$0
	Teambuilding Instructors	Per Diem	\$10,080	\$12,600	\$16,632	\$18,295	\$21,131	\$21,131
Subtotal Officials and Judges			\$0	\$24,800	\$65,080	\$110,712	\$152,055	\$159,371
Payroll Subtotal			\$300,340	\$676,069	\$825,703	\$992,943	\$1,124,531	\$1,206,391
	Health Insurance	5 employees @ 500/month	\$6,000	\$30,000	\$30,900	\$31,827	\$32,782	\$33,765
	Management Bonus Pool	Max 2% Gross Sales	\$32,931	\$49,698	\$66,740	\$81,035	\$93,057	\$104,702
	Payroll Services		\$2,400	\$2,472	\$2,546	\$2,623	\$2,701	\$2,781
	Payroll Taxes	10.00% of payroll (excl refs)	\$30,034	\$65,127	\$76,062	\$88,223	\$97,248	\$104,702
Payroll Taxes/Benefits/Bonus Totals			\$36,034	\$130,458	\$159,133	\$189,336	\$213,687	\$234,225
			\$336,374	\$806,527	\$984,836	\$1,182,279	\$1,338,218	\$1,440,616



In-House Basketball Tournament Revenue & Expenses

Revenue	Mgmt Assmp.	Amount per Activity					Number of Participants per Year					Ave. Participants	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										
Basketball - Small Tournament																					
Entry Fees	10 players per team	\$250	\$250	\$275	\$275	\$289	1	4	6	6	5	32	\$8,000	\$32,000	\$52,800	\$52,800	\$46,200				
Gate Fees - Day Pass	25% of fans (1.5 fans/player)	\$5	\$5	\$5	\$5	\$5	1	4	6	6	5	120	\$600	\$2,400	\$3,600	\$3,600	\$3,000				
Gate Fess - Tournament Pass	75% of fans (1.5 fans/player)	\$8	\$8	\$8	\$8	\$8	1	4	6	6	5	360	\$2,880	\$11,520	\$17,280	\$17,280	\$14,400				
Basketball - Medium Tournament																					
Entry Fees	10 players per team	\$250	\$250	\$275	\$275	\$289	1	2	3	5	6	48	\$12,000	\$24,000	\$39,600	\$66,000	\$83,160				
Gate Fees - Day Pass	25% of fans (1.5 fans/player)	\$6	\$6	\$6	\$6	\$6	1	2	3	5	6	180	\$1,080	\$2,160	\$3,240	\$5,400	\$6,480				
Gate Fess - Tournament Pass	75% of fans (1.5 fans/player)	\$10	\$10	\$10	\$10	\$10	1	2	3	5	6	540	\$5,400	\$10,800	\$16,200	\$27,000	\$32,400				
Basketball - Large Tournament																					
Entry Fees	12 players per team	\$250	\$250	\$275	\$275	\$289	0	1	2	4	5	64	\$0	\$16,000	\$35,200	\$70,400	\$92,400				
Gate Fees - Day Pass	25% of fans (1.5 fans/player)	\$6	\$6	\$6	\$6	\$6	0	1	2	4	5	288	\$0	\$1,728	\$3,456	\$6,912	\$8,640				
Gate Fess - Tournament Pass	75% of fans (1.5 fans/player)	\$15	\$15	\$15	\$15	\$15	0	1	2	4	5	864	\$0	\$12,960	\$25,920	\$51,840	\$64,800				
Non-capacity growth rate		1.00					1.10					1.00					1.05				
Capacity growth rate		1.10					1.10					1.10					1.10				
Area Revenue												\$18,480	\$67,648	\$123,616	\$227,552	\$287,880					
Expense																					
Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5					
In-House Tournament Director	15% Entry Fees Revenue											\$3,000	\$10,800	\$19,140	\$28,380	\$33,264					
In-House Tournament Staff	5% Gross Revenue											\$924	\$3,382	\$6,181	\$11,378	\$14,394					
In-House Tournament Officials	\$75 per Game											\$9,600	\$34,560	\$55,680	\$82,560	\$92,160					
Equip./Supplies	2% Gross Revenue											\$370	\$1,353	\$2,472	\$4,551	\$5,758					
Awards	2% Gross Revenue											\$370	\$1,353	\$2,472	\$4,551	\$5,758					
Area Expense												\$14,263	\$51,448	\$85,945	\$131,420	\$151,333					
Net Revenue												\$4,217	\$16,200	\$37,671	\$96,132	\$136,547					

Pricing Notes

*1 Average AAU Tournament Fee
\$295/team
Average YBOA Tournament Fee
\$190/team

*2 Extra Large Tournament
4-day tournament if completely on site



In-House Volleyball Tournament Revenue & Expenses

Revenue	Mgmt Assmp.	Amount per Activity					Number of Participants per Year					Ave. Participants	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							
Volleyball - Small Tournament																		
Entry Fees	10 players per team	\$375	\$375	\$413	\$413	\$433	1	2	2	3	2	64	\$24,000	\$48,000	\$52,800	\$79,200	\$55,440	
Gate Fees - Day Pass	25% of fans (1.5 fans/ player)	\$5	\$5	\$5	\$5	\$5	1	2	2	3	2	288	\$1,440	\$2,880	\$2,880	\$4,320	\$2,880	
Gate Fess - Tournament Pass	75% of fans (1.5 fans/ player)	\$8	\$8	\$8	\$8	\$8	1	2	2	3	2	864	\$6,912	\$13,824	\$13,824	\$20,736	\$13,824	
Volleyball - Medium Tournament																		
Entry Fees	10 players per team	\$375	\$375	\$413	\$413	\$433	0	1	1	2	2	96	\$0	\$36,000	\$39,600	\$79,200	\$83,160	
Gate Fees - Day Pass	25% of fans (1.5 fans/ player)	\$6	\$6	\$6	\$6	\$6	0	1	1	2	2	360	\$0	\$2,160	\$2,160	\$4,320	\$4,320	
Gate Fess - Tournament Pass	75% of fans (1.5 fans/ player)	\$10	\$10	\$10	\$10	\$10	0	1	1	2	2	1080	\$0	\$10,800	\$10,800	\$21,600	\$21,600	
Volleyball - Large Tournament																		
Entry Fees	10 players per team	\$375	\$375	\$413	\$413	\$433	0	0	1	1	1	128	\$0	\$0	\$52,800	\$52,800	\$55,440	
Gate Fees - Day Pass	25% of fans (1.5 fans/ player)	\$6	\$6	\$6	\$6	\$6	0	0	1	1	1	480	\$0	\$0	\$2,880	\$2,880	\$2,880	
Gate Fess - Tournament Pass	75% of fans (1.5 fans/ player)	\$15	\$15	\$15	\$15	\$15	0	0	1	1	1	1440	\$0	\$0	\$21,600	\$21,600	\$21,600	
	Non-capacity growth rate		1.00	1.10	1.00	1.05		1.20	1.10	1.05	1.05							
	Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00							
Area Revenue													\$32,352	\$113,664	\$199,344	\$286,656	\$261,144	
Expense																		
	Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5	
In-House Tournament Director	10% Entry Fees												\$2,400	\$8,400	\$14,520	\$21,120	\$19,404	
In-House Tournament Staff	5% Gross Revenue												\$1,618	\$5,683	\$9,967	\$14,333	\$13,057	
In-House Tournament Officials	\$50 per Game												\$5,120	\$17,920	\$38,400	\$51,200	\$46,080	
Equip./Supplies	2% Gross Revenue												\$647	\$2,273	\$3,987	\$5,733	\$5,223	
Awards	2% Gross Revenue												\$647	\$2,273	\$3,987	\$5,733	\$5,223	
Area Expense													\$10,432	\$36,550	\$70,861	\$98,119	\$88,987	
Net Revenue													\$21,920	\$77,114	\$128,483	\$188,537	\$172,157	

Pricing Notes

*1 Average AAU Tournament Fee
\$295/team
Average YBOA Tournament Fee
\$190/team

*2 Extra Large Tournament
4-day tournament if completely on site



Outsourced Basketball Tournament Series Revenue & Expenses

Revenue	Mgmt Assmp.	Amount per Activity					Number of Events per Year					Ave. Participants	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 - 2 Days																		
Entry	10 players per team						2	2	2	2	3	32						
Gate Fees - Day Pass	25% of fans (1.5 fans/player)	\$5	\$5	\$5	\$5	\$5	2	2	2	2	3	120	\$1,200	\$1,200	\$1,200	\$1,200	\$1,800	
Gate Fess - Tournament Pass	75% of fans (1.5 fans/player)	\$8	\$8	\$8	\$8	\$8	2	2	2	2	3	360	\$5,760	\$5,760	\$5,760	\$5,760	\$8,640	
Rental Fees	4 Courts	\$45	\$45	\$50	\$50	\$52	2	2	2	2	3	96	\$8,640	\$8,640	\$9,504	\$9,504	\$14,969	
Medium Tournament - 2.5 Days																		
Entry	12 players per team						3	4	4	3	3	48						
Gate Fees - Day Pass	25% of fans (1.5 fans/player)	\$6	\$6	\$6	\$6	\$6	3	4	4	3	3	216	\$3,888	\$5,184	\$5,184	\$3,888	\$3,888	
Gate Fess - Tournament Pass	75% of fans (1.5 fans/player)	\$10	\$10	\$10	\$10	\$10	3	4	4	3	3	648	\$19,440	\$25,920	\$25,920	\$19,440	\$19,440	
Rental Fees	6 Courts	\$45	\$45	\$50	\$50	\$52	3	4	4	3	3	180	\$24,300	\$32,400	\$35,640	\$26,730	\$28,067	
Large Tournament - 3 Days																		
Entry	12 players per team						0	1	2	3	4	64						
Gate Fees - Day Pass	25% of fans (1.5 fans/player)	\$6	\$6	\$6	\$6	\$6	0	1	2	3	4	288	\$0	\$1,728	\$3,456	\$5,184	\$6,912	
Gate Fess - Tournament Pass	75% of fans (1.5 fans/player)	\$15	\$15	\$15	\$15	\$15	0	1	2	3	4	864	\$0	\$12,960	\$25,920	\$38,880	\$51,840	
Rental Fees	8 Courts	\$45	\$45	\$50	\$50	\$52	0	1	2	3	4	288	\$0	\$12,960	\$28,512	\$42,768	\$59,875	
Gate Fee Splits	25% Reduction of Revenue												(\$7,572)	(\$13,188)	(\$16,860)	(\$18,588)	(\$23,130)	
	Non-capacity growth rate		1.00	1.10	1.00	1.05												
	Capacity growth rate		1.10	1.10	1.10	1.10												
Area Revenue												\$55,656	\$93,564	\$124,236	\$134,766	\$172,301		
Expense																		
	Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5	
Tournament Hosting Expenses	5% Gross Revenue												\$2,783	\$4,678	\$6,212	\$6,738	\$8,615	
Area Expense												\$2,783	\$4,678	\$6,212	\$6,738	\$8,615		
Net Revenue												\$52,873	\$88,886	\$118,024	\$128,028	\$163,685		



Outsourced Volleyball Tournaments Revenue & Expenses

Revenue	Mgmt Assmp.	Amount per Activity					Number of Events per Year					Ave. Participants	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 - 2 Days																		
Entry	10 players per team						1	1	2	2	2	64						
Gate Fees - Day Pass	25% of fans (1.5 fans/player)	\$5	\$5	\$5	\$5	\$5	1	1	2	2	2	240	\$1,200	\$1,200	\$2,400	\$2,400	\$2,400	
Gate Fees - Tournament Pass	75% of fans (1.5 fans/player)	\$8	\$10	\$10	\$10	\$10	1	1	2	2	2	720	\$5,760	\$7,200	\$14,400	\$14,400	\$14,400	
Rental Fees	8 Courts	\$25	\$25	\$28	\$28	\$29	1	1	2	2	2	192	\$4,800	\$4,800	\$10,560	\$10,560	\$11,088	
Medium Tournament - 2.5 Days																		
Entry	10 players per team						1	2	2	2	3	96						
Gate Fees - Day Pass	25% of fans (1.5 fans/player)	\$6	\$5	\$5	\$5	\$5	1	2	2	2	3	360	\$2,160	\$3,600	\$3,600	\$3,600	\$5,400	
Gate Fees - Tournament Pass	75% of fans (1.5 fans/player)	\$10	\$10	\$10	\$10	\$10	1	2	2	2	3	1080	\$10,800	\$21,600	\$21,600	\$21,600	\$32,400	
Rental Fees	12 Courts	\$25	\$25	\$28	\$28	\$29	1	2	2	2	3	360	\$9,000	\$18,000	\$19,800	\$19,800	\$31,185	
Large Tournament - 3 Days																		
Entry	10 players per team						0	1	2	2	3	128						
Gate Fees - Day Pass	25% of fans (1.5 fans/player)	\$6	\$5	\$5	\$5	\$5	0	1	2	2	3	480	\$0	\$2,400	\$4,800	\$4,800	\$7,200	
Gate Fees - Tournament Pass	75% of fans (1.5 fans/player)	\$15	\$10	\$10	\$10	\$10	0	1	2	2	3	1440	\$0	\$14,400	\$28,800	\$28,800	\$43,200	
Rental Fees	16 Courts	\$25	\$25	\$28	\$28	\$29	0	1	2	2	3	576	\$0	\$14,400	\$31,680	\$31,680	\$49,896	
Gate Fee Splits	25% Reduction of Revenue												(\$4,980)	(\$12,600)	(\$18,900)	(\$18,900)	(\$26,250)	
	Non-capacity growth rate		1.00	1.10	1.00	1.05												
	Capacity growth rate		1.10	1.10	1.10	1.10												
Area Revenue													\$28,740	\$75,000	\$118,740	\$118,740	\$170,919	
Expense																		
	Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5	
Tournament Hosting Expenses	5% Gross Revenue												\$1,437	\$3,750	\$5,937	\$5,937	\$8,546	
Area Expense													\$1,437	\$3,750	\$5,937	\$5,937	\$8,546	
Net Revenue													\$27,303	\$71,250	\$112,803	\$112,803	\$162,373	



Outsourced Cheer and Dance Events

Revenue	Mgmt Assmp.	Amount per Activity					Number of Participants per Year					Ave. Participants	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							
Medium Event - 1 Day																		
Entry	20 per Team						2	2	2	2	2	90						
Gate Fees (\$10)	10% Back to Facility (1.9 fans/playe	\$1	\$1	\$1	\$1	\$1	2	2	2	2	2	3420	\$6,840	\$6,840	\$6,840	\$6,840	\$6,840	
Rental Fees with Set Up		\$6,000	\$6,000	\$6,600	\$6,600	\$6,930	2	2	2	2	2	1	\$12,000	\$12,000	\$13,200	\$13,200	\$13,860	
Large Event - 2 Days																		
Entry	20 per Team						0	1	1	2	2	125						
Gate Fees - Single Day (\$10)	10% Back to Facility (1.9 fans/playe	\$1	\$1	\$1	\$1	\$1	0	1	1	2	2	1188	\$0	\$3,420	\$3,420	\$6,840	\$6,840	
Gate Fees - Event Pass (\$15)	10% Back to Facility (1.9 fans/playe	\$2	\$2	\$2	\$2	\$2	0	1	1	2	2	3563	\$0	\$5,344	\$5,344	\$10,688	\$10,688	
Rental Fees with Set Up		#####	#####	#####	#####	#####	0	1	1	2	2	1	\$0	\$12,500	\$13,750	\$27,500	\$28,875	
	Non-capacity growth rate		1.00	1.10	1.00	1.05												
	Capacity growth rate		1.10	1.10	1.10	1.10												
Area Revenue												\$18,840	\$40,104	\$42,554	\$65,068	\$67,103		
Expense																		
	Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5	
Event Hosting Expenses	5% Gross Revenue												\$942	\$2,005	\$2,128	\$3,253	\$3,355	
Area Expense												\$942	\$2,005	\$2,128	\$3,253	\$3,355		
Net Revenue												\$17,898	\$38,099	\$40,426	\$61,814	\$63,747		



Outsourced "Other" Events Revenue & Expenses

Revenue	Mgmt Assmp.	Amount per Activity					Number of Participants per Year					Ave. Participants	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 Event - 1 Day																					
Gate Fees (\$10)	10% Back to Facility	\$1	\$1	\$1	\$1	\$1	10	10	12	14	14	1500	\$15,000	\$15,000	\$18,000	\$21,000	\$21,000				
Rental Fees with Set Up		\$6,000	\$6,000	\$6,600	\$6,600	\$6,930	10	10	12	14	14	1	\$60,000	\$60,000	\$79,200	\$92,400	\$97,020				
Large Event - 2 Day																					
Gate Fees - Single Day (\$10 10% Back to Facility)		\$1	\$1	\$1	\$1	\$1	2	2	3	3	4	750	\$1,500	\$3,000	\$4,500	\$4,500	\$6,000				
Gate Fees - Event Pass (\$15 10% Back to Facility)		\$2	\$2	\$2	\$2	\$2	2	2	3	3	4	2250	\$6,750	\$6,750	\$10,125	\$10,125	\$13,500				
Rental Fees with Set Up		\$12,500	\$12,500	\$13,750	\$13,750	\$14,438	2	2	3	3	4	1	\$25,000	\$25,000	\$41,250	\$41,250	\$57,750				
Non-capacity growth rate			1.00	1.10	1.00	1.05															
Capacity growth rate			1.10	1.10	1.10	1.10															
Area Revenue												\$108,250	\$109,750	\$153,075	\$169,275	\$195,270					
Expense																					
												Year 1	Year 2	Year 3	Year 4	Year 5					
Event Hosting Expenses	5% Gross Revenue													\$5,413	\$5,488	\$7,654	\$8,464	\$9,764			
Area Expense												\$5,413	\$5,488	\$7,654	\$8,464	\$9,764					
Net Revenue												\$102,838	\$104,263	\$145,421	\$160,811	\$185,507					



Convenience Fee

Revenue	Mgmt. Assumption	Percent Non-Local	Average Nights Per Event	Non-Local Heads in Beds Per Event	Rebate Rate	Number of Events per Year					Total Room Nights Per Event	Year 1	Year 2	Year 3	Year 4	Year 5
						Year 1	Year 2	Year 3	Year 4	Year 5						
Basketball - Small		80%	1.0	640	\$6	3	6	8	8	8	183	\$3,291	\$6,583	\$8,777	\$8,777	\$8,777
Basketball - Medium		80%	2.0	2304	\$6	4	6	7	8	9	658	\$15,799	\$23,698	\$27,648	\$31,598	\$35,547
Basketball - Large		80%	3.0	4608	\$6	0	2	4	7	9	1317	\$0	\$15,799	\$31,598	\$55,296	\$71,095
Volleyball - Small		80%	1.0	1280	\$6	2	3	4	5	4	366	\$4,389	\$6,583	\$8,777	\$10,971	\$8,777
Volleyball - Medium		80%	2.0	3840	\$6	1	3	3	4	5	1097	\$6,583	\$19,749	\$19,749	\$26,331	\$32,914
Volleyball - Large		80%	3.0	7680	\$6	0	1	3	3	4	2194	\$0	\$13,166	\$39,497	\$39,497	\$52,663
Cheer and Dance - Small		80%	1.0	2320	\$6	0	0	0	0	0	663	\$0	\$0	\$0	\$0	\$0
Cheer and Dance - Medium		80%	1.0	4176	\$6	2	2	2	2	2	1193	\$14,318	\$14,318	\$14,318	\$14,318	\$14,318
Cheer and Dance - Large		80%	2.0	11600	\$6	0	1	1	2	2	3314	\$0	\$19,886	\$19,886	\$39,771	\$39,771
Other Events - Small		20%	1.0	300	\$6	10	10	12	14	14	86	\$5,143	\$5,143	\$6,171	\$7,200	\$7,200
Other Events - Large		20%	2.0	1200	\$6	2	2	3	3	4	343	\$4,114	\$4,114	\$6,171	\$6,171	\$8,229
Area Revenue											\$53,637	\$129,038	\$182,592	\$239,931	\$279,291	
Expense											Year 1	Year 2	Year 3	Year 4	Year 5	
Area Expense											\$0	\$0	\$0	\$0	\$0	
Net Revenue											\$53,637	\$129,038	\$182,592	\$239,931	\$279,291	



Secondary Revenue Areas

Revenue		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Advertisement/Sponsorship/Merchandise Income			\$110,000	\$140,000	\$200,000	\$275,000	\$350,000
Area Revenue			\$110,000	\$140,000	\$200,000	\$275,000	\$350,000
Expense		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Advertisement hard cost		Printing of Ad/Sponsors within facility(10% of Ad Inc.)	\$11,000	\$14,000	\$20,000	\$27,500	\$35,000
Area Expense			\$11,000	\$14,000	\$20,000	\$27,500	\$35,000
Net Revenue			\$99,000	\$126,000	\$180,000	\$247,500	\$315,000



Concessions Revenue & Expenses

Revenue	Event Days	Daily Expend. Per Attendee	Number of Events per Year					Participants Per Entry	Total # of Entries	Number of Participants	Number of Fans	Year 1	Year 2	Year 3	Year 4	Year 5
			Year 1	Year 2	Year 3	Year 4	Year 5									
Basketball - Small	2	\$3	3	6	8	8	8	10	32	320	480	\$14,400	\$28,800	\$38,400	\$38,400	\$38,400
Basketball - Medium	2.5	\$3	4	6	7	8	9	12	48	576	864	\$43,200	\$64,800	\$75,600	\$86,400	\$97,200
Basketball - Large	3	\$3	0	2	4	7	9	12	64	768	1152	\$0	\$34,560	\$69,120	\$120,960	\$155,520
Volleyball - Small	2	\$3	2	3	4	5	4	10	64	640	960	\$19,200	\$28,800	\$38,400	\$48,000	\$38,400
Volleyball - Medium	2.5	\$3	1	3	3	4	5	10	96	960	1440	\$18,000	\$54,000	\$54,000	\$72,000	\$90,000
Volleyball - Large	3	\$3	0	1	3	3	4	10	128	1280	1920	\$0	\$28,800	\$86,400	\$86,400	\$115,200
Cheer and Dance - Small	1	\$3	0	0	0	0	0	20	50	1000	1900	\$0	\$0	\$0	\$0	\$0
Cheer and Dance - Medium	1	\$3	2	2	2	2	2	20	90	1800	3420	\$31,320	\$31,320	\$31,320	\$31,320	\$31,320
Cheer and Dance - Large	2	\$3	0	1	1	2	2	20	125	2500	4750	\$0	\$43,500	\$43,500	\$87,000	\$87,000
Other Events - Small	1	\$3	10	10	12	14	14			1500	1500	\$45,000	\$45,000	\$54,000	\$63,000	\$63,000
Other Events - Large	2	\$3	2	2	3	3	4			3000	3000	\$36,000	\$36,000	\$54,000	\$54,000	\$72,000
Area Revenue											\$207,120	\$395,580	\$544,740	\$687,480	\$788,040	
Expense	Mgmt. Assump.										Year 1	Year 2	Year 3	Year 4	Year 5	
Concessions Food	30% Concessions Sales										\$62,136	\$118,674	\$163,422	\$206,244	\$236,412	
Concessions Non-food	10% Concession Sales										\$20,712	\$39,558	\$54,474	\$68,748	\$78,804	
Concessions Wages	25% Concession Sales										\$51,780	\$98,895	\$136,185	\$171,870	\$197,010	
Area Expense											\$134,628	\$257,127	\$354,081	\$446,862	\$512,226	
Net Revenue											\$72,492	\$138,453	\$190,659	\$240,618	\$275,814	



Retail Revenue & Expenses

Revenue	Mgmt. Assump.	Number of Events per Year					Number of Participants	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5						
Pro Shop Merchandise												
Basketball - Small	\$2 per athlete	3	6	8	8	8	320	\$1,920	\$3,840	\$5,120	\$5,120	\$5,120
Basketball - Medium	\$2 per athlete	4	6	7	8	9	576	\$4,608	\$6,912	\$8,064	\$9,216	\$10,368
Basketball - Large	\$2 per athlete	0	2	4	7	9	768	\$0	\$3,072	\$6,144	\$10,752	\$13,824
Volleyball - Small	\$2 per athlete	2	3	4	5	4	640	\$2,560	\$3,840	\$5,120	\$6,400	\$5,120
Volleyball - Medium	\$2 per athlete	1	3	3	4	5	960	\$1,920	\$5,760	\$5,760	\$7,680	\$9,600
Volleyball - Large	\$2 per athlete	0	1	3	3	4	1280	\$0	\$2,560	\$7,680	\$7,680	\$10,240
Cheer and Dance - Small	\$2 per athlete	0	0	0	0	0	1000	\$0	\$0	\$0	\$0	\$0
Cheer and Dance - Medium	\$2 per athlete	2	2	2	2	2	1800	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200
Cheer and Dance - Large	\$2 per athlete	0	1	1	2	2	2500	\$0	\$5,000	\$5,000	\$10,000	\$10,000
Other Events - Small	\$2 per athlete	10	10	12	14	14	0	\$0	\$0	\$0	\$0	\$0
Other Events - Large	\$2 per athlete	2	2	3	3	4	0	\$0	\$0	\$0	\$0	\$0
Area Revenue								\$18,208	\$38,184	\$50,088	\$64,048	\$71,472
Expense												
	Mgmt. Assump.							Year 1	Year 2	Year 3	Year 4	Year 5
Retail Product Cost	55% Gross Pro Shop Revenue							\$10,014	\$21,001	\$27,548	\$35,226	\$39,310
Retail Wages	15% Gross Revenue							\$2,731	\$5,728	\$7,513	\$9,607	\$10,721
Area Expense								\$12,746	\$26,729	\$35,062	\$44,834	\$50,030
Net Revenue								\$5,462	\$11,455	\$15,026	\$19,214	\$21,442



Parking Revenue & Expenses

Revenue	Mgmt. Assump.	\$ per Car	Event Days	Number of Events per Year					Number of Participants	Year 1	Year 2	Year 3	Year 4	Year 5	
				Year 1	Year 2	Year 3	Year 4	Year 5							
Basketball - Small	0.8 cars per participant unit	\$5	2	3	6	8	8	8	320	\$7,680	\$15,360	\$20,480	\$20,480	\$20,480	
Basketball - Medium	0.8 cars per participant unit	\$5	3	4	6	7	8	9	576	\$23,040	\$34,560	\$40,320	\$46,080	\$51,840	
Basketball - Large	0.8 cars per participant unit	\$5	3	0	2	4	7	9	768	\$0	\$18,432	\$36,864	\$64,512	\$82,944	
Volleyball - Small	0.8 cars per participant unit	\$5	2	2	3	4	5	4	640	\$10,240	\$15,360	\$20,480	\$25,600	\$20,480	
Volleyball - Medium	0.8 cars per participant unit	\$5	3	1	3	3	4	5	960	\$9,600	\$28,800	\$28,800	\$38,400	\$48,000	
Volleyball - Large	0.8 cars per participant unit	\$5	3	0	1	3	3	4	1280	\$0	\$15,360	\$46,080	\$46,080	\$61,440	
Cheer and Dance - Small	0.8 cars per participant unit	\$5	1	0	0	0	0	0	1000	\$0	\$0	\$0	\$0	\$0	
Cheer and Dance - Medium	0.8 cars per participant unit	\$5	1	2	2	2	2	2	1800	\$14,400	\$14,400	\$14,400	\$14,400	\$14,400	
Cheer and Dance - Large	0.8 cars per participant unit	\$5	2	0	1	1	2	2	2500	\$0	\$20,000	\$20,000	\$40,000	\$40,000	
Other Events - Small	1 Car per 3.5 Attendees	\$5	1	10	10	12	14	14	1500	\$21,429	\$21,429	\$25,714	\$30,000	\$30,000	
Other Events - Large	1 Car per 3.5 Attendees	\$5	2	2	2	3	3	4	3000	\$17,143	\$17,143	\$25,714	\$25,714	\$34,286	
Small Events and Parties	1 Car per 1.0 Attendee	\$5	1	32	40	44	48	53	50	\$8,000	\$10,000	\$11,000	\$12,100	\$13,310	
Medium Events and Parties	1 Car per 1.5 Attendees	\$5	1	17	21	23	26	28	100	\$5,667	\$7,083	\$7,792	\$8,571	\$9,428	
Large Events and Parties	1 Car per 2.0 Attendees	\$5	1	6	8	8	9	10	200	\$3,000	\$3,750	\$4,125	\$4,538	\$4,991	
Area Revenue										\$120,198	\$221,677	\$301,769	\$376,475	\$431,599	
Expense	Mgmt. Assump.										Year 1	Year 2	Year 3	Year 4	Year 5
Parking Attendent Wages	\$440 per Day										\$16,940	\$29,700	\$40,480	\$49,280	\$55,440
Parking Pass Cost	\$.20 per pass										\$8,013	\$14,778	\$20,118	\$25,098	\$28,773
Maintenance	10% Gross Revenue										\$12,020	\$22,168	\$30,177	\$37,647	\$43,160
Area Expense										\$36,973	\$66,646	\$90,775	\$112,026	\$127,373	
Net Revenue										\$83,225	\$155,031	\$210,994	\$264,449	\$304,226	



Court Rental Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session (Hour)					Number per Session (8 weeks)					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							
Half Court Rentals																		
Sept. - Oct.	\$/Hour	\$35	\$35	\$37	\$37	\$39	40	44	46	46	46	1	\$1,400	\$1,540	\$1,698	\$1,698	\$1,783	
Nov.- Dec.	\$/Hour	\$35	\$35	\$37	\$37	\$39	25	28	29	29	29	1	\$875	\$963	\$1,061	\$1,061	\$1,114	
Jan. - Feb.	\$/Hour	\$35	\$35	\$37	\$37	\$39	90	99	104	104	104	1	\$3,150	\$3,465	\$3,820	\$3,820	\$4,011	
Mar. - Apr.	\$/Hour	\$35	\$35	\$37	\$37	\$39	75	83	87	87	87	1	\$2,625	\$2,888	\$3,183	\$3,183	\$3,343	
May - June	\$/Hour	\$35	\$35	\$37	\$37	\$39	60	66	69	69	69	1	\$2,100	\$2,310	\$2,547	\$2,547	\$2,674	
July - Aug	\$/Hour	\$35	\$35	\$37	\$37	\$39	25	28	29	29	29	1	\$875	\$963	\$1,061	\$1,061	\$1,114	
Full Court Rentals																		
Sept. - Oct.	\$/Hour	\$50	\$50	\$53	\$53	\$55	25	28	29	29	29	1	\$1,250	\$1,375	\$1,516	\$1,516	\$1,592	
Nov.- Dec.	\$/Hour	\$50	\$50	\$53	\$53	\$55	20	22	23	23	23	1	\$1,000	\$1,100	\$1,213	\$1,213	\$1,273	
Jan. - Feb.	\$/Hour	\$50	\$50	\$53	\$53	\$55	30	33	35	35	35	1	\$1,500	\$1,650	\$1,819	\$1,819	\$1,910	
Mar. - Apr.	\$/Hour	\$50	\$50	\$53	\$53	\$55	40	44	46	46	46	1	\$2,000	\$2,200	\$2,426	\$2,426	\$2,547	
May - June	\$/Hour	\$50	\$50	\$53	\$53	\$55	40	44	46	46	46	1	\$2,000	\$2,200	\$2,426	\$2,426	\$2,547	
July - Aug	\$/Hour	\$50	\$50	\$53	\$53	\$55	25	28	29	29	29	1	\$1,250	\$1,375	\$1,516	\$1,516	\$1,592	
LOI Court Rentals																		
Sept. - Oct.	\$/Hour	\$50	\$50	\$53	\$53	\$55	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
Nov.- Dec.	\$/Hour	\$50	\$50	\$53	\$53	\$55	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
Jan. - Feb.	\$/Hour	\$50	\$50	\$53	\$53	\$55	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
Mar. - Apr.	\$/Hour	\$50	\$50	\$53	\$53	\$55	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
May - June	\$/Hour	\$50	\$50	\$53	\$53	\$55	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
July - Aug	\$/Hour	\$50	\$50	\$53	\$53	\$55	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
Non-capacity growth rate		1.00	1.05	1.00	1.05		1.10	1.05	1.00	1.00								
Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00								
Area Revenue												\$20,025	\$22,028	\$24,285	\$24,285	\$25,500		
LOI Closing Percentage							0%											
Expense																		
Mgmt Assump.													Year 1	Year 2	Year 3	Year 4	Year 5	
Supervision/Maintenance Staff 5% Rev													\$1,001	\$1,101	\$1,214	\$1,214	\$1,275	
Area Expense												\$1,001	\$1,101	\$1,214	\$1,214	\$1,275		
Net Revenue												\$19,024	\$20,926	\$23,071	\$23,071	\$24,225		



Play Climb Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Sale					Sales per Month					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						
Play Climb																	
Weekday Rates																	
Students	ages 4 - 18	\$10	\$10	\$11	\$11	\$12	2,134	2,454	2,700	2,835	2,976	1	\$21,341	\$24,542	\$29,696	\$31,181	\$34,377
Adult	ages 18+	\$12	\$12	\$13	\$13	\$14	237	273	300	315	331	1	\$2,845	\$3,272	\$3,960	\$4,157	\$4,584
Weekend Rates																	
Students	ages 4 - 18	\$14	\$14	\$15	\$15	\$16	4,333	4,983	5,481	5,755	6,043	1	\$60,661	\$69,760	\$84,410	\$88,630	\$97,715
Adult	ages 18+	\$16	\$16	\$18	\$18	\$18	481	554	609	639	671	1	\$7,703	\$8,858	\$10,719	\$11,255	\$12,408
Single Attractions		\$5	\$5	\$6	\$6	\$6	397	456	502	527	553	12	\$23,796	\$27,366	\$33,113	\$34,768	\$38,332
Ballicity and Softplay																	
Kids		\$8	\$8	\$9	\$9	\$9	269	310	341	358	376	12	\$25,868	\$29,748	\$35,996	\$37,795	\$41,669
Adults		\$3	\$3	\$3	\$3	\$3	54	62	68	72	75	12	\$1,940	\$2,231	\$2,700	\$2,835	\$3,125
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.15	1.10	1.05	1.05						
Capacity growth rate			1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
Area Revenue												\$144,155	\$165,778	\$200,592	\$210,621	\$232,210	
Expense																	
Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5	
Play Climb Management	10% Revenue												\$14,416	\$16,578	\$20,059	\$21,062	\$23,221
Play Climb Staff	25% Revenue												\$36,039	\$41,445	\$50,148	\$52,655	\$58,053
Advertising	2% Area Revenue (6% rev year 1)												\$8,649	\$3,316	\$4,012	\$4,212	\$4,644
Maintenance	2% Area Revenue												\$2,883	\$3,316	\$4,012	\$4,212	\$4,644
Equipment and Supplies	6% area revenue												\$8,649	\$9,947	\$12,036	\$12,637	\$13,933
Area Expense												\$70,636	\$74,600	\$90,266	\$94,780	\$104,495	
Net Revenue												\$73,519	\$91,178	\$110,326	\$115,842	\$127,716	



Adventure Area and FEC Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Sale					Sales per Month					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							
Adventure Area																		
Pass	S/round	*1	\$9	\$9	\$10	\$10	\$10	4,491	4,940	5,187	5,446	5,446	1	\$40,419	\$44,461	\$51,352	\$53,920	\$56,616
Group Pass	S/hour		\$150	\$150	\$165	\$165	\$173	69	76	80	84	84	1	\$10,380	\$11,418	\$13,188	\$13,847	\$14,540
Arcade																		
Arcade-Redemption	S/Per Cap		\$10	\$10	\$11	\$11	\$12	5,389	5,928	6,225	6,536	6,536	1	\$53,892	\$59,281	\$68,470	\$71,893	\$75,488
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.10	1.05	1.05	1.00							
Capacity growth rate			1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00							
Area Revenue													\$104,691	\$115,160	\$133,010	\$139,660	\$146,643	
Expense																		
Expense	Mgmt Assump.		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	
Adventure Area and FEC Management	10% Revenue												\$10,469	\$11,516	\$13,301	\$13,966	\$14,664	
Adventure Area and FEC Staff	15% Revenue												\$15,704	\$17,274	\$19,951	\$20,949	\$21,997	
Arcade Prizes and Supplies	15% Arcade Revenue												\$8,084	\$8,892	\$10,270	\$10,784	\$11,323	
Arcade Supplier Revenue Share	50% Arcade Revenue												\$26,946	\$29,641	\$34,235	\$35,947	\$37,744	
Advertising	2% Area Revenue												\$2,094	\$2,303	\$2,660	\$2,793	\$2,933	
Maintenance & Supplies	3% Area Revenue												\$3,141	\$3,455	\$3,990	\$4,190	\$4,399	
Area Expense													\$66,437	\$73,081	\$84,408	\$88,629	\$93,060	
Net Revenue													\$38,254	\$42,079	\$48,602	\$51,032	\$53,583	



Corporate & Group Events Revenue & Expenses

Revenue	Price per Session					Ave # Attending	Number per Session					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						
Team Building Programs	\$70	\$70	\$84	\$84	\$88	30	12	15	17	18	20	1	\$25,200	\$31,500	\$41,580	\$45,738	\$52,827
Large Group Team Building	\$60	\$60	\$72	\$72	\$76	50	8	10	11	12	13	1	\$24,000	\$30,000	\$39,600	\$43,560	\$50,312
Leadership Workshops	\$30	\$30	\$36	\$36	\$38	150	4	5	6	6	7	1	\$18,000	\$22,500	\$29,700	\$32,670	\$37,734
Small Events and Parties	\$15	\$15	\$18	\$18	\$19	50	48	60	66	73	80	1	\$36,000	\$45,000	\$59,400	\$65,340	\$75,468
Medium Events and Parties	\$35	\$35	\$42	\$42	\$44	100	32	40	44	48	53	1	\$112,000	\$140,000	\$184,800	\$203,280	\$234,788
Large Events and Parties	\$40	\$40	\$48	\$48	\$50	200	17	21	23	26	28	1	\$136,000	\$170,000	\$224,400	\$246,840	\$285,100
Entertainment Events	\$18	\$18	\$18	\$18	\$18	2,500	5	6	7	8	8	1	\$225,000	\$281,250	\$309,375	\$340,313	\$374,344
Facility Rentals	\$5,000	\$5,000	\$6,000	\$6,000	\$6,300	1	6	8	8	9	10	1	\$30,000	\$37,500	\$49,500	\$54,450	\$62,890
Non-capacity growth rate		1.00	1.20	1.00	1.05			1.25	1.10	1.10	1.10						
Capacity growth rate		1.10	1.20	1.10	1.10												
Area Revenue												\$606,200	\$757,750	\$938,355	\$1,032,191	\$1,173,463	
Expense												Year 1	Year 2	Year 3	Year 4	Year 5	
Corporate Events Director	Salary plus Commission (\$20,000 plus 10% Gross Sales)											\$58,120	\$67,650	\$82,898	\$89,188	\$99,912	
Team Building Instructors	15% of Teambuilding Revenue											\$10,080	\$12,600	\$16,632	\$18,295	\$21,131	
Corporate and Group Events Staff	20% of Events and Parties Revenue											\$56,800	\$71,000	\$93,720	\$103,092	\$119,071	
Food & Beverage Cost	20% of Events and Parties Revenue											\$56,800	\$71,000	\$93,720	\$103,092	\$119,071	
Advertising	10% Gross Sales											\$60,619	\$62,438	\$64,311	\$66,240	\$68,227	
Entertainment Events Cost	80% Gross Sales											\$180,000	\$225,000	\$247,500	\$272,250	\$299,475	
Equipment and Consumable Supplies	5% of gross											\$19,060	\$23,825	\$31,449	\$34,594	\$39,956	
Area Expense												\$441,479	\$533,513	\$630,230	\$686,751	\$766,844	
Net Revenue												\$164,721	\$224,237	\$308,125	\$345,440	\$406,619	