

Table of Contents

Facility Program Details	2
Facility Program	3
Facility Development Costs and Financing	4
Capital Costs & Start-Up Expenses - Indoor Facility	5
Capital Costs & Start-Up Expenses - Outdoor Athletic Fields	6
Capital Costs & Start-Up Expenses - Soft Costs of Operations	7
Use of Proceeds	8
Financial Performance Summary	9
Total Revenue and Expenses - 5-Year Detail	10
Total Revenue and Expenses - 20-Year Outlook	11
Economic Impact - 5-Year Detail	13
Economic Impact - 20-Year Outlook	14
Business Unit Analysis	15
Overhead Expenses	47
Facility Expenses	48
Operating Expenses	49
Management Payroll	50
Payroll Taxes and Benefits	51



Facility Program Details



Facility Program

Indoor Athletic Facility

Space	Indoor Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint
			L (')	W (')			
Courts	Basketball Courts (actual courts 84' x 50')	8	104	80	8,320	66,560	31.5%
	Volleyball Courts	16	60	30	Over Basketball Courts		0.0%
	Total Court Sq. Ft.					66,560	
Turf	Turf Area (Hybrid)	1	225	145	32,625	32,625	15.5%
	Youth Multi-Purpose Field	1	210	130	Over Turf Area		0.0%
	Small-Sided Multi-Purpose Field	3	130	65	Over Turf Area		0.0%
	Baseball/Softball Infield	1	135	135	Over Turf Area		0.0%
	Batting Cages/Pitching Tunnels	4	75	15	Over Turf Area		0.0%
	Total Turf Sq. Ft.					32,625	
FEC/Adventure	Arcade	1	-	-	4,000	4,000	1.9%
	Redemption Store	1	-	-	400	400	0.2%
	Virtual Reality/Simulators (Teather VR)	2	-	-	400	800	0.4%
	Boutique Bowling	1	-	-	6,400	6,400	3.0%
	Lucky Putt	1	-	-	5,000	5,000	2.4%
	Total FEC/Adventure Sq. Ft.					16,600	
SP	Sports Performance Training Area	1	50	50	2,500	2,500	1.2%
	Total Sports Performance Sq. Ft.					2,500	
Flex Space	Lobby/Welcome Area	1	-	-	1,500	1,500	0.7%
	Control Room	1	15	10	150	150	0.1%
	Ticket Office	1	10	10	100	100	0.0%
	Manager's Offices	5	10	10	100	500	0.2%
	Office Area	1	-	-	1,500	1,500	0.7%
	Kitchen	1	50	50	2,500	2,500	1.2%
	Café Seating Area	1	50	50	2,500	2,500	1.2%
	Secondary Concessions	1	30	20	600	600	0.3%
	Flex/Team Rooms	6	60	25	1,500	9,000	4.3%
	Ref Rooms	2	15	10	150	300	0.1%
	Training Room	1	20	15	300	300	0.1%
	Restrooms	6	35	25	875	5,250	2.5%
	Leased Space - Office/Retail/Professional	1	-	-	20,000	20,000	9.5%
	Leased Space - Medical	1	-	-	5,000	5,000	2.4%
	Mezzanine	1	400	16	6,400	6,400	3.0%
Total Flex Space Sq. Ft.					55,600		26.3%
Required SF for Products and Services						173,885	82.4%
Mechanical, Electrical, Storage, etc. 10% of P&S SF (Excl. Leased Space)						14,889	7.1%
Common Area, Stairs, Circulation, etc. 15% of P&S SF (Excl. Leased Space)						22,333	10.6%
Total Estimated Indoor Athletic Facility SF						211,106	100%
Estimated Building Footprint						189,996	
Total Building Acreage						4.4	

Outdoor Athletic Facilities

Space	Outdoor Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint
			L (')	W (')			
400' BB/SB Fields	Regulation Turf Field (with dugouts, warm-up, viewing area)	4	400'	Fence	148,225	592,900	58.5%
	Youth Field	8	225'	Fence	Over 400' Fields		0.0%
	Multi-Purpose Field	4	360	249	Over 400' Fields		0.0%
	Total 400' Baseball/Softball Fields Sq. Ft.					592,900	
Flex MP Field	Synthetic Turf Flex Field	4	-	-	104,000	416,000	41.1%
	Youth Baseball/Softball Fields	8	225'	Fence	Over Flex Fields		0.0%
	Total Flex Fields Sq. Ft.					416,000	
Supp.	Secondary Support Buildings	2	40	40	1,600	3,200	0.3%
	Total Support Buildings Sq. Ft.					3,200	
Maint.	Maintenance Buildings	1	30	30	900	900	0.1%
	Total Maintenance Sq. Ft.					900	
Total Estimated Outdoor Athletic Facilities SF						1,013,000	100%
Total Outdoor Athletic Facility Acreage						23.3	

Outdoor Amenities

Space	Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint
			L (')	W (')			
Outdoor Amenities	Playground	1	N/A	N/A	100,000	100,000	98.8%
	Pavilion	1	35	35	1,225	1,225	1.2%
	Total Outdoor Amenities Sq. Ft.					101,225	
Total Estimated Outdoor Adventure SF						101,225	100.0%
Total Outdoor Adventure Acreage						2.3	

Site Development

Parking Spaces Total	Quantity	Dimensions		Approx. SF each	Total SF	% of Total	
		L (')	W (')				
Parking Spaces Total	Parking Spaces Total (10'x18') (20' x 20' Inc. aisles)	1,459	20	20	400	583,549	43.7%
	Setbacks, Green Space, Trails, etc.		25% Indoor SF, 50% Outdoor			750,499	56.3%
	Total Estimated Site Development SF					1,334,047	
Total Site Development Acreage						30.6	

Total Complex Acreage						60.57
------------------------------	--	--	--	--	--	--------------

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	4.36		\$0.00	\$0	0.0%
Land Cost Total					\$0	0.0%
Hard Costs						
Hard Structure Cost	Warm Shell (includes LED lighting solution)	211,106	SF	\$170	\$35,888,063	62.5%
Hardscape Site Development	Paving, Grading, Utilities, Landscaping, Improvement Allocation for Indoor Facility	4.36	Acre	\$100,000	\$436,170	0.8%
Pad Ready Site Development	Based on Miller Bros. Constr., Inc. Budget (6/21)	1.00	LS	\$418,388	\$418,388	
Contingency				10.00%	\$3,674,262	6.4%
Escalation				6.00%	\$2,425,013	4.2%
Hard Cost Total					\$42,841,895	74.7%
Field and Sport Equipment Cost						
Court Area						
Hardwood Flooring		66,560	SF	\$11	\$732,160	1.3%
Basketball Net & Stanchion System	Mechanical Roll-Down System	16	Ea.	\$10,000	\$160,000	0.3%
Volleyball Net System	Electronic System (Nets, Poles, Padding, Etc.)	16	Ea.	\$15,000	\$240,000	0.4%
Wall Padding		8	Ea.	\$4,000	\$32,000	0.1%
Scoreboards	With Controllers	16	Ea.	\$10,000	\$160,000	0.3%
Court Seats (Participants)		368	Ea.	\$125	\$46,000	0.1%
Bleachers (Spectators)	Tip and Roll	32	Ea.	\$3,000	\$96,000	0.2%
Curtains (Court)	Mechanical Roll-Down System	7	Ea.	\$20,000	\$140,000	0.2%
Vinyl Floor Covering		66,560	SF	\$1.70	\$113,152	0.2%
Athletic Equipment	Sports Equipment (Cones, Balls, Etc.)	1	LS	\$25,000	\$25,000	0.0%
Turf Area						
Synthetic Turf Flooring	Hybrid Model	32,625	SF	\$5	\$163,125	0.3%
Scoreboards	With Controllers	3	Ea.	\$10,000	\$30,000	0.1%
Benches (Participants)		6	Ea.	\$750	\$4,500	0.0%
Bleachers (Spectators)	Tip and Roll	6	Ea.	\$3,000	\$18,000	0.0%
Goals						
Soccer	6v6	6	Ea.	\$2,000	\$12,000	0.0%
Lacrosse	Lax	6	Ea.	\$1,000	\$6,000	0.0%
Netting (Field)	Perimeter, Netting, Dividers, Install, and Hardware	32,625	SF	\$4	\$130,500	0.2%
Curtains (Field)		2	Ea.	\$20,000	\$40,000	0.1%
Batting Cages/Pitching Tunnels	75' x 15' Tunnel	4	Ea.	\$15,000	\$60,000	0.1%
Pitching Machines		2	Ea.	\$3,000	\$6,000	0.0%
Athletic Equipment	Sports Equipment (Cones, Balls, Etc.)	1	LS	\$20,000	\$20,000	0.0%
FEC						
Arcade	Area Build Out & Equipment	4,000	SF	\$154	\$616,000	1.1%
Redemption Store	Area Build Out & Equipment	400	SF	\$80	\$32,000	0.1%
Virtual Reality/Simulators (Teather VR)	Area Build Out & Equipment	800	SF	\$200	\$160,000	0.3%
Boutique Bowling	Area Build Out & Equipment	6,400	SF	\$90	\$576,000	1.0%
Lucky Putt	Area Build Out & Equipment	5,000	SF	\$68	\$340,000	0.6%
POS Playcard	Area Build Out & Equipment	1	LS	\$50,000	\$50,000	0.1%
Sports Performance Training Area						
Sports Performance Training Flooring		2,500	SF	\$9	\$22,500	0.0%
Sports Performance Equipment		2,500	SF	\$50	\$125,000	0.2%
Shipping & Tax				5.00%	\$207,797	0.4%
Contingency				10.00%	\$436,373	0.8%
Escalation				6.00%	\$288,006	0.5%
Field and Sport Equipment Cost Total					\$5,088,114	8.9%
Furniture, Fixtures and Equipment Cost						
FOOD & BEVERAGE						
Concessions Equipment		1	LS	\$500,000	\$500,000	0.9%
Secondary Concessions		1	LS	\$125,000	\$125,000	0.2%
Finish Out	Enhanced Cost of Kitchen Space	1	LS	\$50,000	\$50,000	0.1%
FURNISHINGS						
Furnishings	Flex Space	30,600	SF	\$2	\$61,200	0.1%
Hardware - Security/Access Control		211,106	SF	\$0.75	\$158,330	0.3%
Hardware - POS		1	LS	\$8,000	\$8,000	0.0%
Hardware - Telecoms		211,106	SF	\$1.00	\$211,106	0.4%
Software		1	LS	\$5,000	\$5,000	0.0%
MISCELLANEOUS						
Marquee Signage	Exterior	4	Ea.	\$100,000	\$400,000	0.7%
Graphics Package		211,106	SF	\$2.00	\$422,213	0.7%
Audio/Video		1	LS	\$300,000	\$300,000	0.5%
Maintenance Equipment		211,106	SF	\$0.50	\$105,553	0.2%
Shipping & Tax				5.00%	\$117,320	0.2%
Contingency				10.00%	\$246,372	0.4%
Escalation				6.00%	\$162,606	0.3%
Furniture, Fixtures and Equipment Cost Total					\$2,872,699	5.0%
Soft Costs Construction						
Design-Build Fee	Civil, Architectural, Contractor Fee			10.5%	\$4,498,399	7.8%
SFD Owner's Rep Services	Planning Support, FF&E Procurement			2.5%	\$1,270,068	2.2%
Permits/Inspections				0.50%	\$214,209	0.4%
Additional Services				10.00%	\$598,268	1.0%
Soft Cost Total					\$6,580,944	11.5%
Total Construction Costs - Indoor Facility					\$57,383,652	100.0%
Cost Per Square Foot					\$272	



Capital Costs and Start-up Expenses - Outdoor Facility

	Details	Quantity	Unit	Cost/Unit	Budgeted Cost	% of Total
Building & Land Cost						
	Real Estate Acquisition	TBD	56.2	Acre	\$0	\$0 0.0%
Land Cost Total					\$0	0.0%
Hard Costs						
Site Development						
	Support Buildings	Finished Modular Building with FF&E (Not Including F&B)	3,200	SF	\$350	\$1,120,000 3.8%
	Event Pavilions	Outdoor Amenity Area	1,225	SF	\$75	\$91,875 0.3%
	Hardscape Site Development	Paving, Grading, Utilities, Landscaping, Improvement Allocation for Outdoor Facility	56.2	Acre	\$50,000	\$2,810,230 9.5%
	Pad Ready Site Development	Based on Miller Bros. Constr., Inc. Budget (6/21)	1.0	LS	\$5,391,317	\$5,391,317 18.3%
	Fencing - Perimeter and Facility Control		4,222	SF	\$12	\$50,667 0.2%
	Maintenance Building	Finished Modular Building	900	SF	\$120	\$108,000 0.4%
Contingency				10.00%	\$946,409	3.2%
Escalation				6.00%	\$631,110	2.1%
Hard Cost Total					\$11,149,609	37.8%
Baseball/Softball Fields						
Synthetic Turf Fields						
	Synthetic Turf Fields	Full Turf Model, Turf with Full Installation	592,900	SF	\$8.00	\$4,743,200 16.07%
All Fields						
	Field Lights (390' - 400' Fence)	Material and Install	4	Ea.	\$275,000	\$1,100,000 3.73%
	Scoreboard		4	Ea.	\$12,500	\$50,000 0.17%
	Plate Bases and Anchors		20	Set	\$900	\$18,000 0.06%
	Dugouts with Fountains		20	Ea.	\$12,000	\$240,000 0.81%
	Foul Poles		4	Set	\$4,000	\$16,000 0.05%
	Portable Foul Poles		32	Set	\$500	\$16,000 0.05%
	Fencing and Backstop		12	Ea.	\$75,000	\$900,000 3.05%
	L-Screens		20	Ea.	\$500	\$10,000 0.03%
	1B Screens		20	Ea.	\$475	\$9,500 0.03%
	Ball Caddies		12	Ea.	\$350	\$4,200 0.01%
	Portable Game Mounds (400')	10"	4	Ea.	\$12,500	\$50,000 0.17%
	Portable Game Mounds (225')	6"	16	Ea.	\$8,000	\$128,000 0.43%
	Portable Bullpen Mounds (400')	10"	8	Ea.	\$3,000	\$24,000 0.08%
	Bleachers		40	Ea.	\$4,000	\$160,000 0.54%
	Shade Structures - Tension Fabric		24	Ea.	\$10,000	\$240,000 0.81%
	Portable Fencing		10	Ea.	\$15,000	\$150,000 0.51%
	Trackman System		12	Ea.	\$20,000	\$240,000 0.81%
	Streaming System		12	Ea.	\$10,000	\$120,000 0.41%
	Field and Sport Equipment	Signage, Helmets, Balls, Cages, etc.	4	Ea.	\$5,000	\$20,000 0.07%
	Training Area Equipment	Bullpens, Batting Cages, Warm Up Areas, etc.	1	LS	\$150,000	\$150,000 0.51%
Shipping & Tax				5.00%	\$419,445	1.42%
Contingency				10.00%	\$880,835	2.98%
Escalation				6.00%	\$581,351	1.97%
Baseball/Softball Fields Cost Total					\$10,270,530	34.80%
Multi-Purpose Fields						
Synthetic Turf Fields						
	Synthetic Turf Fields	Turf with Full Installation	416,000	SF	\$8.00	\$3,328,000 11.28%
All Fields						
	Field Lights (Turf Flex Field w/Youth BB)	Material and Install	4	Ea.	\$225,000	\$900,000 3.05%
	Scoreboards		4	Ea.	\$12,500	\$50,000 0.17%
	Benches (Participants)		32	Ea.	\$600	\$19,200 0.07%
	Bleachers (Spectators)	Tip and Roll	32	Ea.	\$4,000	\$128,000 0.43%
	Goals	Soccer: 11 v 11	16	Ea.	\$5,000	\$80,000 0.27%
	Goals	Soccer: 9v9	16	Ea.	\$1,200	\$19,200 0.07%
	Goals	Soccer: 6v6	32	Ea.	\$1,050	\$33,600 0.11%
	Goals	Lacrosse	16	Ea.	\$750	\$12,000 0.04%
	Field Equipment	Flags, Balls, Cones, & Training Equip.	8	Ea.	\$5,000	\$40,000 0.14%
Shipping & Tax				5.00%	\$230,500	0.78%
Contingency				10.00%	\$484,050	1.64%
Escalation				6.00%	\$319,473	1.08%
Multi-Purpose Fields Cost Total					\$5,644,023	19.12%
Furniture, Fixtures and Equipment Cost						
FOOD & BEVERAGE						
	Equipment	Equipment for Support Buildings	2	Ea.	\$50,000	\$100,000 0.3%
	Finish Out		2	Ea.	\$25,000	\$50,000 0.2%
FURNISHINGS						
	Signage	Monument and Wayfinding	1	LS	\$50,000	\$50,000 0.2%
	Furnishings	Support Buildings	3,200	SF	\$2	\$6,400 0.0%
	Hardware	IT systems, Computers, Etc.	1	LS	\$150,000	\$150,000 0.5%
	Software		1	LS	\$5,000	\$5,000 0.0%
FIELD MAINTENANCE EQUIPMENT						
	Utility Vehicle (Gator)		1	LS	\$10,000	\$10,000 0.0%
	Utility Golf Cart		0	Ea.	\$10,000	\$0 0.0%
MISCELLANEOUS						
	Children's Playground		1	Ea.	\$60,000	\$60,000 0.2%
Shipping & Tax				5.00%	\$21,570	0.1%
Contingency				10.00%	\$45,297	0.2%
Escalation				6.00%	\$29,896	0.1%
Furniture, Fixtures and Equipment Cost Total					\$528,163	1.8%
Soft Costs Construction						
	Design-Build Fees	% of Structure and Site work			9.0%	\$1,003,465 3.4%
	SFD Owner's Rep Services				2.5%	\$689,808 2.3%
	Permits/Inspections				0.50%	\$55,748 0.2%
	Additional Services				10.00%	\$174,902 0.6%
Soft Costs Total					\$1,923,923	6.5%
Total Construction Costs - Outdoor Facility					\$29,516,248	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		\$200,000	10.4%
Permits and Extensions			\$100,000	5.2%
Presentation Materials	Renderings, Etc.		\$75,000	3.9%
Grand Opening			\$15,000	0.8%
Marketing Allowance	Pre-Opening Marketing Budget		\$70,000	3.6%
Opening Support Services	Professional Management Support for Pre-Opening Operations Development		\$485,000	25.2%
Pre-Funded Operational Account			\$371,185	19.3%
Pre-Opening Staff Budget	Staffing Cost Pre-Grand Opening		\$419,529	21.8%
Pre-Opening Staff Recruitment			\$12,586	0.7%
Cost of Issuance/Financing			TBD	0.0%
Interest on Construction Loan			TBD	0.0%
Interest Reserve			TBD	0.0%
Closing Costs			TBD	0.0%
Working Capital Reserve			TBD	0.0%
Contingency		10.00%	\$174,830	9.1%
Soft Cost Total			\$1,923,130	100.0%
Total Construction Costs - Soft Cost Operations			\$1,923,130	100.0%
Working Capital Reserve			TBD	100.0%



Capital Costs and Start-up Expenses

SOURCES OF FUNDS		
Equity Contribution	100%	\$88,823,030
Bank Financing	0%	\$0
Bond Financing	0%	\$0
Public Contribution	0%	\$0
Total Sources of Funds		\$88,823,030

USES OF FUNDS	
Land Cost	TBD
Hard Cost	\$50,935,381
Field and Sport Equipment Cost	\$19,813,837
Furniture, Fixtures, and Equipment	\$3,208,361
Soft Costs Construction	\$8,504,867
Soft Costs Operations	\$1,923,130
Escalation	\$4,437,455
Working Capital Reserve	TBD
Total Uses of Funds	\$88,823,030



Financial Performance Summary



Total Revenue & Expenses - 5-Year Detail

Revenue	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Basketball Tournaments	\$35,200	\$49,600	\$63,360	\$70,400	\$73,920
Rental Volleyball Tournaments	\$41,000	\$57,000	\$77,000	\$77,000	\$80,850
Court Rental Events	\$19,200	\$19,200	\$21,120	\$21,120	\$22,176
Basketball	\$86,822	\$103,108	\$129,021	\$141,222	\$154,891
Volleyball	\$48,204	\$57,101	\$71,263	\$77,896	\$85,313
Court Rentals	\$52,110	\$53,673	\$58,048	\$59,789	\$64,662
Soccer	\$127,620	\$151,047	\$188,344	\$205,778	\$225,264
Lacrosse	\$32,648	\$41,873	\$56,773	\$64,838	\$74,348
Football	\$44,910	\$52,840	\$65,480	\$71,312	\$77,803
Baseball/Softball	\$20,680	\$24,724	\$31,156	\$34,227	\$37,683
Field Rental	\$45,600	\$47,880	\$55,301	\$58,066	\$64,018
FEC/Adventure	\$930,699	\$1,044,807	\$1,157,753	\$1,194,955	\$1,271,552
Fitness and Training	\$33,580	\$40,296	\$46,542	\$48,869	\$51,312
Outdoor Rental Baseball/Softball Tournaments	\$79,000	\$102,000	\$151,800	\$168,300	\$176,715
Outdoor Baseball/Softball	\$19,170	\$19,170	\$21,087	\$21,087	\$22,141
Outdoor Rental Multi-Purpose Field Tournaments	\$48,000	\$64,000	\$88,000	\$88,000	\$103,950
Outdoor Soccer	\$15,120	\$17,896	\$22,314	\$24,380	\$26,689
Outdoor Football	\$4,320	\$5,083	\$6,299	\$6,860	\$7,484
Outdoor Field Rental	\$109,620	\$115,101	\$132,942	\$139,589	\$146,568
Birthday Parties	\$14,400	\$17,280	\$19,958	\$20,956	\$23,104
Youth Development	\$49,949	\$57,441	\$63,185	\$66,344	\$69,661
Youth Programming	\$65,150	\$71,665	\$82,773	\$86,912	\$95,820
Gate Fees	\$23,940	\$30,240	\$42,840	\$46,620	\$46,620
Parking Fees	\$22,500	\$33,750	\$45,000	\$45,000	\$56,250
Facility Fees	\$71,040	\$100,160	\$121,600	\$125,440	\$125,440
Food & Beverage	\$382,818	\$503,438	\$628,493	\$664,000	\$683,010
Hotel Rebates	\$0	\$0	\$0	\$0	\$0
Retail	\$38,991	\$48,063	\$57,208	\$59,868	\$61,645
Tenant Revenue	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000
Secondary Revenue	\$260,828	\$260,828	\$260,828	\$260,828	\$260,828
Total Revenue	\$3,123,119	\$3,589,262	\$4,165,487	\$4,349,655	\$4,589,720
Expenses	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Basketball Tournaments	\$3,520	\$4,960	\$6,336	\$7,040	\$7,392
Rental Volleyball Tournaments	\$4,100	\$5,700	\$7,700	\$7,700	\$8,085
Court Rental Events	\$1,920	\$1,920	\$2,112	\$2,112	\$2,218
Basketball	\$39,219	\$46,576	\$55,444	\$60,687	\$64,940
Volleyball	\$16,316	\$19,327	\$23,690	\$25,895	\$28,116
Court Rentals	\$2,606	\$2,684	\$2,902	\$2,989	\$3,233
Soccer	\$26,785	\$31,701	\$38,225	\$41,763	\$44,976
Lacrosse	\$6,469	\$8,297	\$10,851	\$12,392	\$13,961
Football	\$8,360	\$9,837	\$11,787	\$12,837	\$13,777
Baseball/Softball	\$7,154	\$8,554	\$10,779	\$11,841	\$13,037
Field Rental	\$2,280	\$2,394	\$2,765	\$2,903	\$3,201
FEC/Adventure	\$325,745	\$365,683	\$405,214	\$418,234	\$445,043
Fitness and Training	\$15,995	\$19,194	\$22,169	\$23,277	\$24,441
Outdoor Rental Baseball/Softball Tournaments	\$15,800	\$20,400	\$30,360	\$33,660	\$35,343
Outdoor Baseball/Softball	\$5,985	\$5,985	\$6,158	\$6,158	\$6,253
Outdoor Rental Multi-Purpose Field Tournaments	\$4,800	\$6,400	\$8,800	\$8,800	\$10,395
Outdoor Soccer	\$3,377	\$3,997	\$4,713	\$5,149	\$5,483
Outdoor Football	\$773	\$909	\$1,076	\$1,172	\$1,250
Outdoor Field Rental	\$5,481	\$5,755	\$6,647	\$6,979	\$7,328
Birthday Parties	\$4,176	\$5,011	\$5,606	\$5,887	\$6,390
Youth Development	\$11,488	\$13,211	\$14,533	\$15,259	\$16,022
Youth Programming	\$14,276	\$15,703	\$18,031	\$18,933	\$20,815
Gate Fees	\$5,985	\$7,560	\$10,080	\$11,025	\$11,025
Parking Fees	\$5,063	\$7,594	\$10,125	\$10,125	\$12,656
Facility Fees	\$0	\$0	\$0	\$0	\$0
Food & Beverage	\$210,550	\$276,891	\$345,671	\$365,200	\$375,656
Hotel Rebates	\$0	\$0	\$0	\$0	\$0
Retail	\$27,294	\$33,644	\$40,045	\$41,908	\$43,152
Tenant Expense	\$0	\$0	\$0	\$0	\$0
Secondary Expense	\$65,207	\$65,207	\$65,207	\$65,207	\$65,207
Total Cost of Goods Sold	\$840,721	\$995,092	\$1,167,025	\$1,225,132	\$1,289,392
Gross Margin	\$2,282,397	\$2,594,170	\$2,998,462	\$3,124,523	\$3,300,328
<i>% of Revenue</i>	<i>73%</i>	<i>72%</i>	<i>72%</i>	<i>72%</i>	<i>72%</i>
Facility Expenses	\$644,673	\$648,104	\$663,670	\$674,536	\$685,021
Operating Expense	\$750,263	\$741,573	\$767,958	\$778,711	\$791,751
Management Payroll	\$610,123	\$634,528	\$699,014	\$726,975	\$756,054
Payroll Taxes/Benefits/Bonus	\$222,050	\$244,576	\$278,300	\$290,399	\$303,992
Total Operating Expenses	\$2,227,108	\$2,268,781	\$2,408,942	\$2,470,620	\$2,536,818
EBITDA	\$55,289	\$325,390	\$589,520	\$653,902	\$763,509
<i>% of Revenue</i>	<i>2%</i>	<i>9%</i>	<i>14%</i>	<i>15%</i>	<i>17%</i>



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	\$3,123,119	\$3,589,262	\$4,165,487	\$4,349,655	\$4,589,720	\$4,727,411	\$4,869,233	\$5,015,310	\$5,165,770	\$5,320,743
Total Cost of Goods Sold	\$840,721	\$995,092	\$1,167,025	\$1,225,132	\$1,289,392	\$1,328,074	\$1,367,916	\$1,408,953	\$1,451,222	\$1,494,759
Gross Margin	\$2,282,397	\$2,594,170	\$2,998,462	\$3,124,523	\$3,300,328	\$3,399,337	\$3,501,317	\$3,606,357	\$3,714,548	\$3,825,984
% of Revenue	73%	72%	72%	72%	72%	72%	72%	72%	72%	72%
Total Operating Expenses	\$2,227,108	\$2,268,781	\$2,408,942	\$2,470,620	\$2,536,818	\$2,574,870	\$2,613,493	\$2,652,696	\$2,692,486	\$2,732,874
EBITDA	\$55,289	\$325,390	\$589,520	\$653,902	\$763,509	\$824,467	\$887,824	\$953,661	\$1,022,061	\$1,093,111
% of Revenue	2%	9%	14%	15%	17%	17%	18%	19%	20%	21%
Debt Service	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Financial Impact	\$55,289	\$325,390	\$589,520	\$653,902	\$763,509	\$824,467	\$887,824	\$953,661	\$1,022,061	\$1,093,111

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	\$5,427,158	\$5,535,701	\$5,646,415	\$5,759,343	\$5,874,530	\$5,933,275	\$5,992,608	\$6,052,534	\$6,113,060	\$6,174,190
Total Cost of Goods Sold	\$1,524,654	\$1,555,147	\$1,586,250	\$1,617,975	\$1,650,334	\$1,666,838	\$1,683,506	\$1,700,341	\$1,717,345	\$1,734,518
Gross Margin	\$3,902,504	\$3,980,554	\$4,060,165	\$4,141,368	\$4,224,196	\$4,266,438	\$4,309,102	\$4,352,193	\$4,395,715	\$4,439,672
% of Revenue	72%	72%	72%	72%	72%	72%	72%	72%	72%	72%
Total Operating Expenses	\$2,773,867	\$2,815,475	\$2,857,707	\$2,900,572	\$2,944,081	\$2,988,242	\$3,033,066	\$3,078,562	\$3,124,740	\$3,171,611
EBITDA	\$1,128,637	\$1,165,079	\$1,202,458	\$1,240,796	\$1,280,115	\$1,278,195	\$1,276,036	\$1,273,631	\$1,270,975	\$1,268,061
% of Revenue	21%	21%	21%	22%	22%	22%	21%	21%	21%	21%
Debt Service	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Financial Impact	\$1,128,637	\$1,165,079	\$1,202,458	\$1,240,796	\$1,280,115	\$1,278,195	\$1,276,036	\$1,273,631	\$1,270,975	\$1,268,061

Economic Impact



Economic Impact

Number of Events Per Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Basketball Tournaments	9	12	14	15	15
Volleyball Tournaments	11	13	15	15	15
Other Tournaments/Events	4	4	4	4	4
Baseball/Softball Tournaments	12	14	17	18	18
Multi-Purpose Field Tournaments	8	10	12	12	13
Total Events Per Year	44	53	62	64	65

Per Person Spending By Category

	Amount	% of Total
Lodging/Accommodations	\$32.00	26.7%
Dining/Groceries	\$44.25	36.9%
Transportation	\$7.52	6.3%
Entertainment/Attractions	\$3.54	2.9%
Retail	\$20.80	17.3%
Miscellaneous	\$11.95	10.0%
Total	\$120.06	100%

Economic Impact Drivers

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market	75,615	106,655	137,711	145,068	151,008
Room Nights	22,459	31,823	41,180	43,395	45,195

Economic Impact

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Direct Spending	\$9,078,148	\$12,804,673	\$16,533,178	\$17,416,501	\$18,129,643
Total Indirect Spending	\$0	\$0	\$0	\$0	\$0
Total Economic Impact	\$9,078,148	\$12,804,673	\$16,533,178	\$17,416,501	\$18,129,643



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	75,615	106,655	137,711	145,068	151,008	152,518	154,043	155,584	157,140	158,711
Room Nights	22,459	31,823	41,180	43,395	45,195	45,647	46,103	46,564	47,030	47,500

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	\$120.06	\$120.06	\$120.06	\$120.06	\$120.06	\$121.86	\$123.69	\$125.54	\$127.42	\$129.34
Total Economic Impact	\$9,078,148	\$12,804,673	\$16,533,178	\$17,416,501	\$18,129,643	\$18,585,603	\$19,053,031	\$19,532,215	\$20,023,450	\$20,527,040

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	160,298	161,901	163,520	165,155	166,807	168,475	170,160	171,861	173,580	175,316
Room Nights	47,975	48,455	48,939	49,429	49,923	50,422	50,926	51,436	51,950	52,470

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	\$131.28	\$133.25	\$135.24	\$137.27	\$139.33	\$141.42	\$143.54	\$145.70	\$147.88	\$150.10
Total Economic Impact	\$21,043,295	\$21,572,534	\$22,115,083	\$22,671,278	\$23,241,460	\$23,825,983	\$24,425,206	\$25,039,500	\$25,669,244	\$26,314,825

Business Unit Analysis



Rental Basketball Tournament Revenue & Expenses

Revenue	Mgmt. Assump.	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 - 4 Courts, 2 Days																	
Team Information	10 Players per Team						6	7	8	8	8	32					
Spectators	1.5 Spectators per Player											480					
Rental Fees	Daily Rental Rate	\$400	\$400	\$440	\$440	\$462	6	7	8	8	8	8	\$19,200	\$22,400	\$28,160	\$28,160	\$29,568
Medium Tournament - 6 Courts, 2 Days																	
Team Information	10 Players per Team						2	3	4	4	4	48					
Spectators	1.5 Spectators per Player											720					
Rental Fees	Daily Rental Rate	\$400	\$400	\$440	\$440	\$462	2	3	4	4	4	12	\$9,600	\$14,400	\$21,120	\$21,120	\$22,176
Large Tournament - 8 Courts, 2 Days																	
Team Information	10 Players per Team						1	2	2	3	3	64					
Spectators	1.5 Spectators per Player											960					
Rental Fees	Daily Rental Rate	\$400	\$400	\$440	\$440	\$462	1	2	2	3	3	16	\$6,400	\$12,800	\$14,080	\$21,120	\$22,176
	Non-capacity growth rate		1.00	1.10	1.00	1.05	9	12	14	15	15						
							9	12	14	15	15						
Area Revenue												\$35,200	\$49,600	\$63,360	\$70,400	\$73,920	
Expense	Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5
Tournament Attendant Expenses	10% of Gross Revenue												\$3,520	\$4,960	\$6,336	\$7,040	\$7,392
Trainer Fees	Pass Through												\$0	\$0	\$0	\$0	\$0
Area Expense												\$3,520	\$4,960	\$6,336	\$7,040	\$7,392	
Net Revenue												\$31,680	\$44,640	\$57,024	\$63,360	\$66,528	



Rental Volleyball Tournaments Revenue & Expenses

Revenue	Mgmt. Assump.	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 - 12 Courts, 1 Days																	
Team Information	10 Players per Team						8	8	8	8	8	48					
Spectators	2 Spectators per Player											960					
Rental Fees	Daily Rental Rate	\$250	\$250	\$275	\$275	\$289	8	8	8	8	8	12	\$24,000	\$24,000	\$26,400	\$26,400	\$27,720
Medium Tournament - 8 Courts, 2 Days																	
Team Information	10 Players per Team						2	3	4	4	4	64					
Spectators	2 Spectators per Player											1280					
Rental Fees	Daily Rental Rate	\$250	\$250	\$275	\$275	\$289	2	3	4	4	4	16	\$8,000	\$12,000	\$17,600	\$17,600	\$18,480
Large Tournament - 12 Courts, 3 Days																	
Team Information	10 Players per Team						1	1	2	2	2	96					
Spectators	2 Spectators per Player											1920					
Rental Fees	Daily Rental Rate	\$250	\$250	\$275	\$275	\$289	1	1	2	2	2	36	\$9,000	\$9,000	\$19,800	\$19,800	\$20,790
Extra Large Tournament - 16 Courts, 3 Days																	
Team Information	10 Players per Team						-	1	1	1	1	128					
Spectators	2 Spectators per Player											2560					
Rental Fees	Daily Rental Rate	\$250	\$250	\$275	\$275	\$289	-	1	1	1	1	48	\$0	\$12,000	\$13,200	\$13,200	\$13,860
Non-capacity growth rate			1.00	1.10	1.00	1.05	11	13	15	15	15						
							11	13	15	15	15						
Area Revenue												\$41,000	\$57,000	\$77,000	\$77,000	\$80,850	
Expense																	
													Year 1	Year 2	Year 3	Year 4	Year 5
Tournament Attendant Expense	10% of Gross Revenue												\$4,100	\$5,700	\$7,700	\$7,700	\$8,085
Tournament Trainers	Pass Through												\$0	\$0	\$0	\$0	\$0
Area Expense												\$4,100	\$5,700	\$7,700	\$7,700	\$8,085	
Net Revenue												\$36,900	\$51,300	\$69,300	\$69,300	\$72,765	



Indoor Court Rental Events Revenue & Expenses

Revenue	Mgmt. Assump.	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								
Other Court Sport Rental - 1 Day Event Rental Fee		\$3,200	\$3,200	\$3,520	\$3,520	\$3,696	2	2	2	2	2	1	\$6,400	\$6,400	\$7,040	\$7,040	\$7,392		
Other Court Sport Rental - 2 Day Event Rental Fee		\$6,400	\$6,400	\$7,040	\$7,040	\$7,392	2	2	2	2	2	1	\$12,800	\$12,800	\$14,080	\$14,080	\$14,784		
Non-capacity growth rate			1.00	1.10	1.00	1.05													
Area Revenue												\$19,200	\$19,200	\$21,120	\$21,120	\$22,176			
Expense	Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5		
Event Attendant Expense	10% of Gross Revenue												\$1,920	\$1,920	\$2,112	\$2,112	\$2,218		
Area Expense												\$1,920	\$1,920	\$2,112	\$2,112	\$2,218			
Net Revenue												\$17,280	\$17,280	\$19,008	\$19,008	\$19,958			



Basketball Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					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						
Instructional Clinics	\$/Session	\$150	\$150	\$165	\$165	\$173	10	12	14	15	16	5	\$7,722	\$9,170	\$11,475	\$12,560	\$13,776
Instructional Camps (Full Days)	\$/Week	\$225	\$225	\$248	\$248	\$260	16	19	21	23	24	5	\$17,550	\$20,842	\$26,080	\$28,546	\$31,309
Individual Instruction	\$/Hour	\$40	\$40	\$44	\$44	\$46	12	15	17	18	19	12	\$5,930	\$7,043	\$8,813	\$9,646	\$10,580
Drop-in/Other Income	\$/Session	\$5	\$5	\$6	\$6	\$6	52	62	70	77	80	12	\$3,120	\$3,705	\$4,636	\$5,075	\$5,566
League																	
Sept. - Oct. League	\$/Team	\$500	\$500	\$550	\$550	\$578	10	12	14	15	15	1	\$5,000	\$5,938	\$7,430	\$8,133	\$8,920
Nov. - Dec. League	\$/Team	\$500	\$500	\$550	\$550	\$578	16	19	22	24	25	1	\$8,000	\$9,501	\$11,888	\$13,012	\$14,272
Jan. - Feb. League	\$/Team	\$500	\$500	\$550	\$550	\$578	21	25	28	31	32	1	\$10,500	\$12,469	\$15,603	\$17,079	\$18,732
Mar. - Apr. League	\$/Team	\$500	\$500	\$550	\$550	\$578	26	31	35	38	40	1	\$13,000	\$15,438	\$19,318	\$21,145	\$23,192
May - June League	\$/Team	\$500	\$500	\$550	\$550	\$578	16	19	22	24	25	1	\$8,000	\$9,501	\$11,888	\$13,012	\$14,272
July - Aug. League	\$/Team	\$500	\$500	\$550	\$550	\$578	16	19	22	24	25	1	\$8,000	\$9,501	\$11,888	\$13,012	\$14,272
Club																	
Tryouts	\$/Player	\$35	\$35	\$39	\$39	\$40	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Club Teams	\$/Player	\$850	\$850	\$935	\$935	\$982	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.19	1.14	1.09	1.04						
Area Revenue												\$86,822	\$103,108	\$129,021	\$141,222	\$154,891	
Expense																	
Expense	Management Assumption												Year 1	Year 2	Year 3	Year 4	Year 5
Basketball Director	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Basketball Staff	5% of Gross Revenue												\$4,341	\$5,155	\$6,451	\$7,061	\$7,745
Referee Fees	Avg. \$50/Game												\$21,000	\$24,939	\$28,370	\$31,052	\$32,436
Instructor Fees	25% of Instructor Revenue												\$7,801	\$9,264	\$11,592	\$12,688	\$13,916
Equipment and Supplies	5% of Gross Revenue												\$4,341	\$5,155	\$6,451	\$7,061	\$7,745
Awards	T-Shirts and Trophies (2% of Gross Revenue)												\$1,736	\$2,062	\$2,580	\$2,824	\$3,098
Club Team Expenses													\$0	\$0	\$0	\$0	\$0
Area Expense												\$39,219	\$46,576	\$55,444	\$60,687	\$64,940	
Net Revenue												\$47,603	\$56,532	\$73,577	\$80,535	\$89,952	



Volleyball Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					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						
Instructional Clinics	\$/Session	\$150	\$150	\$165	\$165	\$173	8	9	11	12	12	5	\$5,940	\$7,036	\$8,781	\$9,599	\$10,513
Instructional Camps (Full Days)	\$/Week	\$225	\$225	\$248	\$248	\$260	12	14	16	18	18	5	\$13,500	\$15,992	\$19,958	\$21,815	\$23,893
Individual Instruction	\$/Hour	\$65	\$65	\$72	\$72	\$75	13	15	17	19	19	12	\$9,884	\$11,708	\$14,612	\$15,972	\$17,493
Drop-in/Other Income	\$/Session	\$5	\$5	\$6	\$6	\$6	48	57	65	71	74	12	\$2,880	\$3,412	\$4,258	\$4,654	\$5,097
League																	
Sept. - Oct. League	\$/Team	\$400	\$400	\$440	\$440	\$462	8	9	11	12	12	1	\$3,200	\$3,791	\$4,731	\$5,171	\$5,663
Nov. - Dec. League	\$/Team	\$400	\$400	\$440	\$440	\$462	8	9	11	12	12	1	\$3,200	\$3,791	\$4,731	\$5,171	\$5,663
Jan. - Feb. League	\$/Team	\$400	\$400	\$440	\$440	\$462	12	14	16	18	18	1	\$4,800	\$5,686	\$7,096	\$7,757	\$8,495
Mar. - Apr. League	\$/Team	\$400	\$400	\$440	\$440	\$462	12	14	16	18	18	1	\$4,800	\$5,686	\$7,096	\$7,757	\$8,495
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	\$35	\$35	\$39	\$39	\$40	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Club Teams	\$/Player	\$3,000	\$3,000	\$3,300	\$3,300	\$3,465	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Non-capacity growth rate			1.00	1.10	1.00	1.05			1.18	1.13	1.09	1.04					
Area Revenue												\$48,204	\$57,101	\$71,263	\$77,896	\$85,313	
Expense																	
Management Assumption													Year 1	Year 2	Year 3	Year 4	Year 5
Volleyball Director	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Volleyball Staff	5% of Gross Revenue												\$2,410	\$2,855	\$3,563	\$3,895	\$4,266
Referee Fees	Avg. \$20/Game												\$3,200	\$3,791	\$4,301	\$4,701	\$4,903
Instructor Fees	25% of Instructor Revenue												\$7,331	\$8,684	\$10,838	\$11,847	\$12,975
Equipment and Supplies	5% of Gross Revenue												\$2,410	\$2,855	\$3,563	\$3,895	\$4,266
Awards	T-Shirts and Trophies (2% of Gross Revenue)												\$964	\$1,142	\$1,425	\$1,558	\$1,706
Club Team Expenses													\$0	\$0	\$0	\$0	\$0
Area Expense												\$16,316	\$19,327	\$23,690	\$25,895	\$28,116	
Net Revenue												\$31,889	\$37,774	\$47,573	\$52,001	\$57,197	



Court Rentals Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					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							
Small Court Rentals																		
Sept. - Oct.	\$/Hour	\$27	\$27	\$28	\$28	\$30	96	99	102	105	108	1	\$2,592	\$2,670	\$2,887	\$2,974	\$3,216	
Nov. - Dec.	\$/Hour	\$27	\$27	\$28	\$28	\$30	96	99	102	105	108	1	\$2,592	\$2,670	\$2,887	\$2,974	\$3,216	
Jan. - Feb.	\$/Hour	\$27	\$27	\$28	\$28	\$30	144	148	153	157	162	1	\$3,888	\$4,005	\$4,331	\$4,461	\$4,825	
Mar. - Apr.	\$/Hour	\$27	\$27	\$28	\$28	\$30	144	148	153	157	162	1	\$3,888	\$4,005	\$4,331	\$4,461	\$4,825	
May - June	\$/Hour	\$27	\$27	\$28	\$28	\$30	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
July - Aug	\$/Hour	\$27	\$27	\$28	\$28	\$30	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
Large Court Rentals																		
Sept. - Oct.	\$/Hour	\$45	\$45	\$47	\$47	\$50	108	111	115	118	122	1	\$4,860	\$5,006	\$5,414	\$5,576	\$6,031	
Nov. - Dec.	\$/Hour	\$45	\$45	\$47	\$47	\$50	144	148	153	157	162	1	\$6,480	\$6,674	\$7,218	\$7,435	\$8,041	
Jan. - Feb.	\$/Hour	\$45	\$45	\$47	\$47	\$50	198	204	210	216	223	1	\$8,910	\$9,177	\$9,925	\$10,223	\$11,056	
Mar. - Apr.	\$/Hour	\$45	\$45	\$47	\$47	\$50	228	235	242	249	257	1	\$10,260	\$10,568	\$11,429	\$11,772	\$12,731	
May - June	\$/Hour	\$45	\$45	\$47	\$47	\$50	96	99	102	105	108	1	\$4,320	\$4,450	\$4,812	\$4,957	\$5,361	
July - Aug	\$/Hour	\$45	\$45	\$47	\$47	\$50	96	99	102	105	108	1	\$4,320	\$4,450	\$4,812	\$4,957	\$5,361	
Non-capacity growth rate			1.00	1.05	1.00	1.05		1.03	1.03	1.03	1.03							
Area Revenue													\$52,110	\$53,673	\$58,048	\$59,789	\$64,662	
Expense													Year 1	Year 2	Year 3	Year 4	Year 5	
Supervision/Maintenance Staff	5% of Gross Revenue												\$2,606	\$2,684	\$2,902	\$2,989	\$3,233	
Area Expense													\$2,606	\$2,684	\$2,902	\$2,989	\$3,233	
Net Revenue													\$49,505	\$50,990	\$55,145	\$56,800	\$61,429	



Soccer Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					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						
Instructional Clinics	\$/Session	\$160	\$160	\$176	\$176	\$185	10	12	13	15	15	5	\$7,920	\$9,374	\$11,688	\$12,770	\$13,980
Instructional Camps (Full Days)	\$/Week	\$260	\$260	\$286	\$286	\$300	15	18	20	22	23	5	\$19,500	\$23,080	\$28,778	\$31,442	\$34,420
Drop-in/Other Income	\$/Session	\$5	\$5	\$6	\$6	\$6	50	59	67	73	76	12	\$3,000	\$3,551	\$4,427	\$4,837	\$5,295
Small Field Leagues																	
Sept. - Oct. League	\$/Team	\$1,200	\$1,200	\$1,320	\$1,320	\$1,386	8	9	11	12	12	1	\$9,600	\$11,362	\$14,168	\$15,479	\$16,945
Nov. - Dec. League	\$/Team	\$1,200	\$1,200	\$1,320	\$1,320	\$1,386	20	24	27	29	31	1	\$24,000	\$28,406	\$35,420	\$38,698	\$42,363
Jan. - Feb. League	\$/Team	\$1,200	\$1,200	\$1,320	\$1,320	\$1,386	25	30	34	37	38	1	\$30,000	\$35,507	\$44,275	\$48,373	\$52,954
Mar. - Apr. League	\$/Team	\$1,200	\$1,200	\$1,320	\$1,320	\$1,386	12	14	16	18	18	1	\$14,400	\$17,043	\$21,252	\$23,219	\$25,418
May - June League	\$/Team	\$1,200	\$1,200	\$1,320	\$1,320	\$1,386	8	9	11	12	12	1	\$9,600	\$11,362	\$14,168	\$15,479	\$16,945
July - Aug. League	\$/Team	\$1,200	\$1,200	\$1,320	\$1,320	\$1,386	8	9	11	12	12	1	\$9,600	\$11,362	\$14,168	\$15,479	\$16,945
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.18	1.13	1.09	1.04						
Area Revenue												\$127,620	\$151,047	\$188,344	\$205,778	\$225,264	
Expense																	
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% of Gross Revenue												\$6,381	\$7,552	\$9,417	\$10,289	\$11,263
Referee Fees	Avg. \$30/Game												\$9,720	\$11,504	\$13,041	\$14,248	\$14,854
Instructor Fees	25% of Instructor Revenue												\$6,855	\$8,113	\$10,117	\$11,053	\$12,100
Equipment and Supplies	1% of Gross Revenue												\$1,276	\$1,510	\$1,883	\$2,058	\$2,253
Awards	T-Shirts and Trophies (2% of Gross Revenue)												\$2,552	\$3,021	\$3,767	\$4,116	\$4,505
Area Expense												\$26,785	\$31,701	\$38,225	\$41,763	\$44,976	
Net Revenue												\$100,835	\$119,345	\$150,119	\$164,015	\$180,289	



Lacrosse Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					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						
Instructional Clinics	\$/Session	\$200	\$200	\$220	\$220	\$231	2	3	4	4	5	4	\$1,848	\$2,370	\$3,214	\$3,670	\$4,208
Instructional Camps (Full Days)	\$/Week	\$250	\$250	\$275	\$275	\$289	4	4	6	6	7	4	\$3,500	\$4,489	\$6,086	\$6,951	\$7,970
Drop-in/Other Income	\$/Session	\$10	\$10	\$11	\$11	\$12	18	22	28	32	35	12	\$2,100	\$2,693	\$3,652	\$4,171	\$4,782
Leagues																	
Sept. - Oct. League	\$/Team	\$1,200	\$1,200	\$1,320	\$1,320	\$1,386	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Nov. - Dec. League	\$/Team	\$1,200	\$1,200	\$1,320	\$1,320	\$1,386	7	9	11	13	14	1	\$8,400	\$10,774	\$14,607	\$16,682	\$19,129
Jan. - Feb. League	\$/Team	\$1,200	\$1,200	\$1,320	\$1,320	\$1,386	7	9	11	13	14	1	\$8,400	\$10,774	\$14,607	\$16,682	\$19,129
Mar. - Apr. League	\$/Team	\$1,200	\$1,200	\$1,320	\$1,320	\$1,386	7	9	11	13	14	1	\$8,400	\$10,774	\$14,607	\$16,682	\$19,129
May - June League	\$/Team	\$1,200	\$1,200	\$1,320	\$1,320	\$1,386	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
July - Aug. League	\$/Team	\$1,200	\$1,200	\$1,320	\$1,320	\$1,386	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.28	1.23	1.14	1.09						
Area Revenue												\$32,648	\$41,873	\$56,773	\$64,838	\$74,348	
Expense Management Assumption																	
Lacrosse Management	Responsibility of Management Team												Year 1	Year 2	Year 3	Year 4	Year 5
Lacrosse Staff	5% of Gross Revenue												\$0	\$0	\$0	\$0	\$0
Referee Fees	Avg. \$30/Game												\$1,632	\$2,094	\$2,839	\$3,242	\$3,717
Instructor Fees	25% of Instructor Revenue												\$2,520	\$3,232	\$3,984	\$4,550	\$4,969
Equipment and Supplies	1% of Gross Revenue												\$1,337	\$1,715	\$2,325	\$2,655	\$3,045
Awards	T-Shirts and Trophies (2% of Gross Revenue)												\$326	\$419	\$568	\$648	\$743
													\$653	\$837	\$1,135	\$1,297	\$1,487
Area Expense												\$6,469	\$8,297	\$10,851	\$12,392	\$13,961	
Net Revenue												\$26,179	\$33,577	\$45,922	\$52,446	\$60,387	



Football Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					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						
Instructional Clinics	\$/Session	\$150	\$150	\$165	\$165	\$173	4	5	6	6	7	3	\$1,960	\$2,306	\$2,858	\$3,113	\$3,396
Instructional Camps (Full Days)	\$/Week	\$250	\$250	\$275	\$275	\$289	7	8	9	10	10	3	\$4,950	\$5,824	\$7,217	\$7,860	\$8,575
League																	
Sept. - Oct. League	\$/Team	\$1,000	\$1,000	\$1,100	\$1,100	\$1,155	6	7	8	9	9	1	\$6,000	\$7,059	\$8,748	\$9,527	\$10,395
Nov. - Dec. League	\$/Team	\$1,000	\$1,000	\$1,100	\$1,100	\$1,155	11	13	15	16	16	1	\$11,000	\$12,942	\$16,038	\$17,467	\$19,057
Jan. - Feb. League	\$/Team	\$1,000	\$1,000	\$1,100	\$1,100	\$1,155	7	8	9	10	10	1	\$7,000	\$8,236	\$10,206	\$11,115	\$12,127
Mar. - Apr. League	\$/Team	\$1,000	\$1,000	\$1,100	\$1,100	\$1,155	6	7	8	9	9	1	\$6,000	\$7,059	\$8,748	\$9,527	\$10,395
May - June League	\$/Team	\$1,000	\$1,000	\$1,100	\$1,100	\$1,155	4	5	5	6	6	1	\$4,000	\$4,706	\$5,832	\$6,352	\$6,930
July - Aug. League	\$/Team	\$1,000	\$1,000	\$1,100	\$1,100	\$1,155	4	5	5	6	6	1	\$4,000	\$4,706	\$5,832	\$6,352	\$6,930
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.18	1.13	1.09	1.04						
Area Revenue												\$44,910	\$52,840	\$65,480	\$71,312	\$77,803	
Expense																	
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% of Gross Revenue												\$2,246	\$2,642	\$3,274	\$3,566	\$3,890
Referee Fees	Avg. \$20/Game												\$3,040	\$3,577	\$4,029	\$4,388	\$4,560
Instructor Fees	25% of Instructor Revenue												\$1,728	\$2,033	\$2,519	\$2,743	\$2,993
Equipment and Supplies	1% of Gross Revenue												\$449	\$528	\$655	\$713	\$778
Awards	T-Shirts and Trophies (2% of Gross Revenue)												\$898	\$1,057	\$1,310	\$1,426	\$1,556
Area Expense												\$8,360	\$9,837	\$11,787	\$12,837	\$13,777	
Net Revenue												\$36,550	\$43,003	\$53,694	\$58,476	\$64,026	



Indoor Baseball/Softball Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					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						
Club																	
Tryouts	Per Player	\$35	\$35	\$39	\$39	\$40	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Club Team	Per Player	\$750	\$750	\$825	\$825	\$866	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Private Lessons																	
(Sept-Oct) Private Lessons	Per Hour	\$65	\$65	\$72	\$72	\$75	15	18	21	23	24	1	\$975	\$1,166	\$1,469	\$1,614	\$1,777
(Nov-Dec) Private Lessons	Per Hour	\$65	\$65	\$72	\$72	\$75	20	24	27	30	32	1	\$1,300	\$1,554	\$1,959	\$2,152	\$2,369
(Jan-Feb) Private Lessons	Per Hour	\$65	\$65	\$72	\$72	\$75	20	24	27	30	32	1	\$1,300	\$1,554	\$1,959	\$2,152	\$2,369
(Mar-Apr) Private Lessons	Per Hour	\$65	\$65	\$72	\$72	\$75	15	18	21	23	24	1	\$975	\$1,166	\$1,469	\$1,614	\$1,777
(May-Jun) Private Lessons	Per Hour	\$65	\$65	\$72	\$72	\$75	15	18	21	23	24	1	\$975	\$1,166	\$1,469	\$1,614	\$1,777
(July-Aug) Private Lessons	Per Hour	\$65	\$65	\$72	\$72	\$75	15	18	21	23	24	1	\$975	\$1,166	\$1,469	\$1,614	\$1,777
Instructional/Camps and Clinics																	
(Sept-Oct) Camps/Clinics	per session (8 weeks)	\$225	\$225	\$248	\$248	\$260	3	4	4	5	5	1	\$675	\$807	\$1,017	\$1,117	\$1,230
(Nov-Dec) Camps/Clinics	per session (8 weeks)	\$225	\$225	\$248	\$248	\$260	4	5	5	6	6	1	\$900	\$1,076	\$1,356	\$1,490	\$1,640
(Jan-Feb) Camps/Clinics	per session (8 weeks)	\$225	\$225	\$248	\$248	\$260	4	5	5	6	6	1	\$900	\$1,076	\$1,356	\$1,490	\$1,640
(Mar-Apr) Camps/Clinics	per session (8 weeks)	\$225	\$225	\$248	\$248	\$260	3	4	4	5	5	1	\$675	\$807	\$1,017	\$1,117	\$1,230
(May-Jun) Camps/Clinics	per session (8 weeks)	\$225	\$225	\$248	\$248	\$260	3	4	4	5	5	1	\$675	\$807	\$1,017	\$1,117	\$1,230
(July-Aug) Camps/Clinics	per session (8 weeks)	\$225	\$225	\$248	\$248	\$260	3	4	4	5	5	1	\$675	\$807	\$1,017	\$1,117	\$1,230
Team Rentals																	
(Sept-Oct) Team Rental	3 cages/tunnels (per hr.)	\$108	\$108	\$119	\$119	\$125	9	11	12	14	14	1	\$972	\$1,162	\$1,464	\$1,609	\$1,771
(Nov-Dec) Team Rental	3 cages/tunnels (per hr.)	\$108	\$108	\$119	\$119	\$125	12	14	16	18	19	1	\$1,296	\$1,549	\$1,953	\$2,145	\$2,362
(Jan-Feb) Team Rental	3 cages/tunnels (per hr.)	\$108	\$108	\$119	\$119	\$125	12	14	16	18	19	1	\$1,296	\$1,549	\$1,953	\$2,145	\$2,362
(Mar-Apr) Team Rental	3 cages/tunnels (per hr.)	\$108	\$108	\$119	\$119	\$125	9	11	12	14	14	1	\$972	\$1,162	\$1,464	\$1,609	\$1,771
(May-Jun) Team Rental	3 cages/tunnels (per hr.)	\$108	\$108	\$119	\$119	\$125	9	11	12	14	14	1	\$972	\$1,162	\$1,464	\$1,609	\$1,771
(July-Aug) Team Rental	3 cages/tunnels (per hr.)	\$108	\$108	\$119	\$119	\$125	9	11	12	14	14	1	\$972	\$1,162	\$1,464	\$1,609	\$1,771
Rentals																	
(Sept-Oct) Rentals	Per Hour	\$40	\$40	\$44	\$44	\$46	12	14	16	18	19	1	\$480	\$574	\$723	\$794	\$875
(Nov-Dec) Rentals	Per Hour	\$40	\$40	\$44	\$44	\$46	16	19	22	24	25	1	\$640	\$765	\$964	\$1,059	\$1,166
(Jan-Feb) Rentals	Per Hour	\$40	\$40	\$44	\$44	\$46	16	19	22	24	25	1	\$640	\$765	\$964	\$1,059	\$1,166
(Mar-Apr) Rentals	Per Hour	\$40	\$40	\$44	\$44	\$46	12	14	16	18	19	1	\$480	\$574	\$723	\$794	\$875
(May-Jun) Rentals	Per Hour	\$40	\$40	\$44	\$44	\$46	12	14	16	18	19	1	\$480	\$574	\$723	\$794	\$875
(July-Aug) Rentals	Per Hour	\$40	\$40	\$44	\$44	\$46	12	14	16	18	19	1	\$480	\$574	\$723	\$794	\$875
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.20	1.15	1.10	1.05						
Area Revenue												\$20,680	\$24,724	\$31,156	\$34,227	\$37,683	
Expense																	
Mgmt. Assump.													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% of Gross Revenue												\$1,034	\$1,236	\$1,558	\$1,711	\$1,884
Instructor Fees	50% of Instructor Revenue												\$5,500	\$6,576	\$8,286	\$9,103	\$10,022
Umpire Fees	Avg. \$50/Game												\$0	\$0	\$0	\$0	\$0
Equipment and Supplies	1% of Gross Revenue												\$207	\$247	\$312	\$342	\$377
Awards	T-Shirts and Trophies (2% of Gross Revenue)												\$414	\$494	\$623	\$685	\$754
Club Team Expenses																	
Coach Salary and Expense	30% of Club Revenue												\$0	\$0	\$0	\$0	\$0
Uniform	10% of Club Revenue												\$0	\$0	\$0	\$0	\$0
Player Admin. Fee	5% of Club Revenue												\$0	\$0	\$0	\$0	\$0
Tournament Fees	15% of Club Revenue												\$0	\$0	\$0	\$0	\$0
Area Expense												\$7,154	\$8,554	\$10,779	\$11,841	\$13,037	
Net Revenue												\$13,526	\$16,171	\$20,377	\$22,386	\$24,646	



Indoor Field Rental Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					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							
Baseball/Softball Infield Rentals																		
Sept. - Oct. Rentals	\$/Hour	\$125	\$125	\$138	\$138	\$144	14	15	16	17	18	1	\$1,800	\$1,890	\$2,183	\$2,292	\$2,527	
Nov. - Dec. Rentals	\$/Hour	\$125	\$125	\$138	\$138	\$144	19	20	21	22	23	1	\$2,400	\$2,520	\$2,911	\$3,056	\$3,369	
Jan. - Feb. Rentals	\$/Hour	\$125	\$125	\$138	\$138	\$144	19	20	21	22	23	1	\$2,400	\$2,520	\$2,911	\$3,056	\$3,369	
Mar. - Apr. Rentals	\$/Hour	\$125	\$125	\$138	\$138	\$144	14	15	16	17	18	1	\$1,800	\$1,890	\$2,183	\$2,292	\$2,527	
May - June Rentals	\$/Hour	\$125	\$125	\$138	\$138	\$144	14	15	16	17	18	1	\$1,800	\$1,890	\$2,183	\$2,292	\$2,527	
July - Aug. Rentals	\$/Hour	\$125	\$125	\$138	\$138	\$144	14	15	16	17	18	1	\$1,800	\$1,890	\$2,183	\$2,292	\$2,527	
Multi-Purpose Field Rentals																		
Sept. - Oct. Rentals	\$/Hour	\$200	\$200	\$220	\$220	\$231	17	18	19	19	20	1	\$3,360	\$3,528	\$4,075	\$4,279	\$4,717	
Nov. - Dec. Rentals	\$/Hour	\$200	\$200	\$220	\$220	\$231	46	48	50	53	55	1	\$9,120	\$9,576	\$11,060	\$11,613	\$12,804	
Jan. - Feb. Rentals	\$/Hour	\$200	\$200	\$220	\$220	\$231	47	49	52	54	57	1	\$9,360	\$9,828	\$11,351	\$11,919	\$13,141	
Mar. - Apr. Rentals	\$/Hour	\$200	\$200	\$220	\$220	\$231	30	32	33	35	36	1	\$6,000	\$6,300	\$7,277	\$7,640	\$8,423	
May - June Rentals	\$/Hour	\$200	\$200	\$220	\$220	\$231	14	15	16	17	18	1	\$2,880	\$3,024	\$3,493	\$3,667	\$4,043	
July - Aug. Rentals	\$/Hour	\$200	\$200	\$220	\$220	\$231	14	15	16	17	18	1	\$2,880	\$3,024	\$3,493	\$3,667	\$4,043	
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.05	1.05	1.05	1.05							
Area Revenue													\$45,600	\$47,880	\$55,301	\$58,066	\$64,018	
Expense													Year 1	Year 2	Year 3	Year 4	Year 5	
Supervision/Maint. Staff	Mgmt. Assump.	5% of Gross Revenue											\$2,280	\$2,394	\$2,765	\$2,903	\$3,201	
Area Expense													\$2,280	\$2,394	\$2,765	\$2,903	\$3,201	
Net Revenue													\$43,320	\$45,486	\$52,536	\$55,163	\$60,817	



FEC/Adventure Area Revenue & Expenses

Revenue	Mgmt. Assump.	Per cap Spend					Sales					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						
Bowling												1					
Per Cap Spend		\$4	\$4	\$4	\$4	\$4	48,856	59,001	67,388	69,998	71,673	1	\$195,422	\$236,003	\$283,031	\$293,991	\$316,080
Virtual Reality												1					
Per Cap Spend		\$2	\$2	\$2	\$2	\$2	48,856	53,741	55,353	57,014	57,584	1	\$100,154	\$110,169	\$119,148	\$122,723	\$130,147
Arcade												1					
Per Cap Spend		\$10	\$10	\$11	\$11	\$11	48,856	53,741	55,353	57,014	57,584	1	\$488,556	\$537,412	\$581,211	\$598,647	\$634,865
Lucky Putt												1					
Per Cap Spend		\$3	\$3	\$3	\$3	\$3	48,856	53,741	55,353	57,014	57,584	1	\$146,567	\$161,223	\$174,363	\$179,594	\$190,460
Non-capacity growth rate			1.00	1.05	1.00	1.05		1.10	1.03	1.03	1.01						
Area Revenue												\$930,699	\$1,044,807	\$1,157,753	\$1,194,955	\$1,271,552	
Expense	Mgmt. Assump.						Year 1	Year 2	Year 3	Year 4	Year 5						
FEC/Adventure Area Management	Responsibility of Management Team						\$0	\$0	\$0	\$0	\$0						
FEC/Adventure Area Staff	15% of Gross Revenue						\$139,605	\$156,721	\$173,663	\$179,243	\$190,733						
Maintenance & Repairs	10% of Gross Revenue						\$93,070	\$104,481	\$115,775	\$119,495	\$127,155						
Equipment & Supplies	10% of Gross Revenue						\$93,070	\$104,481	\$115,775	\$119,495	\$127,155						
Area Expense												\$325,745	\$365,683	\$405,214	\$418,234	\$445,043	
Net Revenue												\$604,954	\$679,125	\$752,539	\$776,721	\$826,509	



Fitness & Training Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Sale					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						
Sports Performance Training - Ind.	\$/Session	\$70	\$70	\$77	\$77	\$81	17	20	21	22	22	12	\$14,280	\$17,136	\$19,792	\$20,782	\$21,821
Sports Performance Training - Team	\$/Session	\$200	\$200	\$220	\$220	\$231	6	8	8	8	8	12	\$15,300	\$18,360	\$21,206	\$22,266	\$23,379
Club Team Training	Included in Dues	\$0	\$0	\$0	\$0	\$0	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Sports Performance Clinic	\$/Session	\$125	\$125	\$138	\$138	\$144	8	10	10	11	11	4	\$4,000	\$4,800	\$5,544	\$5,821	\$6,112
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.20	1.05	1.05	1.00						
Area Revenue												\$33,580	\$40,296	\$46,542	\$48,869	\$51,312	
Expense	Mgmt. Assump.											Year 1	Year 2	Year 3	Year 4	Year 5	
Fitness & Training Management	10% of Gross Revenue											\$3,358	\$4,030	\$4,654	\$4,887	\$5,131	
Fitness & Training Instructors	50% Personal Training, 25% Group Training											\$11,965	\$14,358	\$16,583	\$17,413	\$18,283	
Club Performance Instructors	20 Included Sessions per Team per Season											\$0	\$0	\$0	\$0	\$0	
Equipment and Supplies	2% of Gross Revenue											\$672	\$806	\$931	\$977	\$1,026	
Area Expense												\$15,995	\$19,194	\$22,169	\$23,277	\$24,441	
Net Revenue												\$17,585	\$21,102	\$24,373	\$25,592	\$26,872	



In-House Baseball/Softball Tournament Revenue & Expenses

Revenue	Mgmt. Assump.	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 - 4 Fields, 2 Days																	
Team Information												420					
Diamond Field	15 Players per Team	\$400	\$400	\$440	\$440	\$462	-	-	-	-	-	28	\$0	\$0	\$0	\$0	\$0
Spectators	1.5 Spectators per Player											630					
Medium Tournament - 8 Fields, 2 Days																	
Team Information												840					
Diamond Field	15 Players per Team	\$550	\$550	\$605	\$605	\$635	-	-	-	-	-	56	\$0	\$0	\$0	\$0	\$0
Spectators	1.5 Spectators per Player											1260					
Large Tournament - 12 Fields, 2.5 Days																	
Team Information												1260					
Diamond Field	15 Players per Team	\$600	\$600	\$660	\$660	\$693	-	-	-	-	-	84	\$0	\$0	\$0	\$0	\$0
Spectators	1.5 Spectators per Player											1890					
Extra Large Tournament - 16 Fields, 2.5 Days																	
Team Information												1680					
Diamond Field	15 Players per Team	\$650	\$650	\$715	\$715	\$751	-	-	-	-	-	112	\$0	\$0	\$0	\$0	\$0
Spectators	1.5 Spectators per Player											2520					
Non-capacity growth rate			1.00	1.10	1.00	1.05	-	-	-	-	-						
Area Revenue												\$0	\$0	\$0	\$0	\$0	
Expense																	
Mgmt. Assump.													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												\$0	\$0	\$0	\$0	\$0
Official Fees	Avg. \$110/Game												\$0	\$0	\$0	\$0	\$0
Trainer Fees	\$15/Hour												\$0	\$0	\$0	\$0	\$0
Equip./Supplies	5% of Gross Revenue												\$0	\$0	\$0	\$0	\$0
Awards	5% of Gross Revenue												\$0	\$0	\$0	\$0	\$0
Area Expense												\$0	\$0	\$0	\$0	\$0	
Net Revenue												\$0	\$0	\$0	\$0	\$0	



Baseball/Softball Rental Tournament Revenue & Expenses

Revenue	Mgmt. Assump.	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 - 4 Fields, 2 Days																	
Team Information												420					
Diamond Field	15 Players per Team											28					
Rental Fees	Daily Rental Rate	\$500	\$500	\$550	\$550	\$578	6	6	6	6	6	8	\$24,000	\$24,000	\$26,400	\$26,400	\$27,720
Spectators	1.5 Spectators per Player											630					
Medium Tournament - 8 Fields, 2 Days																	
Team Information												840					
Diamond Field	15 Players per Team											56					
Rental Fees	Daily Rental Rate	\$500	\$500	\$550	\$550	\$578	5	6	8	8	8	16	\$40,000	\$48,000	\$70,400	\$70,400	\$73,920
Spectators	1.5 Spectators per Player											1260					
Large Tournament - 12 Fields, 2.5 Days																	
Team Information												1260					
Diamond Field	15 Players per Team											84					
Rental Fees	Daily Rental Rate	\$500	\$500	\$550	\$550	\$578	1	2	2	3	3	30	\$15,000	\$30,000	\$33,000	\$49,500	\$51,975
Spectators	1.5 Spectators per Player											1890					
Extra Large Tournament - 16 Fields, 2.5 Days																	
Team Information												1680					
Diamond Field	15 Players per Team											112					
Rental Fees	Daily Rental Rate	\$500	\$500	\$550	\$550	\$578	-	-	1	1	1	40	\$0	\$0	\$22,000	\$22,000	\$23,100
Spectators	1.5 Spectators per Player											2520					
Non-capacity growth rate			1.00	1.10	1.00	1.05	12	14	17	18	18						
							12	14	17	18	18						
Area Revenue												\$79,000	\$102,000	\$151,800	\$168,300	\$176,715	
Expense																	
Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5	
Tournament Hosting Expenses	10% of Gross Revenue											\$7,900	\$10,200	\$15,180	\$16,830	\$17,672	
Facility Attendant Staff	10% of Gross Revenue											\$7,900	\$10,200	\$15,180	\$16,830	\$17,672	
Trainer Fees	Pass Through											\$0	\$0	\$0	\$0	\$0	
Area Expense												\$15,800	\$20,400	\$30,360	\$33,660	\$35,343	
Net Revenue												\$63,200	\$81,600	\$121,440	\$134,640	\$141,372	



Outdoor Baseball/Softball Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					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							
League																		
Sept. - Oct. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	4	4	4	4	4	1	\$3,780	\$3,780	\$4,158	\$4,158	\$4,366	
Nov. - Dec. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
Jan. - Feb. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
Mar. - Apr. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	4	4	4	4	4	1	\$3,780	\$3,780	\$4,158	\$4,158	\$4,366	
May - June League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	6	6	6	6	6	1	\$5,805	\$5,805	\$6,386	\$6,386	\$6,705	
July - Aug. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	6	6	6	6	6	1	\$5,805	\$5,805	\$6,386	\$6,386	\$6,705	
Non-capacity growth			1.00	1.10	1.00	1.05		1.20	1.15	1.10	1.05							
Area Revenue												\$19,170	\$19,170	\$21,087	\$21,087	\$22,141		
Expense	Management Assumption												Year 1	Year 2	Year 3	Year 4	Year 5	
Baseball/Softball Management	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0	
Baseball/Softball Staff	5% of Gross Revenue												\$959	\$959	\$1,054	\$1,054	\$1,107	
Umpire Fees	Avg. \$50/Game												\$4,260	\$4,260	\$4,260	\$4,260	\$4,260	
Instructor Fees	25% of Instructor Revenue												\$0	\$0	\$0	\$0	\$0	
Equipment and Supplies	2% of Gross Revenue												\$383	\$383	\$422	\$422	\$443	
Awards	T-Shirts and Trophies (2% of Gross Revenue)												\$383	\$383	\$422	\$422	\$443	
Area Expense												\$5,985	\$5,985	\$6,158	\$6,158	\$6,253		
Net Revenue												\$13,185	\$13,185	\$14,929	\$14,929	\$15,889		



Multi-Purpose Field Rental Tournament Revenue & Expenses

Revenue	Mgmt Assump.	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 - 4 Fields, 2 Days																	
Team Information	15 Players per Team											48					
Rental Fees	Daily Rental Rate/Field	\$500	\$500	\$550	\$550	\$578	4	4	4	4	4	8	\$16,000	\$16,000	\$17,600	\$17,600	\$18,480
Spectators	1.5 Spectators per Player											1080					
Medium Tournament - 6 Fields, 2 Days																	
Team Information	15 Players per Team											72					
Rental Fees	Daily Rental Rate/Field	\$500	\$500	\$550	\$550	\$578	2	3	4	4	4	12	\$12,000	\$18,000	\$26,400	\$26,400	\$27,720
Spectators	1.5 Spectators per Player											1620					
Large Tournament - 8 Fields, 2.5 Days																	
Team Information	15 Players per Team											96					
Rental Fees	Daily Rental Rate/Field	\$500	\$500	\$550	\$550	\$578	2	3	4	4	5	20	\$20,000	\$30,000	\$44,000	\$44,000	\$57,750
Spectators	1.5 Spectators per Player											2160					
	Non-capacity growth rate		1.00	1.10	1.00	1.05	8	10	12	12	13						
							8	10	12	12	13						
Area Revenue												\$48,000	\$64,000	\$88,000	\$88,000	\$103,950	
Expense																	
	Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5
Facility Attendant Staff	10% Rental Fees												\$4,800	\$6,400	\$8,800	\$8,800	\$10,395
Trainer Fees	Pass Through												\$0	\$0	\$0	\$0	\$0
Area Expense												\$4,800	\$6,400	\$8,800	\$8,800	\$10,395	
Net Revenue												\$43,200	\$57,600	\$79,200	\$79,200	\$93,555	



Outdoor Soccer Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					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							
Leagues																		
Sept. - Oct. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	5	6	7	8	8	1	\$4,860	\$5,752	\$7,172	\$7,836	\$8,578	
Nov. - Dec. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
Jan. - Feb. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
Mar. - Apr. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	5	6	7	8	8	1	\$4,860	\$5,752	\$7,172	\$7,836	\$8,578	
May - June League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	3	4	4	4	5	1	\$2,700	\$3,196	\$3,985	\$4,354	\$4,766	
July - Aug. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	3	4	4	4	5	1	\$2,700	\$3,196	\$3,985	\$4,354	\$4,766	
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.18	1.13	1.09	1.04							
Area Revenue												\$15,120	\$17,896	\$22,314	\$24,380	\$26,689		
Expense	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% of Non-Club Team Revenue												\$756	\$895	\$1,116	\$1,219	\$1,334	
Referee Fees	Avg. \$30/Game												\$2,016	\$2,386	\$2,705	\$2,955	\$3,081	
Instructor Fees	25% of Instructor Revenue												\$0	\$0	\$0	\$0	\$0	
Equipment and Supplies	2% of Non-Club Team Revenue												\$302	\$358	\$446	\$488	\$534	
Awards	T-Shirts and Trophies (2% of Non-Club Team Revenue)												\$302	\$358	\$446	\$488	\$534	
Area Expense												\$3,377	\$3,997	\$4,713	\$5,149	\$5,483		
Net Revenue												\$11,743	\$13,899	\$17,601	\$19,231	\$21,206		



Outdoor Football Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					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							
Leagues																		
Sept. - Oct. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	2	3	3	3	4	1	\$2,160	\$2,541	\$3,149	\$3,430	\$3,742	
Nov. - Dec. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
Jan. - Feb. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
Mar. - Apr. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	2	3	3	3	4	1	\$2,160	\$2,541	\$3,149	\$3,430	\$3,742	
May - June League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
July - Aug. League	\$/Team	\$900	\$900	\$990	\$990	\$1,040	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.18	1.13	1.09	1.04							
Area Revenue												\$4,320	\$5,083	\$6,299	\$6,860	\$7,484		
Expense	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% of Gross Revenue						\$216	\$254	\$315	\$343	\$374							
Referee Fees	Avg. \$20/Game						\$384	\$452	\$509	\$554	\$576							
Instructor Fees	25% of Instructor Revenue						\$0	\$0	\$0	\$0	\$0							
Equipment and Supplies	2% of Gross Revenue						\$86	\$102	\$126	\$137	\$150							
Awards	T-Shirts and Trophies (2% of Gross Revenue)						\$86	\$102	\$126	\$137	\$150							
Area Expense												\$773	\$909	\$1,076	\$1,172	\$1,250		
Net Revenue												\$3,547	\$4,174	\$5,223	\$5,688	\$6,235		



Outdoor Field Rental Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					Hours of Field Time					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	\$60	\$60	\$66	\$66	\$69	168	176	185	194	194	1	\$10,080	\$10,584	\$12,225	\$12,836	\$13,478	
Nov.- Dec.	\$/Hour	\$60	\$60	\$66	\$66	\$69	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
Jan. - Feb.	\$/Hour	\$60	\$60	\$66	\$66	\$69	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
Mar. - Apr.	\$/Hour	\$60	\$60	\$66	\$66	\$69	168	176	185	194	194	1	\$10,080	\$10,584	\$12,225	\$12,836	\$13,478	
May - June	\$/Hour	\$60	\$60	\$66	\$66	\$69	258	271	284	299	299	1	\$15,480	\$16,254	\$18,773	\$19,712	\$20,698	
July - Aug	\$/Hour	\$60	\$60	\$66	\$66	\$69	258	271	284	299	299	1	\$15,480	\$16,254	\$18,773	\$19,712	\$20,698	
Multi-Purpose Field Rentals																		
Sept. - Oct.	\$/Hour	\$60	\$60	\$66	\$66	\$69	207	217	228	240	240	1	\$12,420	\$13,041	\$15,062	\$15,815	\$16,606	
Nov.- Dec.	\$/Hour	\$60	\$60	\$66	\$66	\$69	83	87	91	96	96	1	\$4,968	\$5,216	\$6,025	\$6,326	\$6,642	
Jan. - Feb.	\$/Hour	\$60	\$60	\$66	\$66	\$69	83	87	91	96	96	1	\$4,968	\$5,216	\$6,025	\$6,326	\$6,642	
Mar. - Apr.	\$/Hour	\$60	\$60	\$66	\$66	\$69	207	217	228	240	240	1	\$12,420	\$13,041	\$15,062	\$15,815	\$16,606	
May - June	\$/Hour	\$60	\$60	\$66	\$66	\$69	124	130	137	144	144	1	\$7,452	\$7,825	\$9,037	\$9,489	\$9,964	
July - Aug	\$/Hour	\$60	\$60	\$66	\$66	\$69	124	130	137	144	144	1	\$7,452	\$7,825	\$9,037	\$9,489	\$9,964	
Field Light Usage Charge	\$/Hour	\$15	\$15	\$17	\$17	\$17	588	617	648	681	681	1	\$8,820	\$9,261	\$10,696	\$11,231	\$11,793	
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.05	1.05	1.05	1.00							
Area Revenue												\$109,620	\$115,101	\$132,942	\$139,589	\$146,568		
Expense												Year 1	Year 2	Year 3	Year 4	Year 5		
Supervision/Maintenance Staff	5% of Gross Revenue												\$5,481	\$5,755	\$6,647	\$6,979	\$7,328	
Area Expense												\$5,481	\$5,755	\$6,647	\$6,979	\$7,328		
Net Revenue												\$104,139	\$109,346	\$126,295	\$132,609	\$139,240		



Birthday Parties Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					Number of Sessions					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						
Sports Parties	\$/Party (avg 15 kids)	\$300	\$300	\$330	\$330	\$347	4	5	5	5	6	12	\$14,400	\$17,280	\$19,958	\$20,956	\$23,104
	Non-capacity growth rate		1.00	1.10	1.00	1.05		1.20	1.05	1.05	1.05						
Area Revenue												\$14,400	\$17,280	\$19,958	\$20,956	\$23,104	
Expense	Mgmt Assump.											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 and clean, 1 Employee/Party, \$15/Hr. per Employee											\$1,440	\$1,728	\$1,814	\$1,905	\$2,000	
Birthday and Group Party Supplies	4% of Gross Revenue											\$576	\$691	\$798	\$838	\$924	
Birthday and Group Party Food	15% of Gross Revenue											\$2,160	\$2,592	\$2,994	\$3,143	\$3,466	
Area Expense												\$4,176	\$5,011	\$5,606	\$5,887	\$6,390	
Net Revenue												\$10,224	\$12,269	\$14,352	\$15,069	\$16,714	



Youth Development Revenue & Expenses

Revenue	Mgmt. Assump.	Price/Class					Individual Class 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					
Fall Youth Development Subtotal		\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	821	944	1,038	1,090	1,144	\$11,488	\$13,211	\$14,533	\$15,259	\$16,022
Winter Youth Development Subtotal	Based on Full	\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	1,213	1,395	1,534	1,611	1,692	\$16,982	\$19,530	\$21,483	\$22,557	\$23,685
Spring Youth Development Subtotal	Week Equivalents	\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	1,035	1,190	1,309	1,374	1,443	\$14,485	\$16,658	\$18,324	\$19,240	\$20,202
Summer Youth Development Subtotal		\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	499	574	632	663	697	\$6,993	\$8,042	\$8,846	\$9,288	\$9,753
	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					
Area Revenue												\$49,949	\$57,441	\$63,185	\$66,344	\$69,661
Expense	Mgmt. Assump.											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% of Gross Revenue											\$7,492	\$8,616	\$9,478	\$9,952	\$10,449
Telemarketing	3% of Gross Revenue											\$1,498	\$1,723	\$1,896	\$1,990	\$2,090
Promotional Expenses	5% of Gross Revenue											\$2,497	\$2,872	\$3,159	\$3,317	\$3,483
Area Expense												\$11,488	\$13,211	\$14,533	\$15,259	\$16,022
Net Revenue												\$38,460	\$44,229	\$48,652	\$51,085	\$53,639



Youth Programming Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					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							
Half-Day Camp	\$/week	\$150	\$150	\$165	\$165	\$173	8	9	9	10	10	10	\$12,000	\$13,200	\$15,246	\$16,008	\$17,649	
Full Day Camp	\$/week	\$250	\$250	\$275	\$275	\$289	15	17	17	18	19	10	\$37,500	\$41,250	\$47,644	\$50,026	\$55,154	
Single Day Camps	\$/day	\$50	\$50	\$55	\$55	\$58	15	17	17	18	19	12	\$9,000	\$9,900	\$11,435	\$12,006	\$13,237	
Camp Day-Care	\$/day	\$10	\$10	\$11	\$11	\$12	67	73	77	81	85	10	\$6,650	\$7,315	\$8,449	\$8,871	\$9,781	
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.10	1.05	1.05	1.05							
Area Revenue												\$65,150	\$71,665	\$82,773	\$86,912	\$95,820		
Expense	Mgmt. Assump.											Year 1	Year 2	Year 3	Year 4	Year 5		
Youth Programming Management	Responsibility of Management Team											\$0	\$0	\$0	\$0	\$0		
Camp Instructors	15% of Gross Revenue											\$9,773	\$10,750	\$12,416	\$13,037	\$14,373		
Equipment & Consumables	3% of Gross Revenue											\$1,955	\$2,150	\$2,483	\$2,607	\$2,875		
Camp Lunch	2.5% of Gross Revenue											\$1,629	\$1,792	\$2,069	\$2,173	\$2,396		
T-Shirts	\$4 per Shirt											\$920	\$1,012	\$1,063	\$1,116	\$1,172		
Area Expense												\$14,276	\$15,703	\$18,031	\$18,933	\$20,815		
Net Revenue												\$50,874	\$55,962	\$64,742	\$67,979	\$75,006		



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 Baseball - Small	1	\$10.00	-	-	-	-	-	630	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Medium	1	\$10.00	-	-	-	-	-	1260	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Large	1	\$10.00	-	-	-	-	-	1890	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Extra Large	1	\$15.00	-	-	-	-	-	2520	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Large Summer	1	\$25.00	-	-	-	-	-	1260	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Extra Large Summer	1	\$25.00	-	-	-	-	-	1890	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Small	1	\$10.00	6	6	6	6	6	630	\$37,800	\$37,800	\$37,800	\$37,800	\$37,800
Rental Baseball - Medium	1	\$10.00	5	6	8	8	8	1260	\$63,000	\$75,600	\$100,800	\$100,800	\$100,800
Rental Baseball - Large	1	\$10.00	1	2	2	3	3	1890	\$18,900	\$37,800	\$37,800	\$56,700	\$56,700
Rental Baseball - Extra Large	1	\$15.00	-	-	1	1	1	2520	\$0	\$0	\$37,800	\$37,800	\$37,800
Rental Baseball - Large Summer	1	\$25.00	-	-	-	-	-	1260	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Extra Large Summer	1	\$25.00	-	-	-	-	-	1890	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Small	1	\$0.00	-	-	-	-	-	0	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Medium	1	\$0.00	-	-	-	-	-	0	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Large	1	\$0.00	-	-	-	-	-	0	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Extra Large	1	\$0.00	-	-	-	-	-	0	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Small	1	\$0.00	4	4	4	4	4	0	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Medium	1	\$0.00	2	3	4	4	4	0	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Large	1	\$0.00	2	3	4	4	5	0	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Extra Large	1	\$0.00	-	-	-	-	-	0	\$0	\$0	\$0	\$0	\$0
Gate Fee Reduction of Revenue (Rental)	80% to Rights Holder								(\$95,760)	(\$120,960)	(\$171,360)	(\$186,480)	(\$186,480)
Child Gate Fee Discount (In-House)	25% Reduction of Revenue								\$0	\$0	\$0	\$0	\$0
			20	24	29	30	31						
Area Revenue									\$23,940	\$30,240	\$42,840	\$46,620	\$46,620
Expense	Mgmt. Assump.								Year 1	Year 2	Year 3	Year 4	Year 5
Gate Staff	\$0.25 Per Sale								\$2,993	\$3,780	\$5,040	\$5,513	\$5,513
Gate Ticket Cost	\$0.25 Per Ticket								\$2,993	\$3,780	\$5,040	\$5,513	\$5,513
Area Expense									\$5,985	\$7,560	\$10,080	\$11,025	\$11,025
Net Revenue									\$17,955	\$22,680	\$32,760	\$35,595	\$35,595



Parking Revenue & Expenses

Event Type	Event Days	Parking Fee	Number of Events per Year					Daily Attendees	Daily Cars	Year 1	Year 2	Year 3	Year 4	Year 5
			Year 1	Year 2	Year 3	Year 4	Year 5							
In-House Multi-Purpose Field - Small	2	\$5.00	-	-	-	-	-	1800	450	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Medium	2	\$5.00	-	-	-	-	-	2700	675	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Large	2.5	\$5.00	-	-	-	-	-	3600	900	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Extra Large	2.5	\$5.00	-	-	-	-	-	7200	1800	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Small	2	\$0.00	4	4	4	4	4	1800	450	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Medium	2	\$0.00	2	3	4	4	4	2700	675	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Large	2.5	\$5.00	2	3	4	4	5	3600	900	\$22,500	\$33,750	\$45,000	\$45,000	\$56,250
Rental Multi-Purpose Field - Extra Large	2.5	\$0.00	-	-	-	-	-	7200	1800	\$0	\$0	\$0	\$0	\$0
Area Revenue			8	10	12	12	13			\$22,500	\$33,750	\$45,000	\$45,000	\$56,250
Expense	Mgmt. Assump.		Year 1	Year 2	Year 3	Year 4	Year 5			Year 1	Year 2	Year 3	Year 4	Year 5
Parking Attendants	20% Gross Revenue									\$4,500	\$6,750	\$9,000	\$9,000	\$11,250
Parking Passes	2.5% Gross Revenue									\$563	\$844	\$1,125	\$1,125	\$1,406
Area Expense										\$5,063	\$7,594	\$10,125	\$10,125	\$12,656
Net Revenue										\$17,438	\$26,156	\$34,875	\$34,875	\$43,594



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	-	-	-	-	-	480	\$0	\$0	\$0	\$0	\$0
In-House Basketball - Medium	2	\$0.00	-	-	-	-	-	720	\$0	\$0	\$0	\$0	\$0
In-House Basketball - Large	2	\$0.00	-	-	-	-	-	960	\$0	\$0	\$0	\$0	\$0
In-House Basketball - Extra Large	2.5	\$0.00	-	-	-	-	-	1440	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Small	2	\$2.00	6	7	8	8	8	480	\$11,520	\$13,440	\$15,360	\$15,360	\$15,360
Rental Basketball - Medium	2	\$2.00	2	3	4	4	4	720	\$5,760	\$8,640	\$11,520	\$11,520	\$11,520
Rental Basketball - Large	2	\$2.00	1	2	2	3	3	960	\$3,840	\$7,680	\$7,680	\$11,520	\$11,520
Rental Basketball - Extra Large	2.5	\$2.00	-	-	-	-	-	1440	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Small	1	\$0.00	-	-	-	-	-	960	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Medium	2	\$0.00	-	-	-	-	-	1280	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Large	3	\$0.00	-	-	-	-	-	1920	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Extra Large	3	\$0.00	-	-	-	-	-	2560	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Small	1	\$2.00	8	8	8	8	8	960	\$15,360	\$15,360	\$15,360	\$15,360	\$15,360
Rental Volleyball - Medium	2	\$2.00	2	3	4	4	4	1280	\$10,240	\$15,360	\$20,480	\$20,480	\$20,480
Rental Volleyball - Large	3	\$2.00	1	1	2	2	2	1920	\$11,520	\$11,520	\$23,040	\$23,040	\$23,040
Rental Volleyball - Extra Large	3	\$2.00	-	1	1	1	1	2560	\$0	\$15,360	\$15,360	\$15,360	\$15,360
Other Court Sport Rental - 1 Day Event	1	\$2.00	2	2	2	2	2	640	\$2,560	\$2,560	\$2,560	\$2,560	\$2,560
Other Court Sport Rental - 2 Day Event	2	\$2.00	2	2	2	2	2	1280	\$10,240	\$10,240	\$10,240	\$10,240	\$10,240
Area Revenue			24	29	33	34	34		\$71,040	\$100,160	\$121,600	\$125,440	\$125,440
Expense									Year 1	Year 2	Year 3	Year 4	Year 5
Mgmt. Assump.													
Area Expense									\$0	\$0	\$0	\$0	\$0
Net Revenue									\$71,040	\$100,160	\$121,600	\$125,440	\$125,440



Food & Beverage Revenue & Expenses

Revenue		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Sales			\$382,818	\$503,438	\$628,493	\$664,000	\$683,010
Area Revenue			\$382,818	\$503,438	\$628,493	\$664,000	\$683,010
Expense		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Food		30% of Concession Sales	\$114,845	\$151,031	\$188,548	\$199,200	\$204,903
Concessions Wages		25% of Concession Sales	\$95,704	\$125,859	\$157,123	\$166,000	\$170,753
Area Expense			\$210,550	\$276,891	\$345,671	\$365,200	\$375,656
Net Revenue			\$172,268	\$226,547	\$282,822	\$298,800	\$307,355



Hotel Rebates

Revenue	Mgmt. Assump.	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	40% non-local attendance	2	\$0	-	-	-	-	-	128	192	107	\$0	\$0	\$0	\$0	\$0
In-House Basketball - Medium	50% non-local attendance	2	\$0	-	-	-	-	-	240	360	200	\$0	\$0	\$0	\$0	\$0
In-House Basketball - Large	60% non-local attendance	2	\$0	-	-	-	-	-	384	576	320	\$0	\$0	\$0	\$0	\$0
In-House Basketball - Extra Large	80% non-local attendance	2.5	\$0	-	-	-	-	-	768	1152	640	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Small	40% non-local attendance	2	\$0	6	7	8	8	8	128	192	107	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Medium	50% non-local attendance	2	\$0	2	3	4	4	4	240	360	200	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Large	60% non-local attendance	2	\$0	1	2	2	3	3	384	576	320	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Extra Large	80% non-local attendance	2.5	\$0	-	-	-	-	-	768	1152	640	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Small	25% non-local attendance	1	\$0	-	-	-	-	-	120	240	120	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Medium	50% non-local attendance	2	\$0	-	-	-	-	-	320	640	320	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Large	60% non-local attendance	3	\$0	-	-	-	-	-	576	1152	576	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Extra Large	65% non-local attendance	3	\$0	-	-	-	-	-	832	1664	832	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Small	25% non-local attendance	1	\$0	8	8	8	8	8	120	240	120	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Medium	50% non-local attendance	2	\$0	2	3	4	4	4	320	640	320	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Large	60% non-local attendance	3	\$0	1	1	2	2	2	576	1152	576	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Extra Large	65% non-local attendance	3	\$0	-	1	1	1	1	832	1664	832	\$0	\$0	\$0	\$0	\$0
Other Court Sport Rental - 1 Day Event	25% non-local attendance	1	\$0	2	2	2	2	2	80	160	80	\$0	\$0	\$0	\$0	\$0
Other Court Sport Rental - 2 Day Event	60% non-local attendance	2	\$0	2	2	2	2	2	384	768	384	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Small	40% non-local attendance	2	\$0	-	-	-	-	-	168	252	140	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Medium	50% non-local attendance	2	\$0	-	-	-	-	-	420	630	350	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Large	60% non-local attendance	2.5	\$0	-	-	-	-	-	756	1134	630	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Extra Large	65% non-local attendance	2.5	\$0	-	-	-	-	-	1092	1638	910	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Large Summer	80% non-local attendance	5	\$0	-	-	-	-	-	672	1008	560	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Extra Large Summer	85% non-local attendance	5	\$0	-	-	-	-	-	1071	1607	893	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Small	40% non-local attendance	2	\$0	6	6	6	6	6	168	252	140	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Medium	50% non-local attendance	2	\$0	5	6	8	8	8	420	630	350	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Large	60% non-local attendance	2.5	\$0	1	2	2	3	3	756	1134	630	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Extra Large	65% non-local attendance	2.5	\$0	-	-	1	1	1	1092	1638	910	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Large Summer	80% non-local attendance	5	\$0	-	-	-	-	-	672	1008	560	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Extra Large Summer	85% non-local attendance	5	\$0	-	-	-	-	-	1071	1607	893	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Small	40% non-local attendance	2	\$0	-	-	-	-	-	288	432	240	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Medium	50% non-local attendance	2	\$0	-	-	-	-	-	540	810	450	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Large	60% non-local attendance	2.5	\$0	-	-	-	-	-	864	1296	720	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Extra Large	70% non-local attendance	2.5	\$0	-	-	-	-	-	2016	3024	1680	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Small	40% non-local attendance	2	\$0	4	4	4	4	4	288	432	240	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Medium	50% non-local attendance	2	\$0	2	3	4	4	4	540	810	450	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Large	60% non-local attendance	2.5	\$0	2	3	4	4	5	864	1296	720	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Extra Large	70% non-local attendance	2.5	\$0	-	-	-	-	-	2016	3024	1680	\$0	\$0	\$0	\$0	\$0
Unredeemed Rebates	33% Reduction of Revenue			44	53	62	64	65				\$0	\$0	\$0	\$0	\$0
Area Revenue												\$0	\$0	\$0	\$0	\$0
Expense												Year 1	Year 2	Year 3	Year 4	Year 5
Area Expense												\$0	\$0	\$0	\$0	\$0
Net Revenue												\$0	\$0	\$0	\$0	\$0



Retail Revenue & Expenses

Revenue		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Retail Sales			\$38,991	\$48,063	\$57,208	\$59,868	\$61,645
Area Revenue			\$38,991	\$48,063	\$57,208	\$59,868	\$61,645
Expense		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Retail Product Cost	55% of Retail Sales		\$21,445	\$26,434	\$31,464	\$32,928	\$33,905
Retail Wages	15% of Retail Sales		\$5,849	\$7,209	\$8,581	\$8,980	\$9,247
Area Expense			\$27,294	\$33,644	\$40,045	\$41,908	\$43,152
Net Revenue			\$11,697	\$14,419	\$17,162	\$17,960	\$18,494



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 - Office/Retail/Professional	20,000	\$15.00	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000
Leased Space - Medical	5,000	\$20.00	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Revenue			\$400,000	\$400,000	\$400,000	\$400,000	\$400,000
Expense			-	-	-	-	-
Net Income			\$400,000	\$400,000	\$400,000	\$400,000	\$400,000



Secondary Revenue Areas

Revenue	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Advertisement/Sponsorship Income		\$260,828	\$260,828	\$260,828	\$260,828	\$260,828
Area Revenue		\$260,828	\$260,828	\$260,828	\$260,828	\$260,828
Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Sponsorship COGS	25% of Sponsorship Revenue	\$65,207	\$65,207	\$65,207	\$65,207	\$65,207
Area Expense		\$65,207	\$65,207	\$65,207	\$65,207	\$65,207
Net Revenue		\$195,621	\$195,621	\$195,621	\$195,621	\$195,621

Overhead Expenses



Facility Expenses

Indoor Facility/Buildings

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Alarm System Maintenance		\$5,000	\$5,075	\$5,151	\$5,228	\$5,307
Janitorial Expenses		\$115,506	\$123,375	\$131,145	\$134,097	\$136,551
Safety Supplies		\$20,000	\$8,000	\$8,120	\$8,242	\$8,365
Maintenance & Repairs		\$66,686	\$67,686	\$68,702	\$69,732	\$70,778
Utility Expense		\$254,163	\$257,976	\$261,845	\$265,773	\$269,759
Total Indoor Facility Expense		\$461,355	\$462,111	\$474,963	\$483,072	\$490,761

Outdoor Facility/Fields

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Turf Multi-Purpose Field Maintenance and Labor		\$19,000	\$19,285	\$19,574	\$19,868	\$20,166
Turf Baseball/Softball Field Maintenance and Labor		\$19,000	\$19,285	\$19,574	\$19,868	\$20,166
Field Painting/Striping Supplies and Labor		\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Grounds Maintenance, Labor, and Lighting		\$91,877	\$93,255	\$94,654	\$96,073	\$97,514
Field Lighting		\$48,441	\$49,168	\$49,906	\$50,654	\$51,414
Total Outdoor Facility Expense		\$183,318	\$185,993	\$188,708	\$191,463	\$194,260
Total Facility Expense		\$644,673	\$648,104	\$663,670	\$674,536	\$685,021



Operating Expenses

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Accounting Fees		\$15,000	\$15,225	\$15,453	\$15,685	\$15,920
Bank Service Charges	Misc. Banking Fees	\$49,246	\$58,569	\$70,093	\$73,777	\$78,578
Communications	IT/Phone/Cable/Internet	\$31,666	\$32,141	\$32,623	\$33,112	\$33,609
Dues/Subscriptions		\$500	\$508	\$515	\$523	\$531
Employee Uniforms		\$2,000	\$2,030	\$2,060	\$2,091	\$2,123
Marketing and Advertising		\$73,869	\$58,569	\$70,093	\$73,777	\$78,578
Insurance		\$93,694	\$95,099	\$96,525	\$97,973	\$99,443
Legal Fees		\$15,000	\$15,225	\$15,453	\$15,685	\$15,920
Licenses, Permits	Food, Music, etc.	\$20,000	\$20,300	\$20,605	\$20,914	\$21,227
National Management & Marketing Service		\$390,000	\$390,000	\$390,000	\$390,000	\$390,000
National Management Travel		\$18,000	\$12,000	\$12,000	\$12,000	\$12,000
Office Supplies		\$16,889	\$17,142	\$17,399	\$17,660	\$17,925
Real Estate Tax	Assumes Abatement	\$0	\$0	\$0	\$0	\$0
Software		\$14,400	\$14,616	\$14,835	\$15,058	\$15,284
Travel and Education		\$10,000	\$10,150	\$10,302	\$10,457	\$10,614
Total Operating Expenses		\$750,263	\$741,573	\$767,958	\$778,711	\$791,751



Management Payroll Summary

Management Position	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager	4% Growth YOY Factor	\$110,000	\$114,400	\$118,976	\$123,735	\$128,684
Director of Operations		\$65,000	\$67,600	\$70,304	\$73,116	\$76,041
Marketing & Business Development Director		\$65,000	\$67,600	\$70,304	\$73,116	\$76,041
FEC/Adventure Director		\$52,140	\$54,226	\$56,395	\$58,650	\$60,996
Senior Program Director		\$50,000	\$52,000	\$54,080	\$56,243	\$58,493
Program Coordinator		\$0	\$0	\$39,105	\$40,669	\$42,296
Indoor Facility Manager		\$46,492	\$48,351	\$50,285	\$52,297	\$54,388
Outdoor Facility Manager		\$46,492	\$48,351	\$50,285	\$52,297	\$54,388
Food Service Manager		\$55,000	\$57,200	\$59,488	\$61,868	\$64,342
Finance Manager		\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
Admin Support	Part Time - Front Desk	\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
Total Management Payroll		\$610,123	\$634,528	\$699,014	\$726,975	\$756,054



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	\$110,000	\$110,000	\$114,400	\$118,976	\$123,735	\$128,684
Mgmt	Director of Operations	9 months prior	\$48,750	\$65,000	\$67,600	\$70,304	\$73,116	\$76,041
Mgmt	Marketing & Business Development Director	12 months prior	\$65,000	\$65,000	\$67,600	\$70,304	\$73,116	\$76,041
Mgmt	FEC/Adventure Director	3 months prior	\$13,035	\$52,140	\$54,226	\$56,395	\$58,650	\$60,996
Mgmt	Senior Program Director	3 months prior	\$12,500	\$50,000	\$52,000	\$54,080	\$56,243	\$58,493
Mgmt	Program Coordinators (All)	3 months prior	\$0	\$0	\$0	\$39,105	\$40,669	\$42,296
Mgmt	Indoor Facility Manager	3 months prior	\$11,623	\$46,492	\$48,351	\$50,285	\$52,297	\$54,388
Mgmt	Outdoor Facility Manager	3 months prior	\$11,623	\$46,492	\$48,351	\$50,285	\$52,297	\$54,388
Mgmt	Food Service Manager	3 months prior	\$13,750	\$55,000	\$57,200	\$59,488	\$61,868	\$64,342
Mgmt	Finance Manager	6 months prior	\$30,000	\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
Support	Admin Support	1 month prior	\$5,000	\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
Subtotal Management Payroll			\$321,281	\$610,123	\$634,528	\$699,014	\$726,975	\$756,054
Director	Fitness & Training Management Allotment	3 months prior	\$840	\$3,358	\$4,030	\$4,654	\$4,887	\$5,131
Subtotal Program Management			\$840	\$3,358	\$4,030	\$4,654	\$4,887	\$5,131
Staff	Basketball Rental Tournament Staff	1 month prior	\$293	\$3,520	\$4,960	\$6,336	\$7,040	\$7,392
Staff	Volleyball Rental Tournament Staff	1 month prior	\$342	\$4,100	\$5,700	\$7,700	\$7,700	\$8,085
Staff	Court Rental Event Staff	1 month prior	\$160	\$1,920	\$1,920	\$2,112	\$2,112	\$2,218
Staff	Basketball Staff	1 month prior	\$362	\$4,341	\$5,155	\$6,451	\$7,061	\$7,745
Staff	Volleyball Staff	1 month prior	\$201	\$2,410	\$2,855	\$3,563	\$3,895	\$4,266
Staff	Court Rental Staff	1 month prior	\$217	\$2,606	\$2,684	\$2,902	\$2,989	\$3,233
Staff	Soccer Staff	1 month prior	\$532	\$6,381	\$7,552	\$9,417	\$10,289	\$11,263
Staff	Lacrosse Staff	1 month prior	\$136	\$1,632	\$2,094	\$2,839	\$3,242	\$3,717
Staff	Football Staff	1 month prior	\$187	\$2,246	\$2,642	\$3,274	\$3,566	\$3,890
Staff	Baseball/Softball Staff	1 month prior	\$86	\$1,034	\$1,236	\$1,558	\$1,711	\$1,884
Staff	Field Rental Staff	1 month prior	\$190	\$2,280	\$2,394	\$2,765	\$2,903	\$3,201
Staff	FEC/Adventure Staff	1 month prior	\$11,634	\$139,605	\$156,721	\$173,663	\$179,243	\$190,733
Staff	Outdoor Rental Baseball/Softball Tournament Staff	1 month prior	\$658	\$7,900	\$10,200	\$15,180	\$16,830	\$17,672
Staff	Outdoor Baseball/Softball Staff	1 month prior	\$80	\$959	\$959	\$1,054	\$1,054	\$1,107
Staff	Outdoor Multi-Purpose Tournament Staff	1 month prior	\$400	\$4,800	\$6,400	\$8,800	\$8,800	\$10,395
Staff	Outdoor Soccer Staff	1 month prior	\$63	\$756	\$895	\$1,116	\$1,219	\$1,334
Staff	Outdoor Football Staff	1 month prior	\$18	\$216	\$254	\$315	\$343	\$374
Staff	Outdoor Field Rental Staff	1 month prior	\$457	\$5,481	\$5,755	\$6,647	\$6,979	\$7,328
Staff	Birthday Party Staff	1 month prior	\$120	\$1,440	\$1,728	\$1,814	\$1,905	\$2,000
Staff	Food & Beverage Staff	1 month prior	\$7,975	\$95,704	\$125,859	\$157,123	\$166,000	\$170,753
Staff	Retail Staff	1 month prior	\$487	\$5,849	\$7,209	\$8,581	\$8,980	\$9,247
Subtotal Sport Admin Staff			\$24,598	\$295,179	\$355,173	\$423,211	\$443,863	\$467,837
Instructors	Basketball Instructors	Per Diem		\$7,801	\$9,264	\$11,592	\$12,688	\$13,916
Instructors	Volleyball Instructors	Per Diem		\$7,331	\$8,684	\$10,838	\$11,847	\$12,975
Instructors	Soccer Instructors	Per Diem		\$6,855	\$8,113	\$10,117	\$11,053	\$12,100
Instructors	Lacrosse Instructors	Per Diem		\$1,337	\$1,715	\$2,325	\$2,655	\$3,045
Instructors	Football Instructors	Per Diem		\$1,728	\$2,033	\$2,519	\$2,743	\$2,993
Instructors	Baseball/Softball Instructors	Per Diem		\$5,500	\$6,576	\$8,286	\$9,103	\$10,022
Instructors	Fitness & Training Instructors	Per Diem		\$11,965	\$14,358	\$16,583	\$17,413	\$18,283
Instructors	Youth Development Instructors	Per Diem		\$7,492	\$8,616	\$9,478	\$9,952	\$10,449
Instructors	Youth Programming Instructors	Per Diem		\$9,773	\$10,750	\$12,416	\$13,037	\$14,373
Subtotal Instructors (COGS)				\$59,781	\$70,108	\$84,154	\$90,490	\$98,156
Referees	Basketball Officials	Per Diem		\$21,000	\$24,939	\$28,370	\$31,052	\$32,436
Referees	Volleyball Officials	Per Diem		\$3,200	\$3,791	\$4,301	\$4,701	\$4,903
Referees	Soccer Referees	Per Diem		\$9,720	\$11,504	\$13,041	\$14,248	\$14,854
Referees	Lacrosse Referees	Per Diem		\$2,520	\$3,232	\$3,984	\$4,550	\$4,969
Referees	Football Referees	Per Diem		\$3,040	\$3,577	\$4,029	\$4,388	\$4,560
Referees	Outdoor Baseball/Softball Umpires	Per Diem		\$4,260	\$4,260	\$4,260	\$4,260	\$4,260
Referees	Outdoor Soccer Referees	Per Diem		\$2,016	\$2,386	\$2,705	\$2,955	\$3,081
Referees	Outdoor Football Referees	Per Diem		\$384	\$452	\$509	\$554	\$576
Subtotal Referee/Trainers (COGS)				\$46,140	\$54,140	\$61,198	\$66,709	\$69,640
Payroll Subtotal			\$346,719	\$1,014,581	\$1,117,979	\$1,272,231	\$1,332,923	\$1,396,817
	Bonus Pool	1% of Total Revenue		\$31,231	\$35,893	\$41,655	\$43,497	\$45,897
	Payroll Services	3% of Payroll	\$10,402	\$27,260	\$29,812	\$33,806	\$35,272	\$36,871
	Payroll Taxes/Benefits	18% of Payroll	\$62,409	\$163,559	\$178,871	\$202,838	\$211,630	\$221,224
Payroll Taxes/Benefits/Bonus Totals			\$72,811	\$222,050	\$244,576	\$278,300	\$290,399	\$303,992
Total Payroll				\$1,236,631	\$1,362,555	\$1,550,531	\$1,623,322	\$1,700,809