

GATEWAY FUN PARK REDEVELOPMENT | COLLINSVILLE, IL

Five Year Operating Pro Forma

APRIL 2023



PREPARED FOR:

City of Collinsville, Illinois

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 - Soft Costs of Operations	6
Use of Proceeds	7
Financial Performance Summary	8
Total Revenue and Expenses - 5-Year Detail	9
Total Revenue and Expenses - 20-Year Outlook	10
Economic Impact - 5-Year Detail	12
Economic Impact - 20-Year Outlook	13
Business Unit Analysis	14
Overhead Expenses	32
Facility Expenses	33
Operating Expenses	34
Management Payroll	35
Payroll Taxes and Benefits	36

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')	7	104	80	8,320	58,240	35.1%
	Basketball Courts (w/Championship Seating)	1	104	95	9,880	9,880	6.0%
	Volleyball Courts	16	60	30	Over Basketball Courts		0.0%
	Elevated Track/Viewing Mezzanine	1	-	-	9,800	9,800	5.9%
	Telescopic Bleacher System: 1000 Seats (Closed)	4	100	4	Over Basketball Courts		0.0%
Total Court Sq. Ft.						77,920	46.9%
FEC	Family Entertainment Center	1	-	-	10,100	10,100	6.1%
	Esports (Lobby, Desk, Rooms)	1	-	-	3,600	3,600	2.2%
Total FEC/Adventure Sq. Ft.						13,700	8.3%
Fitness Center	Fitness Center	1	-	-	9,330	9,330	5.6%
	Multi-Purpose Group Fitness Rooms	2	50	40	2,000	4,000	2.4%
	Locker Rooms	2	-	-	2,000	4,000	2.4%
Total Fitness Center Sq. Ft.						17,330	10.4%
Flex Space	Lobby/Welcome Area/Reception	1	-	-	2,250	2,250	1.4%
	Control Room	1	15	10	150	150	0.1%
	Ticket Office	1	10	10	100	100	0.1%
	Parks & Rec Offices	7	10	10	100	700	0.4%
	Office Area/Open Offices+ Conference Room	1	-	-	1,390	1,390	0.8%
	Kitchen	1	40	30	1,200	1,200	0.7%
	Café Seating Area	1	50	50	2,500	2,500	1.5%
	Flex/Community Rooms	2	60	30	1,800	3,600	2.2%
	Ref Rooms	2	15	10	150	300	0.2%
	Training Room	1	20	15	300	300	0.2%
	Restrooms	2	-	-	1,600	3,200	1.9%
	Family Restroom/Changing Room	2	10	10	100	200	0.1%
Leased Space	1	-	-	10,000	10,000	6.0%	
Total Flex Space Sq. Ft.						25,890	15.6%
Required SF for Products and Services						134,840	81.2%
Mechanical, Electrical, Storage, etc. 10% of P&S SF (Excl. Leased Space)						12,484	7.5%
Common Area, Stairs, Circulation, etc. 15% of P&S SF (Excl. Leased Space)						18,726	11.3%
Total Estimated Indoor Athletic Facility SF						166,050	100%
Estimated Building Footprint						140,625	
Total Building Acreage						3.23	

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)	664	20	20	400	265,680	72.3%
	Setbacks, Green Space, Trails, etc.	25% Indoor SF, 50% Outdoor				101,576	27.7%
Total Estimated Site Development SF					367,256	100%	
Total Site Development Acreage					8.43		
Total Complex Acreage					11.66		

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	11.66		\$0.00	\$0	0.0%
Land Cost Total				\$0	0.0%
Hard Costs					
Hard Structure Cost	166,050	SF	\$170	\$28,228,500	52.9%
Site Development	11.66	Acre	\$250,000	\$2,914,837	5.5%
			9.00%	\$2,802,900	5.3%
			10.00%	\$3,394,624	6.4%
Hard Cost Total				\$37,340,861	70.0%
Field and Sport Equipment Cost					
Court Area					
Hardwood Flooring	77,920	SF	\$11	\$857,120	1.6%
Basketball Net & Stanchion System	16	Ea.	\$10,000	\$160,000	0.3%
Volleyball Net System	16	Ea.	\$15,000	\$240,000	0.5%
Pickleball Net System	16	Ea.	\$150	\$2,400	0.0%
Wall Padding	8	Ea.	\$4,000	\$32,000	0.1%
Scoreboards	8	Ea.	\$10,000	\$80,000	0.2%
Court Seats (Participants)	368	Ea.	\$125	\$46,000	0.1%
Bleachers (Spectators)	32	Ea.	\$3,000	\$96,000	0.2%
Curtains (Court)	7	Ea.	\$20,000	\$140,000	0.3%
Vinyl Floor Covering	77,920	SF	\$1.70	\$132,464	0.2%
Elevated Running Track Surface	9,800	SF	\$11.00	\$107,800	0.2%
Athletic Equipment	1	LS	\$20,000	\$20,000	0.0%
FEC					
Family Entertainment Center	10,100	SF	\$154	\$1,555,400	2.9%
Esports	3,600	SF	\$132	\$475,200	0.9%
POS Playcard	1	LS	\$50,000	\$50,000	0.1%
Membership Fitness Area					
Fitness Center Flooring	9,330	SF	\$12	\$111,960	0.2%
Fitness Center Equipment	9,330	SF	\$75	\$699,750	1.3%
Group Exercise Flooring	4,000	SF	\$12	\$48,000	0.1%
Group Exercise Equipment	4,000	SF	\$25	\$100,000	0.2%
			5.00%	\$247,705	0.5%
			9.00%	\$468,162	0.9%
			10.00%	\$566,996	1.1%
Field and Sport Equipment Cost Total				\$6,236,957	11.7%
Furniture, Fixtures and Equipment Cost					
FOOD & BEVERAGE					
Concessions Equipment	1	LS	\$400,000	\$400,000	0.8%
Finish Out	1	LS	\$100,000	\$100,000	0.2%
FURNISHINGS					
Furnishings	15,890	SF	\$2	\$31,780	0.1%
Telescopic Bleachers	4	Ea.	\$175,000	\$700,000	1.3%
Hardware	166,050	SF	\$1.00	\$166,050	0.3%
Software	1	LS	\$35,000	\$35,000	0.1%
MISCELLANEOUS					
Locker Rooms/Lounge Areas	4,000	SF	\$65	\$260,000	0.5%
Marquee Signage	1	LS	\$150,000	\$150,000	0.3%
Graphics Package	166,050	SF	\$2	\$332,100	0.6%
Audio/Video	1	LS	\$500,000	\$500,000	0.9%
Maintenance Equipment	166,050	SF	\$0.50	\$83,025	0.2%
			5.00%	\$137,898	0.3%
			9.00%	\$260,627	0.5%
			10.00%	\$315,648	0.6%
Furniture, Fixtures and Equipment Cost Total				\$3,472,127	6.5%
Soft Costs Construction					
Design-Build Fee			11.0%	\$4,107,495	7.7%
Owner's Rep Services			3.0%	\$1,411,498	2.6%
Permits/Inspections			0.50%	\$186,704	0.4%
			10.00%	\$570,570	1.1%
Soft Cost Total				\$6,276,267	11.8%
Total Construction Costs - Indoor Facility				\$53,326,213	100.0%
Cost Per Square Foot				\$321	



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	6.4%
Permits and Extensions			\$50,000	3.2%
Presentation Materials	Renderings, Etc.		\$25,000	1.6%
Grand Opening			\$15,000	1.0%
Marketing Allowance	Pre-Opening Marketing Budget		\$110,000	7.1%
Opening Support Services	Professional Management Support for Pre-Opening Operations Development		\$350,000	22.4%
Pre-Funded Operational Account			\$271,604	17.4%
Pre-Opening Staff Budget	Staffing Cost Pre-Grand Opening		\$481,301	30.9%
Pre-Opening Staff Recruitment			\$14,439	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%	\$141,734	9.1%
Soft Cost Total			\$1,559,078	100.0%
Total Construction Costs - Soft Cost Operations			\$1,559,078	100.0%
Working Capital Reserve			TBD	100.0%



Capital Costs and Start-up Expenses

SOURCES OF FUNDS		
Equity Contribution	100%	\$54,885,290
Bank Financing	0%	\$0
Bond Financing	0%	\$0
Public Contribution	0%	\$0
Total Sources of Funds		\$54,885,290

USES OF FUNDS	
Land Cost	TBD
Hard Cost	\$37,340,861
Field and Sport Equipment Cost	\$6,236,957
Furniture, Fixtures, and Equipment	\$3,472,127
Soft Costs Construction	\$6,276,267
Soft Costs Operations	\$1,559,078
Working Capital Reserve	TBD
Total Uses of Funds	\$54,885,290

Financial Performance Summary



Total Revenue & Expenses - 5-Year Detail

Revenue	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Basketball Tournaments	\$60,480	\$77,760	\$104,544	\$104,544	\$109,771
Rental Volleyball Tournaments	\$59,400	\$97,200	\$116,424	\$116,424	\$122,245
Court Rental Events	\$30,240	\$37,800	\$41,580	\$41,580	\$43,659
Basketball	\$100,638	\$113,996	\$135,770	\$141,165	\$151,148
Volleyball	\$42,400	\$47,901	\$56,892	\$59,067	\$63,151
Court Rentals	\$73,440	\$75,643	\$81,808	\$84,262	\$91,130
FEC/Adventure	\$330,597	\$363,657	\$393,295	\$405,094	\$429,602
Esports	\$231,173	\$254,290	\$293,705	\$302,516	\$327,171
Membership Fitness Area	\$612,456	\$874,598	\$963,914	\$992,831	\$1,073,396
Youth Programming	\$71,500	\$78,650	\$90,841	\$95,383	\$105,160
Facility Fees	\$72,320	\$107,520	\$120,320	\$120,320	\$120,320
Food & Beverage	\$183,885	\$250,609	\$279,246	\$280,486	\$281,533
Tenant Revenue	\$200,000	\$200,000	\$200,000	\$200,000	\$200,000
Secondary Revenue	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Total Revenue	\$2,168,528	\$2,679,625	\$2,978,339	\$3,043,673	\$3,218,286
Expenses	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Basketball Tournaments	\$6,048	\$7,776	\$10,454	\$10,454	\$10,977
Rental Volleyball Tournaments	\$5,940	\$9,720	\$11,642	\$11,642	\$12,225
Court Rental Events	\$3,024	\$3,780	\$4,158	\$4,158	\$4,366
Basketball	\$51,191	\$57,986	\$65,794	\$68,408	\$71,514
Volleyball	\$12,118	\$13,690	\$15,713	\$16,314	\$17,153
Court Rentals	\$3,672	\$3,782	\$4,090	\$4,213	\$4,556
FEC/Adventure	\$115,709	\$127,280	\$137,653	\$141,783	\$150,361
Esports	\$81,388	\$85,752	\$92,735	\$94,831	\$99,472
Membership Fitness Area	\$406,815	\$430,264	\$453,350	\$477,338	\$503,440
Youth Programming	\$16,258	\$17,883	\$20,470	\$21,494	\$23,595
Facility Fees	\$10,080	\$13,920	\$15,520	\$15,520	\$15,520
Food & Beverage	\$101,137	\$137,835	\$153,585	\$154,267	\$154,843
Tenant Expense	\$0	\$0	\$0	\$0	\$0
Secondary Expense	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Total Cost of Goods Sold	\$838,379	\$934,669	\$1,010,167	\$1,045,423	\$1,093,023
Gross Margin	\$1,330,150	\$1,744,956	\$1,968,172	\$1,998,249	\$2,125,264
<i>% of Revenue</i>	<i>61%</i>	<i>65%</i>	<i>66%</i>	<i>66%</i>	<i>66%</i>
Facility Expenses	\$361,149	\$366,891	\$374,131	\$379,531	\$385,012
Operating Expense	\$274,130	\$221,179	\$235,017	\$239,549	\$248,480
Management Payroll	\$651,480	\$677,539	\$704,641	\$732,826	\$762,139
Payroll Taxes/Benefits/Bonus	\$342,862	\$369,232	\$390,978	\$404,607	\$421,550
Total Operating Expenses	\$1,629,621	\$1,634,841	\$1,704,768	\$1,756,513	\$1,817,182
EBITDA	(\$299,471)	\$110,115	\$263,405	\$241,737	\$308,082
<i>% of Revenue</i>	<i>-14%</i>	<i>4%</i>	<i>9%</i>	<i>8%</i>	<i>10%</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	\$2,168,528	\$2,679,625	\$2,978,339	\$3,043,673	\$3,218,286	\$3,314,835	\$3,414,280	\$3,516,708	\$3,622,210	\$3,730,876
Total Cost of Goods Sold	\$838,379	\$934,669	\$1,010,167	\$1,045,423	\$1,093,023	\$1,125,813	\$1,159,588	\$1,194,375	\$1,230,207	\$1,267,113
Gross Margin	\$1,330,150	\$1,744,956	\$1,968,172	\$1,998,249	\$2,125,264	\$2,189,022	\$2,254,692	\$2,322,333	\$2,392,003	\$2,463,763
% of Revenue	61%	65%	66%	66%	66%	66%	66%	66%	66%	66%
Total Operating Expenses	\$1,629,621	\$1,634,841	\$1,704,768	\$1,756,513	\$1,817,182	\$1,844,439	\$1,872,106	\$1,900,187	\$1,928,690	\$1,957,621
EBITDA	(\$299,471)	\$110,115	\$263,405	\$241,737	\$308,082	\$344,582	\$382,586	\$422,146	\$463,313	\$506,142
% of Revenue	-14%	4%	9%	8%	10%	10%	11%	12%	13%	14%

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	\$3,805,493	\$3,881,603	\$3,959,235	\$4,038,420	\$4,119,188	\$4,160,380	\$4,201,984	\$4,244,004	\$4,286,444	\$4,329,308
Total Cost of Goods Sold	\$1,292,455	\$1,318,304	\$1,344,670	\$1,371,564	\$1,398,995	\$1,412,985	\$1,427,115	\$1,441,386	\$1,455,800	\$1,470,358
Gross Margin	\$2,513,038	\$2,563,299	\$2,614,565	\$2,666,856	\$2,720,193	\$2,747,395	\$2,774,869	\$2,802,618	\$2,830,644	\$2,858,951
% of Revenue	66%	66%	66%	66%	66%	66%	66%	66%	66%	66%
Total Operating Expenses	\$1,986,985	\$2,016,790	\$2,047,042	\$2,077,747	\$2,108,913	\$2,140,547	\$2,172,655	\$2,205,245	\$2,238,324	\$2,271,899
EBITDA	\$526,053	\$546,509	\$567,524	\$589,109	\$611,280	\$606,848	\$602,214	\$597,373	\$592,321	\$587,052
% of Revenue	14%	14%	14%	15%	15%	15%	14%	14%	14%	14%

Economic Impact



Economic Impact

Number of Events Per Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Basketball Tournaments	8	10	12	12	12
Volleyball Tournaments	9	11	12	12	12
Other Tournaments/Events	5	6	6	6	6
Total Events Per Year	22	27	30	30	30

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	39,264	60,888	68,520	68,520	68,520
Room Nights	11,547	18,048	20,309	20,309	20,309

Economic Impact

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Direct Spending	\$5,595,905	\$8,677,758	\$9,765,470	\$9,765,470	\$9,765,470
Total Indirect Spending	\$0	\$0	\$0	\$0	\$0
Total Economic Impact	\$5,595,905	\$8,677,758	\$9,765,470	\$9,765,470	\$9,765,470

Tax Revenue Generation

	Year 1	Year 2	Year 3	Year 4	Year 5
County Sales Tax (8.1% on Spending)	\$453,268	\$702,898	\$791,003	\$791,003	\$791,003
Food & Beverage Tax (1% on Dining/Groceries)	\$18,847	\$29,226	\$32,890	\$32,890	\$32,890
Hotel/Motel Tax (9% on Lodging/Accommodations)	\$156,296	\$244,298	\$274,907	\$274,907	\$274,907
Total New Tax Revenue	\$628,411	\$976,422	\$1,098,800	\$1,098,800	\$1,098,800



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	39,264	60,888	68,520	68,520	68,520	69,205	69,897	70,596	71,302	72,015
Room Nights	11,547	18,048	20,309	20,309	20,309	20,512	20,718	20,925	21,134	21,345

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	\$5,595,905	\$8,677,758	\$9,765,470	\$9,765,470	\$9,765,470	\$10,011,072	\$10,262,850	\$10,520,961	\$10,785,563	\$11,056,820

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	72,735	73,463	74,197	74,939	75,689	76,446	77,210	77,982	78,762	79,550
Room Nights	21,559	21,774	21,992	22,212	22,434	22,658	22,885	23,114	23,345	23,579

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	\$11,334,899	\$11,619,972	\$11,912,214	\$12,211,806	\$12,518,933	\$12,833,785	\$13,156,554	\$13,487,442	\$13,826,651	\$14,174,391

Business Unit Analysis



In-House Basketball Tournament Revenue & Expenses

Revenue	Mgmt. Assump.	Registration Fees					Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Small Tournament - 4 Courts, 2 Days																	
Entry Fees	10 players per team	\$175	\$175	\$193	\$193	\$202	-	-	-	-	-	32	\$0	\$0	\$0	\$0	\$0
Spectators	1.5 Spectators per Player											480					
Medium Tournament - 6 Courts, 2 Days																	
Entry Fees	10 players per team	\$200	\$200	\$220	\$220	\$231	-	-	-	-	-	48	\$0	\$0	\$0	\$0	\$0
Spectators	1.5 Spectators per Player											720					
Large Tournament - 8 Courts, 2 Days																	
Entry Fees	10 players per team	\$300	\$300	\$330	\$330	\$347	-	-	-	-	-	64	\$0	\$0	\$0	\$0	\$0
Spectators	1.5 Spectators per Player											960					
Extra Large Tournament - 12 Courts, 2.5 Days																	
Entry Fees	10 players per team	\$400	\$400	\$440	\$440	\$462	-	-	-	-	-	96	\$0	\$0	\$0	\$0	\$0
Spectators	1.5 Spectators per Player											1440					
	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. \$50/Game												\$0	\$0	\$0	\$0	\$0
Trainer Fees	\$15/Hour												\$0	\$0	\$0	\$0	\$0
Equip./Supplies/Hospitality	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	



Rental Basketball Tournament Revenue & Expenses

Revenue	Mgmt. Assump.	Rental Fees					Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Small Tournament - 4 Courts, 2 Days																	
Team Information	10 players per team											32					
Spectators	1.5 Spectators per Player											480					
Rental Fees	Daily Rental Rate	\$540	\$540	\$594	\$594	\$624	-	-	-	-	-	8	\$0	\$0	\$0	\$0	\$0
Medium Tournament - 6 Courts, 2 Days																	
Team Information	10 players per team											48					
Spectators	1.5 Spectators per Player											720					
Rental Fees	Daily Rental Rate	\$540	\$540	\$594	\$594	\$624	4	4	4	4	4	12	\$25,920	\$25,920	\$28,512	\$28,512	\$29,938
Large Tournament - 8 Courts, 2 Days																	
Team Information	10 players per team											64					
Spectators	1.5 Spectators per Player											960					
Rental Fees	Daily Rental Rate	\$540	\$540	\$594	\$594	\$624	4	6	8	8	8	16	\$34,560	\$51,840	\$76,032	\$76,032	\$79,834
	Non-capacity growth rate		1.00	1.10	1.00	1.05	8	10	12	12	12						
	Capacity growth rate		1.10	1.10	1.10	1.10	8	10	12	12	12						
Area Revenue												\$60,480	\$77,760	\$104,544	\$104,544	\$109,771	
Expense																	
	Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5
Tournament Attendant Expenses	10% Gross Revenue												\$6,048	\$7,776	\$10,454	\$10,454	\$10,977
Trainer Fees	Pass Through												\$0	\$0	\$0	\$0	\$0
Area Expense												\$6,048	\$7,776	\$10,454	\$10,454	\$10,977	
Net Revenue												\$54,432	\$69,984	\$94,090	\$94,090	\$98,794	



In-House Volleyball Tournaments Revenue & Expenses

Revenue	Mgmt. Assump.	Registration Fees					Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5	
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5							
Small Tournament - 8 Courts, 1 Days																		
Entry Fees	10 players per team	\$75	\$75	\$83	\$83	\$87	-	-	-	-	-	32	\$0	\$0	\$0	\$0	\$0	
Spectators	2 Spectators per Player											640						
Medium Tournament - 8 Courts, 2 Days																		
Entry Fees	10 players per team	\$75	\$75	\$83	\$83	\$87	-	-	-	-	-	64	\$0	\$0	\$0	\$0	\$0	
Spectators	2 Spectators per Player											1280						
Large Tournament - 12 Courts, 2.5 Days																		
Entry Fees	10 players per team	\$75	\$75	\$83	\$83	\$87	-	-	-	-	-	96	\$0	\$0	\$0	\$0	\$0	
Spectators	2 Spectators per Player											1920						
Extra Large Tournament - 16 Courts, 2.5 Days																		
Entry Fees	10 players per team	\$75	\$75	\$83	\$83	\$87	-	-	-	-	-	128	\$0	\$0	\$0	\$0	\$0	
Spectators	2 Spectators per Player											2560						
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. \$25/Game												\$0	\$0	\$0	\$0	\$0	
Trainer Fees	\$15/Hour												\$0	\$0	\$0	\$0	\$0	
Equip./Supplies/Hospitality	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	



Rental Volleyball Tournaments Revenue & Expenses

Revenue	Mgmt. Assump.	Rental Fees					Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5	
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5							
Small Tournament - 8 Courts, 1 Days																		
Team Information	10 players per team											32						
Spectators	2 Spectators per Player											640						
Rental Fees	Daily Rental Rate	\$540	\$540	\$594	\$594	\$624	6	6	6	6	6	8	\$25,920	\$25,920	\$28,512	\$28,512	\$29,938	
Medium Tournament - 8 Courts, 2 Days																		
Team Information	10 players per team											64						
Spectators	2 Spectators per Player											1280						
Rental Fees	Daily Rental Rate	\$540	\$540	\$594	\$594	\$624	2	2	3	3	3	16	\$17,280	\$17,280	\$28,512	\$28,512	\$29,938	
Large Tournament - 12 Courts, 2.5 Days																		
Team Information	10 players per team											96						
Spectators	2 Spectators per Player											1920						
Rental Fees	Daily Rental Rate	\$540	\$540	\$594	\$594	\$624	1	2	2	2	2	30	\$16,200	\$32,400	\$35,640	\$35,640	\$37,422	
Extra Large Tournament - 16 Courts, 2.5 Days																		
Team Information	10 players per team											128						
Spectators	2 Spectators per Player											2560						
Rental Fees	Daily Rental Rate	\$540	\$540	\$594	\$594	\$624	-	1	1	1	1	40	\$0	\$21,600	\$23,760	\$23,760	\$24,948	
Non-capacity growth rate			1.00	1.10	1.00	1.05	9	11	12	12	12							
Capacity growth rate			1.10	1.10	1.10	1.10	9	11	12	12	12							
Area Revenue												\$59,400	\$97,200	\$116,424	\$116,424	\$122,245		
Expense																		
Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5		
Tournament Attendant Expense	10% Gross Revenue												\$5,940	\$9,720	\$11,642	\$11,642	\$12,225	
Tournament Trainers	Pass Through												\$0	\$0	\$0	\$0	\$0	
Area Expense												\$5,940	\$9,720	\$11,642	\$11,642	\$12,225		
Net Revenue												\$53,460	\$87,480	\$104,782	\$104,782	\$110,021		



Indoor Court Rental Events Revenue & Expenses

Revenue	Mgmt. Assump.	Rental Fees					Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5	
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5							
Other Court Sport Rental - 1 Day Event																		
Rental Fee		\$3,780	\$3,780	\$4,158	\$4,158	\$4,366	2	2	2	2	2	1	\$7,560	\$7,560	\$8,316	\$8,316	\$8,732	
Other Court Sport Rental - 2 Day Event																		
Rental Fee		\$7,560	\$7,560	\$8,316	\$8,316	\$8,732	3	4	4	4	4	1	\$22,680	\$30,240	\$33,264	\$33,264	\$34,927	
	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													\$30,240	\$37,800	\$41,580	\$41,580	\$43,659	
Expense	Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5	
Event Attendant Expense	10% Gross Revenue												\$3,024	\$3,780	\$4,158	\$4,158	\$4,366	
Area Expense													\$3,024	\$3,780	\$4,158	\$4,158	\$4,366	
Net Revenue													\$27,216	\$34,020	\$37,422	\$37,422	\$39,293	



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	\$225	\$225	\$248	\$248	\$260	15	17	18	19	19	5	\$16,484	\$18,671	\$22,238	\$23,121	\$24,756
Instructional Camps (Full Days)	\$/Week *2	\$225	\$225	\$248	\$248	\$260	22	25	27	28	29	5	\$24,975	\$28,290	\$33,694	\$35,032	\$37,510
Individual Instruction	\$/Hour *3	\$40	\$40	\$44	\$44	\$46	18	20	22	22	23	12	\$8,440	\$9,560	\$11,386	\$11,838	\$12,675
Drop-in/Other Income	\$/Session	\$5	\$5	\$6	\$6	\$6	44	50	54	56	57	12	\$2,640	\$2,990	\$3,562	\$3,703	\$3,965
League																	
Sept. - Oct. League	\$/Team *4	\$325	\$325	\$358	\$358	\$375	15	17	18	19	20	1	\$4,875	\$5,522	\$6,577	\$6,838	\$7,322
Nov. - Dec. League	\$/Team	\$325	\$325	\$358	\$358	\$375	22	25	27	28	29	1	\$7,150	\$8,099	\$9,646	\$10,029	\$10,739
Jan. - Feb. League	\$/Team	\$325	\$325	\$358	\$358	\$375	30	34	37	38	39	1	\$9,750	\$11,044	\$13,154	\$13,676	\$14,643
Mar. - Apr. League	\$/Team	\$325	\$325	\$358	\$358	\$375	37	42	45	47	48	1	\$12,025	\$13,621	\$16,223	\$16,867	\$18,060
May - June League	\$/Team	\$325	\$325	\$358	\$358	\$375	22	25	27	28	29	1	\$7,150	\$8,099	\$9,646	\$10,029	\$10,739
July - Aug. League	\$/Team	\$325	\$325	\$358	\$358	\$375	22	25	27	28	29	1	\$7,150	\$8,099	\$9,646	\$10,029	\$10,739
Club																	
Tryouts	\$/Player	\$35	\$35	\$39	\$39	\$40	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Club Teams	\$/Player	\$750	\$750	\$825	\$825	\$866	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.13	1.08	1.04	1.02						
Capacity growth rate			1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
Area Revenue												\$100,638	\$113,996	\$135,770	\$141,165	\$151,148	
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												\$5,032	\$5,700	\$6,789	\$7,058	\$7,557
Referee Fees	Avg. \$45/game												\$26,640	\$30,176	\$32,673	\$33,971	\$34,641
Instructor Fees	\$10-\$25/Instructor (25% Instruct. Rev)												\$12,475	\$14,130	\$16,829	\$17,498	\$18,735
Equipment and Supplies	5% of Gross Revenue												\$5,032	\$5,700	\$6,789	\$7,058	\$7,557
Awards	T-Shirts and Trophies (2% Gross Revenue)												\$2,013	\$2,280	\$2,715	\$2,823	\$3,023
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												\$51,191	\$57,986	\$65,794	\$68,408	\$71,514	
Net Revenue												\$49,447	\$56,010	\$69,976	\$72,756	\$79,634	

Pricing Notes Clinics
*1 **HUB**
\$225/3 Sessions

Camps
*2 **Marion Combine Boys Camp**
\$180/2 Days

BTB Shooting & Skills Camp
\$225/5 Days

Indiana Ice Elite Camp
\$200/4 Days

Illinois Attack Elite Training
\$200/6 Days

Individual Instruction
*3 **HUB**
\$40/Hr

Legacy Courts
\$45/Hr

Supreme Courts
\$40/Hr

Leagues
*4 **Marion YMCA**
\$92-\$112/6 Weeks

Cape Girardeau Sportsplex
\$375/9 Weeks (Player - Adult Mens)

Cape Girardeau Sportsplex
\$80/4 Weeks (Player - "JR NBA" League)

Club Teams
*5 **Kessel Heat**
\$1195/18 Weeks

Chicagoland M14 Hoops
\$1395/18 Weeks

A2ZOE Elite Basketball
\$850/14 Weeks



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 Camps (Full Days)	\$/Week *2	\$300	\$300	\$330	\$330	\$347	17	19	21	22	22	2	\$10,200	\$11,523	\$13,686	\$14,210	\$15,192
League																	
Sept. - Oct. League	\$/Team *4	\$575	\$575	\$633	\$633	\$664	11	12	13	14	14	1	\$6,325	\$7,146	\$8,487	\$8,811	\$9,421
Nov. - Dec. League	\$/Team	\$575	\$575	\$633	\$633	\$664	11	12	13	14	14	1	\$6,325	\$7,146	\$8,487	\$8,811	\$9,421
Jan. - Feb. League	\$/Team	\$575	\$575	\$633	\$633	\$664	17	19	21	22	22	1	\$9,775	\$11,043	\$13,116	\$13,617	\$14,559
Mar. - Apr. League	\$/Team	\$575	\$575	\$633	\$633	\$664	17	19	21	22	22	1	\$9,775	\$11,043	\$13,116	\$13,617	\$14,559
May - June League	\$/Team	\$575	\$575	\$633	\$633	\$664	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
July - Aug. League	\$/Team	\$575	\$575	\$633	\$633	\$664	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Club																	
Tryouts	\$/Player	\$35	\$35	\$39	\$39	\$40	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Club Teams	\$/Player *5	\$1,675	\$1,675	\$1,843	\$1,843	\$1,935	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.13	1.08	1.04	1.02						
Capacity growth rate			1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
Area Revenue												\$42,400	\$47,901	\$56,892	\$59,067	\$63,151	
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												\$2,120	\$2,395	\$2,845	\$2,953	\$3,158
Referee Fees	Avg. \$20/game												\$4,480	\$5,061	\$5,465	\$5,674	\$5,777
Instructor Fees	\$10-\$25/Instructor (25% Instruct. Rev)												\$2,550	\$2,881	\$3,422	\$3,552	\$3,798
Equipment and Supplies	5% of Gross Revenue												\$2,120	\$2,395	\$2,845	\$2,953	\$3,158
Awards	T-Shirts and Trophies (2% Gross Revenue)												\$848	\$958	\$1,138	\$1,181	\$1,263
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												\$12,118	\$13,690	\$15,713	\$16,314	\$17,153	
Net Revenue												\$30,282	\$34,211	\$41,179	\$42,753	\$45,998	

Pricing Notes

Clinics	Camps	Individual Instruction	Leagues	Club Teams
*1 IEVC	*2 University of Illinois	*3 IEVC	*4 Marion YMCA	*5 Sky High Volleyball
\$75/4 Sessions	\$100/4 Days	\$45-75/Hr	\$124/6 Weeks	\$425/12 Weeks
Academy VB Cadets	IEYA Winter Programs	Academy VBC	Cape Girardeau Sportsplex	Ultimate VB 2021-2022
\$495/12 Sessions	\$75/4 Days	\$40/Hr	\$250/8 Weeks (Team - Indoor Coed)	\$1699/18 Weeks
	IEVC	Legacy Courts	Best Choice Fieldhouse	Club Vision VB
	\$130/2 Days	\$45/Hr	\$575/8 Weeks (Team)	\$600/12 Weeks
	All Skills & Competition (Collinsville)			
	\$195/3 Days			



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							
Court Rentals																		
Sept. - Oct.	\$/Hour *1	\$60	\$60	\$63	\$63	\$66	156	161	166	170	176	1	\$9,360	\$9,641	\$10,427	\$10,739	\$11,615	
Nov. - Dec.	\$/Hour	\$60	\$60	\$63	\$63	\$66	198	204	210	216	223	1	\$11,880	\$12,236	\$13,234	\$13,631	\$14,742	
Jan. - Feb.	\$/Hour	\$60	\$60	\$63	\$63	\$66	282	290	299	308	317	1	\$16,920	\$17,428	\$18,848	\$19,413	\$20,996	
Mar. - Apr.	\$/Hour	\$60	\$60	\$63	\$63	\$66	324	334	344	354	365	1	\$19,440	\$20,023	\$21,655	\$22,305	\$24,123	
May - June	\$/Hour	\$60	\$60	\$63	\$63	\$66	132	136	140	144	149	1	\$7,920	\$8,158	\$8,822	\$9,087	\$9,828	
July - Aug	\$/Hour	\$60	\$60	\$63	\$63	\$66	132	136	140	144	149	1	\$7,920	\$8,158	\$8,822	\$9,087	\$9,828	
	Non-capacity growth rate		1.00	1.05	1.00	1.05		1.03	1.03	1.03	1.03							
	Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00							
Area Revenue													\$73,440	\$75,643	\$81,808	\$84,262	\$91,130	
Expense																		
	Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5	
Supervision/Maintenance Staff	5% of Revenue												\$3,672	\$3,782	\$4,090	\$4,213	\$4,556	
Area Expense													\$3,672	\$3,782	\$4,090	\$4,213	\$4,556	
Net Revenue													\$69,768	\$71,861	\$77,718	\$80,049	\$86,573	

Pricing Notes Court Rentals
 *1 **Belleville Family Sportsplex**
 \$56/Hr

Cape Girardeau Sportsplex
 \$50/Hr

Glendale Height Sports Hub
 \$60/Hr



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							
Arcade																		
Per Cap Spend		\$10	\$10	\$11	\$11	\$11	33,060	36,366	37,457	38,580	38,966	1	\$330,597	\$363,657	\$393,295	\$405,094	\$429,602	
	Non-capacity growth rate		1.00	1.05	1.00	1.05		1.10	1.03	1.03	1.01							
	Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00							
Area Revenue												\$330,597	\$363,657	\$393,295	\$405,094	\$429,602		
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						\$49,590	\$54,549	\$58,994	\$60,764	\$64,440							
Maintenance & Repairs	10% of Gross Revenue						\$33,060	\$36,366	\$39,330	\$40,509	\$42,960							
Equipment & Supplies	10% of Gross Revenue						\$33,060	\$36,366	\$39,330	\$40,509	\$42,960							
Area Expense												\$115,709	\$127,280	\$137,653	\$141,783	\$150,361		
Net Revenue												\$214,888	\$236,377	\$255,642	\$263,311	\$279,241		



Esports 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						
Memberships	\$/Month	\$10	\$10	\$11	\$11	\$12	43	47	49	51	52	12	\$5,103	\$5,613	\$6,483	\$6,678	\$7,222
User Fees																	
Single Hour, Member	\$/Session	\$5	\$5	\$6	\$6	\$6	47	52	54	56	58	12	\$2,831	\$3,114	\$3,597	\$3,705	\$4,007
Single Hour, Non-Member	\$/Session	\$6	\$6	\$7	\$7	\$7	54	59	62	64	66	12	\$3,889	\$4,277	\$4,940	\$5,089	\$5,503
Three Hour, Member	\$/Session	\$14	\$14	\$15	\$15	\$16	94	104	109	112	116	12	\$15,855	\$17,441	\$20,144	\$20,748	\$22,439
Three Hour, Non-Member	\$/Session	\$17	\$17	\$19	\$19	\$20	428	470	494	509	524	12	\$87,252	\$95,977	\$110,853	\$114,179	\$123,484
Day Pass, Member	\$/Session	\$20	\$20	\$22	\$22	\$23	31	35	36	37	39	12	\$7,558	\$8,313	\$9,602	\$9,890	\$10,696
Day Pass, Non-Member	\$/Session	\$24	\$24	\$26	\$26	\$28	358	393	413	425	438	12	\$102,970	\$113,267	\$130,824	\$134,749	\$145,731
Night Pass, Member	\$/Session	\$8	\$8	\$9	\$9	\$9	16	17	18	19	19	12	\$1,506	\$1,657	\$1,914	\$1,971	\$2,132
Night Pass, Non-Member	\$/Session	\$10	\$10	\$11	\$11	\$12	35	39	41	42	43	12	\$4,209	\$4,630	\$5,347	\$5,508	\$5,957
	Non-capacity growth rate	1.00	1.10	1.00	1.05	1.05	1.10	1.05	1.03	1.03							
	Capacity growth rate	1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00							
Area Revenue												\$231,173	\$254,290	\$293,705	\$302,516	\$327,171	
Expense																	
	Management Assumption												Year 1	Year 2	Year 3	Year 4	Year 5
Esports Manager	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Esports Staff	10% of Gross Revenue												\$23,117	\$25,429	\$29,370	\$30,252	\$32,717
Gaming Management Support Fees	Ave. \$200/Month												\$2,400	\$2,436	\$2,473	\$2,510	\$2,547
Franchise Royalties	6% of Gross Revenue												\$13,870	\$15,257	\$17,622	\$18,151	\$19,630
Equipment Repair and Replacement	15% of Initial Equipment Expense												\$42,000	\$42,630	\$43,269	\$43,918	\$44,577
Area Expense												\$81,388	\$85,752	\$92,735	\$94,831	\$99,472	
Net Revenue												\$149,785	\$168,537	\$200,970	\$207,685	\$227,699	



Membership Revenue & Expenses

Revenue	Mgmt. Assump.	Price Per Session					Total Per Year					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Memberships																	
Youth (18 and under)	\$/Month *1	\$30	\$30	\$32	\$32	\$33	120	126	132	136	140	12	\$30,786	\$45,368	\$50,019	\$51,519	\$55,718
Adult (19+)	\$/Month	\$50	\$50	\$53	\$53	\$55	660	693	728	750	772	12	\$282,201	\$415,876	\$458,503	\$472,258	\$510,747
Family	\$/Month	\$65	\$65	\$68	\$68	\$72	420	441	463	477	491	12	\$233,458	\$344,043	\$379,307	\$390,686	\$422,527
Enhancement Fee	Annual fee	\$50	\$50	\$53	\$53	\$55	1,200	1,260	1,323	1,363	1,404	1	\$60,011	\$63,011	\$69,470	\$71,554	\$77,386
Guest Pass	\$/Day	\$5	\$5	\$5	\$5	\$5	1,200	1,260	1,323	1,363	1,404	1	\$6,000	\$6,300	\$6,615	\$6,813	\$7,018
	Non-capacity growth rate		1.00	1.05	1.00	1.05		1.05	1.05	1.03	1.03						
	Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
Area Revenue												\$612,456	\$874,598	\$963,914	\$992,831	\$1,073,396	
Expense	Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5
Membership/Fitness Management	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Fitness Floor Staff													\$177,270	\$184,361	\$191,735	\$199,405	\$207,381
Free Group Ex. Class Instructors	\$25 Instructor Fee per Class, 80 per Week in Year 1												\$100,000	\$110,000	\$121,000	\$133,100	\$146,410
Child Watch Instructors	\$15/Hour, Ave 3 Staff/Hour, 52 Hours/Week												\$121,680	\$125,330	\$129,090	\$132,963	\$136,952
Child Watch Supplies	1% of Gross Membership Revenue												\$5,464	\$8,053	\$8,878	\$9,145	\$9,890
Membership Cards	\$1 per New Member												\$2,400	\$2,520	\$2,646	\$2,726	\$2,807
Area Expense												\$406,815	\$430,264	\$453,350	\$477,338	\$503,440	
Net Revenue												\$205,641	\$444,334	\$510,564	\$515,493	\$569,956	

Pricing Notes

*1 **YMCA - Collinsville Maryville Troy**
 \$38/mo - Adult Member + \$50 joining fee
 \$35/mo - Senior Member + \$50 joining fee
 \$29/mo - Young Adult + \$25 joining fee
 \$61/mo - Household + \$100 joining fee

Club Fitness Collinsville
 \$40/mo - Platinum (24/7 access)
 \$32/mo - Premium (24/7 access)
 \$26/mo - Basic (24/7 access)

Planet Fitness
 \$24.99/mo - PF Black Card
 \$10/mo - Classic



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	\$90	\$90	\$99	\$99	\$104	15	17	17	18	19	10	\$13,500	\$14,850	\$17,152	\$18,009	\$19,855
Full Day Camp	\$/week	\$150	\$150	\$165	\$165	\$173	25	28	29	30	32	10	\$37,500	\$41,250	\$47,644	\$50,026	\$55,154
Single Day Camps	\$/day	\$30	\$30	\$33	\$33	\$35	25	28	29	30	32	12	\$9,000	\$9,900	\$11,435	\$12,006	\$13,237
Camp Day-Care	\$/day	\$10	\$10	\$11	\$11	\$12	115	127	133	139	146	10	\$11,500	\$12,650	\$14,611	\$15,341	\$16,914
	Non-capacity growth rate		1.00	1.10	1.00	1.05		1.10	1.05	1.05	1.05						
	Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
Area Revenue												\$71,500	\$78,650	\$90,841	\$95,383	\$105,160	
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											\$10,725	\$11,798	\$13,626	\$14,307	\$15,774	
Equipment & Consumables	3% of Gross Revenue											\$2,145	\$2,360	\$2,725	\$2,861	\$3,155	
Camp Lunch	2.5% of Gross Revenue											\$1,788	\$1,966	\$2,271	\$2,385	\$2,629	
T-Shirts	\$4 per shirt											\$1,600	\$1,760	\$1,848	\$1,940	\$2,037	
Area Expense												\$16,258	\$17,883	\$20,470	\$21,494	\$23,595	
Net Revenue												\$55,243	\$60,767	\$70,370	\$73,889	\$81,564	

Pricing Notes Youth Day Camps
 *1 **Collinsville Parks & Rec**
 \$25-\$35/Day (Resident & Non-Resident)



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						
Rental Basketball - Small	2	\$2.00	-	-	-	-	-	480	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Medium	2	\$2.00	4	4	4	4	4	720	\$11,520	\$11,520	\$11,520	\$11,520	\$11,520
Rental Basketball - Large	2	\$2.00	4	6	8	8	8	960	\$15,360	\$23,040	\$30,720	\$30,720	\$30,720
Rental Basketball - Extra Large	2.5	\$2.00	-	-	-	-	-	1440	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Small	1	\$2.00	6	6	6	6	6	640	\$7,680	\$7,680	\$7,680	\$7,680	\$7,680
Rental Volleyball - Medium	2	\$2.00	2	2	3	3	3	1280	\$10,240	\$10,240	\$15,360	\$15,360	\$15,360
Rental Volleyball - Large	2.5	\$2.00	1	2	2	2	2	1920	\$9,600	\$19,200	\$19,200	\$19,200	\$19,200
Rental Volleyball - Extra Large	2.5	\$2.00	-	1	1	1	1	2560	\$0	\$12,800	\$12,800	\$12,800	\$12,800
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	3	4	4	4	4	1280	\$15,360	\$20,480	\$20,480	\$20,480	\$20,480
Area Revenue			22	27	30	30	30		\$72,320	\$107,520	\$120,320	\$120,320	\$120,320
Expense									Year 1	Year 2	Year 3	Year 4	Year 5
Mgmt. Assump.													
Ticketing Fee	\$0.50/Ticket								\$10,080	\$13,920	\$15,520	\$15,520	\$15,520
Area Expense									\$10,080	\$13,920	\$15,520	\$15,520	\$15,520
Net Revenue									\$62,240	\$93,600	\$104,800	\$104,800	\$104,800



Food & Beverage Revenue & Expenses

Revenue		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Sales			\$183,885	\$250,609	\$279,246	\$280,486	\$281,533
Area Revenue			\$183,885	\$250,609	\$279,246	\$280,486	\$281,533
Expense		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Food		30% Concession Sales	\$55,165	\$75,183	\$83,774	\$84,146	\$84,460
Concessions Wages		25% Concession Sales	\$45,971	\$62,652	\$69,812	\$70,122	\$70,383
Area Expense			\$101,137	\$137,835	\$153,585	\$154,267	\$154,843
Net Revenue			\$82,748	\$112,774	\$125,661	\$126,219	\$126,690



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	50% non-local attendance	2	\$0	-	-	-	-	-	160	240	133	\$0	\$0	\$0	\$0	\$0
In-House Basketball - Medium	60% non-local attendance	2	\$0	-	-	-	-	-	288	432	240	\$0	\$0	\$0	\$0	\$0
In-House Basketball - Large	70% non-local attendance	2	\$0	-	-	-	-	-	448	672	373	\$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	50% non-local attendance	2	\$0	-	-	-	-	-	160	240	133	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Medium	60% non-local attendance	2	\$0	4	4	4	4	4	288	432	240	\$0	\$0	\$0	\$0	\$0
Rental Basketball - Large	70% non-local attendance	2	\$0	4	6	8	8	8	448	672	373	\$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	50% non-local attendance	1	\$0	-	-	-	-	-	160	320	160	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Medium	60% non-local attendance	2	\$0	-	-	-	-	-	384	768	384	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Large	70% non-local attendance	2.5	\$0	-	-	-	-	-	672	1344	672	\$0	\$0	\$0	\$0	\$0
In-House Volleyball - Extra Large	80% non-local attendance	2.5	\$0	-	-	-	-	-	1024	2048	1024	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Small	50% non-local attendance	1	\$0	6	6	6	6	6	160	320	160	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Medium	60% non-local attendance	2	\$0	2	2	3	3	3	384	768	384	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Large	70% non-local attendance	2.5	\$0	1	2	2	2	2	672	1344	672	\$0	\$0	\$0	\$0	\$0
Rental Volleyball - Extra Large	80% non-local attendance	2.5	\$0	-	1	1	1	1	1024	2048	1024	\$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	3	4	4	4	4	384	768	384	\$0	\$0	\$0	\$0	\$0
Unredeemed Rebates	33% Reduction of Revenue			22	27	30	30	30				\$0	\$0	\$0	\$0	\$0
Area Revenue												\$0	\$0	\$0	\$0	\$0
Expense												\$0	\$0	\$0	\$0	\$0
Area Expense												\$0	\$0	\$0	\$0	\$0
Net Revenue												\$0	\$0	\$0	\$0	\$0



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	10,000	\$20.00	\$200,000	\$200,000	\$200,000	\$200,000	\$200,000
Revenue			\$200,000	\$200,000	\$200,000	\$200,000	\$200,000
Expense			-	-	-	-	-
Net Income			\$200,000	\$200,000	\$200,000	\$200,000	\$200,000



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
Alarm System Maintenance		\$5,000	\$5,075	\$5,151	\$5,228	\$5,307
Janitorial Expenses		\$133,530	\$138,933	\$142,753	\$144,682	\$146,641
Safety Supplies		\$5,000	\$2,000	\$2,030	\$2,060	\$2,091
Grounds Maintenance, Labor, & Lighting		\$14,754	\$14,976	\$15,200	\$15,428	\$15,660
Maintenance & Repairs		\$46,815	\$47,517	\$48,230	\$48,953	\$49,688
Utility Expense		\$156,050	\$158,391	\$160,767	\$163,178	\$165,626
Total Indoor Facility Expense		\$361,149	\$366,891	\$374,131	\$379,531	\$385,012
Total Facility Expense		\$361,149	\$366,891	\$374,131	\$379,531	\$385,012



Operating Expenses

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Bank Service Charges	Misc. Banking Fees	\$37,371	\$47,592	\$53,567	\$54,873	\$58,366
Communications		\$24,908	\$25,281	\$25,660	\$26,045	\$26,436
Dues/Subscriptions		\$500	\$508	\$515	\$523	\$531
Employee Uniforms		\$1,500	\$999	\$1,014	\$1,029	\$1,045
Marketing and Advertising		\$112,112	\$47,592	\$53,567	\$54,873	\$58,366
Insurance		\$65,056	\$66,032	\$67,022	\$68,027	\$69,048
Licenses, Permits		\$2,500	\$2,538	\$2,576	\$2,614	\$2,653
National Management & Marketing Service	TBD	\$0	\$0	\$0	\$0	\$0
National Management Travel	TBD	\$0	\$0	\$0	\$0	\$0
Office Supplies		\$13,284	\$13,483	\$13,686	\$13,891	\$14,099
Software		\$14,400	\$14,616	\$14,835	\$15,058	\$15,284
Travel and Education		\$2,500	\$2,538	\$2,576	\$2,614	\$2,653
Total Operating Expenses		\$274,130	\$221,179	\$235,017	\$239,549	\$248,480



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		\$65,000	\$67,600	\$70,304	\$73,116	\$76,041
Marketing Coordinator		\$42,000	\$43,680	\$45,427	\$47,244	\$49,134
Membership Fitness Director		\$52,500	\$54,600	\$56,784	\$59,055	\$61,418
FEC/Esports Director		\$50,400	\$52,416	\$54,513	\$56,693	\$58,961
FEC/Esports Coordinator		\$38,500	\$40,040	\$41,642	\$43,307	\$45,040
Program Director		\$46,200	\$48,048	\$49,970	\$51,969	\$54,047
Sports Coordinator 1		\$38,500	\$40,040	\$41,642	\$43,307	\$45,040
Assistant Membership Fitness Director		\$38,500	\$40,040	\$41,642	\$43,307	\$45,040
Indoor Facility Manager		\$46,200	\$48,048	\$49,970	\$51,969	\$54,047
Finance Coordinator		\$43,680	\$45,427	\$47,244	\$49,134	\$51,099
Admin Support	Part Time - Front Desk	\$90,000	\$93,600	\$97,344	\$101,238	\$105,287
Total Management Payroll		\$651,480	\$677,539	\$704,641	\$732,826	\$762,139



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	\$48,750	\$65,000	\$67,600	\$70,304	\$73,116	\$76,041
Mgmt	Marketing Coordinator	12 months prior	\$42,000	\$42,000	\$43,680	\$45,427	\$47,244	\$49,134
Mgmt	Membership Fitness Director	6 months prior	\$26,250	\$52,500	\$54,600	\$56,784	\$59,055	\$61,418
Mgmt	FEC/Esports Director	6 months prior	\$25,200	\$50,400	\$52,416	\$54,513	\$56,693	\$58,961
Mgmt	FEC/Esports Coordinator	3 months prior	\$9,625	\$38,500	\$40,040	\$41,642	\$43,307	\$45,040
Mgmt	Program Director	6 months prior	\$23,100	\$46,200	\$48,048	\$49,970	\$51,969	\$54,047
Mgmt	Sports Coordinator 1	3 months prior	\$9,625	\$38,500	\$40,040	\$41,642	\$43,307	\$45,040
Mgmt	Assistant Membership Fitness Director	3 months prior	\$9,625	\$38,500	\$40,040	\$41,642	\$43,307	\$45,040
Mgmt	Indoor Facility Manager	3 months prior	\$11,550	\$46,200	\$48,048	\$49,970	\$51,969	\$54,047
Mgmt	Finance Coordinator	6 months prior	\$21,840	\$43,680	\$45,427	\$47,244	\$49,134	\$51,099
Support	Admin Support	1 month prior	\$7,500	\$90,000	\$93,600	\$97,344	\$101,238	\$105,287
Subtotal Management Payroll			\$335,065	\$651,480	\$677,539	\$704,641	\$732,826	\$762,139
Staff	Basketball Rental Tournament Staff	1 month prior	\$504	\$6,048	\$7,776	\$10,454	\$10,454	\$10,977
Staff	Volleyball Rental Tournament Staff	1 month prior	\$495	\$5,940	\$9,720	\$11,642	\$11,642	\$12,225
Staff	Court Rental Event Staff	1 month prior	\$252	\$3,024	\$3,780	\$4,158	\$4,158	\$4,366
Staff	Basketball Staff	1 month prior	\$419	\$5,032	\$5,700	\$6,789	\$7,058	\$7,557
Staff	Volleyball Staff	1 month prior	\$177	\$2,120	\$2,395	\$2,845	\$2,953	\$3,158
Staff	Court Rental Staff	1 month prior	\$306	\$3,672	\$3,782	\$4,090	\$4,213	\$4,556
Staff	Membership Fitness Area Staff	1 month prior	\$14,773	\$177,270	\$184,361	\$191,735	\$199,405	\$207,381
Staff	FEC/Adventure Staff	1 month prior	\$4,132	\$49,590	\$54,549	\$58,994	\$60,764	\$64,440
Staff	Esports Staff	1 month prior	\$1,926	\$23,117	\$25,429	\$29,370	\$30,252	\$32,717
Staff	Food & Beverage Staff	1 month prior	\$3,831	\$45,971	\$62,652	\$69,812	\$70,122	\$70,383
Subtotal Sport Admin Staff			\$26,815	\$321,784	\$360,144	\$389,890	\$401,021	\$417,760
Instructors	Basketball Instructors	Per Diem	\$12,475	\$14,130	\$16,829	\$17,498	\$18,735	\$18,735
Instructors	Volleyball Instructors	Per Diem	\$2,550	\$2,881	\$3,422	\$3,552	\$3,798	\$3,798
Instructors	Membership Fitness Area Instructors	Per Diem	\$221,680	\$235,330	\$250,090	\$266,063	\$283,362	\$283,362
Instructors	Youth Programming Instructors	Per Diem	\$10,725	\$11,798	\$13,626	\$14,307	\$15,774	\$15,774
Subtotal Instructors (COGS)			\$247,430	\$264,139	\$283,967	\$301,421	\$321,669	\$321,669
Referees	Basketball Officials	Per Diem	\$26,640	\$30,176	\$32,673	\$33,971	\$34,641	\$34,641
Referees	Volleyball Officials	Per Diem	\$4,480	\$5,061	\$5,465	\$5,674	\$5,777	\$5,777
Subtotal Referee/Trainers (COGS)			\$31,120	\$35,237	\$38,137	\$39,644	\$40,418	\$40,418
Payroll Subtotal			\$361,880	\$1,251,813	\$1,337,059	\$1,416,635	\$1,474,913	\$1,541,987
	Bonus Pool	1% of Total Rev		\$21,685	\$26,796	\$29,783	\$30,437	\$32,183
	Payroll Services	3% of Payroll	\$10,856	\$29,198	\$31,130	\$32,836	\$34,015	\$35,397
	Payroll Taxes/Benefits	30% of Payroll	\$108,564	\$291,979	\$311,305	\$328,359	\$340,154	\$353,970
Payroll Taxes/Benefits/Bonus Totals			\$119,421	\$342,862	\$369,232	\$390,978	\$404,607	\$421,550
Total Payroll			\$1,594,676	\$1,706,291	\$1,807,614	\$1,879,520	\$1,963,537	\$1,963,537