

BLOOMINGTON/NORMAL AREA MULTI-PURPOSE SPORTS COMPLEX – DOME

Five-Year Operating Pro Forma

JULY 2018



PREPARED FOR:

TOWN OF NORMAL, IL



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Facility Program Details



Facility Program

Primary Support Building - Hard Structure

Space	Indoor Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint	
			L (')	W (')				
Support Spaces	Lobby/Welcome Area	1	30	30	900	900	4.8%	
	Control Room	1	15	10	150	150	0.8%	
	Manager's Office	3	15	10	150	450	2.4%	
	Office Area	1	30	30	900	900	4.8%	
	Kitchen	1	40	40	1,600	1,600	8.5%	
	Café and Seating Area	1	50	50	2,500	2,500	13.2%	
	Flex/Team Rooms	1	60	25	1,500	1,500	7.9%	
	Ref Rooms	2	15	10	150	300	1.6%	
	Training Room	1	20	15	300	300	1.6%	
	Restrooms	2	30	25	750	1,500	7.9%	
Leased Space	1	-	-	5,000	5,000	26.5%		
Total Support Sq. Ft.						15,100	80.0%	
Required SF for Products and Services						15,100	80.0%	
Mechanical, Electrical, Storage, etc.						10% of P&S SF	1,510	8.0%
Common Area, Stairs, Circulation, etc.						15% of P&S SF	2,265	12.0%
Total Estimated Indoor Athletic Facility SF						18,875	100%	
Estimated Building Footprint						18,875		
Total Building Acreage						0.4		

Dome Structure

Space	Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint
			L (')	W (')			
Dome	Turf Field	1	520	250	130,000	130,000	100.0%
	Multi-Purpose Fields	5	180	95	Over Turf Field		0.0%
	Baseball/Softball Fields	2	225	225	Over Turf Field		0.0%
	Batting Cages/Pitching Tunnels	4	75	10	Over Turf Field		0.0%
Total Dome Structure Sq. Ft.						130,000	100.0%
Required SF for Products and Services						130,000	100.0%
Total Estimated Dome SF						130,000	100%
Estimated Building Footprint						130,000	
Total Building Acreage						3.0	

Outdoor Athletic Facilities

Space	Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint
			L (')	W (')			
Multi-Purpose Fields	Synthetic Turf Field - (With 12' Apron)	12	384	249	95,616	1,147,392	72.3%
	Total Outdoor Multi-Purpose Fields Sq. Ft.						1,147,392
Natural Grass Sports Fields	Natural Grass Sports Fields	1	768	558	428,544	428,544	27.0%
	Natural Grass Multi-Purpose Field - (With 12' Apron)	4	384	249	Over Natural Grass Fields		0.0%
	Natural Grass Cricket Field - (With 9' Apron)	1	558	558	Over Natural Grass Fields		0.0%
Total Natural Grass Sports Fields Sq. Ft.						428,544	27.0%
Support Buildings	Secondary Support Buildings	3	40	40	1,600	4,800	0.3%
	Pavilion Seating Area	1	50	50	2,500	2,500	0.2%
	Maintenance Buildings	2	40	40	1,600	3,200	0.2%
Total Support Buildings Sq. Ft.						10,500	0.7%
Total Estimated Outdoor Athletic Facilities SF						1,586,436	100%
Total Outdoor Athletic Facility Acreage						36.4	

Site Development

Quantity	Dimensions	Approx. SF each	Total SF	% of Total			
					L (')	W (')	
Parking Spaces Total	Parking Spaces Total (10'x18') (20' x 20' Inc. aisles)	2,126	20	20	400	850,200	25.9%
	Setbacks, Green Space, etc.					2,436,636	74.1%
Total Estimated Site Development SF						3,286,836	100%
Total Site Development Acreage						75.5	
Total Complex Acreage						115.3	

Facility Development Costs and Financing



Capital Costs and Start-up Expenses - Outdoor Facilities

Details	Quantity	Unit	Cost/Unit	Budgeted Cost	% of Total
Building & Land Cost					
Real Estate Acquisition	111.9	Acre	\$25,000	\$2,796,873	9.5%
Land Cost Total				\$2,796,873	9.5%
Hard Costs					
Support Buildings					
Support Buildings	4,800	SF	\$150	\$720,000	2.4%
Pavilion Building	2,500	SF	\$50	\$125,000	0.4%
Maintenance Building	3,200	SF	\$60	\$192,000	0.6%
Site Development					
Fencing - Perimeter and Facility Control	1	LS	\$300,000	\$300,000	1.0%
Site Development - Clearing, Prep, Grading, Utility Runs, Landscaping, etc.	111.9	Acre	\$65,488	\$7,326,433	24.8%
Contingency			10.00%	\$866,343	2.9%
Hard Cost Total				\$9,529,777	32.2%
Sports Fields					
Synthetic Turf Multi-Purpose Fields					
Synthetic Turf Fields	1,147,392	SF	\$7.00	\$8,031,744	27.17%
Natural Grass Multi-Purpose Fields					
Premium Natural Sports Turf	428,543	SF	\$1.20	\$514,252	1.74%
Irrigation	1	LS	\$120,000	\$120,000	0.41%
Cricket Pitch					
Synthetic Turf Pitch	1	LS	\$7,000	\$7,000	0.02%
Field & Sport Equipment					
Field Lights	12	Ea.	\$180,000	\$2,160,000	7.31%
Scoreboards	16	Ea.	\$7,500	\$120,000	0.41%
Benches (Participants)	80	Ea.	\$600	\$48,000	0.16%
Bleachers (Spectators)	80	Ea.	\$4,000	\$320,000	1.08%
Goals	16	Ea.	\$3,000	\$48,000	0.16%
Goals	32	Ea.	\$1,200	\$38,400	0.13%
Goals	64	Ea.	\$1,050	\$67,200	0.23%
Goals	32	Ea.	\$750	\$24,000	0.08%
Field Equipment	1	LS	\$100,000	\$100,000	0.34%
Shipping			5.00%	\$579,930	1.96%
Contingency			10.00%	\$1,217,853	4.12%
Open Grass Area Cost Total				\$13,396,378	45.32%
Furniture, Fixtures and Equipment Cost					
FOOD & BEVERAGE					
Secondday Support Building Equipment	3	Ea.	\$50,000	\$150,000	0.5%
Finish Out	3	Ea.	\$25,000	\$75,000	0.3%
FURNISHINGS					
Signage	1	LS	\$200,000	\$200,000	0.7%
Site Furnishings	111.9	Acre	\$5,000	\$559,375	1.9%
Hardware	1	LS	\$30,000	\$30,000	0.1%
Software	1	LS	\$25,000	\$25,000	0.1%
FIELD MAINTENANCE EQUIPMENT					
Utility Vehicle (Gator)	2	Ea.	\$12,500	\$25,000	0.1%
Utility Golf Cart	2	Ea.	\$10,000	\$20,000	0.1%
Shipping			5.00%	\$54,219	0.2%
Contingency			10.00%	\$113,859	0.4%
Furniture, Fixtures and Equipment Cost Total				\$1,252,453	4.2%
Soft Costs Construction					
Design-Build Fees	% of Structure and Site work		10.0%	\$952,978	3.2%
Finance Support Services and Issuance			5.0%	\$1,348,774	4.6%
Permits/Inspections			0.50%	\$47,649	0.2%
Contingency			10.00%	\$234,940	0.8%
Soft Costs Total				\$2,584,341	8.7%
Total Construction Costs - Outdoor Facility				\$29,559,821	100.00%



Capital Costs and Start-up Expenses - Indoor Athletic Facility

Details	Quantity	Unit	Cost/Unit	Budgeted Cost	% of Total
Building & Land Cost					
Real Estate Acquisition	3.42	Acre	\$25,000	\$85,442	0.7%
Land Cost Total				\$85,442	0.7%
Hard Costs					
Hard Structure Cost	18,875	SF	\$134	\$2,522,432	19.8%
Dome Foundation	130,000	SF	\$5	\$650,000	5.1%
Dome Structure Cost	130,000	SF	\$33	\$4,346,182	34.2%
Site Development	3.42	Acre	\$411,101	\$1,405,018	11.0%
			10.00%	\$892,363	7.0%
Contingency					
Hard Cost Total				\$9,815,994	77.1%
Field and Sport Equipment Cost					
Turf Area					
Synthetic Turf Flooring	130,000	SF	\$5	\$650,000	5.1%
Scoreboards	5	Ea.	\$5,000	\$25,000	0.2%
Benches (Participants)	10	Ea.	\$400	\$4,000	0.0%
Bleachers (Spectators)	10	Ea.	\$2,500	\$25,000	0.2%
Goals					
Soccer	2	Ea.	\$3,000	\$6,000	0.0%
Soccer	4	Ea.	\$2,000	\$8,000	0.1%
Soccer	6	Ea.	\$2,000	\$12,000	0.1%
Lacrosse	6	Ea.	\$750	\$4,500	0.0%
Curtains (Field)	2	Ea.	\$20,000	\$40,000	0.3%
Athletic Equipment	1	LS	\$50,000	\$50,000	0.4%
Baseball/Softball Fields					
Batting Cages/Pitching Tunnels	4	Ea.	\$15,000	\$60,000	0.5%
Pitching Machines	4	Ea.	\$2,500	\$10,000	0.1%
Athletic Equipment	1	LS	\$25,000	\$25,000	0.2%
Portable Fencing	2	Ea.	\$5,000	\$10,000	0.1%
			5.00%	\$41,225	0.3%
			10.00%	\$97,073	0.8%
Shipping					
Contingency					
Field and Sport Equipment Cost Total				\$1,067,798	8.4%
Furniture, Fixtures and Equipment Cost					
MISCELLANEOUS					
Signage & Banners	1	LS	\$10,000	\$10,000	0.1%
Maintenance Equipment	1	LS	\$5,000	\$5,000	0.0%
			5.00%	\$750	0.0%
			10.00%	\$1,575	0.0%
Shipping					
Contingency					
Furniture, Fixtures and Equipment Cost Total				\$17,325	0.1%
Soft Costs Construction					
Design-Build Fee	% of Structure and Site work		10.0%	\$981,599	7.7%
Finance Support Services			5.0%	\$549,328	4.3%
Impact Fees				\$0	0.0%
Performance Bond			0.00%	\$0	0.0%
			10.00%	\$158,001	1.2%
Contingency					
Soft Cost Total				\$1,738,008	13.7%
Total Construction Costs - Indoor Athletic Facility				\$12,724,567	100.0%



Capital Costs and Start-up Expenses - Soft Costs Operations

	Details	Cost/Unit	Budgeted Cost	% of Total
Soft Costs Operations				
Interest on Construction Loan	100% Equity		\$0	0.0%
Marketing Allowance	Pre-Opening Marketing Budget		\$75,000	5.8%
Permits and Extensions			\$30,000	2.3%
Pre-Funded Operational Account			\$240,524	18.5%
Pre-Launch Professional Services	Legal, Accounting, Bank, Consulting		\$100,000	7.7%
Pre-Opening Staff Budget	Staffing Cost Pre-Grand Opening		\$318,366	24.5%
Pre-Opening Staff Recruitment			\$9,551	0.7%
Presentation Materials	Renderings, Etc.		\$20,000	1.5%
Facility Development Consulting Fees	Pre-Opening Consulting Fee		\$275,000	21.1%
Consultant Travel			\$24,000	1.8%
Management Deposit			\$0	0.0%
Tournament and Event Business Development			\$90,000	6.9%
Contingency		10.00%	\$118,244	9.1%
Soft Cost Total			\$1,300,686	100.0%
Total Construction Costs - Soft Cost Operations			\$1,300,686	100.0%



USES OF FUNDS	
Land Cost	\$2,882,316
Hard Cost	\$19,345,771
Field and Sport Equipment Cost	\$14,464,175
Furniture, Fixtures, and Equipment	\$1,269,778
Soft Costs Construction	\$4,322,349
Soft Costs Operations	\$1,300,686
Working Capital Reserve	TBD
Total Uses of Funds	\$43,585,074

Financial Performance Summary



Total Revenue & Expenses

Revenue	Year 1	Year 2	Year 3	Year 4	Year 5	Cumulative
Multi-Purpose Field Rental Tournaments	\$133,976	\$193,672	\$256,540	\$319,736	\$366,408	\$1,270,332
Outdoor Field Rental	\$121,320	\$140,125	\$161,844	\$186,930	\$205,623	\$815,841
Indoor Soccer	\$135,566	\$160,144	\$199,288	\$218,080	\$239,128	\$952,206
Indoor Lacrosse	\$32,218	\$41,120	\$55,468	\$63,333	\$72,604	\$264,743
Indoor Football	\$33,951	\$40,887	\$51,915	\$57,408	\$63,642	\$247,802
Indoor Baseball/Softball	\$131,520	\$160,428	\$206,436	\$229,876	\$256,709	\$984,970
Indoor Field Rental	\$213,120	\$223,776	\$258,461	\$271,384	\$299,201	\$1,265,943
Birthday Parties	\$16,800	\$20,160	\$23,285	\$24,449	\$26,955	\$111,649
Youth Development	\$97,829	\$112,503	\$123,753	\$129,941	\$136,438	\$600,463
Food & Beverage	\$220,106	\$296,347	\$358,502	\$433,839	\$476,456	\$1,785,250
Retail	\$12,240	\$17,280	\$21,600	\$26,640	\$29,520	\$107,280
Tenant Revenue	\$75,000	\$77,250	\$79,568	\$81,955	\$84,413	\$398,185
Secondary Revenue	\$75,000	\$80,000	\$84,000	\$88,200	\$92,610	\$419,810
Total Revenue	\$1,298,645	\$1,563,691	\$1,880,659	\$2,131,771	\$2,349,707	\$9,224,472
Expenses	Year 1	Year 2	Year 3	Year 4	Year 5	Cumulative
Multi-Purpose Field Rental Tournaments	\$29,432	\$42,004	\$53,950	\$66,872	\$75,312	\$267,570
Outdoor Field Rental	\$6,066	\$7,006	\$8,092	\$9,346	\$10,281	\$40,792
Indoor Soccer	\$40,820	\$48,221	\$58,402	\$63,910	\$69,161	\$280,514
Indoor Lacrosse	\$8,489	\$10,834	\$14,370	\$16,408	\$18,658	\$68,759
Indoor Football	\$11,299	\$13,607	\$16,832	\$18,613	\$20,375	\$80,727
Indoor Baseball/Softball	\$68,434	\$83,475	\$105,736	\$117,743	\$130,493	\$505,881
Indoor Field Rental	\$10,656	\$11,189	\$12,923	\$13,569	\$14,960	\$63,297
Birthday Parties	\$6,312	\$7,574	\$8,567	\$8,995	\$9,817	\$41,266
Youth Development	\$32,283	\$37,126	\$40,839	\$42,880	\$45,024	\$198,153
Food & Beverage	\$110,053	\$148,173	\$179,251	\$216,919	\$238,228	\$892,625
Retail	\$8,568	\$12,096	\$15,120	\$18,648	\$20,664	\$75,096
Tenant Revenue	\$0	\$0	\$0	\$0	\$0	\$0
Secondary Revenue	\$22,500	\$24,000	\$25,200	\$26,460	\$27,783	\$125,943
Total Cost of Goods Sold	\$354,912	\$445,306	\$539,283	\$620,365	\$680,756	\$2,640,622
Gross Margin	\$943,733	\$1,118,384	\$1,341,376	\$1,511,406	\$1,668,951	\$6,583,850
<i>% of Revenue</i>	<i>73%</i>	<i>72%</i>	<i>71%</i>	<i>71%</i>	<i>71%</i>	<i>71%</i>
Facility Expenses	\$564,511	\$569,978	\$580,002	\$590,238	\$600,018	\$2,904,747
Operating Expense	\$282,522	\$241,462	\$255,475	\$266,873	\$276,965	\$1,323,297
Management Payroll	\$401,000	\$417,040	\$469,722	\$488,510	\$508,051	\$2,284,323
Payroll Taxes/Benefits/Bonus	\$195,114	\$216,638	\$251,982	\$273,379	\$291,725	\$1,228,838
Total Operating Expenses	\$1,443,146	\$1,445,119	\$1,557,180	\$1,619,001	\$1,676,758	\$7,741,205
EBITDA	(\$499,413)	(\$326,734)	(\$215,805)	(\$107,595)	(\$7,807)	(\$1,157,354)
New Tax Revenue - City/Town	\$118,541	\$188,810	\$243,803	\$314,072	\$356,844	\$1,222,070
Net Financial Impact	(\$380,872)	(\$137,924)	\$27,998	\$206,477	\$349,037	\$64,716
New Tax Revenue - County	\$5,994	\$9,546	\$12,327	\$15,880	\$18,043	\$61,790
New Tax Revenue - State	\$119,872	\$190,930	\$246,540	\$317,598	\$360,851	\$1,235,790



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	10-Year Total
Total Revenue	\$1,298,645	\$1,563,691	\$1,880,659	\$2,131,771	\$2,349,707	\$2,396,701	\$2,444,635	\$2,493,528	\$2,543,399	\$2,594,267	\$21,697,003
Total Cost of Goods Sold	\$354,912	\$445,306	\$539,283	\$620,365	\$680,756	\$694,371	\$708,259	\$722,424	\$736,872	\$751,610	\$6,254,157
Gross Margin	\$943,733	\$1,118,384	\$1,341,376	\$1,511,406	\$1,668,951	\$1,702,330	\$1,736,377	\$1,771,104	\$1,806,527	\$1,842,657	\$15,442,846
% of Revenue	73%	72%	71%	71%	71%	71%	71%	71%	71%	71%	71%
Total Operating Expenses	\$1,443,146	\$1,445,119	\$1,557,180	\$1,619,001	\$1,676,758	\$1,701,910	\$1,727,438	\$1,753,350	\$1,779,650	\$1,806,345	\$16,509,898
EBITDA	(\$499,413)	(\$326,734)	(\$215,805)	(\$107,595)	(\$7,807)	\$421	\$8,939	\$17,754	\$26,876	\$36,312	(\$1,067,052)
% of Revenue	-38%	-21%	-11%	-5%	0%	0%	0%	1%	1%	1%	-5%
New Tax Revenue - City/Town	\$118,541	\$188,810	\$243,803	\$314,072	\$356,844	\$367,285	\$376,522	\$385,992	\$395,700	\$405,652	\$3,153,221
Net Financial Impact	(\$380,872)	(\$137,924)	\$27,998	\$206,477	\$349,037	\$367,706	\$385,461	\$403,747	\$422,576	\$441,964	\$2,086,169
Capital Replacement											\$5,729,951
New Tax Revenue - County	\$5,994	\$9,546	\$12,327	\$15,880	\$18,043	\$18,133	\$18,589	\$19,056	\$19,535	\$20,027	\$157,129
New Tax Revenue - State	\$119,872	\$190,930	\$246,540	\$317,598	\$360,851	\$362,652	\$371,773	\$381,123	\$390,708	\$400,534	\$3,142,580

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	20-Year Total
Total Revenue	\$2,646,152	\$2,699,075	\$2,753,057	\$2,808,118	\$2,864,280	\$2,921,566	\$2,979,997	\$3,039,597	\$3,100,389	\$3,162,397	\$50,671,629
Total Cost of Goods Sold	\$766,642	\$781,975	\$797,614	\$813,566	\$829,838	\$846,434	\$863,363	\$880,630	\$898,243	\$916,208	\$14,648,671
Gross Margin	\$1,879,510	\$1,917,100	\$1,955,442	\$1,994,551	\$2,034,442	\$2,075,131	\$2,116,634	\$2,158,966	\$2,202,146	\$2,246,189	\$36,022,958
% of Revenue	71%	71%	71%	71%	71%	71%	71%	71%	71%	71%	71%
Total Operating Expenses	\$1,833,440	\$1,860,942	\$1,888,656	\$1,917,189	\$1,945,947	\$1,975,136	\$2,004,763	\$2,034,834	\$2,065,357	\$2,096,337	\$36,132,697
EBITDA	\$46,070	\$56,159	\$66,871	\$77,333	\$88,490	\$99,997	\$111,871	\$124,162	\$136,793	\$149,652	(\$103,739)
% of Revenue	2%	2%	2%	3%	3%	3%	4%	4%	4%	5%	0%
New Tax Revenue - City/Town	\$415,854	\$426,312	\$437,034	\$448,026	\$459,293	\$470,845	\$482,686	\$494,826	\$507,271	\$520,029	\$7,815,397
Net Financial Impact	\$461,924	\$482,471	\$503,621	\$525,388	\$547,789	\$570,840	\$594,557	\$618,958	\$644,060	\$669,880	\$7,705,658
Capital Replacement											\$10,891,436
New Tax Revenue - County	\$20,530	\$21,047	\$21,576	\$22,119	\$22,675	\$23,245	\$23,830	\$24,429	\$25,044	\$25,673	\$387,297
New Tax Revenue - State	\$410,608	\$420,935	\$431,521	\$442,374	\$453,500	\$464,905	\$476,597	\$488,584	\$500,872	\$513,469	\$7,745,944



Economic Impact

Number of Events Per Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Multi-Purpose Field Tournaments	8	10	12	14	15
Total Events Per Year	8	10	12	14	15

Per Person Spending By Category

	Amount	% of Total
Lodging/Accommodations	\$22.00	24.3%
Dining/Groceries	\$34.50	38.1%
Transportation	\$5.87	6.5%
Entertainment/Attractions	\$2.76	3.0%
Retail	\$16.22	17.9%
Miscellaneous	\$9.32	10.3%
Total	\$90.66	100%

Economic Impact Drivers

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market	34,920	55,620	71,820	92,520	105,120
Room Nights	7,982	12,713	16,416	21,147	24,027

Economic Impact

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Direct Spending	\$3,165,673	\$5,042,231	\$6,510,842	\$8,387,401	\$9,529,654
Total Indirect Spending	\$0	\$0	\$0	\$0	\$0
Total Economic Impact	\$3,165,673	\$5,042,231	\$6,510,842	\$8,387,401	\$9,529,654



Economic Impact - 20-Year Outlook

Economic Impact Drivers - Year 1-10

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	10-Year Total
Non-Local Days in Market	34,920	55,620	71,820	92,520	105,120	106,171	107,233	108,305	109,388	110,482	901,580
Room Nights	7,982	12,713	16,416	21,147	24,027	24,268	24,510	24,755	25,003	25,253	206,075

Economic Impact - Year 1-10

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	10-Year Total
Total Economic Impact	\$3,165,673	\$5,042,231	\$6,510,842	\$8,387,401	\$9,529,654	\$9,769,324	\$10,015,023	\$10,266,901	\$10,525,113	\$10,789,820	\$84,001,981

Economic Impact Drivers - Year 11-20

	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	20-Year Total
Non-Local Days in Market	111,587	112,703	113,830	114,968	116,118	117,279	118,452	119,636	120,833	122,041	2,069,027
Room Nights	25,506	25,761	26,018	26,278	26,541	26,807	27,075	27,345	27,619	27,895	472,920

Economic Impact - Year 11-20

	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	20-Year Total
Total Economic Impact	\$11,061,184	\$11,339,373	\$11,624,558	\$11,916,915	\$12,216,626	\$12,523,874	\$12,838,849	\$13,161,747	\$13,492,764	\$13,832,107	\$208,009,979

Program Revenue and Cost of Goods Sold



Multi-Purpose Field Rental Tournament Revenue & Expenses

Revenue	Mgmt Assump.	Amount per Activity					Number of Events					Ave. Participants	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Small Tournament - 6 Full Fields (2 Days)																	
Team Information	72 Teams, 15 Player Ave.											72					
Rental Fees	Daily Rental Rate/Field	\$500	\$500	\$550	\$550	\$578	2	2	2	2	2	12	\$12,000	\$12,000	\$13,200	\$13,200	\$13,860
Parking Fees - Weekend Pass	0.8 Cars/Player	\$10	\$10	\$10	\$10	\$10	2	2	2	2	2	864	\$17,280	\$17,280	\$17,280	\$17,280	\$17,280.00
Medium Tournament - 8 Full Fields (2 Days)																	
Team Information	96 Teams, 15 Player Ave.											96					
Rental Fees	Daily Rental Rate/Field	\$500	\$500	\$550	\$550	\$578	4	4	5	5	5	16	\$32,000	\$32,000	\$44,000	\$44,000	\$46,200
Parking Fees - Weekend Pass	0.8 Cars/Player	\$10	\$10	\$10	\$10	\$10	4	4	5	5	5	1152	\$46,080	\$46,080	\$57,600	\$57,600	\$57,600.00
Large Tournament - 12 Full Fields (2.5 Days)																	
Team Information	144 Teams, 15 Player Ave.											144					
Rental Fees	Daily Rental Rate/Field	\$500	\$500	\$550	\$550	\$578	2	3	3	4	4	30	\$30,000	\$45,000	\$49,500	\$66,000	\$69,300
Parking Fees - Weekend Pass	0.8 Cars/Player	\$10	\$10	\$10	\$10	\$10	2	3	3	4	4	1728	\$34,560	\$51,840	\$51,840	\$69,120	\$69,120
Extra Large Tournament - 16 Full Fields (2.5 Days)																	
Team Information	192 Teams, 15 Player Ave.											192					
Rental Fees	Daily Rental Rate/Field	\$500	\$500	\$550	\$550	\$578	0	1	2	3	4	40	\$0	\$20,000	\$44,000	\$66,000	\$92,400
Parking Fees - Weekend Pass	0.8 Cars/Player	\$10	\$10	\$10	\$10	\$10	0	1	2	3	4	2304	\$0	\$23,040	\$46,080	\$69,120	\$92,160.00
Parking Fee Reduction of Revenue	50% Profit Share																
	Non-capacity growth rate		1.00	1.10	1.00	1.05	8	10	12	14	15						
	Capacity growth rate		1.10	1.10	1.10	1.10	8	10	12	14	15						
Area Revenue												\$133,976	\$193,672	\$256,540	\$319,736	\$366,408	
Expense																	
	Mgmt. Assump.												Year 1	Year 2	Year 3	Year 4	Year 5
Facility Attendant Staff	10% Rental Fees												\$7,400	\$10,800	\$15,070	\$18,920	\$22,176
Parking Staff and Supplies	22.5% Parking Revenue												\$22,032	\$31,104	\$38,880	\$47,952	\$53,136
Trainer Fees	Pass Through												\$0	\$0	\$0	\$0	\$0
Area Expense												\$29,432	\$42,004	\$53,950	\$66,872	\$75,312	
Net Revenue												\$104,544	\$151,668	\$202,590	\$252,864	\$291,096	



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							
Multi-Purpose Field Rentals																		
Sept. - Oct.	\$/Hour	*1	\$35	\$39	\$42	\$47	\$51	928	974	1,023	1,074	1,074	1	\$32,480	\$37,514	\$43,329	\$50,045	\$55,050
Nov. - Dec.	\$/Hour		\$35	\$39	\$42	\$47	\$51	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Jan. - Feb.	\$/Hour		\$35	\$39	\$42	\$47	\$51	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Mar. - Apr.	\$/Hour		\$35	\$39	\$42	\$47	\$51	480	504	529	556	556	1	\$16,800	\$19,404	\$22,412	\$25,885	\$28,474
May - June	\$/Hour		\$35	\$39	\$42	\$47	\$51	832	874	917	963	963	1	\$29,120	\$33,634	\$38,847	\$44,868	\$49,355
July - Aug	\$/Hour		\$35	\$39	\$42	\$47	\$51	400	420	441	463	463	1	\$14,000	\$16,170	\$18,676	\$21,571	\$23,728
Cricket Field																		
Sept. - Oct.	\$/Hour	*2	\$75	\$83	\$91	\$100	\$110	80	84	88	93	93	1	\$6,000	\$6,930	\$8,004	\$9,245	\$10,169
Nov. - Dec.	\$/Hour		\$75	\$83	\$91	\$100	\$110	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Jan. - Feb.	\$/Hour		\$75	\$83	\$91	\$100	\$110	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Mar. - Apr.	\$/Hour		\$75	\$83	\$91	\$100	\$110	40	42	44	46	46	1	\$3,000	\$3,465	\$4,002	\$4,622	\$5,085
May - June	\$/Hour		\$75	\$83	\$91	\$100	\$110	80	84	88	93	93	1	\$6,000	\$6,930	\$8,004	\$9,245	\$10,169
July - Aug	\$/Hour		\$75	\$83	\$91	\$100	\$110	80	84	88	93	93	1	\$6,000	\$6,930	\$8,004	\$9,245	\$10,169
Field Light Usage Charge	\$/Hour		\$15	\$17	\$18	\$20	\$22	528	554	582	611	611	1	\$7,920	\$9,148	\$10,565	\$12,203	\$13,423
		Non-capacity growth rate	1.10	1.10	1.10	1.10	1.10	1.05	1.05	1.05	1.05	1.00						
		Capacity growth rate	1.10	1.10	1.10	1.10	1.10	1.00	1.00	1.00	1.00	1.00						
Area Revenue													\$121,320	\$140,125	\$161,844	\$186,930	\$205,623	
Expense																		
Supervision/Maintenance Staff																		
		5% Rev												Year 1	Year 2	Year 3	Year 4	Year 5
														\$6,066	\$7,006	\$8,092	\$9,346	\$10,281
Area Expense													\$6,066	\$7,006	\$8,092	\$9,346	\$10,281	
Net Revenue													\$115,254	\$133,118	\$153,752	\$177,583	\$195,342	

Pricing Notes

- *1 Dodds Soccer Fields Morton Park District Washington Park District
 \$35/hr (\$10/hr lights) \$100/hr \$60/hr (\$15/hr +\$15 fee lights)
- *2 Warren Cricket Field Eagle View Park
 \$35/hr (weekday) \$0/hr
 \$75/hr (weekend)



Indoor Soccer Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					Number per Session					Sellable Sessions	Year				
		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 *1	\$125	\$125	\$138	\$138	\$144	8	9	10	11	12	4	\$3,802	\$4,491	\$5,589	\$6,116	\$6,706
Instructional Camps	\$/Week (full days) *2	\$300	\$300	\$330	\$330	\$347	12	14	15	17	18	4	\$13,824	\$16,330	\$20,322	\$22,238	\$24,385
Drop-in/Other Income	\$/Session	\$10	\$10	\$11	\$11	\$12	270	319	361	395	412	12	\$32,400	\$38,274	\$47,629	\$52,121	\$57,151
Indoor Tournaments	\$/Team	\$150	\$150	\$165	\$165	\$173	-	-	-	-	-	4	\$0	\$0	\$0	\$0	\$0
Large Field Leagues																	
Sept. - Oct. League	\$/Team	\$1,300	\$1,300	\$1,430	\$1,430	\$1,502	4	4	5	5	5	1	\$4,680	\$5,528	\$6,880	\$7,529	\$8,255
Nov. - Dec. League	\$/Team	\$1,300	\$1,300	\$1,430	\$1,430	\$1,502	9	11	12	13	14	1	\$11,960	\$14,128	\$17,582	\$19,240	\$21,097
Jan. - Feb. League	\$/Team	\$1,300	\$1,300	\$1,430	\$1,430	\$1,502	13	15	17	19	20	1	\$16,640	\$19,657	\$24,462	\$26,768	\$29,352
Mar. - Apr. League	\$/Team	\$1,300	\$1,300	\$1,430	\$1,430	\$1,502	4	4	5	5	5	1	\$4,680	\$5,528	\$6,880	\$7,529	\$8,255
May - June League	\$/Team	\$1,300	\$1,300	\$1,430	\$1,430	\$1,502	4	4	5	5	5	1	\$4,680	\$5,528	\$6,880	\$7,529	\$8,255
July - Aug. League	\$/Team	\$1,300	\$1,300	\$1,430	\$1,430	\$1,502	4	4	5	5	5	1	\$4,680	\$5,528	\$6,880	\$7,529	\$8,255
Small Field Leagues																	
Sept. - Oct. League	\$/Team *3	\$700	\$700	\$770	\$770	\$809	5	6	7	8	8	1	\$3,780	\$4,465	\$5,557	\$6,081	\$6,668
Nov. - Dec. League	\$/Team	\$700	\$700	\$770	\$770	\$809	14	16	18	20	21	1	\$9,660	\$11,411	\$14,201	\$15,540	\$17,040
Jan. - Feb. League	\$/Team	\$700	\$700	\$770	\$770	\$809	19	23	26	28	29	1	\$13,440	\$15,877	\$19,757	\$21,621	\$23,707
Mar. - Apr. League	\$/Team	\$700	\$700	\$770	\$770	\$809	5	6	7	8	8	1	\$3,780	\$4,465	\$5,557	\$6,081	\$6,668
May - June League	\$/Team	\$700	\$700	\$770	\$770	\$809	5	6	7	8	8	1	\$3,780	\$4,465	\$5,557	\$6,081	\$6,668
July - Aug. League	\$/Team	\$700	\$700	\$770	\$770	\$809	5	6	7	8	8	1	\$3,780	\$4,465	\$5,557	\$6,081	\$6,668
Non-capacity growth rate			1.00	1.10	1.00	1.05		1.18	1.13	1.09	1.04						
Capacity growth rate			1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
Area Revenue												\$135,566	\$160,144	\$199,288	\$218,080	\$239,128	
Expense																	
Management Assumption													Year 1	Year 2	Year 3	Year 4	Year 5
Soccer Management	10% of Gross Revenue												\$13,557	\$16,014	\$19,929	\$21,808	\$23,913
Soccer Staff	5% of Gross Revenue												\$6,778	\$8,007	\$9,964	\$10,904	\$11,956
Referee Fees	Avg. \$30/game												\$12,012	\$14,190	\$16,053	\$17,567	\$18,345
Instructor Fees	\$10-\$25/Instructor (25% Instruct. Rev)												\$4,406	\$5,205	\$6,478	\$7,088	\$7,773
Equipment and Supplies	1% of Gross Revenue												\$1,356	\$1,601	\$1,993	\$2,181	\$2,391
Awards	T-Shirts and Trophies (2% of Revenue)												\$2,711	\$3,203	\$3,986	\$4,362	\$4,783
Area Expense												\$40,820	\$48,221	\$58,402	\$63,910	\$69,161	
Net Revenue												\$94,745	\$111,923	\$140,885	\$154,171	\$169,968	

Pricing Notes

- *1 Soccer Planet - Drill & Play FC Peoria-Midwest Sports Complex Central Illinois Soccer Academy
 \$138/player (11 weeks, 1 hr) \$85 (7 weeks, 1 hr) \$190 (15 sessions)
- *2 Soccer Planet - Lil Kickers FC Peoria-Midwest Sports Complex Central Illinois Soccer Academy Illinois FC (Soccer Cplanet)
 \$120/\$140/player (member/nonmember) (5 days, 2 hrs) \$30 (2 days, 2 hrs) \$125 (4 days, half day) \$100 (4 days, half day)
- *3 Soccer Planet FC Peoria-Midwest Sports Complex Goals Indoor Sports Soccer World
 \$77/player (6v6) (+\$20 membership/player) (7 games) \$600/team (7v7) (7weeks) \$525/team (6 weeks) \$500/team (7 games)
- Game Time Gym II Libertyville Sports Complex
 \$70/player \$710/\$750/team (resident/nonresident) (8 games)



Indoor Lacrosse Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					Number per Session					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Instructional Clinics	\$/Session *1	\$175	\$175	\$193	\$193	\$202	2	3	3	4	4	2	\$693	\$884	\$1,193	\$1,362	\$1,562
Instructional Camps	\$/Week (full d *2)	\$425	\$425	\$468	\$468	\$491	3	4	5	5	6	3	\$3,825	\$4,882	\$6,585	\$7,519	\$8,620
Drop-in/Other Income	\$/Session	\$10	\$10	\$11	\$11	\$12	90	115	141	161	176	12	\$10,800	\$13,784	\$18,594	\$21,230	\$24,338
Leagues																	
Sept. - Oct. League	\$/Team *3	\$1,300	\$1,300	\$1,430	\$1,430	\$1,502	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Nov. - Dec. League	\$/Team	\$1,300	\$1,300	\$1,430	\$1,430	\$1,502	4	5	6	7	8	1	\$5,200	\$6,637	\$8,953	\$10,222	\$11,718
Jan. - Feb. League	\$/Team	\$1,300	\$1,300	\$1,430	\$1,430	\$1,502	5	6	8	9	10	1	\$6,500	\$8,296	\$11,191	\$12,777	\$14,648
Mar. - Apr. League	\$/Team	\$1,300	\$1,300	\$1,430	\$1,430	\$1,502	4	5	6	7	8	1	\$5,200	\$6,637	\$8,953	\$10,222	\$11,718
May - June League	\$/Team	\$1,300	\$1,300	\$1,430	\$1,430	\$1,502	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
July - Aug. League	\$/Team	\$1,300	\$1,300	\$1,430	\$1,430	\$1,502	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Non-capacity growth rate		1.00	1.10	1.00	1.05		1.28	1.23	1.14	1.09							
Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00							
Area Revenue												\$32,218	\$41,120	\$55,468	\$63,333	\$72,604	
Expense																	
Management Assumption												Year 1	Year 2	Year 3	Year 4	Year 5	
Lacrosse Management	10% of Gross Revenue											\$3,222	\$4,112	\$5,547	\$6,333	\$7,260	
Lacrosse Staff	5% of Gross Revenue											\$1,611	\$2,056	\$2,773	\$3,167	\$3,630	
Referee Fees	Avg. \$30/game											\$1,560	\$1,991	\$2,442	\$2,788	\$3,044	
Instructor Fees	\$10-\$25/Instructor (25% Instruct. Rev)											\$1,130	\$1,442	\$1,945	\$2,220	\$2,545	
Equipment and Supplies	1% of Gross Revenue											\$322	\$411	\$555	\$633	\$726	
Awards	T-Shirts and Trophies (2% of Gross Revenue)											\$644	\$822	\$1,109	\$1,267	\$1,452	
Area Expense												\$8,489	\$10,834	\$14,370	\$16,408	\$18,658	
Net Revenue												\$23,729	\$30,286	\$41,097	\$46,925	\$53,947	

Pricing Notes

*1 IL True Lacrosse

\$175 (9 sessions, 1 hr)

*2 Illinois Wesleyan University (Outdoor)

\$100/player (3 days, 2 hrs)

IL True Champions Camp (Outdoor)

\$450 (4 days, all day)

New Wave Lacrosse (Outdoor)

\$100/layer (3 days, half day)

*3 309 Lacrosse (Louisville Slugger Sports Complex)

\$165/player (10 games)



Indoor Football Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					Number per Session					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Instructional Clinics	\$/Session *1	\$175	\$175	\$193	\$193	\$202	6	7	8	9	9	3	\$2,911	\$3,505	\$4,451	\$4,922	\$5,456
Instructional Camps	\$/Week (full day *2)	\$300	\$300	\$330	\$330	\$347	8	10	12	13	14	2	\$5,040	\$6,070	\$7,707	\$8,522	\$9,448
League																	
Sept. - Oct. League	\$/Team *3	\$650	\$650	\$715	\$715	\$751	6	7	8	9	10	1	\$3,900	\$4,697	\$5,964	\$6,595	\$7,311
Nov.- Dec. League	\$/Team	\$650	\$650	\$715	\$715	\$751	14	17	19	22	23	1	\$9,100	\$10,959	\$13,915	\$15,387	\$17,058
Jan. - Feb. League	\$/Team	\$650	\$650	\$715	\$715	\$751	10	12	14	15	16	1	\$6,500	\$7,828	\$9,939	\$10,991	\$12,184
Mar. - Apr. League	\$/Team	\$650	\$650	\$715	\$715	\$751	6	7	8	9	10	1	\$3,900	\$4,697	\$5,964	\$6,595	\$7,311
May - June League	\$/Team	\$650	\$650	\$715	\$715	\$751	2	2	3	3	3	1	\$1,300	\$1,566	\$1,988	\$2,198	\$2,437
July - Aug. League	\$/Team	\$650	\$650	\$715	\$715	\$751	2	2	3	3	3	1	\$1,300	\$1,566	\$1,988	\$2,198	\$2,437
Non-capacity growth rate		1.00	1.10	1.00	1.05	1.20	1.15	1.11	1.06								
Capacity growth rate		1.10	1.10	1.10	1.10	1.00	1.00	1.00	1.00								
Area Revenue												\$33,951	\$40,887	\$51,915	\$57,408	\$63,642	
Expense																	
Management Assumption												Year 1	Year 2	Year 3	Year 4	Year 5	
Football Management	10% of Gross Revenue											\$3,395	\$4,089	\$5,192	\$5,741	\$6,364	
Football Staff	5% of Gross Revenue											\$1,698	\$2,044	\$2,596	\$2,870	\$3,182	
Referee Fees	Avg. \$20/game											\$3,200	\$3,854	\$4,448	\$4,919	\$5,194	
Instructor Fees	\$10-\$25/Instructor (25% Instruct. Rev)											\$1,988	\$2,394	\$3,039	\$3,361	\$3,726	
Equipment and Supplies	1% of Gross Revenue											\$340	\$409	\$519	\$574	\$636	
Awards	T-Shirts and Trophies (2% Gross Revenue)											\$679	\$818	\$1,038	\$1,148	\$1,273	
Area Expense												\$11,299	\$13,607	\$16,832	\$18,613	\$20,375	
Net Revenue												\$22,652	\$27,280	\$35,083	\$38,794	\$43,267	

Pricing Notes

- *1 Bo Jackson's Elite Sports
\$275/player (7 weeks 2 hrs)
- *2 Brock Spack Football Camps (Outdoor) University of Illinois
\$90/player (2 days, half day) \$50/player (1 day, half day)
- *3 Game Time Gym II Libertyville Sports Complex Football 'N' America - Louisville Slugger Sports Complex
\$70/player (7 games) \$480,\$530/team (resident;nonresident) (8 games) \$150/player (9 games)



Baseball/Softball Training 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		Year 1	Year 2	Year 3	Year 4	Year 5	
Leagues																		
(Sept-Oct) Leagues	Per Team	*1	\$400	\$400	\$440	\$440	\$462	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
(Nov-Dec) League	Per Team		\$400	\$400	\$440	\$440	\$462	25	31	36	40	43	1	\$10,080	\$12,296	\$15,822	\$17,618	\$19,675
(Jan-Feb) Leagues	Per Team		\$400	\$400	\$440	\$440	\$462	25	31	36	40	43	1	\$10,080	\$12,296	\$15,822	\$17,618	\$19,675
(Mar-Apr) Leagues	Per Team		\$400	\$400	\$440	\$440	\$462	8	10	12	13	14	1	\$3,360	\$4,099	\$5,274	\$5,873	\$6,558
(May-Jun) Leagues	Per Team		\$400	\$400	\$440	\$440	\$462	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
(July-Aug) Leagues	Per Team		\$400	\$400	\$440	\$440	\$462	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Private Lessons																		
(Sept-Oct) Private Lessons	Per Hour	*2	\$60	\$60	\$66	\$66	\$69	60	73	86	95	101	1	\$3,600	\$4,391	\$5,651	\$6,292	\$7,027
(Nov-Dec) Private Lessons	Per Hour		\$60	\$60	\$66	\$66	\$69	180	220	257	286	304	1	\$10,800	\$13,174	\$16,952	\$18,877	\$21,080
(Jan-Feb) Private Lessons	Per Hour		\$60	\$60	\$66	\$66	\$69	180	220	257	286	304	1	\$10,800	\$13,174	\$16,952	\$18,877	\$21,080
(Mar-Apr) Private Lessons	Per Hour		\$60	\$60	\$66	\$66	\$69	60	73	86	95	101	1	\$3,600	\$4,391	\$5,651	\$6,292	\$7,027
(May-Jun) Private Lessons	Per Hour		\$60	\$60	\$66	\$66	\$69	60	73	86	95	101	1	\$3,600	\$4,391	\$5,651	\$6,292	\$7,027
(July-Aug) Private Lessons	Per Hour		\$60	\$60	\$66	\$66	\$69	60	73	86	95	101	1	\$3,600	\$4,391	\$5,651	\$6,292	\$7,027
Instructional/Camps and Clinics																		
(Sept-Oct) Camps/Clinics	per session (8 weeks)	*3	\$250	\$250	\$275	\$275	\$289	12	15	17	19	20	1	\$3,000	\$3,659	\$4,709	\$5,244	\$5,856
(Nov-Dec) Camps/Clinics	per session (8 weeks)		\$250	\$250	\$275	\$275	\$289	36	44	51	57	61	1	\$9,000	\$10,978	\$14,127	\$15,731	\$17,567
(Jan-Feb) Camps/Clinics	per session (8 weeks)		\$250	\$250	\$275	\$275	\$289	36	44	51	57	61	1	\$9,000	\$10,978	\$14,127	\$15,731	\$17,567
(Mar-Apr) Camps/Clinics	per session (8 weeks)		\$250	\$250	\$275	\$275	\$289	12	15	17	19	20	1	\$3,000	\$3,659	\$4,709	\$5,244	\$5,856
(May-Jun) Camps/Clinics	per session (8 weeks)		\$250	\$250	\$275	\$275	\$289	12	15	17	19	20	1	\$3,000	\$3,659	\$4,709	\$5,244	\$5,856
(July-Aug) Camps/Clinics	per session (8 weeks)		\$250	\$250	\$275	\$275	\$289	12	15	17	19	20	1	\$3,000	\$3,659	\$4,709	\$5,244	\$5,856
Team Rentals																		
(Sept-Oct) Team Rental	4 cages/tunnels (per hr.)		\$170	\$170	\$187	\$187	\$196	12	15	17	19	20	1	\$2,040	\$2,488	\$3,202	\$3,566	\$3,982
(Nov-Dec) Team Rental	4 cages/tunnels (per hr.)		\$170	\$170	\$187	\$187	\$196	36	44	51	57	61	1	\$6,120	\$7,465	\$9,606	\$10,697	\$11,945
(Jan-Feb) Team Rental	4 cages/tunnels (per hr.)		\$170	\$170	\$187	\$187	\$196	36	44	51	57	61	1	\$6,120	\$7,465	\$9,606	\$10,697	\$11,945
(Mar-Apr) Team Rental	4 cages/tunnels (per hr.)		\$170	\$170	\$187	\$187	\$196	12	15	17	19	20	1	\$2,040	\$2,488	\$3,202	\$3,566	\$3,982
(May-Jun) Team Rental	4 cages/tunnels (per hr.)		\$170	\$170	\$187	\$187	\$196	12	15	17	19	20	1	\$2,040	\$2,488	\$3,202	\$3,566	\$3,982
(July-Aug) Team Rental	4 cages/tunnels (per hr.)		\$170	\$170	\$187	\$187	\$196	12	15	17	19	20	1	\$2,040	\$2,488	\$3,202	\$3,566	\$3,982
Rentals																		
(Sept-Oct) Rentals	Per Hour	*4	\$45	\$45	\$50	\$50	\$52	48	59	68	76	81	1	\$2,160	\$2,635	\$3,390	\$3,775	\$4,216
(Nov-Dec) Rentals	Per Hour		\$45	\$45	\$50	\$50	\$52	144	176	205	229	243	1	\$6,480	\$7,904	\$10,171	\$11,326	\$12,648
(Jan-Feb) Rentals	Per Hour		\$45	\$45	\$50	\$50	\$52	144	176	205	229	243	1	\$6,480	\$7,904	\$10,171	\$11,326	\$12,648
(Mar-Apr) Rentals	Per Hour		\$45	\$45	\$50	\$50	\$52	48	59	68	76	81	1	\$2,160	\$2,635	\$3,390	\$3,775	\$4,216
(May-Jun) Rentals	Per Hour		\$45	\$45	\$50	\$50	\$52	48	59	68	76	81	1	\$2,160	\$2,635	\$3,390	\$3,775	\$4,216
(July-Aug) Rentals	Per Hour		\$45	\$45	\$50	\$50	\$52	48	59	68	76	81	1	\$2,160	\$2,635	\$3,390	\$3,775	\$4,216
	Non-capacity growth rate		1.00	1.10	1.00	1.05		1.22	1.17	1.11	1.06							
	Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00							
Area Revenue												\$131,520	\$160,428	\$206,436	\$229,876	\$256,709		
Expense	Mgmt. Assump.													Year 1	Year 2	Year 3	Year 4	Year 5
Baseball Management	10% of Gross Revenue													\$13,152	\$16,043	\$20,644	\$22,988	\$25,671
Baseball/Softball Staff	5% of Gross Revenue													\$6,576	\$8,021	\$10,322	\$11,494	\$12,835
Instructor Fees	50% Instructor Revenue													\$33,000	\$40,253	\$51,797	\$57,679	\$64,412
Umpire Fees	Avg. \$50/game													\$11,760	\$14,345	\$16,781	\$18,686	\$19,874
Equipment and Supplies	1% of Gross Revenue													\$1,315	\$1,604	\$2,064	\$2,299	\$2,567
Awards	T-Shirts and Trophies (2% Gross Revenue)													\$2,630	\$3,209	\$4,129	\$4,598	\$5,134
Area Expense												\$68,434	\$83,475	\$105,736	\$117,743	\$130,493		
Net Revenue												\$63,086	\$76,953	\$100,699	\$112,134	\$126,217		

Pricing Notes

- *1 Louisville Slugger Sports Complex Mercyhealth Sportscore One
\$400/team (8 games)
- *2 K's Training Academy Hitting Center The Cage Warbird Training Academy
\$40/hr \$40/hr \$70/hr \$50/hr
- *3 Batter Up Training Center The Yard Peoria
\$125/player (4 days, 2 hrs) \$280 (8 sessions, 1.5 hrs)
- *4 K's Training Academy The Yard Peoria Hitting Center The Cage
\$25/hr \$45/hr \$40/hr \$40/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						
BB/SB Diamond Rentals																	
Sept. - Oct. Rentals	\$/Hour *1	\$190	\$190	\$209	\$209	\$219	58	60	64	67	70	1	\$10,944	\$11,491	\$13,272	\$13,936	\$15,364
Nov. - Dec. Rentals	\$/Hour	\$190	\$190	\$209	\$209	\$219	173	181	191	200	210	1	\$32,832	\$34,474	\$39,817	\$41,808	\$46,093
Jan. - Feb. Rentals	\$/Hour	\$190	\$190	\$209	\$209	\$219	173	181	191	200	210	1	\$32,832	\$34,474	\$39,817	\$41,808	\$46,093
Mar. - Apr. Rentals	\$/Hour	\$190	\$190	\$209	\$209	\$219	58	60	64	67	70	1	\$10,944	\$11,491	\$13,272	\$13,936	\$15,364
May - June Rentals	\$/Hour	\$190	\$190	\$209	\$209	\$219	58	60	64	67	70	1	\$10,944	\$11,491	\$13,272	\$13,936	\$15,364
July - Aug. Rentals	\$/Hour	\$190	\$190	\$209	\$209	\$219	58	60	64	67	70	1	\$10,944	\$11,491	\$13,272	\$13,936	\$15,364
1/5 Field Rentals																	
Sept. - Oct. Rentals	\$/Hour *2	\$100	\$100	\$110	\$110	\$116	108	113	119	125	131	1	\$10,800	\$11,340	\$13,098	\$13,753	\$15,162
Nov. - Dec. Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	295	310	325	342	359	1	\$29,520	\$30,996	\$35,800	\$37,590	\$41,443
Jan. - Feb. Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	338	355	373	392	411	1	\$33,840	\$35,532	\$41,039	\$43,091	\$47,508
Mar. - Apr. Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	137	144	151	158	166	1	\$13,680	\$14,364	\$16,590	\$17,420	\$19,205
May - June Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	79	83	87	92	96	1	\$7,920	\$8,316	\$9,605	\$10,085	\$11,119
July - Aug. Rentals	\$/Hour	\$100	\$100	\$110	\$110	\$116	79	83	87	92	96	1	\$7,920	\$8,316	\$9,605	\$10,085	\$11,119
Non-capacity growth rate		1.00	1.10	1.00	1.05		1.05	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												\$213,120	\$223,776	\$258,461	\$271,384	\$299,201	
Expense																	
Supervision/Maint. Staff		Mgmt. Assump. 5% Rev										Year 1	Year 2	Year 3	Year 4	Year 5	
												\$10,656	\$11,189	\$12,923	\$13,569	\$14,960	
Area Expense												\$10,656	\$11,189	\$12,923	\$13,569	\$14,960	
Net Revenue												\$202,464	\$212,587	\$245,538	\$257,815	\$284,241	

Pricing Notes

- *1 The Dome - Rosemont
\$200/hr/field (Diamonds)
140,000 SF
- *2 Soccer Planet
\$115:\$150/hr (summer;winter)
- Avanti Dome
\$225/hr
75,000 SF
- Morton Park District Recreation Center
\$100/hr
- The Dome - Rosemont
\$200/hr/field (Diamonds)
140,000 SF



Birthday Parties 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						
Sports Parties	\$/Party (avg 15 kids)	\$350	\$350	\$385	\$385	\$404	4	5	5	5	6	12	\$16,800	\$20,160	\$23,285	\$24,449	\$26,955
	Non-capacity growth rate		1.00	1.10	1.00	1.05		1.20	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												\$16,800	\$20,160	\$23,285	\$24,449	\$26,955	
Expense																	
	Mgmt Assump.																
Birthday and Group Party Management	10% of Gross Revenue		\$1,680	\$2,016	\$2,328	\$2,445	\$2,696										
Birthday and Group Party Staff	2 hrs./party plus set up and clean, 1 employee/party, \$10/hr./employee		\$1,440	\$1,728	\$1,814	\$1,905	\$2,000										
Birthday and Group Party Supplies	4% COGS		\$672	\$806	\$931	\$978	\$1,078										
Birthday and Group Party Food	15% COGS		\$2,520	\$3,024	\$3,493	\$3,667	\$4,043										
Area Expense												\$6,312	\$7,574	\$8,567	\$8,995	\$9,817	
Net Revenue												\$10,488	\$12,586	\$14,718	\$15,454	\$17,138	

Pricing Notes

- *1 Goals Indoor Sports \$300 (1 hr, 15 kids), \$400 (2 hr, 15 kids)
- Soccer Planet \$215 (45 min, 12 kids)
- The Cage \$240/hr (1.5 hrs, 12 kids)



Youth Development Revenue & Expenses

Revenue	Mgmt. Assump.	Price/Class					Individual Class Attendees					Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5					
Fall Youth Development Subtotal		\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	1607	1848	2033	2135	2241	\$22,501	\$25,876	\$28,463	\$29,886	\$31,381
Winter Youth Development Subtotal	Based on Full Week	\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	2376	2732	3005	3156	3313	\$33,262	\$38,251	\$42,076	\$44,180	\$46,389
Spring Youth Development Subtotal	Equivalents	\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	2026	2330	2563	2692	2826	\$28,370	\$32,626	\$35,888	\$37,683	\$39,567
Summer Youth Development Subtotal		\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	978	1125	1238	1299	1364	\$13,696	\$15,750	\$17,325	\$18,192	\$19,101
	Non-capacity growth rate		1.00	1.00	1.00	1.00	Class Growth	1.15	1.10	1.05	1.05					
	Capacity growth rate		1.10	1.10	1.10	1.10	Camp Growth	1.27	1.21	1.11	1.18					
Area Revenue											\$97,829	\$112,503	\$123,753	\$129,941	\$136,438	
Expense	Mgmt. Assump.						Year 1	Year 2	Year 3	Year 4	Year 5					
Youth Development Director	10% of Gross Revenue						\$9,783	\$11,250	\$12,375	\$12,994	\$13,644					
Instructor Fees	15% of Gross Revenue						\$14,674	\$16,875	\$18,563	\$19,491	\$20,466					
Telemarketing	3% of Gross Revenue						\$2,935	\$3,375	\$3,713	\$3,898	\$4,093					
Promotional Expenses	5% of Gross Revenue						\$4,891	\$5,625	\$6,188	\$6,497	\$6,822					
Area Expense											\$32,283	\$37,126	\$40,839	\$42,880	\$45,024	
Net Revenue											\$65,545	\$75,377	\$82,915	\$87,060	\$91,413	



Food & Beverage Revenue & Expenses

Revenue		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Sales - Local			\$66,896	\$73,206	\$79,311	\$84,799	\$87,541
Concessions Sales - Tournament			\$133,200	\$196,200	\$246,600	\$309,600	\$345,600
Vending Income	10% Concession sales		\$20,010	\$26,941	\$32,591	\$39,440	\$43,314
Area Revenue			\$220,106	\$296,347	\$358,502	\$433,839	\$476,456
Expense		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Food	30% Concession Sales		\$60,029	\$80,822	\$97,773	\$118,320	\$129,942
Vending Expenses	50% Vending Sales		\$10,005	\$13,470	\$16,296	\$19,720	\$21,657
Concessions Wages	20% Concession Sales		\$40,019	\$53,881	\$65,182	\$78,880	\$86,628
Area Expense			\$110,053	\$148,173	\$179,251	\$216,919	\$238,228
Net Revenue			\$110,053	\$148,173	\$179,251	\$216,919	\$238,228



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								
Multi-Purpose Field Rental Tournament - Small	40% non-local attendance	1.6	\$0	2	2	2	2	2	432	648	309	\$0	\$0	\$0	\$0	\$0
Multi-Purpose Field Rental Tournament - Medium	50% non-local attendance	1.6	\$0	4	4	5	5	5	720	1080	514	\$0	\$0	\$0	\$0	\$0
Multi-Purpose Field Rental Tournament - Large	60% non-local attendance	2	\$0	2	3	3	4	4	1296	1944	926	\$0	\$0	\$0	\$0	\$0
Multi-Purpose Field Rental Tournament - Extra Large	70% non-local attendance	2	\$0	0	1	2	3	4	2016	3024	1440	\$0	\$0	\$0	\$0	\$0
Unredeemed Rebates	33% Reduction of Revenue											\$0	\$0	\$0	\$0	\$0
Area Revenue				8	10	12	14	15								
												\$0	\$0	\$0	\$0	\$0
Expense												Year 1	Year 2	Year 3	Year 4	Year 5
Area Expense												\$0	\$0	\$0	\$0	\$0
Net Revenue												\$0	\$0	\$0	\$0	\$0



Retail Revenue & Expenses

Revenue	Mgmt. Assump.	Number of Events per Year					Number of Participants	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5						
Multi-Purpose Field Rental Tournament - Small	\$1.00	2	2	2	2	2	1080	\$2,160	\$2,160	\$2,160	\$2,160	\$2,160
Multi-Purpose Field Rental Tournament - Medium	\$1.00	4	4	5	5	5	1440	\$5,760	\$5,760	\$7,200	\$7,200	\$7,200
Multi-Purpose Field Rental Tournament - Large	\$1.00	2	3	3	4	4	2160	\$4,320	\$6,480	\$6,480	\$8,640	\$8,640
Multi-Purpose Field Rental Tournament - Extra Large	\$1.00	0	1	2	3	4	2880	\$0	\$2,880	\$5,760	\$8,640	\$11,520
Area Revenue		8	10	12	14	15		\$12,240	\$17,280	\$21,600	\$26,640	\$29,520
Expense		Mgmt. Assump.						Year 1	Year 2	Year 3	Year 4	Year 5
Retail Product Cost	55% Gross Revenue							\$6,732	\$9,504	\$11,880	\$14,652	\$16,236
Retail Wages	15% Gross Revenue							\$1,836	\$2,592	\$3,240	\$3,996	\$4,428
Area Expense								\$8,568	\$12,096	\$15,120	\$18,648	\$20,664
Net Revenue								\$3,672	\$5,184	\$6,480	\$7,992	\$8,856



Tenant Revenue

Leased Space Revenue	Area (Sq./ft.)	\$ per Sq./ft.	Year 1	Year 2	Year 3	Year 4	Year 5
Tenant Lease Agreements		Escalation		3%	3%	3%	3%
Leased Space	5,000	\$15.00	\$75,000	\$77,250	\$79,568	\$81,955	\$84,413
Revenue			\$75,000	\$77,250	\$79,568	\$81,955	\$84,413
Expense			-	-	-	-	-
Net Income			\$75,000	\$77,250	\$79,568	\$81,955	\$84,413



Secondary Revenue Areas

Revenue		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Advertisement/Sponsorship Income			\$75,000	\$80,000	\$84,000	\$88,200	\$92,610
Area Revenue			\$75,000	\$80,000	\$84,000	\$88,200	\$92,610
Expense		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Advertisement Hard Cost	Printing of Ad/Sponsors (10% of Ad Inc.)		\$7,500	\$8,000	\$8,400	\$8,820	\$9,261
Sponsorship Commissions			\$15,000	\$16,000	\$16,800	\$17,640	\$18,522
Area Expense			\$22,500	\$24,000	\$25,200	\$26,460	\$27,783
Net Revenue			\$52,500	\$56,000	\$58,800	\$61,740	\$64,827

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		\$82,598	\$87,074	\$88,380	\$89,706	\$91,051
Safety Supplies		\$10,000	\$2,500	\$2,538	\$2,576	\$2,614
Maintenance & Repairs		\$33,809	\$34,316	\$34,830	\$35,353	\$35,883
Utility Expense	\$0.60/SF	\$89,325	\$90,665	\$92,025	\$93,405	\$94,806
Total Indoor Facility Expense		\$220,731	\$219,630	\$222,924	\$226,268	\$229,662

Outdoor Facility

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Natural Grass Multi-Purpose Field Maintenance and Labor	\$17,500/Field	\$87,500	\$88,813	\$90,145	\$91,497	\$92,869
Turf Multi-Purpose Field Maintenance and Labor	\$4,750/Field	\$57,000	\$57,855	\$58,723	\$59,604	\$60,498
Natural Grass Irrigation	Based on Annual Precipitation	\$45,108	\$45,785	\$46,471	\$47,168	\$47,876
Field Painting/Striping Supplies and Labor	\$150/New Stripe, \$60/Re-Stripe	\$11,562	13,148	\$14,819	\$16,578	\$17,752
Grounds Maintenance and Labor	\$1,500/Acre	\$118,310	\$120,084	\$121,886	\$123,714	\$125,570
Field Lighting	\$2,025/Field	\$24,300	\$24,665	\$25,034	\$25,410	\$25,791
Total Outdoor Facility Expense		\$343,780	\$350,349	\$357,078	\$363,971	\$370,356
Total Facility Expense		\$564,511	\$569,978	\$580,002	\$590,238	\$600,018



Operating Expenses

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Accounting Fees		\$10,000	\$10,150	\$10,302	\$10,457	\$10,614
Bank Service Charges	Misc. Banking Fees	\$25,973	\$31,274	\$37,613	\$42,635	\$46,994
Communications	IT/Phone/Cable/Internet	\$2,265	\$2,299	\$2,333	\$2,368	\$2,404
Dues/Subscriptions		\$1,000	\$1,015	\$1,030	\$1,046	\$1,061
Employee Uniforms		\$3,000	\$2,000	\$2,030	\$2,060	\$2,091
General Advertising		\$77,919	\$31,274	\$37,613	\$42,635	\$46,994
Tournament Business Development		\$90,000	\$90,000	\$90,000	\$90,000	\$90,000
Insurance-Liability		\$25,973	\$26,362	\$26,758	\$27,159	\$27,567
Insurance-Property		\$17,782	\$18,049	\$18,320	\$18,595	\$18,874
Interest Expense		\$0	\$0	\$0	\$0	\$0
Legal Fees		\$10,000	\$10,150	\$10,302	\$10,457	\$10,614
Licenses, Permits	Food Licenses, etc.	\$5,000	\$5,075	\$5,151	\$5,228	\$5,307
National Management & Marketing Service	Full-Time Management	\$0	\$0	\$0	\$0	\$0
National Management Travel		\$0	\$0	\$0	\$0	\$0
Office Supplies		\$1,510	\$1,533	\$1,556	\$1,579	\$1,603
Real Estate Tax		\$0	\$0	\$0	\$0	\$0
Software		\$9,600	\$9,744	\$9,890	\$10,039	\$10,189
Travel and Education		\$2,500	\$2,538	\$2,576	\$2,614	\$2,653
Total Operating Expenses		\$282,522	\$241,462	\$255,475	\$266,873	\$276,965



Management Payroll Summary

Management Position	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager		\$80,000	\$83,200	\$86,528	\$89,989	\$93,589
Director of Operations		\$55,000	\$57,200	\$59,488	\$61,868	\$64,342
Marketing & Business Development Director		\$45,000	\$46,800	\$48,672	\$50,619	\$52,644
Program Director		\$40,000	\$41,600	\$43,264	\$44,995	\$46,794
Program Coordinator 1		\$36,000	\$37,440	\$38,938	\$40,495	\$42,115
Program Coordinator 2		\$0	\$0	\$36,000	\$37,440	\$38,938
Facility Manager		\$40,000	\$41,600	\$43,264	\$44,995	\$46,794
Finance Manager		\$45,000	\$46,800	\$48,672	\$50,619	\$52,644
Admin Support	Part Time at Front Desk	\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
Total Management Payroll		\$401,000	\$417,040	\$469,722	\$488,510	\$508,051



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	\$80,000	\$80,000	\$83,200	\$86,528	\$89,989	\$93,589
Mgmt	Director of Operations	10 months prior	\$45,833	\$55,000	\$57,200	\$59,488	\$61,868	\$64,342
Mgmt	Marketing & Business Development Director	12 months prior	\$45,000	\$45,000	\$46,800	\$48,672	\$50,619	\$52,644
Mgmt	Program Director	3 months prior	\$10,000	\$40,000	\$41,600	\$43,264	\$44,995	\$46,794
Mgmt	Program Coordinator 1	3 months prior	\$9,000	\$36,000	\$37,440	\$38,938	\$40,495	\$42,115
Mgmt	Program Coordinator 2	3 months prior	\$0	\$0	\$0	\$36,000	\$37,440	\$38,938
Mgmt	Facility Manager	3 months prior	\$10,000	\$40,000	\$41,600	\$43,264	\$44,995	\$46,794
Mgmt	Finance Manager	10 months prior	\$4,500	\$45,000	\$46,800	\$48,672	\$50,619	\$52,644
Support	Admin Support	3 months prior	\$15,000	\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
Subtotal Management Payroll			\$219,333	\$401,000	\$417,040	\$469,722	\$488,510	\$508,051
Director	Indoor Soccer Management Allotment	3 months prior	\$3,389	\$13,557	\$16,014	\$19,929	\$21,808	\$23,913
Director	Indoor Lacrosse Management Allotment	3 months prior	\$805	\$3,222	\$4,112	\$5,547	\$6,333	\$7,260
Director	Indoor Football Management Allotment	3 months prior	\$849	\$3,395	\$4,089	\$5,192	\$5,741	\$6,364
Director	Indoor Baseball/Softball Management Allotment	3 months prior	\$3,288	\$13,152	\$16,043	\$20,644	\$22,988	\$25,671
Director	Birthday Party Management Allotment	3 months prior	\$420	\$1,680	\$2,016	\$2,328	\$2,445	\$2,696
Director	Youth Development Management Allotment	3 months prior	\$2,446	\$9,783	\$11,250	\$12,375	\$12,994	\$13,644
Subtotal Program Management			\$11,197	\$44,788	\$53,524	\$66,014	\$72,309	\$79,548
Staff	Multi-Purpose Field Rental Tournament Staff	1 month prior	\$2,453	\$29,432	\$42,004	\$53,950	\$66,872	\$75,312
Staff	Outdoor Field Rental Staff	1 month prior	\$506	\$6,066	\$7,006	\$8,092	\$9,346	\$10,281
Staff	Indoor Soccer Staff	1 month prior	\$565	\$6,778	\$8,007	\$9,964	\$10,904	\$11,956
Staff	Indoor Lacrosse Staff	1 month prior	\$134	\$1,611	\$2,056	\$2,773	\$3,167	\$3,630
Staff	Indoor Football Staff	1 month prior	\$141	\$1,698	\$2,044	\$2,596	\$2,870	\$3,182
Staff	Indoor Baseball/Softball Staff	1 month prior	\$548	\$6,576	\$8,021	\$10,322	\$11,494	\$12,835
Staff	Indoor Field Rental Staff	1 month prior	\$888	\$10,656	\$11,189	\$12,923	\$13,569	\$14,960
Staff	Birthday Party Staff	1 month prior	\$120	\$1,440	\$1,728	\$1,814	\$1,905	\$2,000
Staff	Food & Beverage Staff	1 month prior	\$3,335	\$40,019	\$53,881	\$65,182	\$78,880	\$86,628
Staff	Retail Staff	1 month prior	\$153	\$1,836	\$2,592	\$3,240	\$3,996	\$4,428
Subtotal Sport Admin Staff			\$8,843	\$106,112	\$138,529	\$170,857	\$203,003	\$225,214
Instructors	Indoor Soccer Instructors	Per Diem		\$4,406	\$5,205	\$6,478	\$7,088	\$7,773
Instructors	Indoor Lacrosse Instructors	Per Diem		\$1,130	\$1,442	\$1,945	\$2,220	\$2,545
Instructors	Indoor Football Instructors	Per Diem		\$1,988	\$2,394	\$3,039	\$3,361	\$3,726
Instructors	Indoor Baseball/Softball Instructors	Per Diem		\$33,000	\$40,253	\$51,797	\$57,679	\$64,412
Instructors	Youth Development Instructors	Per Diem		\$14,674	\$16,875	\$18,563	\$19,491	\$20,466
Subtotal Instructors (COGS)				\$55,198	\$66,169	\$81,822	\$89,840	\$98,921
Referees	Indoor Soccer Referees	Per Diem		\$12,012	\$14,190	\$16,053	\$17,567	\$18,345
Referees	Indoor Lacrosse Referees	Per Diem		\$1,560	\$1,991	\$2,442	\$2,788	\$3,044
Referees	Indoor Football Referees	Per Diem		\$3,200	\$3,854	\$4,448	\$4,919	\$5,194
Referees	Indoor Baseball/Softball Umpires	Per Diem		\$11,760	\$14,345	\$16,781	\$18,686	\$19,874
Subtotal Referee/Trainers (COGS)				\$28,532	\$34,379	\$39,723	\$43,960	\$46,456
Payroll Subtotal			\$239,373	\$635,630	\$709,642	\$828,139	\$897,622	\$958,189
	Bonus Pool		\$0	\$12,986	\$15,637	\$18,807	\$21,318	\$23,497
	Payroll Services		\$7,181	\$16,557	\$18,273	\$21,198	\$22,915	\$24,384
	Payroll Taxes/Benefits	30% of Payroll	\$71,812	\$165,570	\$182,728	\$211,978	\$229,147	\$243,844
Payroll Taxes/Benefits/Bonus Totals			\$78,993	\$195,114	\$216,638	\$251,982	\$273,379	\$291,725
Total Payroll				\$830,744	\$926,280	\$1,080,121	\$1,171,001	\$1,249,915

Facility Utilization



Facility Utilization Summary

Outdoor Turf Field Utilization	Annual Utilization				
	Annual %	Annual %	Annual %	Annual %	Annual %
Sport	Year1	Year2	Year3	Year4	Year5
MP Field Tournaments	0.25%	0.38%	0.45%	0.55%	0.61%
MP Field Soccer	0.00%	0.00%	0.00%	0.00%	0.00%
MP Field Lacrosse	0.00%	0.00%	0.00%	0.00%	0.00%
MP Field Football	0.00%	0.00%	0.00%	0.00%	0.00%
Cricket	0.00%	0.00%	0.00%	0.00%	0.00%
Field Rental	7.67%	8.06%	8.46%	8.89%	8.89%
Total Field Utilization	7.93%	8.42%	8.91%	9.43%	9.49%

Number of Fields 16
 Maximum Field Time/Year (Hours) 34400
 Maximum Field Time/Session (Hours) 5733

Day	Prime Hours	Game Hours
Monday	5:00pm-9:00pm	4
Tuesday	5:00pm-9:00pm	4
Wednesday	5:00pm-9:00pm	4
Thursday	5:00pm-9:00pm	4
Friday	5:00pm-9:00pm	4
Saturday	8 am - 9 pm	13
Sunday	11 am - 9 pm	10
		43

Turf Utilization	Annual Utilization				
	Annual %	Annual %	Annual %	Annual %	Annual %
Sport	Year1	Year2	Year3	Year4	Year5
Soccer	6.69%	7.90%	8.94%	9.78%	10.22%
Lacrosse	1.78%	3.16%	3.87%	4.42%	4.83%
Football	1.16%	1.39%	1.61%	1.78%	1.88%
Baseball/Softball	3.31%	4.04%	4.72%	5.26%	5.59%
Baseball/Softball Field Rental	9.60%	10.08%	10.58%	11.11%	11.67%
MP Field Rental	6.91%	7.26%	7.62%	8.00%	8.40%
Total Field Utilization	29.45%	33.83%	37.35%	40.36%	42.58%

Number of Fields 1
 Maximum Field Time/Year (Hours) 3000
 Maximum Field Time/Session (Hours) 500

Day	Prime Hours	Game Hours
Monday	5:00pm-11:00p	6
Tuesday	5:00pm-11:00p	6
Wednesday	5:00pm-11:00p	6
Thursday	5:00pm-11:00p	6
Friday	5:00pm-11:00p	6
Saturday	7 am - 11 pm	16
Sunday	9 am - 11 pm	14
		60

Outdoor Turf Field Utilization	Busiest Session Utilization (Fall)				
	Session %	Session %	Session %	Session %	Session %
Sport	Year1	Year2	Year3	Year4	Year5
MP Field Tournaments	2.23%	4.47%	4.47%	6.70%	6.70%
MP Field Soccer	0.00%	0.00%	0.00%	0.00%	0.00%
MP Field Lacrosse	0.00%	0.00%	0.00%	0.00%	0.00%
MP Field Football	0.00%	0.00%	0.00%	0.00%	0.00%
Cricket	0.00%	0.00%	0.00%	0.00%	0.00%
Field Rental	16.19%	17.00%	17.95%	18.74%	18.74%
Total Field Utilization	18.42%	21.46%	22.31%	25.44%	25.44%

Turf Utilization	Busiest Session Utilization (Winter)				
	Session %	Session %	Session %	Session %	Session %
Sport	Year1	Year2	Year3	Year4	Year5
Soccer	11.62%	13.73%	15.53%	16.99%	17.75%
Lacrosse	3.18%	4.06%	4.98%	5.69%	6.21%
Football	1.78%	2.14%	2.47%	2.73%	2.88%
Baseball/Softball	14.22%	17.35%	20.29%	22.59%	24.03%
Baseball/Softball Field Rental	34.56%	36.29%	38.10%	40.01%	42.01%
Field Rental	13.54%	14.21%	14.92%	15.67%	16.45%
Total Field Utilization	85.30%	92.58%	101.10%	108.49%	114.13%