

COLLINSVILLE SPORTS PARK | COLLINSVILLE, IL

Five Year Operating Pro Forma

APRIL 2023



PREPARED FOR:

City of Collinsville, Illinois

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Facility Program Details



Facility Program

Outdoor Athletic Facilities

Space	Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint
			L (')	W (')			
300' BB/SB Fields	Regulation Field (with dugouts, warm-up, and viewing area)	10	300' Fence		90,000	900,000	98.8%
	Youth Multi-Purpose Field	10	265	149	Over 300' Fields		0.0%
	Total 300' Baseball/Softball Fields Sq. Ft.						900,000
Support Buildings	Primary Support Building						
	Kitchen/Concessions	1	30	30	900	900	0.1%
	Restrooms	2	25	20	500	1,000	0.1%
	Family Restroom/Changing Room	1	10	10	100	100	0.0%
	Check-In/Ticketing Office	1	10	10	100	100	0.0%
	Ref Rooms	1	10	8	80	80	0.0%
	Large Flex/Meeting Room	1	40	25	1,000	1,000	0.1%
	Office/Control	1	20	20	400	400	0.0%
	Secondary Support Buildings	2	40	40	1,600	3,200	0.4%
Press Box	2	40	40	1,600	3,200	0.4%	
Total Support Buildings Sq. Ft.						9,980	1.1%
Maint.	Maintenance Buildings	1	30	30	900	900	0.1%
	Total Maintenance Sq. Ft.						900
Total Estimated Outdoor Athletic Facilities SF						910,880	100%
Total Outdoor Athletic Facility Acreage						20.91	

Outdoor Playground

Space	Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint
			L (')	W (')			
Outdoor Playground	Inclusive Playground	1	80	60	4,800	4,800	50.0%
	Shaded Structure	2	60	40	2,400	4,800	50.0%
	Total Playground Sq. Ft.						9,600
Total Estimated Playground SF						9,600	100.0%
Total Playground Acreage						0.22	

Site Development

Quantity	Dimensions	Approx. SF each	Total SF	% of Total	
					L (')
Parking Spaces Total	Parking Spaces Total (10'x18') (20' x 20' Inc. aisles)	900	400	360,000	23.2%
	Green Space, Future Expansion Area, etc.			1,193,728	76.8%
Total Estimated Site Development SF				1,553,728	100%
Total Site Development Acreage				35.67	
Total Complex Acreage				56.80	

Facility Development Costs and Financing



Capital Costs and Start-up Expenses - Outdoor Facility

	Details	Quantity	Unit	Cost/Unit	Budgeted Cost	% of Total
Building & Land Cost						
	Real Estate Acquisition	TBD	56.8	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)	9,980	SF	\$350	\$3,493,000 9.4%
	Site Development - Clearing, Prep, Grading, Utility Runs, Landscaping, etc.	Paving, Grading, Utilities, Landscaping, Improvement Allocation for Outdoor Facility	56.8	Acre	\$250,000	\$14,200,000 38.3%
	Fencing - Perimeter and Facility Control		7,500	LF	\$20	\$150,000 0.4%
	Maintenance Building	Finished Modular Building	900	SF	\$60	\$54,000 0.1%
Contingency				10.00%	\$1,784,300	4.8%
Hard Cost Total					\$19,681,300	53.0%
Baseball/Softball Fields						
Synthetic Turf Fields						
	Synthetic Turf Fields	Turf with Full Installation	900,000	SF	\$7.50	\$6,750,000 18.18%
All Fields						
	Field Lights (300' Fence - standalone)	Material and Install	10	Ea.	\$275,000	\$2,750,000 7.41%
	Scoreboard		10	Ea.	\$12,500	\$125,000 0.34%
	Plate Bases and Anchors		10	Set	\$900	\$9,000 0.02%
	Dugouts with Fountains		10	Ea.	\$12,000	\$120,000 0.32%
	Foul Poles		10	Set	\$4,000	\$40,000 0.11%
	Fencing and Backstop		10	Ea.	\$75,000	\$750,000 2.02%
	L-Screens		10	Ea.	\$500	\$5,000 0.01%
	1B Screens		10	Ea.	\$475	\$4,750 0.01%
	Ball Caddies		10	Ea.	\$350	\$3,500 0.01%
	Portable Game Mounds (300')	8"	10	Ea.	\$9,000	\$90,000 0.24%
	Portable Bullpen Mounds (300')	8"	20	Ea.	\$2,500	\$50,000 0.13%
	Bleachers		20	Ea.	\$4,000	\$80,000 0.22%
	Shade Structures - Tension Fabric		20	Ea.	\$10,000	\$200,000 0.54%
	Portable Fencing		5	Ea.	\$10,000	\$50,000 0.13%
	Trackman System		10	Ea.	\$20,000	\$200,000 0.54%
	Streaming System		10	Ea.	\$10,000	\$100,000 0.27%
	Field and Sport Equipment	Signage, Helmets, Balls, Cages, etc.	10	Ea.	\$5,000	\$50,000 0.13%
	Training Area Equipment	Bullpens, Batting Cages, Warm Up Areas, etc.	1	LS	\$150,000	\$150,000 0.40%
Shipping & Tax (Tax-Emempt)				5.00%	\$576,363	1.55%
Contingency				10.00%	\$1,210,361	3.26%
Baseball/Softball Fields Cost Total					\$13,313,974	35.87%
Furniture, Fixtures and Equipment Cost						
FOOD & BEVERAGE						
	Equipment	Equipment for Primary Support Buildings	1	LS	\$225,000	\$225,000 0.6%
	Equipment	Equipment for Support Buildings	2	Ea.	\$50,000	\$100,000 0.3%
	Finish Out		3	Ea.	\$25,000	\$75,000 0.2%
FURNISHINGS						
	Signage	Monument and Wayfinding	1	LS	\$50,000	\$50,000 0.1%
	Furnishings	Support Buildings	9,980	SF	\$2	\$19,960 0.1%
	Hardware	IT systems, Computers, Etc.	1	LS	\$30,000	\$30,000 0.1%
	Software		1	LS	\$25,000	\$25,000 0.1%
FIELD MAINTENANCE EQUIPMENT						
	Utility Vehicle (Gator)		2	Ea.	\$12,500	\$25,000 0.1%
	Utility Golf Cart		2	Ea.	\$10,000	\$20,000 0.1%
MISCELLANEOUS						
	Children's Playground		1	Ea.	\$250,000	\$250,000 0.7%
Shipping & Tax (Tax-Emempt)				5.00%	\$40,998	0.1%
Contingency				10.00%	\$86,096	0.2%
Furniture, Fixtures and Equipment Cost Total					\$947,054	2.6%
Soft Costs Construction						
	Design-Build Fees	% of Structure and Site work			9.0%	\$1,771,317 4.8%
	SFD Owner's Rep Services				3.0%	\$1,018,270 2.7%
	Permits/Inspections				0.50%	\$98,407 0.3%
Contingency				10.00%	\$288,799	0.8%
Soft Costs Total					\$3,176,793	8.6%
Total Construction Costs - Outdoor Facility					\$37,119,120	100.00%



Capital Costs and Start-up Expenses - Soft Costs Operations

	Details	Cost/Unit	Budgeted Cost	% of Total
Soft Costs Operations				
Pre-Launch Professional Services	Legal, Accounting, Bank, Consulting		\$100,000	8.1%
Permits and Extensions			\$50,000	4.1%
Presentation Materials	Renderings, Etc.		\$25,000	2.0%
Grand Opening			\$15,000	1.2%
Marketing Allowance	Pre-Opening Marketing Budget		\$20,000	1.6%
Opening Support Services	Professional Management Support for Pre-Opening Operations Development		\$350,000	28.5%
Pre-Funded Operational Account			\$165,192	13.5%
Pre-Opening Staff Budget	Staffing Cost Pre-Grand Opening		\$379,489	30.9%
Pre-Opening Staff Recruitment			\$11,385	0.9%
Cost of Issuance/Financing			TBD	0.0%
Interest Reserve			TBD	0.0%
Closing Costs			TBD	0.0%
Working Capital Reserve			TBD	0.0%
Contingency		10.00%	\$111,607	9.1%
Soft Cost Total			\$1,227,672	100.0%
Total Construction Costs - Soft Cost Operations			\$1,227,672	100.0%
Working Capital Reserve			TBD	100.0%



Capital Costs and Start-up Expenses

SOURCES OF FUNDS		
Equity Contribution	100%	\$38,346,793
Bank Financing	0%	\$0
Bond Financing	0%	\$0
Public Contribution	0%	\$0
Total Sources of Funds		\$38,346,793

USES OF FUNDS	
Land Cost	TBD
Hard Cost	\$19,681,300
Field and Sport Equipment Cost	\$13,313,974
Furniture, Fixtures, and Equipment	\$947,054
Soft Costs Construction	\$3,176,793
Soft Costs Operations	\$1,227,672
Working Capital Reserve	TBD
Total Uses of Funds	\$38,346,793

Financial Performance Summary



Total Revenue & Expenses - 5-Year Detail

Revenue	Year 1	Year 2	Year 3	Year 4	Year 5
Outdoor Rental Baseball/Softball Tournaments	\$128,160	\$128,160	\$154,176	\$162,624	\$170,755
Outdoor Baseball/Softball	\$74,800	\$89,067	\$111,762	\$122,237	\$133,962
Outdoor Rental Multi-Purpose Field Tournaments	\$36,000	\$36,000	\$39,600	\$52,800	\$55,440
Outdoor Football	\$14,575	\$17,078	\$21,073	\$22,848	\$24,811
Outdoor Lacrosse	\$0	\$2,700	\$63,470	\$72,180	\$82,401
Outdoor Field Rental	\$148,992	\$156,442	\$180,690	\$189,725	\$199,211
Gate Fees	\$50,490	\$50,490	\$53,640	\$59,760	\$59,760
Food & Beverage	\$268,410	\$269,461	\$290,688	\$319,283	\$319,511
Secondary Revenue	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Total Revenue	\$821,427	\$849,397	\$1,015,099	\$1,101,457	\$1,145,852
Expenses	Year 1	Year 2	Year 3	Year 4	Year 5
Outdoor Rental Baseball/Softball Tournaments	\$19,224	\$19,224	\$23,126	\$24,394	\$25,613
Outdoor Baseball/Softball	\$24,332	\$28,973	\$33,965	\$37,148	\$39,347
Outdoor Rental Multi-Purpose Field Tournaments	\$3,600	\$3,600	\$3,960	\$5,280	\$5,544
Outdoor Football	\$3,526	\$4,131	\$4,866	\$5,276	\$5,599
Outdoor Lacrosse	\$0	\$891	\$8,220	\$9,348	\$10,523
Outdoor Field Rental	\$7,450	\$7,822	\$9,035	\$9,486	\$9,961
Gate Fees	\$12,623	\$12,623	\$13,410	\$14,940	\$14,940
Food & Beverage	\$147,625	\$148,204	\$159,879	\$175,605	\$175,731
Secondary Expense	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Total Cost of Goods Sold	\$243,379	\$250,467	\$281,460	\$306,478	\$312,259
Gross Margin	\$578,048	\$598,930	\$733,639	\$794,979	\$833,593
<i>% of Revenue</i>	<i>70%</i>	<i>71%</i>	<i>72%</i>	<i>72%</i>	<i>73%</i>
Facility Expenses	\$174,351	\$173,573	\$176,558	\$180,238	\$182,592
Operating Expense	\$132,314	\$127,139	\$135,224	\$140,158	\$143,435
Management Payroll	\$476,200	\$495,248	\$515,058	\$535,660	\$557,087
Payroll Taxes/Benefits/Bonus	\$208,287	\$215,797	\$229,236	\$241,095	\$250,020
Total Operating Expenses	\$991,152	\$1,011,756	\$1,056,076	\$1,097,151	\$1,133,134
EBITDA	(\$413,104)	(\$412,826)	(\$322,438)	(\$302,172)	(\$299,541)
<i>% of Revenue</i>	<i>-50%</i>	<i>-49%</i>	<i>-32%</i>	<i>-27%</i>	<i>-26%</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	\$821,427	\$849,397	\$1,015,099	\$1,101,457	\$1,145,852	\$1,180,227	\$1,215,634	\$1,252,103	\$1,289,666	\$1,328,356
Total Cost of Goods Sold	\$243,379	\$250,467	\$281,460	\$306,478	\$312,259	\$321,627	\$331,276	\$341,214	\$351,450	\$361,994
Gross Margin	\$578,048	\$598,930	\$733,639	\$794,979	\$833,593	\$858,600	\$884,358	\$910,889	\$938,216	\$966,362
% of Revenue	70%	71%	72%	72%	73%	73%	73%	73%	73%	73%
Total Operating Expenses	\$991,152	\$1,011,756	\$1,056,076	\$1,097,151	\$1,133,134	\$1,150,131	\$1,167,383	\$1,184,893	\$1,202,667	\$1,220,707
EBITDA	(\$413,104)	(\$412,826)	(\$322,438)	(\$302,172)	(\$299,541)	(\$291,530)	(\$283,024)	(\$274,004)	(\$264,451)	(\$254,345)
% of Revenue	-50%	-49%	-32%	-27%	-26%	-25%	-23%	-22%	-21%	-19%

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	\$1,354,923	\$1,382,022	\$1,409,662	\$1,437,855	\$1,466,612	\$1,481,279	\$1,496,091	\$1,511,052	\$1,526,163	\$1,541,424
Total Cost of Goods Sold	\$369,234	\$376,618	\$384,151	\$391,834	\$399,671	\$403,667	\$407,704	\$411,781	\$415,899	\$420,058
Gross Margin	\$985,689	\$1,005,403	\$1,025,511	\$1,046,022	\$1,066,942	\$1,077,611	\$1,088,387	\$1,099,271	\$1,110,264	\$1,121,367
% of Revenue	73%	73%	73%	73%	73%	73%	73%	73%	73%	73%
Total Operating Expenses	\$1,239,017	\$1,257,603	\$1,276,467	\$1,295,614	\$1,315,048	\$1,334,774	\$1,354,795	\$1,375,117	\$1,395,744	\$1,416,680
EBITDA	(\$253,328)	(\$252,199)	(\$250,955)	(\$249,592)	(\$248,106)	(\$257,162)	(\$266,408)	(\$275,846)	(\$285,480)	(\$295,313)
% of Revenue	-19%	-18%	-18%	-17%	-17%	-17%	-18%	-18%	-19%	-19%

Economic Impact



Economic Impact

Number of Events Per Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Baseball/Softball Tournaments	20	20	21	22	22
Multi-Purpose Field Tournaments	3	3	3	4	4
Total Events Per Year	23	23	24	26	26

Per Person Spending By Category

	Amount	% of Total
Lodging/Accommodations	\$47.00	33.0%
Dining/Groceries	\$48.00	33.7%
Transportation	\$8.16	5.7%
Entertainment/Attractions	\$3.84	2.7%
Retail	\$22.56	15.8%
Miscellaneous	\$12.96	9.1%
Total	\$142.52	100%

Economic Impact Drivers

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market	64,142	64,142	69,195	77,805	77,805
Room Nights	19,224	19,224	20,755	23,345	23,345

Economic Impact

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Direct Spending	\$9,141,500	\$9,141,500	\$9,861,671	\$11,088,769	\$11,088,769
Total Indirect Spending	\$0	\$0	\$0	\$0	\$0
Total Economic Impact	\$9,141,500	\$9,141,500	\$9,861,671	\$11,088,769	\$11,088,769

Tax Revenue Generation

	Year 1	Year 2	Year 3	Year 4	Year 5
County Sales Tax (8.1% on Spending)	\$740,462	\$740,462	\$798,795	\$898,190	\$898,190
Food & Beverage Tax (1% on Dining/Groceries)	\$30,788	\$30,788	\$33,214	\$37,346	\$37,346
Hotel/Motel Tax (9% on Lodging/Accommodations)	\$243,949	\$243,949	\$263,381	\$296,248	\$296,248
Total Tax Revenue Generation	\$1,015,199	\$1,015,199	\$1,095,390	\$1,231,785	\$1,231,785



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	64,142	64,142	69,195	77,805	77,805	78,583	79,369	80,163	80,964	81,774
Room Nights	19,224	19,224	20,755	23,345	23,345	23,578	23,814	24,052	24,293	24,536

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	\$142.52	\$142.52	\$142.52	\$142.52	\$142.52	\$144.66	\$146.83	\$149.03	\$151.27	\$153.53
Total Economic Impact	\$9,141,500	\$9,141,500	\$9,861,671	\$11,088,769	\$11,088,769	\$11,367,651	\$11,653,548	\$11,946,634	\$12,247,092	\$12,555,106

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	82,592	83,417	84,252	85,094	85,945	86,805	87,673	88,549	89,435	90,329
Room Nights	24,781	25,029	25,279	25,532	25,787	26,045	26,306	26,569	26,834	27,103

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	\$155.84	\$158.18	\$160.55	\$162.96	\$165.40	\$167.88	\$170.40	\$172.96	\$175.55	\$178.18
Total Economic Impact	\$12,870,867	\$13,194,570	\$13,526,413	\$13,866,602	\$14,215,348	\$14,572,864	\$14,939,371	\$15,315,096	\$15,700,271	\$16,095,133

Business Unit Analysis



In-House Baseball/Softball Tournament Revenue & Expenses

Revenue	Mgmt. Assump.	Amount per Activity					Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5	
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5							
Small Tournament - 4 Fields, 2 Days																		
Team Information												420						
Diamond Field	15 players per team	\$375	\$375	\$413	\$413	\$433	-	-	-	-	-	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	\$450	\$450	\$495	\$495	\$520	-	-	-	-	-	56	\$0	\$0	\$0	\$0	\$0	
Spectators	1.5 spectators per player											1260						
Large Tournament - 10 Fields, 2.5 Days																		
Team Information												1050						
Diamond Field	15 players per team	\$550	\$550	\$605	\$605	\$635	-	-	-	-	-	70	\$0	\$0	\$0	\$0	\$0	
Spectators	1.5 spectators per player											1575						
	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												\$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					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Small Tournament - 4 Fields, 2 Days																	
Team Information												420					
Diamond Field	15 players per team											28					
Rental Fees	Daily Rental Rate	\$480	\$480	\$528	\$528	\$554	10	10	10	10	10	8	\$38,400	\$38,400	\$42,240	\$42,240	\$44,352
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	\$480	\$480	\$528	\$528	\$554	7	7	7	8	8	16	\$53,760	\$53,760	\$59,136	\$67,584	\$70,963
Spectators	1.5 spectators per player											1260					
Large Tournament - 10 Fields, 2.5 Days																	
Team Information												1050					
Diamond Field	15 players per team											70					
Rental Fees	Daily Rental Rate	\$480	\$480	\$528	\$528	\$554	3	3	4	4	4	25	\$36,000	\$36,000	\$52,800	\$52,800	\$55,440
Spectators	1.5 spectators per player											1575					
	Non-capacity growth rate		1.00	1.10	1.00	1.05	20	20	21	22	22						
	Capacity growth rate		1.10	1.10	1.10	1.10	20	20	21	22	22						
Area Revenue												\$128,160	\$128,160	\$154,176	\$162,624	\$170,755	
Expense																	
	Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5
Tournament Hosting Expenses	5% of Gross Revenue												\$6,408	\$6,408	\$7,709	\$8,131	\$8,538
Facility Attendant Staff	10% of Gross Revenue												\$12,816	\$12,816	\$15,418	\$16,262	\$17,076
Trainer Fees	Pass Through												\$0	\$0	\$0	\$0	\$0
Area Expense												\$19,224	\$19,224	\$23,126	\$24,394	\$25,613	
Net Revenue												\$108,936	\$108,936	\$131,050	\$138,230	\$145,142	



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						
Instructional Camps (Full Days)	\$/Week	\$200	\$200	\$220	\$220	\$231	-	-	-	-	-	2	\$0	\$0	\$0	\$0	\$0
League																	
Sept. - Oct. League	\$/Team *3	\$850	\$850	\$935	\$935	\$982	18	21	24	27	28	1	\$15,300	\$18,218	\$22,860	\$25,003	\$27,401
Nov. - Dec. League	\$/Team	\$850	\$850	\$935	\$935	\$982	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Jan. - Feb. League	\$/Team	\$850	\$850	\$935	\$935	\$982	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Mar. - Apr. League	\$/Team	\$850	\$850	\$935	\$935	\$982	18	21	24	27	28	1	\$15,300	\$18,218	\$22,860	\$25,003	\$27,401
May - June League	\$/Team	\$850	\$850	\$935	\$935	\$982	26	31	35	39	40	1	\$22,100	\$26,315	\$33,020	\$36,116	\$39,580
July - Aug. League	\$/Team	\$850	\$850	\$935	\$935	\$982	26	31	35	39	40	1	\$22,100	\$26,315	\$33,020	\$36,116	\$39,580
	Non-capacity growth		1.00	1.10	1.00	1.05		1.19	1.14	1.09	1.04						
	Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
Area Revenue												\$74,800	\$89,067	\$111,762	\$122,237	\$133,962	
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												\$3,740	\$4,453	\$5,588	\$6,112	\$6,698
Umpire Fees	Avg. \$50/game												\$17,600	\$20,957	\$23,906	\$26,147	\$27,291
Instructor Fees	\$10-\$25/Instructor (25% Instruct. Rev)												\$0	\$0	\$0	\$0	\$0
Equipment and Supplies	2% of Gross Revenue												\$1,496	\$1,781	\$2,235	\$2,445	\$2,679
Awards	T-Shirts and Trophies (2% Gross Revenue)												\$1,496	\$1,781	\$2,235	\$2,445	\$2,679
Area Expense												\$24,332	\$28,973	\$33,965	\$37,148	\$39,347	
Net Revenue												\$50,468	\$60,094	\$77,797	\$85,089	\$94,615	

Pricing Notes	Baseball Camps	Softball Camps	Leagues
	*1 Ozzie Sports ADC	*2 UMSL	*3 Lake St. Louis (IL)
	\$139/5	\$100/1	\$78/Player
	Ball n Strike Camp	Various	Pleasant Hill (IL)
	\$150/5	\$75-\$100/1	\$85/Player



In-House Multi-Purpose Field Tournament Revenue & Expenses

Revenue	Mgmt. Assump.	Amount per Activity					Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5	
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5							
Small Tournament - 6 Fields, 2 Days																		
Entry Fees	15 players per team	\$350	\$350	\$385	\$385	\$404	-	-	-	-	-	48	\$0	\$0	\$0	\$0	\$0	
Spectators	1.5 spectators per player										1080							
Medium Tournament - 8 Fields, 2 Days																		
Entry Fees	15 players per team	\$600	\$600	\$660	\$660	\$693	-	-	-	-	64	\$0	\$0	\$0	\$0	\$0		
Spectators	1.5 spectators per player										1440							
Large Tournament - 10 Fields, 2.5 Days																		
Entry Fees	15 players per team	\$700	\$700	\$770	\$770	\$809	-	-	-	-	80	\$0	\$0	\$0	\$0	\$0		
Spectators	1.5 spectators per player										1800							
Extra Large Tournament - 16 Fields, 2.5 Days																		
Entry Fees	15 players per team	\$700	\$700	\$770	\$770	\$809	-	-	-	-	128	\$0	\$0	\$0	\$0	\$0		
Spectators	1.5 spectators per player										2880							
Non-capacity growth rate			1.00	1.10	1.00	1.05	0	0	0	0	0							
Capacity growth rate			1.10	1.10	1.10	1.10												
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. \$80/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		



Multi-Purpose Field Rental Tournament Revenue & Expenses

Revenue	Mgmt Assump.	Amount per Activity					Number of Events Per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5	
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5							
Small Tournament - 6 Fields, 2 Days																		
Team Information	15 players per team											48						
Rental Fees	Daily Rental Rate/Field	\$480	\$480	\$528	\$528	\$554	-	-	-	-	-	12	\$0	\$0	\$0	\$0	\$0	
Spectators	1.5 spectators per player											1080						
Medium Tournament - 8 Fields, 2 Days																		
Team Information	15 players per team											64						
Rental Fees	Daily Rental Rate/Field	\$480	\$480	\$528	\$528	\$554	-	-	-	-	-	16	\$0	\$0	\$0	\$0	\$0	
Spectators	1.5 spectators per player											1440						
Large Tournament - 10 Fields, 2.5 Days																		
Team Information	15 players per team											80						
Rental Fees	Daily Rental Rate/Field	\$480	\$480	\$528	\$528	\$554	3	3	3	4	4	25	\$36,000	\$36,000	\$39,600	\$52,800	\$55,440	
Spectators	1.5 spectators per player											1800						
	Non-capacity growth rate		1.00	1.10	1.00	1.05	3	3	3	4	4							
	Capacity growth rate		1.10	1.10	1.10	1.10	3	3	3	4	4							
Area Revenue												\$36,000	\$36,000	\$39,600	\$52,800	\$55,440		
Expense																		
	Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5	
Facility Attendant Staff	10% Rental Fees												\$3,600	\$3,600	\$3,960	\$5,280	\$5,544	
Trainer Fees	Pass Through												\$0	\$0	\$0	\$0	\$0	
Area Expense												\$3,600	\$3,600	\$3,960	\$5,280	\$5,544		
Net Revenue												\$32,400	\$32,400	\$35,640	\$47,520	\$49,896		



Outdoor Flag 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 Camps (Full Days)	\$/Week	\$275	\$275	\$303	\$303	\$318	7	8	9	9	10	1	\$1,815	\$2,127	\$2,624	\$2,845	\$3,090
Leagues																	
Sept. - Oct. League	\$/Team *2	\$580	\$580	\$638	\$638	\$670	11	13	14	16	16	1	\$6,380	\$7,476	\$9,224	\$10,001	\$10,861
Nov. - Dec. League	\$/Team	\$580	\$580	\$638	\$638	\$670	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Jan. - Feb. League	\$/Team	\$580	\$580	\$638	\$638	\$670	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Mar. - Apr. League	\$/Team	\$580	\$580	\$638	\$638	\$670	11	13	14	16	16	1	\$6,380	\$7,476	\$9,224	\$10,001	\$10,861
May - June League	\$/Team	\$580	\$580	\$638	\$638	\$670	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
July - Aug. League	\$/Team	\$580	\$580	\$638	\$638	\$670	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.17	1.12	1.08	1.03						
Capacity growth rate			1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
Area Revenue												\$14,575	\$17,078	\$21,073	\$22,848	\$24,811	
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% Gross Revenue	\$729	\$854	\$1,054	\$1,142	\$1,241											
Referee Fees	Avg. \$20/game	\$1,760	\$2,062	\$2,313	\$2,508	\$2,594											
Instructor Fees	\$10-\$25/Instructor (25% Instruct. Rev)	\$454	\$532	\$656	\$711	\$772											
Equipment and Supplies	2% Gross Revenue	\$292	\$342	\$421	\$457	\$496											
Awards	T-Shirts and Trophies (2% Gross Revenue)	\$292	\$342	\$421	\$457	\$496											
Area Expense												\$3,526	\$4,131	\$4,866	\$5,276	\$5,599	
Net Revenue												\$11,050	\$12,947	\$16,207	\$17,572	\$19,212	



Outdoor 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 Camps (Full Days)	\$/Week	\$300	\$300	\$330	\$330	\$347	-	9	9	10	11	1	\$0	\$2,700	\$2,970	\$3,378	\$3,856
Full Field League																	
Sept. - Oct. League	\$/Team *2	\$2,750	\$2,750	\$3,025	\$3,025	\$3,176	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Nov. - Dec. League	\$/Team	\$2,750	\$2,750	\$3,025	\$3,025	\$3,176	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Jan. - Feb. League	\$/Team	\$2,750	\$2,750	\$3,025	\$3,025	\$3,176	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Mar. - Apr. League	\$/Team	\$2,750	\$2,750	\$3,025	\$3,025	\$3,176	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
May - June League	\$/Team	\$2,750	\$2,750	\$3,025	\$3,025	\$3,176	-	-	10	11	12	1	\$0	\$0	\$30,250	\$34,401	\$39,272
July - Aug. League	\$/Team	\$2,750	\$2,750	\$3,025	\$3,025	\$3,176	-	-	10	11	12	1	\$0	\$0	\$30,250	\$34,401	\$39,272
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.28	1.23	1.14	1.09						
Capacity growth rate			1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
Area Revenue													\$0	\$2,700	\$63,470	\$72,180	\$82,401
Expense																	
	Management Assumption												Year 1	Year 2	Year 3	Year 4	Year 5
Lacrosse Management	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Lacrosse Staff	5% Gross Revenue												\$0	\$135	\$3,174	\$3,609	\$4,120
Referee Fees	Avg. \$30/game												\$0	\$0	\$2,400	\$2,729	\$2,967
Instructor Fees	\$10-\$25/Instructor (25% Instruct. Rev)												\$0	\$675	\$743	\$844	\$964
Equipment and Supplies	1% Gross Revenue												\$0	\$27	\$635	\$722	\$824
Awards	T-Shirts and Trophies (2% Gross Revenue)												\$0	\$54	\$1,269	\$1,444	\$1,648
Area Expense													\$0	\$891	\$8,220	\$9,348	\$10,523
Net Revenue													\$0	\$1,809	\$55,250	\$62,832	\$71,877

Pricing Notes Lacrosse Camps
*1 *Lake Forest Academy*
\$539/4 days
\$689/4 days (Overnight)

Lacrosse Leagues
*2 *Principia School Girls 11u*
\$275/8 days

Samurai Lax 10u Boys
\$300/6 days



Outdoor 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 Field Rentals																				
Sept. - Oct.	\$/Hour	*1	\$90	\$90	\$99	\$99	\$104	144	151	159	167	167	1	\$12,960	\$13,608	\$15,717	\$16,503	\$17,328		
Nov.- Dec.	\$/Hour		\$90	\$90	\$99	\$99	\$104	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0		
Jan. - Feb.	\$/Hour		\$90	\$90	\$99	\$99	\$104	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0		
Mar. - Apr.	\$/Hour		\$90	\$90	\$99	\$99	\$104	144	151	159	167	167	1	\$12,960	\$13,608	\$15,717	\$16,503	\$17,328		
May - June	\$/Hour		\$90	\$90	\$99	\$99	\$104	208	218	229	241	241	1	\$18,720	\$19,656	\$22,703	\$23,838	\$25,030		
July - Aug	\$/Hour		\$90	\$90	\$99	\$99	\$104	208	218	229	241	241	1	\$18,720	\$19,656	\$22,703	\$23,838	\$25,030		
Multi-Purpose Field Rentals																				
Sept. - Oct.	\$/Hour	*1	\$90	\$90	\$99	\$99	\$104	208	218	229	241	241	1	\$18,720	\$19,656	\$22,703	\$23,838	\$25,030		
Nov.- Dec.	\$/Hour		\$90	\$90	\$99	\$99	\$104	83	87	92	96	96	1	\$7,488	\$7,862	\$9,081	\$9,535	\$10,012		
Jan. - Feb.	\$/Hour		\$90	\$90	\$99	\$99	\$104	83	87	92	96	96	1	\$7,488	\$7,862	\$9,081	\$9,535	\$10,012		
Mar. - Apr.	\$/Hour		\$90	\$90	\$99	\$99	\$104	208	218	229	241	241	1	\$18,720	\$19,656	\$22,703	\$23,838	\$25,030		
May - June	\$/Hour		\$90	\$90	\$99	\$99	\$104	125	131	138	144	144	1	\$11,232	\$11,794	\$13,622	\$14,303	\$15,018		
July - Aug	\$/Hour		\$90	\$90	\$99	\$99	\$104	125	131	138	144	144	1	\$11,232	\$11,794	\$13,622	\$14,303	\$15,018		
Field Light Usage Charge	\$/Hour		\$20	\$20	\$22	\$22	\$23	538	564	593	622	622	1	\$10,752	\$11,290	\$13,039	\$13,691	\$14,376		
Non-capacity growth rate				1.00	1.10	1.00	1.05		1.05	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													\$148,992	\$156,442	\$180,690	\$189,725	\$199,211			
Expense																				
Expense		Mgmt Assump.														Year 1	Year 2	Year 3	Year 4	Year 5
Supervision/Maintenance Staff		5% Rev														\$7,450	\$7,822	\$9,035	\$9,486	\$9,961
Area Expense													\$7,450	\$7,822	\$9,035	\$9,486	\$9,961			
Net Revenue													\$141,542	\$148,620	\$171,656	\$180,238	\$189,250			



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						
Rental Baseball - Small	1	\$10.00	10	10	10	10	10	630	\$63,000	\$63,000	\$63,000	\$63,000	\$63,000
Rental Baseball - Medium	1	\$10.00	7	7	7	8	8	1260	\$88,200	\$88,200	\$88,200	\$100,800	\$100,800
Rental Baseball - Large	1	\$10.00	3	3	4	4	4	1575	\$47,250	\$47,250	\$63,000	\$63,000	\$63,000
Rental Baseball - Extra Large	1	\$15.00	-	-	-	-	-	2520	\$0	\$0	\$0	\$0	\$0
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
Rental Multi-Purpose Field - Small	1	\$10.00	-	-	-	-	-	1080	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Medium	1	\$10.00	-	-	-	-	-	1440	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Large	1	\$10.00	3	3	3	4	4	1800	\$54,000	\$54,000	\$54,000	\$72,000	\$72,000
Rental Multi-Purpose Field - Extra Large	1	\$10.00	-	-	-	-	-	2880	\$0	\$0	\$0	\$0	\$0
Gate Fee Reduction of Revenue (Rental)	80% to Rights Holder								(\$201,960)	(\$201,960)	(\$214,560)	(\$239,040)	(\$239,040)
Area Revenue			23	24	26	26			\$50,490	\$50,490	\$53,640	\$59,760	\$59,760
Expense	Mgmt. Assump.								Year 1	Year 2	Year 3	Year 4	Year 5
Gate Staff	\$0.25 Per Sale								\$6,311	\$6,311	\$6,705	\$7,470	\$7,470
Gate Ticket Cost	\$0.25 Per Ticket								\$6,311	\$6,311	\$6,705	\$7,470	\$7,470
Area Expense									\$12,623	\$12,623	\$13,410	\$14,940	\$14,940
Net Revenue									\$37,868	\$37,868	\$40,230	\$44,820	\$44,820



Food & Beverage Revenue & Expenses

Revenue		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Sales			\$268,410	\$269,461	\$290,688	\$319,283	\$319,511
Area Revenue			\$268,410	\$269,461	\$290,688	\$319,283	\$319,511
Expense		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Food		30% Concession Sales	\$80,523	\$80,838	\$87,207	\$95,785	\$95,853
Concessions Wages		25% Concession Sales	\$67,102	\$67,365	\$72,672	\$79,821	\$79,878
Area Expense			\$147,625	\$148,204	\$159,879	\$175,605	\$175,731
Net Revenue			\$120,784	\$121,257	\$130,810	\$143,677	\$143,780



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 Baseball - Small	50% non-local attendance	2	\$0	-	-	-	-	-	210	315	175	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Medium	60% non-local attendance	2	\$0	-	-	-	-	-	504	756	420	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Large	70% non-local attendance	2.5	\$0	-	-	-	-	-	735	1103	613	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Extra Large	75% non-local attendance	2.5	\$0	-	-	-	-	-	1260	1890	1050	\$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	50% non-local attendance	2	\$0	10	10	10	10	10	210	315	175	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Medium	60% non-local attendance	2	\$0	7	7	7	8	8	504	756	420	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Large	70% non-local attendance	2.5	\$0	3	3	4	4	4	735	1103	613	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Extra Large	75% non-local attendance	2.5	\$0	-	-	-	-	-	1260	1890	1050	\$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	50% non-local attendance	2	\$0	-	-	-	-	-	360	540	300	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Medium	60% non-local attendance	2	\$0	-	-	-	-	-	576	864	480	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Large	70% non-local attendance	2.5	\$0	-	-	-	-	-	840	1260	700	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Extra Large	80% non-local attendance	2.5	\$0	-	-	-	-	-	1536	2304	1280	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Small	50% non-local attendance	2	\$0	-	-	-	-	-	360	540	300	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Medium	60% non-local attendance	2	\$0	-	-	-	-	-	576	864	480	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Large	70% non-local attendance	2.5	\$0	3	3	3	4	4	840	1260	700	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Extra Large	80% non-local attendance	2.5	\$0	-	-	-	-	-	1536	2304	1280	\$0	\$0	\$0	\$0	\$0
Unredeemed Rebates	33% Reduction of Revenue											\$0	\$0	\$0	\$0	\$0
				23	23	24	26	26								
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



Secondary Revenue Areas

Revenue		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Advertisement/Sponsorship Income			\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Area Revenue			\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Expense		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Sponsorship COGS		25% Revenue	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Area Expense			\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Net Revenue			\$75,000	\$75,000	\$75,000	\$75,000	\$75,000

Overhead Expenses



Facility Expenses

Indoor Building

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Janitorial Expenses		\$16,210	\$16,285	\$17,061	\$18,498	\$18,576
Safety Supplies		\$5,000	\$2,000	\$2,030	\$2,060	\$2,091
Maintenance & Repairs		\$2,994	\$3,039	\$3,084	\$3,131	\$3,178
Utility Expense		\$9,980	\$10,130	\$10,282	\$10,436	\$10,592
Total Indoor Facility Expense		\$34,184	\$31,453	\$32,457	\$34,125	\$34,438

Outdoor Facility

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Turf Baseball/Softball Field Maintenance and Labor		\$47,500	\$48,213	\$48,936	\$49,670	\$50,415
Field Painting/Striping Supplies and Labor		\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Grounds Maintenance, Labor, and Lighting		\$62,420	\$63,357	\$64,307	\$65,271	\$66,251
Field Lighting		\$20,247	\$20,550	\$20,859	\$21,172	\$21,489
Total Outdoor Facility Expense		\$140,167	\$142,119	\$144,101	\$146,113	\$148,154
Total Facility Expense		\$174,351	\$173,573	\$176,558	\$180,238	\$182,592



Operating Expenses

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Accounting Fees		\$10,000	\$10,150	\$10,302	\$10,457	\$10,614
Bank Service Charges	Misc. Banking Fees	\$14,429	\$14,988	\$18,302	\$20,029	\$20,917
Communications		\$15,000	\$15,225	\$15,453	\$15,685	\$15,920
Dues/Subscriptions		\$500	\$508	\$515	\$523	\$531
Employee Uniforms		\$1,500	\$999	\$1,014	\$1,029	\$1,045
Marketing and Advertising		\$21,643	\$14,988	\$18,302	\$20,029	\$20,917
Insurance		\$24,643	\$25,012	\$25,388	\$25,768	\$26,155
Legal Fees		\$10,000	\$10,150	\$10,302	\$10,457	\$10,614
Licenses, Permits		\$10,000	\$10,150	\$10,302	\$10,457	\$10,614
National Management & Marketing Service	TBD	\$0	\$0	\$0	\$0	\$0
National Management Travel	TBD	\$0	\$0	\$0	\$0	\$0
Office Supplies		\$5,000	\$5,075	\$5,151	\$5,228	\$5,307
Real Estate Tax	Assumes Abatement	\$0	\$0	\$0	\$0	\$0
Software		\$9,600	\$9,744	\$9,890	\$10,039	\$10,189
Travel and Education		\$10,000	\$10,150	\$10,302	\$10,457	\$10,614
Total Operating Expenses		\$132,314	\$127,139	\$135,224	\$140,158	\$143,435



Management Payroll Summary

Management Position	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager		\$100,000	\$104,000	\$108,160	\$112,486	\$116,986
Director of Operations		\$63,000	\$65,520	\$68,141	\$70,866	\$73,701
Marketing & Business Development Director		\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
Senior Program Director		\$46,200	\$48,048	\$49,970	\$51,969	\$54,047
Outdoor Facility Manager		\$46,200	\$48,048	\$49,970	\$51,969	\$54,047
Food Service Manager		\$50,400	\$52,416	\$54,513	\$56,693	\$58,961
Finance Manager		\$50,400	\$52,416	\$54,513	\$56,693	\$58,961
Admin Support	Part Time - Front Desk	\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
Total Management Payroll		\$476,200	\$495,248	\$515,058	\$535,660	\$557,087



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	\$100,000	\$100,000	\$104,000	\$108,160	\$112,486	\$116,986
Mgmt	Director of Operations	9 months prior	\$47,250	\$63,000	\$65,520	\$68,141	\$70,866	\$73,701
Mgmt	Marketing & Business Development Director	12 months prior	\$60,000	\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
Mgmt	Senior Program Director	3 months prior	\$11,550	\$46,200	\$48,048	\$49,970	\$51,969	\$54,047
Mgmt	Outdoor Facility Manager	3 months prior	\$11,550	\$46,200	\$48,048	\$49,970	\$51,969	\$54,047
Mgmt	Food Service Manager	3 months prior	\$12,600	\$50,400	\$52,416	\$54,513	\$56,693	\$58,961
Mgmt	Finance Manager	6 months prior	\$25,200	\$50,400	\$52,416	\$54,513	\$56,693	\$58,961
Support	Admin Support	1 month prior	\$5,000	\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
Subtotal Management Payroll			\$273,150	\$476,200	\$495,248	\$515,058	\$535,660	\$557,087
Staff	Outdoor In-House Baseball/Softball Tournament Staff	1 month prior	\$0	\$0	\$0	\$0	\$0	\$0
Staff	Outdoor Rental Baseball/Softball Tournament Staff	1 month prior	\$1,068	\$12,816	\$12,816	\$15,418	\$16,262	\$17,076
Staff	Outdoor Baseball/Softball Staff	1 month prior	\$312	\$3,740	\$4,453	\$5,588	\$6,112	\$6,698
Staff	Outdoor In-House Multi-Purpose Tournament Staff	1 month prior	\$0	\$0	\$0	\$0	\$0	\$0
Staff	Outdoor Multi-Purpose Tournament Staff	1 month prior	\$300	\$3,600	\$3,600	\$3,960	\$5,280	\$5,544
Staff	Outdoor Soccer Staff	1 month prior	\$0	\$0	\$0	\$0	\$0	\$0
Staff	Outdoor Football Staff	1 month prior	\$61	\$729	\$854	\$1,054	\$1,142	\$1,241
Staff	Outdoor Lacrosse Staff	1 month prior	\$0	\$0	\$135	\$3,174	\$3,609	\$4,120
Staff	Outdoor Field Rental Staff	1 month prior	\$621	\$7,450	\$7,822	\$9,035	\$9,486	\$9,961
Staff	Food & Beverage Staff	1 month prior	\$5,592	\$67,102	\$67,365	\$72,672	\$79,821	\$79,878
Subtotal Sport Admin Staff			\$7,953	\$95,437	\$97,046	\$110,899	\$121,713	\$124,517
Instructors	Outdoor Football Instructors	Per Diem		\$454	\$532	\$656	\$711	\$772
Instructors	Outdoor Lacrosse Instructors	Per Diem		\$0	\$675	\$743	\$844	\$964
Subtotal Instructors (COGS)				\$454	\$1,207	\$1,399	\$1,556	\$1,736
Referees	In-House Baseball/Softball Tournament Umpires	Per Diem		\$0	\$0	\$0	\$0	\$0
Referees	Outdoor Baseball/Softball Umpires	Per Diem		\$17,600	\$20,957	\$23,906	\$26,147	\$27,291
Referees	In-House Multi-Purpose Field Tournament Referees	Per Diem		\$0	\$0	\$0	\$0	\$0
Referees	Outdoor Football Referees	Per Diem		\$1,760	\$2,062	\$2,313	\$2,508	\$2,594
Referees	Outdoor Lacrosse Referees	Per Diem		\$0	\$0	\$2,400	\$2,729	\$2,967
Subtotal Referee/Trainers (COGS)				\$19,360	\$23,019	\$28,620	\$31,385	\$32,852
Payroll Subtotal			\$281,103	\$591,451	\$616,519	\$655,975	\$690,313	\$716,192
	Bonus Pool	1% of Total Rev		\$8,214	\$8,494	\$10,151	\$11,015	\$11,459
	Payroll Services	3% of Payroll	\$8,433	\$17,149	\$17,769	\$18,779	\$19,721	\$20,448
	Payroll Taxes/Benefits	32% of Payroll	\$89,953	\$182,924	\$189,534	\$200,306	\$210,359	\$218,113
Payroll Taxes/Benefits/Bonus Totals			\$98,386	\$208,287	\$215,797	\$229,236	\$241,095	\$250,020
Total Payroll				\$799,738	\$832,316	\$885,211	\$931,408	\$966,211