

MIDDLE SCHOOL PROPERTY & SPORTS PARK ANNEX | COLLINSVILLE, IL

# Five Year Operating Pro Forma

APRIL 2023



PREPARED FOR:

**City of Collinsville, Illinois**

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# Facility Program Details

## Facility Program

### Indoor Athletic Facility

Space	Indoor Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint
			L (')	W (')			
Domed Turf	Turf Area (Domed - actual field 225' by 145')	1	235	155	36,425	36,425	669.9%
	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%
<b>Total Turf Sq. Ft.</b>						<b>36,425</b>	<b>669.9%</b>
Flex Space	Lobby/Welcome Area	1	-	-	900	900	16.6%
	Manager's Office	1	10	10	100	100	1.8%
	Restrooms	2	35	25	875	1,750	32.2%
	Leased Space	1	-	-	2,000	2,000	36.8%
<b>Total Flex Space Sq. Ft.</b>						<b>4,750</b>	<b>87.4%</b>
Required SF for Products and Services						41,175	757.2%
Mechanical, Electrical, Storage, etc. 10% of Flex Space SF (Excl. Leased)						275	5.1%
Common Area, Stairs, Circulation, etc. 15% of Flex Space SF (Excl. Leased)						413	7.6%
<b>Total Estimated Dome Structure SF</b>						<b>36,425</b>	
<b>Total Dome Structure Acreage</b>						<b>0.84</b>	
<b>Total Estimated Flex Space SF</b>						<b>5,438</b>	
<b>Estimated Flex Space Building Footprint</b>						<b>4,894</b>	
<b>Total Flex Space Building Acreage</b>						<b>0.11</b>	

### Outdoor Athletic Facilities

Space	Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint
			L (')	W (')			
Flex MP Field	Synthetic Turf Flex Field	2	-	-	132,000	264,000	58.7%
	Youth Baseball/Softball Fields	4	225' Fence		Over Flex Fields		0.0%
<b>Total Flex Fields Sq. Ft.</b>						<b>264,000</b>	<b>58.7%</b>
165' BB/SB Fields	Little League Challenger Field	1	165' Fence		27,225	27,225	6.1%
	<b>Total 165' Baseball/Softball Fields Sq. Ft.</b>						<b>27,225</b>
Champ MP Field w/ Track	400-Meter Track	1	560	280	156,800	156,800	34.9%
	Turf Multi-Purpose Field	1	360	225	Inside Track		0.0%
<b>Total Multi-Purpose Field w/ Track Sq. Ft.</b>						<b>156,800</b>	<b>34.9%</b>
SSB	Secondary Support Buildings	1	40	40	1,600	1,600	0.4%
	<b>Total Support Buildings Sq. Ft.</b>						<b>1,600</b>
<b>Total Estimated Outdoor Athletic Facilities SF</b>						<b>449,625</b>	<b>100%</b>
<b>Total Outdoor Athletic Facility Acreage</b>						<b>10.32</b>	

### 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)	527	400	210,980	42.3%
	Setbacks, Green Space, Trails, etc.	25% Indoor SF, 50% Outdoor		287,887	57.7%
<b>Total Estimated Site Development SF</b>			<b>498,867</b>	<b>100%</b>	
<b>Total Site Development Acreage</b>			<b>11.45</b>		
<b>Total Complex Acreage</b>			<b>22.72</b>		

# Facility Development Costs and Financing



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

Details	Quantity	Unit	Cost/Unit	Budgeted Cost	% of Total	
<b>Building &amp; Land Cost</b>						
Real Estate Acquisition	0.95		\$0.00	\$0	0.0%	
<b>Land Cost Total</b>				<b>\$0</b>	<b>0.0%</b>	
<b>Hard Costs</b>						
Hard Structure Cost	5,438	SF	\$170	\$924,375	18.4%	
Hard Structure Cost - Dome	36,425	SF	\$60	\$2,185,500	43.5%	
Site Development	0.95	Acre	\$250,000	\$237,137	4.7%	
			10.00%	\$334,701	6.7%	
<b>Contingency</b>						
<b>Hard Cost Total</b>				<b>\$3,681,713</b>	<b>73.3%</b>	
<b>Field and Sport Equipment Cost</b>						
<b>Turf Area</b>						
Synthetic Turf Flooring	32,625	SF	\$5	\$163,125	3.2%	
Scoreboards	3	Ea.	\$10,000	\$30,000	0.6%	
Benches (Participants)	6	Ea.	\$750	\$4,500	0.1%	
Bleachers (Spectators)	6	Ea.	\$3,000	\$18,000	0.4%	
Goals						
Soccer	2	Ea.	\$2,000	\$4,000	0.1%	
Soccer	6	Ea.	\$2,000	\$12,000	0.2%	
Lacrosse	6	Ea.	\$1,000	\$6,000	0.1%	
Netting (Field)	32,625	SF	\$4	\$130,500	2.6%	
Curtains (Field)	1	Ea.	\$20,000	\$20,000	0.4%	
Batting Cages/Pitching Tunnels	4	Ea.	\$15,000	\$60,000	1.2%	
Pitching Machines	2	Ea.	\$3,000	\$6,000	0.1%	
Athletic Equipment	1	LS	\$25,000	\$25,000	0.5%	
<b>Shipping &amp; Tax (Tax-Exempt)</b>			5.00%	\$23,956	0.5%	
<b>Contingency</b>			10.00%	\$50,308	1.0%	
<b>Field and Sport Equipment Cost Total</b>				<b>\$553,389</b>	<b>11.0%</b>	
<b>Furniture, Fixtures and Equipment Cost</b>						
<b>FURNISHINGS</b>						
Furnishings	2,750	SF	\$2	\$5,500	0.1%	
Hardware	41,863	SF	\$1.00	\$41,863	0.8%	
<b>MISCELLANEOUS</b>						
Graphics Package	41,863	SF	\$2	\$83,725	1.7%	
Maintenance Equipment	41,863	SF	\$0.50	\$20,931	0.4%	
<b>Shipping &amp; Tax (Tax-Exempt)</b>			5.00%	\$7,601	0.2%	
<b>Contingency</b>			10.00%	\$15,962	0.3%	
<b>Furniture, Fixtures and Equipment Cost Total</b>				<b>\$175,582</b>	<b>3.5%</b>	
<b>Soft Costs Construction</b>						
Design-Build Fee			% of Structure and Site work	11.0%	\$404,988	8.1%
SFD Owner's Rep Services			% of Hard Costs, Field and Sport Equipment, & FF&E	3.0%	\$132,321	2.6%
Permits/Inspections			% of Structure and Site work	0.50%	\$18,409	0.4%
<b>Contingency</b>			10.00%	\$55,572	1.1%	
<b>Soft Cost Total</b>				<b>\$611,289</b>	<b>12.2%</b>	
<b>Total Construction Costs - Indoor Facility</b>				<b>\$5,021,974</b>	<b>100.0%</b>	
<b>Cost Per Square Foot</b>				<b>\$120</b>		



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

Details		Quantity	Unit	Cost/Unit	Budgeted Cost	% of Total
<b>Building &amp; Land Cost</b>						
Real Estate Acquisition	TBD	22.61	Acre	\$0	\$0	0.0%
<b>Land Cost Total</b>					<b>\$0</b>	<b>0.0%</b>
<b>Hard Costs</b>						
<b>Site Development</b>						
Support Buildings	Finished Modular Building with FF&E (Not Including F&B)	1,600	SF	\$350	\$560,000	4.9%
Site Development - Clearing, Prep, Grading, Utility Runs, Landscaping, etc.	Paving, Grading, Utilities, Landscaping, Improvement Allocation for Outdoor Facility	21.77	Acre	\$150,000	\$3,266,158	28.8%
Fencing - Perimeter and Facility Control		2,682	SF	\$12	\$32,186	0.3%
<b>Contingency</b>				10.00%	\$385,834	3.4%
<b>Hard Cost Total</b>					<b>\$4,244,178</b>	<b>37.5%</b>
<b>Baseball/Softball Fields</b>						
<b>Synthetic Turf Fields</b>						
Synthetic Turf Fields	Turf with Full Installation	27,225	SF	\$7.00	\$190,575	1.68%
<b>All Fields</b>						
Field Lights (225' Fence - standalone)	Material and Install	1	Ea.	\$225,000	\$225,000	1.99%
Scoreboard		1	Ea.	\$12,500	\$12,500	0.11%
Plate Bases and Anchors		5	Set	\$900	\$4,500	0.04%
Dugouts with Fountains		5	Ea.	\$12,000	\$60,000	0.53%
Foul Poles		1	Set	\$4,000	\$4,000	0.04%
Portable Foul Poles		8	Set	\$500	\$4,000	0.04%
Fencing and Backstop		5	Ea.	\$75,000	\$375,000	3.31%
L-Screens		5	Ea.	\$500	\$2,500	0.02%
1B Screens		5	Ea.	\$475	\$2,375	0.02%
Ball Caddies		5	Ea.	\$350	\$1,750	0.02%
Portable Game Mounds	6"	5	Ea.	\$8,000	\$40,000	0.35%
Bleachers		10	Ea.	\$4,000	\$40,000	0.35%
Shade Structures - Tension Fabric		10	Ea.	\$10,000	\$100,000	0.88%
Portable Fencing		2	Ea.	\$10,000	\$20,000	0.18%
Trackman System		5	Ea.	\$20,000	\$100,000	0.88%
Streaming System		5	Ea.	\$10,000	\$50,000	0.44%
Field and Sport Equipment	Signage, Helmets, Balls, Cages, etc.	1	Ea.	\$5,000	\$5,000	0.04%
Training Area Equipment	Bullpens, Batting Cages, Warm Up Areas, etc.	1	LS	\$50,000	\$50,000	0.44%
<b>Shipping &amp; Tax</b>				9.00%	\$115,848	1.02%
<b>Contingency</b>				10.00%	\$140,305	1.24%
<b>Baseball/Softball Fields Cost Total</b>					<b>\$1,543,353</b>	<b>13.62%</b>
<b>Multi-Purpose Fields</b>						
<b>Synthetic Turf Fields</b>						
Synthetic Turf Fields	Turf with Full Installation	345,000	SF	\$7.00	\$2,415,000	21.31%
<b>All Fields</b>						
Field Lights (Turf Flex Field w/Youth BB)	Material and Install	2	Ea.	\$225,000	\$450,000	3.97%
Field Lights (standard Rectangle)	Material and Install	1	Ea.	\$200,000	\$200,000	1.77%
Scoreboards		3	Ea.	\$12,500	\$37,500	0.33%
Benches (Participants)		8	Ea.	\$600	\$4,800	0.04%
Bleachers (Spectators)	Tip and Roll	8	Ea.	\$4,000	\$32,000	0.28%
Goals	Soccer: 11 v 11	6	Ea.	\$5,000	\$30,000	0.26%
Goals	Soccer: 9v9	6	Ea.	\$1,200	\$7,200	0.06%
Goals	Soccer: 6v6	12	Ea.	\$1,050	\$12,600	0.11%
Goals	Lacrosse	6	Ea.	\$750	\$4,500	0.04%
Field Equipment	Flags, Balls, Cones, & Training Equip.	3	Ea.	\$5,000	\$15,000	0.13%
<b>Shipping &amp; Tax (Tax-Exempt)</b>				5.00%	\$160,430	1.42%
<b>Contingency</b>				10.00%	\$336,903	2.97%
<b>Multi-Purpose Fields Cost Total</b>					<b>\$3,705,933</b>	<b>32.71%</b>
<b>Track and Field</b>						
400-Meter Track		156,800	SF	\$4	\$627,200	5.54%
Track Equipment	Timing System, Hurdles, Mats, & Training Equipment	1	LS	\$50,000	\$50,000	0.44%
<b>Shipping &amp; Tax (Tax-Exempt)</b>				5.00%	\$33,860	0.30%
<b>Contingency</b>				10.00%	\$71,106	0.63%
<b>Track and Field Cost Total</b>					<b>\$782,166</b>	<b>6.90%</b>
<b>Furniture, Fixtures and Equipment Cost</b>						
<b>FOOD &amp; BEVERAGE</b>						
Equipment	Equipment for Support Buildings	1	Ea.	\$50,000	\$50,000	0.4%
Finish Out		1	Ea.	\$25,000	\$25,000	0.2%
<b>FURNISHINGS</b>						
Signage	Monument and Wayfinding	1	LS	\$50,000	\$50,000	0.4%
Furnishings	Support Buildings	1,600	SF	\$2	\$3,200	0.0%
Hardware	IT systems, Computers, Etc.	1	LS	\$30,000	\$30,000	0.3%
Software		1	LS	\$25,000	\$25,000	0.2%
<b>FIELD MAINTENANCE EQUIPMENT</b>						
Utility Vehicle (Gator)		2	Ea.	\$12,500	\$25,000	0.2%
Utility Golf Cart		2	Ea.	\$10,000	\$20,000	0.2%
<b>Shipping &amp; Tax (Tax-Exempt)</b>				5.00%	\$11,410	0.1%
<b>Contingency</b>				10.00%	\$23,961	0.2%
<b>Furniture, Fixtures and Equipment Cost Total</b>					<b>\$263,571</b>	<b>2.3%</b>
<b>Soft Costs Construction</b>						
Design-Build Fees	% of Structure and Site work			9.0%	\$381,976	3.4%
SFD Owner's Rep Services				3.0%	\$316,176	2.8%
Permits/Inspections				0.50%	\$21,221	0.2%
<b>Contingency</b>				10.00%	\$71,937	0.6%
<b>Soft Costs Total</b>					<b>\$791,310</b>	<b>7.0%</b>
<b>Total Construction Costs - Outdoor Facility</b>					<b>\$11,330,511</b>	<b>100.00%</b>



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

	Details	Cost/Unit	Budgeted Cost	% of Total
<b>Soft Costs Operations</b>				
Pre-Launch Professional Services	Legal, Accounting, Bank, Consulting		\$0	0.0%
Permits and Extensions			\$0	0.0%
Presentation Materials	Renderings, Etc.		\$10,000	9.5%
Grand Opening			\$5,000	4.8%
Opening Support Services	Professional Management Support for Pre-Opening Operations Development		\$0	0.0%
Pre-Funded Operational Account			\$52,624	50.2%
Pre-Opening Staff Budget	Staffing Cost Pre-Grand Opening		\$26,900	25.7%
Pre-Opening Staff Recruitment			\$807	0.8%
Cost of Issuance/Financing			TBD	0.0%
Interest Reserve			TBD	0.0%
Closing Costs			TBD	0.0%
Working Capital Reserve			TBD	0.0%
<b>Contingency</b>		10.00%	\$9,533	9.1%
<b>Soft Cost Total</b>			<b>\$104,865</b>	<b>100.0%</b>
<b>Total Construction Costs - Soft Cost Operations</b>			<b>\$104,865</b>	<b>100.0%</b>
<b>Working Capital Reserve</b>			<b>TBD</b>	<b>100.0%</b>





## Capital Costs and Start-up Expenses

SOURCES OF FUNDS		
Equity Contribution	100%	\$16,457,349
Bank Financing	0%	\$0
Bond Financing	0%	\$0
Public Contribution	0%	\$0
<b>Total Sources of Funds</b>		<b>\$16,457,349</b>

USES OF FUNDS	
Land Cost	TBD
Hard Cost	\$7,925,891
Field and Sport Equipment Cost	\$6,584,841
Furniture, Fixtures, and Equipment	\$439,153
Soft Costs Construction	\$1,402,600
Soft Costs Operations	\$104,865
Working Capital Reserve	TBD
<b>Total Uses of Funds</b>	<b>\$16,457,349</b>

# Financial Performance Summary



## Total Revenue & Expenses - 5-Year Detail

Revenue	Year 1	Year 2	Year 3	Year 4	Year 5
Baseball/Softball	\$171,912	\$204,701	\$256,861	\$280,937	\$307,884
Field Rental	\$153,126	\$160,782	\$185,704	\$194,989	\$214,975
Outdoor Rental Baseball/Softball Tournaments	\$7,680	\$9,600	\$14,784	\$14,784	\$15,523
Outdoor Rental Multi-Purpose Field Tournaments	\$10,800	\$10,800	\$11,880	\$15,840	\$16,632
Outdoor Field Rental	\$37,248	\$39,110	\$45,173	\$47,431	\$49,803
Gate Fees	\$2,520	\$3,150	\$4,410	\$4,410	\$4,410
Parking Fees	\$12,656	\$12,656	\$12,656	\$16,875	\$16,875
Food & Beverage	\$45,011	\$49,121	\$56,348	\$63,949	\$64,521
Tenant Revenue	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000
Secondary Revenue	\$96,063	\$96,063	\$96,063	\$96,063	\$96,063
<b>Total Revenue</b>	<b>\$577,016</b>	<b>\$625,984</b>	<b>\$723,878</b>	<b>\$775,278</b>	<b>\$826,686</b>
Expenses	Year 1	Year 2	Year 3	Year 4	Year 5
Baseball/Softball	\$68,128	\$81,122	\$101,793	\$111,334	\$122,013
Field Rental	\$7,656	\$8,039	\$9,285	\$9,749	\$10,749
Outdoor Rental Baseball/Softball Tournaments	\$1,152	\$1,440	\$2,218	\$2,218	\$2,328
Outdoor Rental Multi-Purpose Field Tournaments	\$1,080	\$1,080	\$1,188	\$1,584	\$1,663
Outdoor Field Rental	\$1,862	\$1,956	\$2,259	\$2,372	\$2,490
Gate Fees	\$1,845	\$2,003	\$2,318	\$2,723	\$2,723
Parking Fees	\$2,848	\$2,848	\$2,848	\$3,797	\$3,797
Food & Beverage	\$24,756	\$27,017	\$30,992	\$35,172	\$35,487
Tenant Expense	\$0	\$0	\$0	\$0	\$0
Secondary Expense	\$24,016	\$24,016	\$24,016	\$24,016	\$24,016
<b>Total Cost of Goods Sold</b>	<b>\$133,343</b>	<b>\$149,519</b>	<b>\$176,914</b>	<b>\$192,964</b>	<b>\$205,265</b>
<b>Gross Margin</b>	<b>\$443,673</b>	<b>\$476,465</b>	<b>\$546,963</b>	<b>\$582,314</b>	<b>\$621,421</b>
<i>% of Revenue</i>	<i>77%</i>	<i>76%</i>	<i>76%</i>	<i>75%</i>	<i>75%</i>
Facility Expenses	\$124,364	\$123,269	\$125,372	\$127,581	\$129,459
Operating Expense	\$81,130	\$83,194	\$86,252	\$88,398	\$90,560
Management Payroll	\$69,300	\$72,072	\$74,955	\$77,953	\$81,071
Payroll Taxes/Benefits/Bonus	\$40,950	\$43,578	\$47,872	\$50,863	\$53,434
<b>Total Operating Expenses</b>	<b>\$315,743</b>	<b>\$322,113</b>	<b>\$334,451</b>	<b>\$344,795</b>	<b>\$354,525</b>
<b>EBITDA</b>	<b>\$127,929</b>	<b>\$154,352</b>	<b>\$212,512</b>	<b>\$237,519</b>	<b>\$266,896</b>
<i>% of Revenue</i>	<i>22%</i>	<i>25%</i>	<i>29%</i>	<i>31%</i>	<i>32%</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	\$577,016	\$625,984	\$723,878	\$775,278	\$826,686	\$851,487	\$877,031	\$903,342	\$930,442	\$958,356
Total Cost of Goods Sold	\$133,343	\$149,519	\$176,914	\$192,964	\$205,265	\$211,423	\$217,766	\$224,299	\$231,028	\$237,959
<b>Gross Margin</b>	<b>\$443,673</b>	<b>\$476,465</b>	<b>\$546,963</b>	<b>\$582,314</b>	<b>\$621,421</b>	<b>\$640,063</b>	<b>\$659,265</b>	<b>\$679,043</b>	<b>\$699,414</b>	<b>\$720,397</b>
% of Revenue	77%	76%	76%	75%	75%	75%	75%	75%	75%	75%
Total Operating Expenses	\$315,743	\$322,113	\$334,451	\$344,795	\$354,525	\$359,842	\$365,240	\$370,719	\$376,280	\$381,924
<b>EBITDA</b>	<b>\$127,929</b>	<b>\$154,352</b>	<b>\$212,512</b>	<b>\$237,519</b>	<b>\$266,896</b>	<b>\$280,221</b>	<b>\$294,025</b>	<b>\$308,324</b>	<b>\$323,135</b>	<b>\$338,473</b>
% of Revenue	22%	25%	29%	31%	32%	33%	34%	34%	35%	35%

### 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	\$977,523	\$997,073	\$1,017,015	\$1,037,355	\$1,058,102	\$1,068,683	\$1,079,370	\$1,090,164	\$1,101,065	\$1,112,076
Total Cost of Goods Sold	\$242,718	\$247,572	\$252,524	\$257,574	\$262,726	\$265,353	\$268,007	\$270,687	\$273,394	\$276,128
<b>Gross Margin</b>	<b>\$734,805</b>	<b>\$749,501</b>	<b>\$764,491</b>	<b>\$779,781</b>	<b>\$795,376</b>	<b>\$803,330</b>	<b>\$811,363</b>	<b>\$819,477</b>	<b>\$827,672</b>	<b>\$835,949</b>
% of Revenue	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%
Total Operating Expenses	\$387,653	\$393,467	\$399,369	\$405,360	\$411,440	\$417,612	\$423,876	\$430,234	\$436,688	\$443,238
<b>EBITDA</b>	<b>\$347,152</b>	<b>\$356,034</b>	<b>\$365,122</b>	<b>\$374,421</b>	<b>\$383,936</b>	<b>\$385,718</b>	<b>\$387,487</b>	<b>\$389,243</b>	<b>\$390,984</b>	<b>\$392,710</b>
% of Revenue	36%	36%	36%	36%	36%	36%	36%	36%	36%	35%

# Economic Impact



## Economic Impact

### Number of Events Per Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Baseball/Softball Tournaments	3	3	4	4	4
Multi-Purpose Field Tournaments	3	3	3	4	4
<b>Total Events Per Year</b>	<b>6</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>8</b>

### 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%
<b>Total</b>	<b>\$142.52</b>	<b>100%</b>

### Economic Impact Drivers

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market	10,395	11,222	12,639	15,238	15,238
Room Nights	3,133	3,378	3,798	4,585	4,585

### Economic Impact

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Direct Spending	\$1,481,495	\$1,599,342	\$1,801,364	\$2,171,738	\$2,171,738
Total Indirect Spending	\$0	\$0	\$0	\$0	\$0
<b>Total Economic Impact</b>	<b>\$1,481,495</b>	<b>\$1,599,342</b>	<b>\$1,801,364</b>	<b>\$2,171,738</b>	<b>\$2,171,738</b>

### Tax Revenue Generation

	Year 1	Year 2	Year 3	Year 4	Year 5
County Sales Tax (8.1% on Spending)	\$120,001	\$129,547	\$145,910	\$175,911	\$175,911
Food & Beverage Tax (1% on Dining/Groceries)	\$4,990	\$5,387	\$6,067	\$7,314	\$7,314
Hotel/Motel Tax (9% on Lodging/Accommodations)	\$39,751	\$42,860	\$48,190	\$58,184	\$58,184
<b>Total New Tax Revenue</b>	<b>\$164,742</b>	<b>\$177,794</b>	<b>\$200,168</b>	<b>\$241,409</b>	<b>\$241,409</b>



## Economic Impact - 20-Year Outlook

### Economic Impact Drivers: Years 1-10

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Non-Local Days in Market	10,395	11,222	12,639	15,238	15,238	15,391	15,544	15,700	15,857	16,015
Room Nights	3,133	3,378	3,798	4,585	4,585	4,631	4,677	4,724	4,771	4,819

### 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
<b>Total Economic Impact</b>	<b>\$1,481,495</b>	<b>\$1,599,342</b>	<b>\$1,801,364</b>	<b>\$2,171,738</b>	<b>\$2,171,738</b>	<b>\$2,226,357</b>	<b>\$2,282,350</b>	<b>\$2,339,751</b>	<b>\$2,398,595</b>	<b>\$2,458,920</b>

### Economic Impact Drivers: Years 11-20

	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Non-Local Days in Market	16,176	16,337	16,501	16,666	16,832	17,001	17,171	17,342	17,516	17,691
Room Nights	4,867	4,916	4,965	5,015	5,065	5,115	5,166	5,218	5,270	5,323

### 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
<b>Total Economic Impact</b>	<b>\$2,520,762</b>	<b>\$2,584,159</b>	<b>\$2,649,151</b>	<b>\$2,715,777</b>	<b>\$2,784,079</b>	<b>\$2,854,098</b>	<b>\$2,925,879</b>	<b>\$2,999,465</b>	<b>\$3,074,901</b>	<b>\$3,152,235</b>

# Business Unit Analysis





**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							
<b>Private Lessons</b>																		
(Sept-Oct) Private Lessons	Per Hour	*1	\$80	\$80	\$88	\$88	\$92	130	155	177	193	202	1	\$10,400	\$12,384	\$15,539	\$16,996	\$18,626
(Nov-Dec) Private Lessons	Per Hour		\$80	\$80	\$88	\$88	\$92	175	208	238	260	271	1	\$14,000	\$16,670	\$20,918	\$22,879	\$25,073
(Jan-Feb) Private Lessons	Per Hour		\$80	\$80	\$88	\$88	\$92	175	208	238	260	271	1	\$14,000	\$16,670	\$20,918	\$22,879	\$25,073
(Mar-Apr) Private Lessons	Per Hour		\$80	\$80	\$88	\$88	\$92	130	155	177	193	202	1	\$10,400	\$12,384	\$15,539	\$16,996	\$18,626
(May-Jun) Private Lessons	Per Hour		\$80	\$80	\$88	\$88	\$92	130	155	177	193	202	1	\$10,400	\$12,384	\$15,539	\$16,996	\$18,626
(July-Aug) Private Lessons	Per Hour		\$80	\$80	\$88	\$88	\$92	130	155	177	193	202	1	\$10,400	\$12,384	\$15,539	\$16,996	\$18,626
<b>Instructional/Camps and Clinics</b>																		
(Sept-Oct) Camps/Clinics	per session (8 weeks)		\$225	\$225	\$248	\$248	\$260	26	31	35	39	40	1	\$5,850	\$6,966	\$8,741	\$9,560	\$10,477
(Nov-Dec) Camps/Clinics	per session (8 weeks)		\$225	\$225	\$248	\$248	\$260	35	42	48	52	54	1	\$7,875	\$9,377	\$11,766	\$12,869	\$14,104
(Jan-Feb) Camps/Clinics	per session (8 weeks)		\$225	\$225	\$248	\$248	\$260	35	42	48	52	54	1	\$7,875	\$9,377	\$11,766	\$12,869	\$14,104
(Mar-Apr) Camps/Clinics	per session (8 weeks)		\$225	\$225	\$248	\$248	\$260	26	31	35	39	40	1	\$5,850	\$6,966	\$8,741	\$9,560	\$10,477
(May-Jun) Camps/Clinics	per session (8 weeks)		\$225	\$225	\$248	\$248	\$260	26	31	35	39	40	1	\$5,850	\$6,966	\$8,741	\$9,560	\$10,477
(July-Aug) Camps/Clinics	per session (8 weeks)		\$225	\$225	\$248	\$248	\$260	26	31	35	39	40	1	\$5,850	\$6,966	\$8,741	\$9,560	\$10,477
<b>Team Rentals</b>																		
(Sept-Oct) Team Rental	3 cages/tunnels (per hr.)		\$81	\$81	\$89	\$89	\$94	78	93	106	116	121	1	\$6,318	\$7,523	\$9,440	\$10,325	\$11,315
(Nov-Dec) Team Rental	3 cages/tunnels (per hr.)		\$81	\$81	\$89	\$89	\$94	105	125	143	156	163	1	\$8,505	\$10,127	\$12,708	\$13,899	\$15,232
(Jan-Feb) Team Rental	3 cages/tunnels (per hr.)		\$81	\$81	\$89	\$89	\$94	105	125	143	156	163	1	\$8,505	\$10,127	\$12,708	\$13,899	\$15,232
(Mar-Apr) Team Rental	3 cages/tunnels (per hr.)		\$81	\$81	\$89	\$89	\$94	78	93	106	116	121	1	\$6,318	\$7,523	\$9,440	\$10,325	\$11,315
(May-Jun) Team Rental	3 cages/tunnels (per hr.)		\$81	\$81	\$89	\$89	\$94	78	93	106	116	121	1	\$6,318	\$7,523	\$9,440	\$10,325	\$11,315
(July-Aug) Team Rental	3 cages/tunnels (per hr.)		\$81	\$81	\$89	\$89	\$94	78	93	106	116	121	1	\$6,318	\$7,523	\$9,440	\$10,325	\$11,315
<b>Rentals</b>																		
(Sept-Oct) Rentals	Per Hour	*4	\$30	\$30	\$33	\$33	\$35	104	124	141	155	161	1	\$3,120	\$3,715	\$4,662	\$5,099	\$5,588
(Nov-Dec) Rentals	Per Hour		\$30	\$30	\$33	\$33	\$35	140	167	190	208	217	1	\$4,200	\$5,001	\$6,275	\$6,864	\$7,522
(Jan-Feb) Rentals	Per Hour		\$30	\$30	\$33	\$33	\$35	140	167	190	208	217	1	\$4,200	\$5,001	\$6,275	\$6,864	\$7,522
(Mar-Apr) Rentals	Per Hour		\$30	\$30	\$33	\$33	\$35	104	124	141	155	161	1	\$3,120	\$3,715	\$4,662	\$5,099	\$5,588
(May-Jun) Rentals	Per Hour		\$30	\$30	\$33	\$33	\$35	104	124	141	155	161	1	\$3,120	\$3,715	\$4,662	\$5,099	\$5,588
(July-Aug) Rentals	Per Hour		\$30	\$30	\$33	\$33	\$35	104	124	141	155	161	1	\$3,120	\$3,715	\$4,662	\$5,099	\$5,588
<b>Non-capacity growth rate</b>			1.00	1.10	1.10	1.00	1.05	1.19	1.14	1.09	1.04							
<b>Capacity growth rate</b>			1.10	1.10	1.10	1.10	1.10	1.00	1.00	1.00	1.00							
<b>Area Revenue</b>													<b>\$171,912</b>	<b>\$204,701</b>	<b>\$256,861</b>	<b>\$280,937</b>	<b>\$307,884</b>	
<b>Expense</b>																		
Baseball Management	Responsibility of Management Team													Year 1	Year 2	Year 3	Year 4	Year 5
Baseball/Softball Staff	5% of Gross Revenue													\$0	\$0	\$0	\$0	\$0
Instructor Fees	50% Instructor Revenue													\$8,596	\$10,235	\$12,843	\$14,047	\$15,394
Equipment and Supplies	1% of Gross Revenue													\$54,375	\$64,746	\$81,244	\$88,859	\$97,382
Awards	T-Shirts and Trophies (2% Gross Revenue)													\$1,719	\$2,047	\$2,569	\$2,809	\$3,079
														\$3,438	\$4,094	\$5,137	\$5,619	\$6,158
<b>Area Expense</b>													<b>\$68,128</b>	<b>\$81,122</b>	<b>\$101,793</b>	<b>\$111,334</b>	<b>\$122,013</b>	
<b>Net Revenue</b>													<b>\$103,784</b>	<b>\$123,579</b>	<b>\$155,068</b>	<b>\$169,603</b>	<b>\$185,871</b>	

**Pricing Notes** Private Lessons  
\*1 314 Training Academy  
\$95/Hr

PowerPlex  
\$50/Hr

Camps/Clinics  
\*2 314 Training Academy  
\$99/Day

314 Training Academy  
\$249/3 Days

OSSA Baseball  
\$159/3 Days

Team Rentals  
\*3 314 Training Academy  
\$1200/30 Hr

Cage Rentals  
\*4 Grand Slam Academy  
\$25/Hr

Ball n Strikes St. Charles  
\$30/Hr

The Yard  
\$30/Hr

The Ball Barn  
\$35/Hr



### 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						
<b>Baseball/Softball Infield Rentals</b>																	
Sept. - Oct. Rentals	\$/Hour	\$120	\$120	\$132	\$132	\$139	135	142	149	157	164	1	\$16,224	\$17,035	\$19,676	\$20,659	\$22,777
Nov. - Dec. Rentals	\$/Hour	\$120	\$120	\$132	\$132	\$139	182	191	201	211	221	1	\$21,840	\$22,932	\$26,486	\$27,811	\$30,661
Jan. - Feb. Rentals	\$/Hour	\$120	\$120	\$132	\$132	\$139	182	191	201	211	221	1	\$21,840	\$22,932	\$26,486	\$27,811	\$30,661
Mar. - Apr. Rentals	\$/Hour	\$120	\$120	\$132	\$132	\$139	135	142	149	157	164	1	\$16,224	\$17,035	\$19,676	\$20,659	\$22,777
May - June Rentals	\$/Hour	\$120	\$120	\$132	\$132	\$139	135	142	149	157	164	1	\$16,224	\$17,035	\$19,676	\$20,659	\$22,777
July - Aug. Rentals	\$/Hour	\$120	\$120	\$132	\$132	\$139	135	142	149	157	164	1	\$16,224	\$17,035	\$19,676	\$20,659	\$22,777
<b>1/3 Multi-Purpose Field Rentals</b>																	
Sept. - Oct. Rentals	\$/Hour	\$75	\$75	\$83	\$83	\$87	54	57	60	63	66	1	\$4,050	\$4,253	\$4,912	\$5,157	\$5,686
Nov. - Dec. Rentals	\$/Hour	\$75	\$75	\$83	\$83	\$87	168	176	185	194	204	1	\$12,600	\$13,230	\$15,281	\$16,045	\$17,689
Jan. - Feb. Rentals	\$/Hour	\$75	\$75	\$83	\$83	\$87	168	176	185	194	204	1	\$12,600	\$13,230	\$15,281	\$16,045	\$17,689
Mar. - Apr. Rentals	\$/Hour	\$75	\$75	\$83	\$83	\$87	108	113	119	125	131	1	\$8,100	\$8,505	\$9,823	\$10,314	\$11,372
May - June Rentals	\$/Hour	\$75	\$75	\$83	\$83	\$87	48	50	53	56	58	1	\$3,600	\$3,780	\$4,366	\$4,584	\$5,054
July - Aug. Rentals	\$/Hour	\$75	\$75	\$83	\$83	\$87	48	50	53	56	58	1	\$3,600	\$3,780	\$4,366	\$4,584	\$5,054
<b>Non-capacity growth rate</b>			1.00	1.10	1.00	1.05		1.05	1.05	1.05	1.05						
<b>Capacity growth rate</b>			1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
<b>Area Revenue</b>												<b>\$153,126</b>	<b>\$160,782</b>	<b>\$185,704</b>	<b>\$194,989</b>	<b>\$214,975</b>	
<b>Expense</b>																	
<b>Mgmt. Assump.</b>													<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Supervision/Maint. Staff	5% Rev												\$7,656	\$8,039	\$9,285	\$9,749	\$10,749
<b>Area Expense</b>												<b>\$7,656</b>	<b>\$8,039</b>	<b>\$9,285</b>	<b>\$9,749</b>	<b>\$10,749</b>	
<b>Net Revenue</b>												<b>\$145,470</b>	<b>\$152,743</b>	<b>\$176,418</b>	<b>\$185,239</b>	<b>\$204,226</b>	

**Pricing Notes**

Field Rental - Resident *1 <b>Shaumberg Sports Center</b> \$250/Hr	Field Rental - Non Resident <b>Shaumberg Sports Center</b> \$300/Hr	Field Rental *2 <b>Southland Center</b> \$175/2 Hr (1/3 MP or Infield?)
<b>Glendale Heights Sports Hub</b> \$150/Hr	<b>Glendale Heights Sports Hub</b> \$280/Hr	<b>Cape Girardeau Sportsplex</b> \$135/2 Hr (1/3 MP or Infield?)



**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							
<b>Small Tournament - 2 Fields, 2 Days</b>																		
Team Information												210						
Diamond Field	15 players per team											14						
Rental Fees	Daily Rental Rate	\$480	\$480	\$528	\$528	\$554	2	1	1	1	1	4	\$3,840	\$1,920	\$2,112	\$2,112	\$2,218	
Spectators	1.5 spectators per player											315						
<b>Medium Tournament - 4 Fields, 2 Days</b>																		
Team Information												420						
Diamond Field	15 players per team											28						
Rental Fees	Daily Rental Rate	\$480	\$480	\$528	\$528	\$554	1	2	3	3	3	8	\$3,840	\$7,680	\$12,672	\$12,672	\$13,306	
Spectators	1.5 spectators per player											630						
	<b>Non-capacity growth rate</b>		1.00	1.10	1.00	1.05	3	3	4	4	4							
	<b>Capacity growth rate</b>		1.10	1.10	1.10	1.10	3	3	4	4	4							
<b>Area Revenue</b>													<b>\$7,680</b>	<b>\$9,600</b>	<b>\$14,784</b>	<b>\$14,784</b>	<b>\$15,523</b>	
<b>Expense</b>																		
	<b>Mgmt. Assump.</b>												<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>	
Tournament Hosting Expenses	5% of Gross Revenue												\$384	\$480	\$739	\$739	\$776	
Facility Attendant Staff	10% of Gross Revenue												\$768	\$960	\$1,478	\$1,478	\$1,552	
Trainer Fees	Pass Through												\$0	\$0	\$0	\$0	\$0	
<b>Area Expense</b>													<b>\$1,152</b>	<b>\$1,440</b>	<b>\$2,218</b>	<b>\$2,218</b>	<b>\$2,328</b>	
<b>Net Revenue</b>													<b>\$6,528</b>	<b>\$8,160</b>	<b>\$12,566</b>	<b>\$12,566</b>	<b>\$13,195</b>	



**Multi-Purpose Field Rental Tournament Revenue & Expenses**

Revenue	Mgmt Assump.	Amount per Activity					Number of Events					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5	
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5							
<b>Large Tournament - 3 Fields, 2.5 Days</b>																		
Team Information	15 players per team											36						
Rental Fees	Daily Rental Rate/Field	\$480	\$480	\$528	\$528	\$554	3	3	3	4	4	8	\$10,800	\$10,800	\$11,880	\$15,840	\$16,632	
Spectators	1.5 spectators per player											810						
	<b>Non-capacity growth rate</b>		1.00	1.10	1.00	1.05	3	3	3	4	4							
	<b>Capacity growth rate</b>		1.10	1.10	1.10	1.10	3	3	3	4	4							
<b>Area Revenue</b>													<b>\$10,800</b>	<b>\$10,800</b>	<b>\$11,880</b>	<b>\$15,840</b>	<b>\$16,632</b>	
<b>Expense</b>																		
	<b>Mgmt. Assump.</b>												<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>	
Facility Attendant Staff	10% Rental Fees												\$1,080	\$1,080	\$1,188	\$1,584	\$1,663	
Trainer Fees	Pass Through												\$0	\$0	\$0	\$0	\$0	
<b>Area Expense</b>													<b>\$1,080</b>	<b>\$1,080</b>	<b>\$1,188</b>	<b>\$1,584</b>	<b>\$1,663</b>	
<b>Net Revenue</b>													<b>\$9,720</b>	<b>\$9,720</b>	<b>\$10,692</b>	<b>\$14,256</b>	<b>\$14,969</b>	



**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							
<b>Multi-Purpose Field Rentals</b>																		
Sept. - Oct.	\$/Hour *1	\$90	\$90	\$99	\$99	\$104	96	101	106	111	111	1	\$8,640	\$9,072	\$10,478	\$11,002	\$11,552	
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	96	101	106	111	111	1	\$8,640	\$9,072	\$10,478	\$11,002	\$11,552	
May - June	\$/Hour	\$90	\$90	\$99	\$99	\$104	96	101	106	111	111	1	\$8,640	\$9,072	\$10,478	\$11,002	\$11,552	
July - Aug	\$/Hour	\$90	\$90	\$99	\$99	\$104	96	101	106	111	111	1	\$8,640	\$9,072	\$10,478	\$11,002	\$11,552	
Field Light Usage Charge	\$/Hour	\$20	\$20	\$22	\$22	\$23	134	141	148	156	156	1	\$2,688	\$2,822	\$3,260	\$3,423	\$3,594	
	<b>Non-capacity growth rate</b>	1.00	1.10	1.00	1.05		1.05	1.05	1.05	1.00								
	<b>Capacity growth rate</b>	1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00								
<b>Area Revenue</b>												<b>\$37,248</b>	<b>\$39,110</b>	<b>\$45,173</b>	<b>\$47,431</b>	<b>\$49,803</b>		
<b>Expense</b>																		
Supervision/Maintenance Staff	5% Rev												Year 1	Year 2	Year 3	Year 4	Year 5	
													\$1,862	\$1,956	\$2,259	\$2,372	\$2,490	
<b>Area Expense</b>												<b>\$1,862</b>	<b>\$1,956</b>	<b>\$2,259</b>	<b>\$2,372</b>	<b>\$2,490</b>		
<b>Net Revenue</b>												<b>\$35,386</b>	<b>\$37,155</b>	<b>\$42,914</b>	<b>\$45,060</b>	<b>\$47,313</b>		



### 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	2	1	1	1	1	315	\$6,300	\$3,150	\$3,150	\$3,150	\$3,150
Rental Baseball - Medium	1	\$10.00	1	2	3	3	3	630	\$6,300	\$12,600	\$18,900	\$18,900	\$18,900
Rental Baseball - Large	1	\$10.00	-	-	-	-	-	1890	\$0	\$0	\$0	\$0	\$0
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
Gate Fee Reduction of Revenue (Rental)	80% to Rights Holder								(\$10,080)	(\$12,600)	(\$17,640)	(\$17,640)	(\$17,640)
<b>Area Revenue</b>									<b>\$2,520</b>	<b>\$3,150</b>	<b>\$4,410</b>	<b>\$4,410</b>	<b>\$4,410</b>
<b>Expense</b>									<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
<b>Mgmt. Assump.</b>													
Gate Staff	\$0.25 Per Sale								\$923	\$1,001	\$1,159	\$1,361	\$1,361
Gate Ticket Cost	\$0.25 Per Ticket								\$923	\$1,001	\$1,159	\$1,361	\$1,361
<b>Area Expense</b>									<b>\$1,845</b>	<b>\$2,003</b>	<b>\$2,318</b>	<b>\$2,723</b>	<b>\$2,723</b>
<b>Net Revenue</b>									<b>\$675</b>	<b>\$1,148</b>	<b>\$2,093</b>	<b>\$1,688</b>	<b>\$1,688</b>



## 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								
Rental Multi-Purpose Field - Small	2	\$5.00	-	-	-	-	-	2700	675	\$0	\$0	\$0	\$0	\$0	
Rental Multi-Purpose Field - Medium	2	\$5.00	-	-	-	-	-	3600	900	\$0	\$0	\$0	\$0	\$0	
Rental Multi-Purpose Field - Large	2.5	\$5.00	3	3	3	4	4	1350	338	\$12,656	\$12,656	\$12,656	\$16,875	\$16,875	
Rental Multi-Purpose Field - Extra Large	2.5	\$5.00	-	-	-	-	-	7200	1800	\$0	\$0	\$0	\$0	\$0	
<b>Area Revenue</b>									<b>\$12,656</b>	<b>\$12,656</b>	<b>\$12,656</b>	<b>\$16,875</b>	<b>\$16,875</b>		
Expense	Mgmt. Assump.										Year 1	Year 2	Year 3	Year 4	Year 5
Parking Attendants	20% Gross Revenue										\$2,531	\$2,531	\$2,531	\$3,375	\$3,375
Parking Passes	2.5% Gross Revenue										\$316	\$316	\$316	\$422	\$422
<b>Area Expense</b>									<b>\$2,848</b>	<b>\$2,848</b>	<b>\$2,848</b>	<b>\$3,797</b>	<b>\$3,797</b>		
<b>Net Revenue</b>									<b>\$9,809</b>	<b>\$9,809</b>	<b>\$9,809</b>	<b>\$13,078</b>	<b>\$13,078</b>		



## Food & Beverage Revenue & Expenses

Revenue		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Sales			\$45,011	\$49,121	\$56,348	\$63,949	\$64,521
<b>Area Revenue</b>			<b>\$45,011</b>	<b>\$49,121</b>	<b>\$56,348</b>	<b>\$63,949</b>	<b>\$64,521</b>
Expense		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Food		30% Concession Sales	\$13,503	\$14,736	\$16,904	\$19,185	\$19,356
Concessions Wages		25% Concession Sales	\$11,253	\$12,280	\$14,087	\$15,987	\$16,130
<b>Area Expense</b>			<b>\$24,756</b>	<b>\$27,017</b>	<b>\$30,992</b>	<b>\$35,172</b>	<b>\$35,487</b>
<b>Net Revenue</b>			<b>\$20,255</b>	<b>\$22,105</b>	<b>\$25,357</b>	<b>\$28,777</b>	<b>\$29,034</b>





**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	-	-	-	-	-	105	158	88	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Medium	60% non-local attendance	2	\$0	-	-	-	-	-	252	378	210	\$0	\$0	\$0	\$0	\$0
In-House Baseball - Large	70% non-local attendance	2.5	\$0	-	-	-	-	-	882	1323	735	\$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	2	1	1	1	1	105	158	88	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Medium	60% non-local attendance	2	\$0	1	2	3	3	3	252	378	210	\$0	\$0	\$0	\$0	\$0
Rental Baseball - Large	70% non-local attendance	2.5	\$0	-	-	-	-	-	882	1323	735	\$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	-	-	-	-	-	540	810	450	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Medium	60% non-local attendance	2	\$0	-	-	-	-	-	864	1296	720	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Large	70% non-local attendance	2.5	\$0	-	-	-	-	-	378	567	315	\$0	\$0	\$0	\$0	\$0
In-House Multi-Purpose Field - Extra Large	80% non-local attendance	2.5	\$0	-	-	-	-	-	2304	3456	1920	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Small	50% non-local attendance	2	\$0	-	-	-	-	-	540	810	450	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Medium	60% non-local attendance	2	\$0	-	-	-	-	-	864	1296	720	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Large	70% non-local attendance	2.5	\$0	3	3	3	4	4	378	567	315	\$0	\$0	\$0	\$0	\$0
Rental Multi-Purpose Field - Extra Large	80% non-local attendance	2.5	\$0	-	-	-	-	-	2304	3456	1920	\$0	\$0	\$0	\$0	\$0
Unredeemed Rebates	33% Reduction of Revenue											\$0	\$0	\$0	\$0	\$0
				6	6	7	8	8								
<b>Area Revenue</b>												<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Expense</b>												<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Area Expense</b>												<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Net Revenue</b>												<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>



## Tenant Revenue

Leased Space Revenue	Area (Sq./ft.)	\$ per Sq./ft.	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Tenant Lease Agreements</b>							
Leased Space	2,000	\$20.00	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000
<b>Revenue</b>			<b>\$40,000</b>	<b>\$40,000</b>	<b>\$40,000</b>	<b>\$40,000</b>	<b>\$40,000</b>
<b>Expense</b>			-	-	-	-	-
<b>Net Income</b>			<b>\$40,000</b>	<b>\$40,000</b>	<b>\$40,000</b>	<b>\$40,000</b>	<b>\$40,000</b>



## Secondary Revenue Areas

Revenue		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Advertisement/Sponsorship Income			\$96,063	\$96,063	\$96,063	\$96,063	\$96,063
<b>Area Revenue</b>			<b>\$96,063</b>	<b>\$96,063</b>	<b>\$96,063</b>	<b>\$96,063</b>	<b>\$96,063</b>
Expense		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Sponsorship COGS		25% Revenue	\$24,016	\$24,016	\$24,016	\$24,016	\$24,016
<b>Area Expense</b>			<b>\$24,016</b>	<b>\$24,016</b>	<b>\$24,016</b>	<b>\$24,016</b>	<b>\$24,016</b>
<b>Net Revenue</b>			<b>\$72,047</b>	<b>\$72,047</b>	<b>\$72,047</b>	<b>\$72,047</b>	<b>\$72,047</b>

# Overhead Expenses



## Facility Expenses

### Indoor Building

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Janitorial Expenses		\$22,371	\$22,822	\$23,418	\$24,098	\$24,423
Safety Supplies		\$5,000	\$2,000	\$2,030	\$2,060	\$2,091
Maintenance & Repairs		\$12,439	\$12,625	\$12,815	\$13,007	\$13,202
Utility Expense		\$41,463	\$42,084	\$42,716	\$43,356	\$44,007
<b>Total Indoor Facility Expense</b>		<b>\$81,273</b>	<b>\$79,532</b>	<b>\$80,978</b>	<b>\$82,522</b>	<b>\$83,724</b>

### Outdoor Facility

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Turf Multi-Purpose Field Maintenance and Labor		\$14,250	\$14,464	\$14,681	\$14,901	\$15,124
Turf Baseball/Softball Field Maintenance and Labor		\$4,750	\$4,821	\$4,894	\$4,967	\$5,041
Grounds Maintenance, Labor, and Lighting		\$20,042	\$20,342	\$20,647	\$20,957	\$21,272
Field Lighting		\$4,049	\$4,110	\$4,172	\$4,234	\$4,298
<b>Total Outdoor Facility Expense</b>		<b>\$43,091</b>	<b>\$43,737</b>	<b>\$44,393</b>	<b>\$45,059</b>	<b>\$45,735</b>
<b>Total Facility Expense</b>		<b>\$124,364</b>	<b>\$123,269</b>	<b>\$125,372</b>	<b>\$127,581</b>	<b>\$129,459</b>



## Operating Expenses

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Bank Service Charges	Misc. Banking Fees	\$8,819	\$9,798	\$11,756	\$12,784	\$13,812
Insurance-Dome		\$55,000	\$55,825	\$56,662	\$57,512	\$58,375
Insurance		\$17,310	\$17,570	\$17,834	\$18,101	\$18,373
<b>Total Operating Expenses</b>		<b>\$81,130</b>	<b>\$83,194</b>	<b>\$86,252</b>	<b>\$88,398</b>	<b>\$90,560</b>



## Management Payroll Summary

Management Position	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Indoor Facility Manager		\$46,200	\$48,048	\$49,970	\$51,969	\$54,047
Outdoor Facility Manager		\$23,100	\$24,024	\$24,985	\$25,984	\$27,024
<b>Total Management Payroll</b>		<b>\$69,300</b>	<b>\$72,072</b>	<b>\$74,955</b>	<b>\$77,953</b>	<b>\$81,071</b>



## Payroll Summary

<b>Total Payroll Summary</b>		<b>Mgmt. Assump.</b>	<b>Pre-Open</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Mgmt	Indoor Facility Manager	3 months prior	\$11,550	\$46,200	\$48,048	\$49,970	\$51,969	\$54,047
Mgmt	Outdoor Facility Manager	3 months prior	\$5,775	\$23,100	\$24,024	\$24,985	\$25,984	\$27,024
<b>Subtotal Management Payroll</b>			<b>\$17,325</b>	<b>\$69,300</b>	<b>\$72,072</b>	<b>\$74,955</b>	<b>\$77,953</b>	<b>\$81,071</b>
Staff	Baseball/Softball Staff	1 month prior	\$716	\$8,596	\$10,235	\$12,843	\$14,047	\$15,394
Staff	Field Rental Staff	1 month prior	\$638	\$7,656	\$8,039	\$9,285	\$9,749	\$10,749
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	\$64	\$768	\$960	\$1,478	\$1,478	\$1,552
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	\$90	\$1,080	\$1,080	\$1,188	\$1,584	\$1,663
Staff	Outdoor Field Rental Staff	1 month prior	\$155	\$1,862	\$1,956	\$2,259	\$2,372	\$2,490
Staff	Food & Beverage Staff	1 month prior	\$938	\$11,253	\$12,280	\$14,087	\$15,987	\$16,130
<b>Subtotal Sport Admin Staff</b>			<b>\$2,601</b>	<b>\$31,215</b>	<b>\$34,550</b>	<b>\$41,140</b>	<b>\$45,218</b>	<b>\$47,979</b>
Instructors	Baseball/Softball Instructors	Per Diem		\$54,375	\$64,746	\$81,244	\$88,859	\$97,382
<b>Subtotal Instructors (COGS)</b>				<b>\$54,375</b>	<b>\$64,746</b>	<b>\$81,244</b>	<b>\$88,859</b>	<b>\$97,382</b>
<b>Payroll Subtotal</b>			<b>\$19,926</b>	<b>\$154,890</b>	<b>\$171,368</b>	<b>\$197,339</b>	<b>\$212,030</b>	<b>\$226,433</b>
	Bonus Pool	1% of Total Rev		\$5,770	\$6,260	\$7,239	\$7,753	\$8,267
	Payroll Services	3% of Payroll	\$598	\$3,015	\$3,199	\$3,483	\$3,695	\$3,872
	Payroll Taxes/Benefits	32% of Payroll	\$6,376	\$32,165	\$34,119	\$37,150	\$39,415	\$41,296
<b>Payroll Taxes/Benefits/Bonus Totals</b>			<b>\$6,974</b>	<b>\$40,950</b>	<b>\$43,578</b>	<b>\$47,872</b>	<b>\$50,863</b>	<b>\$53,434</b>
<b>Total Payroll</b>				<b>\$195,840</b>	<b>\$214,946</b>	<b>\$245,211</b>	<b>\$262,892</b>	<b>\$279,867</b>