## SPORTS FACILITIES

# **FIVE YEAR OPERATING PRO FORMA**

DRAFT REPORT DELIVERY DATE: MAY 2025



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### B SPORTS FACILITIES

### **Table of Contents**

Facility Program Details	2
Facility Program	3
Facility Development Costs and Financing	4
Capital Costs & Start-Up Expenses - Indoor Athletics 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
Business Unit Analysis	11
Overhead Expenses	23
Facility Expenses	24
Operating Expenses	25
Management Payroll	26
Payroll Taxes and Benefits	27



## Facility Program Details



### **Facility Program**

### Indoor Athletic Facility

Space	Indoor Programming Product/Service	Count	Dimer	nsions	Approx.	Total SF	% of Footprint
Space		Count	L (')	W (')	SF each	10121 51	% 01 F00tp111t
ЪВ	Tennis Courts (78'x36' with Required Clear Space)	7	120	60	7,200	50,400	52.7%
Tennis/PB	Pickleball Courts	8	60	30	1,800	14,400	15.1%
Те	Total Tennis/Pickleball Sq. Ft.					64,800	67.7%
	Lobby/Welcome Area (500 SF Pro Shop)	1	-	-	1,200	1,200	1.3%
	Parks and Rec Office Space	1	-	-	4,834	4,834	5.1%
	Café Seating Area	1	40	30	1,200	1,200	1.3%
ace	Secondary Concessions	1	40	20	800	800	0.8%
Spä	Flex/Team Rooms	1	60	25	1,500	1,500	1.6%
Flex Space	Ref Rooms	1	15	10	150	150	0.2%
ш	Training Room	1	20	15	300	300	0.3%
	Restrooms	2	35	25	875	1,750	1.8%
	Total Flex Space Sq. Ft.		-			11,734	12.3%
	Required SF for Products and Services					76,534	80.0%
	Mechanical, Electrical, Storage, etc.	10% o	f P&S SF	(Excl. Lea	ised Space)	7,653	8.0%
	Common Area, Stairs, Circulation, etc.	15% oʻ	f P&S SF	(Excl. Lea	ised Space)	11,480	12.0%
	Total Estimated Indoor Athletic Facility Si					95,668	100%
	Estimated Building Footprint					86,101	
	Total Building Acreage					1.98	

### Site Development

		Quantity	Dimer L (')	nsions W (')	Approx. SF each	Total SF	% of Total
Parking Spaces Total	Parking Spaces Total (10'x18' actual, 20' x 20' inc. aisles)	335	20	20	400	134,000	70.9%
Parl Spa To	Setbacks, Green Space, Trails, etc.	25%	Indoor/F	Parking, 5	0% Outdoor	55,025	29.1%
	Total Estimated Site Developmen Total Site Development Acreag					189,025 4.34	100%
	Total Complex Acreage					6.32	



## Facility Development Costs and Financing

### B SPORTS FACILITIES

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

Finish Out       Enhanced Cost of Kit         Site Development       Paving, Grading, L         Alloca       Alloca         Contingency       Escalation         Contractor Fee       Includes Hard         Hard Cost Total       Field and Sport Equipment Cost         Tennis Court Area       Tennis Courts         Tennis Netting       Court Nets, Per         Benches (Participants)       Mechai         Curtains (Court)       Mechai         Athletic Equipment       Sports Equipment (F         Pickleball Court Area       Pickleball Courts         Pickleball Courts       Surface         Pickleball Netting       Court Nets, Per         Benches (Participants)       Athletic Equipment (F         Athletic Equipment       Sports Equipment (F         Pickleball Netting       Court Nets, Per         Benches (Participants)       Athletic Equipment (F         Athletic Equipment       Sports Equipment (F         Shipping       Contingency         Escalation       Field and Sport Equipment Cost Total         Furniture, Fixtures and Equipment Cost       Food & BEVERAGE	TBD Warm Shell ome & Foundation then & Secondary Concession Space tilities, Landscaping, Improvement tion for Indoor Facility Cost Contingency/Escalation Cost Contingency/Escalation meter Netting, Poles, Pads, Etc. ical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc. oment (Rackets, Balls, Etc.)	6.32 30,868 64,800 1 6.32 50,400 7 14 6 1 8 8 8 16 1	SF SF LS Acre SF Ea. Ea. Ea. LS Ea. LS Ea. Ea. Ea. Ea.	\$0.00 \$170 \$60 \$16,000 \$250,000 10.00% 9.00% 3.50% \$13 \$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$0 \$0 \$5,247,475 \$3,888,000 \$16,000 \$1,579,006 \$1,073,048 \$1,062,318 \$450,305 \$13,316,151 \$655,200 \$21,000 \$8,400 \$60,000 \$25,000 \$80,000	0.0% 0.0% 29.9% 22.2% 0.1% 9.0% 6.1% 2.6% 75.9% 3.7% 0.1% 0.0% 0.3% 0.1% 0.5%
Land Cost Total         Hard Costs         Hard Structure Cost         Hard Structure Cost - Dome         Finish Out         Enhanced Cost of Kit         Site Development         Paving, Grading, L         Alloce         Contingency         Escalation         Contractor Fee         Hard Cost Total         Field and Sport Equipment Cost         Tennis Court Area         Tennis Netting         Courtains (Court)         Athletic Equipment         Pickleball Court Area         Pickleball Court Area         Pickleball Court Area         Pickleball Courts         Sports Equipment         Sports Equip	Warm Shell ome & Foundation then & Secondary Concession Space tilities, Landscaping, Improvement tion for Indoor Facility <u>Cost Contingency/Escalation</u> <u>Cost Contingency/Escalation</u> meter Netting, Poles, Pads, Etc. ical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	30,868 64,800 1 6.32 50,400 7 14 6 1 8 8 8 16	SF LS Acre SF Ea. Ea. LS Ea. LS Ea. Ea. Ea. Ea.	\$170 \$60 \$16,000 \$250,000 10.00% 9.00% 3.50% \$13 \$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$0 \$5,247,475 \$3,888,000 \$16,000 \$1,579,006 \$1,073,048 \$1,062,318 \$450,305 \$13,316,151 \$655,200 \$21,000 \$8,400 \$60,000 \$25,000 \$80,000	0.0% 29.9% 22.2% 0.1% 9.0% 6.1% 6.1% 2.6% 75.9% 3.7% 0.1% 0.3% 0.3%
Hard Costs         Hard Structure Cost         Hard Structure Cost - Dome         Finish Out         Site Development         Contingency         Escalation         Contractor Fee         Hard Structure         Hard Cost Total         Field and Sport Equipment Cost         Tennis Court Area         Tennis Netting         Benches (Participants)         Curtains (Court)         Athletic Equipment         Pickleball Courts         Pickleball Courts         Benches (Participants)         Athletic Equipment         Sports Equipment (F         Pickleball Courts         Benches (Participants)         Athletic Equipment         Sports Equipment (F         Pickleball Netting         Court Nets, Per         Benches (Participants)         Athletic Equipment         Sports Equi         Shipping         Contingency         Escalation         Field and Sport Equipment Cost Total         Furniture, Fixtures and Equipment Cost         FOOD & BEVERAGE         Secondary Concessions         Smallwares         FURNISHINGS	me & Foundation then & Secondary Concession Space tilities, Landscaping, Improvement tion for Indoor Facility Cost Contingency/Escalation meter Netting, Poles, Pads, Etc. tical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	64,800 1 6.32 50,400 7 14 6 1 8 8 8 16	SF LS Acre SF Ea. Ea. LS Ea. LS Ea. Ea. Ea. Ea.	\$60 \$16,000 \$250,000 10.00% 9.00% 3.50% \$13 \$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$5,247,475 \$3,888,000 \$16,000 \$1,579,006 \$1,073,048 \$1,062,318 \$450,305 <b>\$13,316,151</b> \$655,200 \$21,000 \$8,400 \$60,000 \$25,000 \$80,000	29.9% 22.2% 0.1% 9.0% 6.1% 6.1% 2.6% 75.9% 3.7% 0.1% 0.0% 0.3% 0.1%
Hard Structure Cost       January Structure Cost - Dome       D         Finish Out       Enhanced Cost of Kit         Site Development       Paving, Grading, U         Site Development       Paving, Grading, U         Contingency       Escalation         Contractor Fee       Includes Hard         Hard Cost Total       Field and Sport Equipment Cost         Tennis Court Area       Tennis Court Area         Tennis Courts       Court Nets, Peril         Benches (Participants)       Mechai         Curtains (Court)       Mechai         Athletic Equipment       Sports Equipment (F         Pickleball Courts       Surface         Pickleball Courts       Surface         Pickleball Netting       Court Nets, Peril         Benches (Participants)       Sports Equipment (F         Pickleball Courts       Surface         Pickleball Netting       Court Nets, Peril         Benches (Participants)       Athletic Equipment         Athletic Equipment       Sports Equil         Shipping       Court Nets, Peril         Scalation       Field and Sport Equipment Cost         FOOD & BEVERAGE       Secondary Concessions         Secondary Concessions       Full Capability C	me & Foundation then & Secondary Concession Space tilities, Landscaping, Improvement tion for Indoor Facility Cost Contingency/Escalation meter Netting, Poles, Pads, Etc. tical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	64,800 1 6.32 50,400 7 14 6 1 8 8 8 16	SF LS Acre SF Ea. Ea. LS Ea. LS Ea. Ea. Ea. Ea.	\$60 \$16,000 \$250,000 10.00% 9.00% 3.50% \$13 \$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$3,888,000 \$16,000 \$1,579,006 \$1,073,048 \$1,062,318 \$450,305 <b>\$13,316,151</b> \$655,200 \$21,000 \$8,400 \$60,000 \$25,000 \$80,000	22.2% 0.1% 9.0% 6.1% 2.6% 75.9% 3.7% 0.1% 0.0% 0.3% 0.1%
Hard Structure Cost - Dome     D       Finish Out     Enhanced Cost of Kit       Site Development     Paving, Grading, L       Allocat     Allocat       Contingency     Escalation       Contractor Fee     Includes Harc       Hard Cost Total     Includes Harc       Field and Sport Equipment Cost     Tennis Court Area       Tennis Courts     Court Nets, Peri       Benches (Participants)     Mechai       Curtains (Court)     Mechai       Athletic Equipment     Sports Equipment (F       Pickleball Courts     Surface       Pickleball Courts     Surface       Pickleball Netting     Court Nets, Peri       Benches (Participants)     Sports Equipment (F       Pickleball Courts     Surface       Pickleball Courts     Surface       Pickleball Retting     Court Nets, Peri       Benches (Participants)     Sports Equipment (F       Dickleball Retting     Sports Equipment (F       Benches (Participants)     Sports Equipment       Shipping     Sports Equipment       Contingency     Escalation       Field and Sport Equipment Cost Total     Furniture, Fixtures and Equipment Cost       FOOD & BEVERAGE     Secondary Concessions     Full Capability C       Smallwares     Smallwares     Full Capabil	me & Foundation then & Secondary Concession Space tilities, Landscaping, Improvement tion for Indoor Facility Cost Contingency/Escalation meter Netting, Poles, Pads, Etc. tical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	64,800 1 6.32 50,400 7 14 6 1 8 8 8 16	SF LS Acre SF Ea. Ea. LS Ea. LS Ea. Ea. Ea. Ea.	\$60 \$16,000 \$250,000 10.00% 9.00% 3.50% \$13 \$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$3,888,000 \$16,000 \$1,579,006 \$1,073,048 \$1,062,318 \$450,305 <b>\$13,316,151</b> \$655,200 \$21,000 \$8,400 \$60,000 \$25,000 \$80,000	22.2% 0.1% 9.0% 6.1% 2.6% 75.9% 3.7% 0.1% 0.0% 0.3% 0.1%
Finish Out       Enhanced Cost of Kit         Site Development       Paving, Grading, L         Site Development       Allocat         Contingency       Escalation         Contractor Fee       Includes Hard         Hard Cost Total       Includes Hard         Field and Sport Equipment Cost       Tennis Court Area         Tennis Courts       Court Nets, Peril         Benches (Participants)       Mechai         Curtains (Court)       Mechai         Athletic Equipment       Sports Equipment (F         Pickleball Courts       Surface         Pickleball Courts       Surface         Pickleball Netting       Court Nets, Peril         Benches (Participants)       Sports Equipment (F         Pickleball Netting       Court Nets, Peril         Benches (Participants)       Sports Equipment (F         Out Nets, Peril       Benches (Participants)         Athletic Equipment       Sports Equil         Shipping       Court Nets, Peril         Scalation       Field and Sport Equipment Cost Total         Furniture, Fixtures and Equipment Cost       Full Capability C         Smallwares       Full Capability C         Smallwares       Full Capability C	then & Secondary Concession Space tilities, Landscaping, Improvement tion for Indoor Facility Cost Contingency/Escalation meter Netting, Poles, Pads, Etc. tical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	1 6.32 50,400 7 14 6 1 8 8 8 16	LS Acre SF Ea. Ea. LS Ea. LS Ea. Ea. Ea. Ea.	\$16,000 \$250,000 10.00% 9.00% 3.50% \$13 \$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$16,000 \$1,579,006 \$1,073,048 \$1,062,318 \$450,305 <b>\$13,316,151</b> \$655,200 \$21,000 \$8,400 \$60,000 \$25,000 \$80,000	0.1% 9.0% 6.1% 2.6% 75.9% 3.7% 0.1% 0.0% 0.3% 0.1%
Site Development     Paving, Grading, L Alloca       Contingency     Escalation       Escalation     Includes Hard       Contractor Fee     Includes Hard       Hard Cost Total     Includes Hard       Field and Sport Equipment Cost     Tennis Court Area       Tennis Courts     Court Nets, Peril       Benches (Participants)     Mechail       Curtains (Court)     Mechail       Athletic Equipment     Sports Equipment (F       Pickleball Courts     Surface       Pickleball Courts     Surface       Pickleball Netting     Court Nets, Peril       Benches (Participants)     Athletic Equipment       Athletic Equipment     Sports Equipment (F       Pickleball Netting     Court Nets, Peril       Benches (Participants)     Athletic Equipment       Athletic Equipment     Sports Equipment (F       Benches (Participants)     Sports Equipment       Shipping     Court Nets, Peril       Scalation     Field and Sport Equipment Cost       Field and Sport Equipment Cost Total     Furniture, Fixtures and Equipment Cost       FOOD & BEVERAGE     Secondary Concessions     Full Capability C       Smallwares     Full Capability C	tilities, Landscaping, Improvement tion for Indoor Facility Cost Contingency/Escalation meter Netting, Poles, Pads, Etc. nical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	6.32 50,400 7 14 6 1 8 8 8 16	Acre SF Ea. Ea. LS Ea. Ea. Ea. Ea. Ea.	\$250,000 10.00% 9.00% 3.50% \$13 \$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$1,579,006 \$1,073,048 \$1,062,318 \$450,305 <b>\$13,316,151</b> \$655,200 \$21,000 \$8,400 \$60,000 \$25,000 \$80,000	9.0% 6.1% 6.1% 2.6% 75.9% 3.7% 0.1% 0.3% 0.1%
Site Development       Alloca         Contingency       Escalation         Contractor Fee       Includes Hard         Field and Sport Equipment Cost       Includes Hard         Field and Sport Equipment Cost       Tennis Court Area         Tennis Courts       Court Nets, Per         Benches (Participants)       Mechai         Curtains (Court)       Mechai         Athletic Equipment       Sports Equipment (F         Pickleball Courts       Surface         Pickleball Netting       Court Nets, Per         Benches (Participants)       Athletic Equipment         Athletic Equipment       Sports Equi         Shipping       Court Nets, Per         Escalation       Sports Equi         Field and Sport Equipment Cost Total       Furniture, Fixtures and Equipment Cost         FOOD & BEVERAGE       Secondary Concessions         Secondary Concessions       Full Capability C         Smallwares       FURNISHINGS	tion for Indoor Facility <u>Cost Contingency/Escalation</u> meter Netting, Poles, Pads, Etc. ical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) <u>Coloring, Striping, Etc.</u> meter Netting, Poles, Pads, Etc.	50,400 7 14 6 1 8 8 8 16	SF Ea. Ea. LS Ea. Ea. Ea. Ea.	10.00% 9.00% 3.50% \$13 \$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$1,073,048 \$1,062,318 \$450,305 <b>\$13,316,151</b> \$655,200 \$21,000 \$8,400 \$60,000 \$25,000 \$80,000	6.1% 6.1% 2.6% 75.9% 3.7% 0.1% 0.0% 0.3% 0.1%
Escalation Contractor Fee Includes Hard Contractor Fee Includes Hard Includes Hard Includes Hard Includes Hard Includes Total Includes Hard Includes Ha	meter Netting, Poles, Pads, Etc. ical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	7 14 6 1 8 8 8 16	Ea. Ea. LS Ea. Ea. Ea.	9.00% 3.50% \$13 \$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$1,062,318 \$450,305 <b>\$13,316,151</b> \$655,200 \$21,000 \$8,400 \$60,000 \$25,000 \$80,000	6.1% 2.6% 75.9% 3.7% 0.1% 0.0% 0.3% 0.1%
Escalation Contractor Fee Includes Hard Contractor Fee Includes Hard Inc	meter Netting, Poles, Pads, Etc. ical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	7 14 6 1 8 8 8 16	Ea. Ea. LS Ea. Ea. Ea.	\$13 \$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$450,305 \$13,316,151 \$655,200 \$21,000 \$8,400 \$60,000 \$25,000 \$80,000	2.6% 75.9% 3.7% 0.1% 0.0% 0.3% 0.1%
Contractor Fee       Includes Hard         Hard Cost Total       Field and Sport Equipment Cost         Field and Sport Equipment Cost       Tennis Court Area         Tennis Netting       Court Nets, Peril         Benches (Participants)       Mechai         Curtains (Court)       Mechai         Athletic Equipment       Sports Equipment (F         Pickleball Court Area       Surface         Pickleball Courts       Surface         Pickleball Netting       Court Nets, Peril         Benches (Participants)       Athletic Equipment         Athletic Equipment       Sports Equil         Pickleball Netting       Court Nets, Peril         Benches (Participants)       Sports Equil         Athletic Equipment       Sports Equil         Shipping       Contingency         Escalation       Field and Sport Equipment Cost Total         Furniture, Fixtures and Equipment Cost       Full Capability C         Secondary Concessions       Full Capability C         Smallwares       FURNISHINGS	meter Netting, Poles, Pads, Etc. ical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	7 14 6 1 8 8 8 16	Ea. Ea. LS Ea. Ea. Ea.	\$13 \$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$450,305 \$13,316,151 \$655,200 \$21,000 \$8,400 \$60,000 \$25,000 \$80,000	2.6% 75.9% 3.7% 0.1% 0.0% 0.3% 0.1%
Hard Cost Total         Field and Sport Equipment Cost         Tennis Court Area         Tennis Netting       Court Nets, Per.         Benches (Participants)       Mechai         Curtains (Court)       Mechai         Athletic Equipment       Sports Equipment (F         Pickleball Court Area       Surface         Pickleball Courts       Surface         Pickleball Netting       Court Nets, Per.         Benches (Participants)       Athletic Equipment         Athletic Equipment       Sports Equi         Pickleball Netting       Court Nets, Per.         Benches (Participants)       Athletic Equipment         Athletic Equipment       Sports Equi         Shipping       Contingency         Escalation       Field and Sport Equipment Cost Total         Furniture, Fixtures and Equipment Cost       Full Capability C         Secondary Concessions       Full Capability C         Smallwares       FURNISHINGS	meter Netting, Poles, Pads, Etc. ical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	7 14 6 1 8 8 8 16	Ea. Ea. LS Ea. Ea. Ea.	\$13 \$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$13,316,151 \$655,200 \$21,000 \$8,400 \$60,000 \$25,000 \$80,000	75.9% 3.7% 0.1% 0.0% 0.3% 0.1%
Field and Sport Equipment Cost         Tennis Court Area         Tennis Courts         Tennis Netting       Court Nets, Per         Benches (Participants)       Mechai         Curtains (Court)       Mechai         Athletic Equipment       Sports Equipment (F         Pickleball Court Area       Surface         Pickleball Courts       Surface         Pickleball Netting       Court Nets, Per         Benches (Participants)       Athletic Equipment         Athletic Equipment       Sports Equi         Benches (Participants)       Athletic Equipment         Shipping       Court Nets, Per         Escalation       Sports Equi         Field and Sport Equipment Cost Total       Full Capability C         Secondary Concessions       Full Capability C         Smallwares       FURNISHINGS	ical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	7 14 6 1 8 8 8 16	Ea. Ea. LS Ea. Ea. Ea.	\$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$655,200 \$21,000 \$8,400 \$60,000 \$25,000 \$80,000	3.7% 0.1% 0.0% 0.3% 0.1%
Tennis Court Area         Tennis Courts         Tennis Netting       Court Nets, Per         Benches (Participants)       Mechai         Curtains (Court)       Mechai         Athletic Equipment       Sports Equipment (F         Pickleball Courts       Surface         Pickleball Netting       Court Nets, Per         Benches (Participants)       Athletic Equipment         Athletic Equipment       Sports Equipment (F         Benches (Participants)       Athletic Equipment         Athletic Equipment       Sports Equipment         Shipping       Court Nets, Per         Escalation       Field and Sport Equipment Cost Total         Furniture, Fixtures and Equipment Cost       FOOD & BEVERAGE         Secondary Concessions       Full Capability C         Smallwares       FURNISHINGS	ical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	7 14 6 1 8 8 8 16	Ea. Ea. LS Ea. Ea. Ea.	\$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$21,000 \$8,400 \$60,000 \$25,000 \$80,000	0.1% 0.0% 0.3% 0.1%
Tennis Courts       Court Nets, Peril         Tennis Netting       Court Nets, Peril         Benches (Participants)       Mechai         Curtains (Court)       Mechai         Athletic Equipment       Sports Equipment (F         Pickleball Court Area       Pickleball Court Nets, Peril         Pickleball Courts       Surface         Pickleball Netting       Court Nets, Peril         Benches (Participants)       Athletic Equipment         Athletic Equipment       Sports Equil         Shipping       Contingency         Escalation       Field and Sport Equipment Cost         FOOD & BEVERAGE       Full Capability C         Smallwares       Full Capability C	ical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	7 14 6 1 8 8 8 16	Ea. Ea. LS Ea. Ea. Ea.	\$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$21,000 \$8,400 \$60,000 \$25,000 \$80,000	0.1% 0.0% 0.3% 0.1%
Tennis Netting       Court Nets, Perr         Benches (Participants)       Mechal         Curtains (Court)       Mechal         Athletic Equipment       Sports Equipment (F         Pickleball Courts       Surface         Pickleball Courts       Surface         Pickleball Courts       Surface         Pickleball Netting       Court Nets, Perr         Benches (Participants)       Athletic Equipment         Athletic Equipment       Sports Equil         Shipping       Escalation         Field and Sport Equipment Cost Total       Furniture, Fixtures and Equipment Cost         FOOD & BEVERAGE       Secondary Concessions         Secondary Concessions       Full Capability C         Smallwares       FURNISHINGS	ical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	7 14 6 1 8 8 8 16	Ea. Ea. LS Ea. Ea. Ea.	\$3,000 \$600 \$10,000 \$25,000 \$10,000 \$1,500	\$21,000 \$8,400 \$60,000 \$25,000 \$80,000	0.1% 0.0% 0.3% 0.1%
Benches (Participants) Curtains (Court) Athletic Equipment Pickleball Courts Pickleball Courts Pickleball Courts Pickleball Netting Benches (Participants) Athletic Equipment Shipping Contingency Escalation Field and Sport Equipment Cost Total Furniture, Fixtures and Equipment Cost FOOD & BEVERAGE Secondary Concessions Smallwares FURNISHINGS	ical Roll-Down System ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	14 6 1 8 8 16	Ea. Ea. LS Ea. Ea. Ea.	\$600 \$10,000 \$25,000 \$10,000 \$1,500	\$8,400 \$60,000 \$25,000 \$80,000	0.0% 0.3% 0.1%
Curtains (Court) Mechai Athletic Equipment Sports Equipment (F Pickleball Court Area Pickleball Courts Surface Pickleball Netting Court Nets, Per- Benches (Participants) Athletic Equipment Sports Equi Shipping Contingency Escalation Field and Sport Equipment Cost Total Furniture, Fixtures and Equipment Cost FOOD & BEVERAGE Secondary Concessions Full Capability C Smallwares	ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	6 1 8 8 16	Ea. LS Ea. Ea. Ea.	\$10,000 \$25,000 \$10,000 \$1,500	\$60,000 \$25,000 \$80,000	0.3% 0.1%
Athletic Equipment     Sports Equipment (F       Pickleball Court Area     Surface       Pickleball Courts     Surface       Pickleball Netting     Court Nets, Per       Benches (Participants)     Athletic Equipment       Athletic Equipment     Sports Equi       Shipping     Escalation       Field and Sport Equipment Cost Total     Furniture, Fixtures and Equipment Cost       FOOD & BEVERAGE     Secondary Concessions       Secondary Concessions     Full Capability C       Smallwares     FURNISHINGS	ackets, Balls, Quick Start Nets, Etc.) Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	1 8 8 16	LS Ea. Ea. Ea.	\$25,000 \$10,000 \$1,500	\$25,000 \$80,000	0.1%
Pickleball Court Area       Surface         Pickleball Courts       Surface         Pickleball Netting       Court Nets, Per         Benches (Participants)       Athletic Equipment         Athletic Equipment       Sports Equility         Shipping       Contingency         Escalation       Field and Sport Equipment Cost         Food & BEVERAGE       Secondary Concessions         Secondary Concessions       Full Capability C         Smallwares       FURNISHINGS	Coloring, Striping, Etc. meter Netting, Poles, Pads, Etc.	8 8 16	Ea. Ea. Ea.	\$10,000 \$1,500	\$80,000	
Pickleball Courts     Surface       Pickleball Netting     Court Nets, Peril       Benches (Participants)     Athletic Equipment       Athletic Equipment     Sports Equil       Shipping     Sports Equil       Contingency     Escalation       Field and Sport Equipment Cost Total     Furniture, Fixtures and Equipment Cost       FOOD & BEVERAGE     Secondary Concessions       Smallwares     Full Capability C       FURNISHINGS     Secondary Concessions	meter Netting, Poles, Pads, Etc.	8 16	Ea. Ea.	\$1,500		0.5%
Pickleball Netting Court Nets, Per- Benches (Participants) Athletic Equipment Sports Equi Shipping Escalation Field and Sport Equipment Cost Total Furniture, Fixtures and Equipment Cost FOOD & BEVERAGE Secondary Concessions Full Capability C Smallwares FURNISHINGS	meter Netting, Poles, Pads, Etc.	8 16	Ea. Ea.	\$1,500		0.5%
Benches (Participants) Athletic Equipment Sports Equi Shipping Contingency Escalation Field and Sport Equipment Cost Total Furniture, Fixtures and Equipment Cost FOOD & BEVERAGE Secondary Concessions Full Capability C Smallwares FURNISHINGS		16	Ea.			0.070
Athletic Equipment Sports Equi Shipping Contingency Escalation Field and Sport Equipment Cost Total Furniture, Fixtures and Equipment Cost FOOD & BEVERAGE Secondary Concessions Full Capability C Smallwares FURNISHINGS	oment (Rackets, Balls, Etc.)				\$12,000	0.1%
Athletic Equipment Sports Equi Shipping Contingency Escalation Field and Sport Equipment Cost Total Furniture, Fixtures and Equipment Cost FOOD & BEVERAGE Secondary Concessions Full Capability C Smallwares FURNISHINGS	oment (Rackets, Balls, Etc.)	1		\$600	\$9,600	0.1%
Shipping Contingency Escalation Field and Sport Equipment Cost Total Furniture, Fixtures and Equipment Cost FOOD & BEVERAGE Secondary Concessions Smallwares FURNISHINGS			LS	\$25,000	\$25,000	0.1%
Contingency Escalation Field and Sport Equipment Cost Total Furniture, Fixtures and Equipment Cost FOOD & BEVERAGE Secondary Concessions Smallwares FURNISHINGS				5.00%	\$44,810	0.3%
Escalation Field and Sport Equipment Cost Total Furniture, Fixtures and Equipment Cost FOOD & BEVERAGE Secondary Concessions Full Capability C Smallwares FURNISHINGS				10.00%	\$94,101	0.5%
Field and Sport Equipment Cost Total         Furniture, Fixtures and Equipment Cost         FOOD & BEVERAGE         Secondary Concessions         Full Capability C         Smallwares         FURNISHINGS				9.00%	\$93,160	0.5%
Furniture, Fixtures and Equipment Cost           FOOD & BEVERAGE           Secondary Concessions           Smallwares           FURNISHINGS					\$1,128,271	6.4%
FOOD & BEVERAGE Secondary Concessions Smallwares FURNISHINGS						
Smallwares FURNISHINGS						
Smallwares FURNISHINGS	oncession with Fryers/Grills, etc.	1	LS	\$200,000	\$200,000	1.1%
		1	LS	\$14,000	\$14,000	0.1%
Furnishings				. ,		
	Flex Space	11,734	SF	\$2.00	\$23,468	0.1%
Hardware - Security/Access Control Cameras, Buildin	g Access, Card Reader Systems	95,668	SF	\$1.05	\$100,668	0.6%
w/Structure	d Cabling and Conveyance					
Hardware - Point of Sale		1	LS	\$6,000	\$6,000	0.0%
Hardware - Telecommunications Core Net	ork/Wireless/IT/Software	95,668	SF	\$1.50	\$143,501	0.8%
Marquee Signage	Exterior	1	LS	\$75,000	\$75,000	0.4%
Graphics Package Interior signage, br	anding, advertisement, wall art, etc.	95,668	SF	\$2.00	\$191,335	1.1%
Audio/Video tvs, pa speak	r/sound systems facility-wide	1	LS	\$150,000	\$150,000	0.9%
Maintenance Equipment		95,668	SF	\$0.50	\$47,834	0.3%
Shipping		55,000	J.	\$0.50 5.00%	\$47,590	0.3%
Contingency				10.00%	\$99.940	0.3%
Escalation				9.00%	\$99,940 \$98.940	0.6%
Furniture, Fixtures and Equipment Cost Total				5.00%	\$1,198,276	6.8%
Soft Costs Construction					ψ1,130,210	0.070
	ivil, Architectural			7.0%	\$900,609	5.1%
	upport, FF&E Procurement			5.0%	\$759,620	4.3%
Permits/Inspections				0.50%	\$759,620 \$64.329	4.3% 0.4%
Additional Services				10.00%	\$04,329 \$172,456	1.0%
Soft Cost Total				10.0070		10.8%
Total Construction Costs - Indoor Facil						10.070
Cost Per Square Foot	tv				\$1,897,014 \$17,539,711	100.0%



### 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		\$50,000	4.5%
Permits and Extensions			\$25,000	2.2%
Presentation Materials	Renderings, Etc.		\$15,000	1.3%
Grand Opening			\$15,000	1.3%
Marketing Allowance	Pre-Opening Marketing Budget		\$40,000	3.6%
Operational Office Space	Professional Management Support for Pre-Opening Operations Development		\$33,000	3.0%
Operational Support Services	Professional Management Support for Pre-Opening Operations Development		\$350,000	31.4%
Pre-Funded Operational Account			\$194,814	17.5%
Pre-Opening Staff Budget	Staffing Cost Pre-Grand Opening		\$267,562	24.0%
Pre-Opening Staff Recruitment			\$24,000	2.2%
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%	\$101,438	9.1%
Soft Cost Total			\$1,115,814	100.0%
Total Co	nstruction Costs - Soft Cost Operations		\$1,115,814	100.0%
	Working Capital Paparus		TDD	100.0%
	Working Capital Reserve		TBD	Ī



### **Capital Costs and Start-up Expenses**

SOURCES OF	FUNDS	
Equity Contribution	100%	\$18,655,525
Bank Financing	0%	\$0
Bond Financing	0%	\$0
Public Contribution	0%	\$0
Total Sources of Funds		\$18,655,525

USES OF FUNDS	LOW	MID	HIGH
Land Cost	TBD	TBD	TBD
Hard Cost	\$11,028,450	\$12,253,833	\$13,479,217
Field and Sport Equipment Cost	\$931,600	\$1,035,111	\$1,138,622
Furniture, Fixtures, and Equipment	\$989,402	\$1,099,335	\$1,209,269
Soft Costs Construction	\$1,707,313	\$1,897,014	\$2,086,715
Soft Costs Operations	\$1,115,814	\$1,115,814	\$1,115,814
Escalation	\$1,128,976	\$1,254,418	\$1,379,860
Working Capital Reserve	TBD	TBD	TBD
Total Uses of Funds	\$16,901,554	\$18,655,525	\$20,409,496



## **Financial Performance Summary**



### Total Revenue & Expenses - 5-Year Detail

Revenue	Ad Hoc Committee	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Tennis Tournaments	\$46,008	\$2,940	\$2,940	\$4,851	\$4,851	\$5,094
Tennis Programs*	\$884,376	\$791,649	\$838,919	\$955,532	\$989,621	\$1,065,388
Tennis/Pickleball Court Rentals	\$174,489	\$73,800	\$81,180	\$89,501	\$93,976	\$101,635
In-House Pickleball Tournaments		\$7,680	\$11,520	\$16,896	\$16,896	\$17,741
Rental Pickleball Tournaments	\$57,600	\$720	\$720	\$1,008	\$1,008	\$1,058
Pickleball	\$479,952	\$479,229	\$544,079	\$639,075	\$702,983	\$775,038
Birthday Parties		\$12,000	\$14,400	\$16,632	\$17,464	\$19,254
Facility Fees		\$2,304	\$2,304	\$3,200	\$3,200	\$3,200
Food & Beverage		\$70,825	\$80,009	\$90,188	\$94,645	\$97,324
Retail		\$53,944	\$55,563	\$57,230	\$58,947	\$60,715
Sponsorship/Advertisement Revenue		\$73,000	\$73,000	\$73,000	\$73,000	\$73,000
Contract Time	\$143,136	\$0	\$0	\$0	\$0	\$0
Total Revenue	\$1,785,561	\$1,568,092	\$1,704,634	\$1,947,113	\$2,056,589	\$2,219,447
Cost of Goods Sold		Year 1	Year 2	Year 3	Year 4	Year 5
Rental Tennis Tournaments	\$9,202	\$294	\$294	\$485	\$485	\$509
Tennis Programs*		\$190,552	\$205,780	\$236,066	\$246,227	\$265,708
Tennis/Pickleball Court Rentals		\$11,070	\$12,177	\$13,425	\$14,096	\$15,245
In-House Pickleball Tournaments		\$2,736	\$4,104	\$5,779	\$5,779	\$5,948
Rental Pickleball Tournaments	\$40,320	\$72	\$72	\$101	\$101	\$106
Pickleball		\$83,564	\$95,008	\$111,679	\$122,847	\$135,439
Birthday Parties		\$3,720	\$4,464	\$4,974	\$5,223	\$5,659
Facility Fees		\$0	\$0	\$0	\$0	\$0
Food & Beverage		\$38,954	\$44,005	\$49,604	\$52,054	\$53,528
Retail		\$37,761	\$38,894	\$40,061	\$41,263	\$42,500
Sponsorship/Advertisment Expense		\$21,900	\$21,900	\$21,900	\$21,900	\$21,900
Facility Staff	\$446.925	\$0	\$0	\$0	\$0	\$0
Total Cost of Goods Sold	\$496,446	\$390,624	\$426,698	\$484,074	\$509,975	\$546,542
Gross Margin	\$1,289,115	\$1,177,468	\$1,277,936	\$1,463,039	\$1,546,614	\$1,672,905
% of Revenue	72%	75%	75%	75%	75%	75%
Facility Expenses	\$193,500	\$267,490	\$269,467	\$273,800	\$277,889	\$282,040
Operating Expense	\$23,000	\$412,201	\$404,743	\$422,692	\$435,544	\$450,762
Management Payroll	\$360,000	\$372,500	\$387,400	\$402,896	\$419,012	\$435,772
Payroll Taxes/Benefits/Bonus		\$116,693	\$123,597	\$133,039	\$139,421	\$146,950
Total Operating Expenses	\$576,500	\$1,168,884	\$1,185,207	\$1,232,426	\$1,271,867	\$1,315,525
EBITDA	\$712,615	\$8,584	\$92,729	\$230,613	\$274,747	\$357,380
% of Revenue	\$712,615	0.5%	\$92,729 5.4%	\$230,613 11.8%	13.4%	<del>3357,380</del> 16.1%
% UI Revenue	39.9%	0.5%	5.4%	11.0%	13.4%	10.1%

'Includes Junior Program Numbers from Ad Hock Committee

### B SPORTS FACILITIES

### 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	\$1,568,092	\$1,704,634	\$1,947,113	\$2,056,589	\$2,219,447	\$2,286,031	\$2,354,611	\$2,425,250	\$2,498,007	\$2,572,947
Total Cost of Goods Sold	\$390,624	\$426,698	\$484,074	\$509,975	\$546,542	\$562,939	\$579,827	\$597,222	\$615,138	\$633,592
Gross Margin	\$1,177,468	\$1,277,936	\$1,463,039	\$1,546,614	\$1,672,905	\$1,723,092	\$1,774,785	\$1,828,028	\$1,882,869	\$1,939,355
% of Revenue	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%
Total Operating Expenses	\$1,168,884	\$1,185,207	\$1,232,426	\$1,271,867	\$1,315,525	\$1,335,258	\$1,355,287	\$1,375,616	\$1,396,250	\$1,417,194
EBITDA	\$8,584	\$92,729	\$230,613	\$274,747	\$357,380	\$387,834	\$419,498	\$452,412	\$486,619	\$522,161
	1%	5%	12%	13%	16%	17%	18%	19%	19%	20%
% of Revenue	170	0/0								
% of Revenue 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
							<b>Year 17</b> \$2,897,841	Year 18 \$2,926,819		Year 20 \$2,985,648
Total Revenue and Expenses - Year 11-20	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16			Year 19	
Total Revenue and Expenses - Year 11-20 Total Revenue	Year 11 \$2,624,406	Year 12 \$2,676,895	Year 13 \$2,730,432	<b>Year 14</b> \$2,785,041	Year 15 \$2,840,742	Year 16 \$2,869,149	\$2,897,841	\$2,926,819	Year 19 \$2,956,087	\$2,985,648
Total Revenue and Expenses - Year 11-20 Total Revenue Total Cost of Goods Sold	Year 11 \$2,624,406 \$646,264	Year 12 \$2,676,895 \$659,190	Year 13 \$2,730,432 \$672,373	Year 14 \$2,785,041 \$685,821	Year 15 \$2,840,742 \$699,537	Year 16 \$2,869,149 \$706,533	\$2,897,841 \$713,598	\$2,926,819 \$720,734	Year 19 \$2,956,087 \$727,941	\$2,985,648 \$735,221
Total Revenue and Expenses - Year 11-20 Total Revenue Total Cost of Goods Sold Gross Margin	Year 11 \$2,624,406 \$646,264 \$1,978,142	Year 12 \$2,676,895 \$659,190 \$2,017,705	Year 13 \$2,730,432 \$672,373 \$2,058,059	Year 14 \$2,785,041 \$685,821 \$2,099,220	Year 15 \$2,840,742 \$699,537 \$2,141,205	Year 16 \$2,869,149 \$706,533 \$2,162,617	\$2,897,841 \$713,598 <b>\$2,184,243</b>	\$2,926,819 \$720,734 <b>\$2,206,085</b>	Year 19 \$2,956,087 \$727,941 \$2,228,146	\$2,985,648 \$735,221 <b>\$2,250,428</b>
Total Revenue and Expenses - Year 11-20 Total Revenue Total Cost of Goods Sold Gross Margin % of Revenue	Year 11 \$2,624,406 \$646,264 \$1,978,142 75%	Year 12 \$2,676,895 \$659,190 \$2,017,705 75%	Year 13 \$2,730,432 \$672,373 \$2,058,059 75%	Year 14 \$2,785,041 \$685,821 \$2,099,220 75%	Year 15 \$2,840,742 \$699,537 \$2,141,205 75%	Year 16 \$2,869,149 \$706,533 <b>\$2,162,617</b> 75%	\$2,897,841 \$713,598 <b>\$2,184,243</b> 75%	\$2,926,819 \$720,734 <b>\$2,206,085</b> 75%	Year 19 \$2,956,087 \$727,941 <b>\$2,228,146</b> 75%	\$2,985,648 \$735,221 <b>\$2,250,428</b> 75%



## **Business Unit Analysis**



#### Rental Tennis Tournament Revenue & Expenses

Revenue	Management Assumption		F	Rental Fee	s		Number of Events per Year					Event	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Details	Tearr	Teal 2	lear 5	ieai 4	Teal 5
Small Indoor Tournament - 7 Courts,	1 Days																
Player Information							2	2	3	3	3	48					
Rental Fees	Daily Rental Rate	\$210	\$210	\$231	\$231	\$243	2	2	3	3	3	7	\$2,940	\$2,940	\$4,851	\$4,851	\$5,094
	Non-Capacity Growth Rate		1.00	1.10	1.00	1.05	2	2	3	3	3						
			Total Rev	venue									\$2,940	\$2,940	\$4,851	\$4,851	\$5,094
Cost of Goods Sold	Management Assumption												Year 1	Year 2	Year 3	Year 4	Year 5
Tournament Hosting Expenses	10% Gross Revenue												\$294	\$294	\$485	\$485	\$509
Trainer Fees	Pass Through												\$0	\$0	\$0	\$0	\$0
		Tota	al Cost of G	Goods Sold	t								\$294	\$294	\$485	\$485	\$509
			Net Reve	enue									\$2,646	\$2,646	\$4,366	\$4,366	\$4,584

### SPORTS FACILITIES

### Tennis Programs Revenue & Expenses

Management		Pi	rogram Fees				Number	of Regis	trations		Sellable					
Assumption	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
\$/Session	\$150	\$150	\$165	\$165	\$173	39	43	46	48	49	4	\$23,682	\$26,050	\$30,088	\$31,592	\$34,10
\$/Session	\$175	\$175	\$193	\$193	\$202	25	27	29	30	31	4	\$17,442	\$19,187	\$22,161	\$23,269	\$25,1
\$/Month	\$75	\$75	\$83	\$83	\$87	443	452	461	470	479	12	\$398,682	\$406,655	\$456,267	\$465,393	\$498,4
\$/Hour	\$45	\$45	\$50	\$50	\$52	984	1.083	1.137	1.194	1.230	1	\$44,298	\$48.728	\$56.281	\$59.095	\$63,9
											1					\$159,7
						.,	.,	.,	.,	.,		<b>•</b> •••••••••••••••••••••••••••••••••••	<i><b>†</b> . <b>=</b> . <b>j e</b> . <b>e</b></i>	+ · · • • • · • ·	<b>*</b> · · · <b>)</b> · • •	
\$/Plaver	\$100	\$100	\$110	\$110	\$116	295	325	341	358	369	4	\$118.080	\$129 888	\$150.021	\$157 522	\$170,3
											-					\$113,5
						101						φr0,r20	\$00,002	ψ100,014	ψ100,014	φ110,0
Non-Capacity Growth	Nale	1.00	1.10	1.00	1.05		1.10	1.05	1.05	1.05						
		Т	otal Revenu	9								\$791,649	\$838,919	\$955.532	\$989.621	\$1.065.3
												<b>***</b> .,***	+,	+,	+	+ ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
												Maand			Veen 4	Veen
				_												Year
	Revenue															\$134,2
																\$42,0
																\$53,2
2% Gross Revenue																\$21,3
		Total C	ost of Good	s Sold								\$190,552	\$205,780	\$236,066	\$246,227	\$265,7
			Net Revenue				_					\$601,096	\$633,139	\$719,466	\$743,394	\$799,68
Camps/Clinics					Leagues					Members	hins	\$601,096	\$633,139	\$719,466	\$743,394	\$799,6
Camps/Clinics		Private Lesso	ons		Leagues Williamson	County	*4	×		Members		. ,	\$633,139	\$719,466	\$743,394	\$799,0
Brentwood Swim a	*2	Private Lesso Nashville JC	ons	*3	Williamson			X	*4	Knoxvill	e Racquet C	. ,	\$633,139	\$719,466	\$743,394	\$799,0
	*2	Private Lesso <b>Nashville JC</b> \$65/hr	ons C	*3	Williamson \$160/8 week	s - Wome	n's Doubl	\$/Y		<b>Knoxvill</b> \$112.74/	<b>le Racquet C</b> month	. ,	\$633,139	\$719,466	\$743,394	\$799,6
Brentwood Swim a 3 \$320/8 sessions	*2	Private Lesso Nashville JC	ons C	*3	Williamson \$160/8 week \$120/9 week	s - Wome s - Wome	n's Doubl n's Single	\$/Y s		Knoxvill	<b>le Racquet C</b> month	. ,	\$633,139	\$719,466	\$743,394	\$799,6
Brentwood Swim au \$320/8 sessions Murfreesboro Parks a	*2 and Rec	Private Lesso <b>Nashville JC</b> \$65/hr \$500/8 sessio	ons C	*3	Williamson \$160/8 week	s - Wome s - Wome	n's Doubl n's Single	\$/Y s		<i>Knoxvill</i> \$112.74/ \$55.89/m	<b>le Racquet C</b> month onth	lub			\$743,394	\$799,6
Brentwood Swim at 3 \$320/8 sessions Murfreesboro Parks a \$135/8 sessions, Hom	* <b>2</b> and Rec eschool Clir	Private Lesso Nashville JC \$65/hr \$500/8 sessio Knoxville Ra	ons C ons ocquet Club	*3	Williamson \$160/8 week \$120/9 week	s - Wome s - Wome	n's Doubl n's Single	\$/Y s		Knoxvill \$112.74/ \$55.89/m Sequoia	e Racquet C month onth Club	lub Brentwood	\$633,139 \$633,139 Swim and Te		\$743,394	\$799,6
Brentwood Swim au \$320/8 sessions Murfreesboro Parks a	* <b>2</b> and Rec eschool Clir HS Clinic	Private Lesso Nashville JC \$65/hr \$500/8 sessio Knoxville Ra \$70/hr - Scott	ons C ons cquet Club t Patrick	*3	Williamson \$160/8 week \$120/9 week	s - Wome s - Wome	n's Doubl n's Single	\$/Y s		<i>Knoxvill</i> \$112.74/ \$55.89/m	e Racquet C month onth Club	lub			\$743,394	\$799,6
Brentwood Swim al * \$320/8 sessions Murfreesboro Parks a \$135/8 sessions, Hom \$233/8 sessions, MS/H	* <b>2</b> and Rec eschool Clir HS Clinic	Private Lesso Nashville JC \$65/hr \$500/8 sessio Knoxville Ra	ons C ons cquet Club t Patrick	*3	Williamson \$160/8 week \$120/9 week	s - Wome s - Wome	n's Doubl n's Single	\$/Y s		Knoxvill \$112.74/ \$55.89/m Sequoia \$1,386/y	e <b>Racquet C</b> month onth <b>Club</b> ear	lub Brentwood \$85 / Month			\$743,394	\$799, <del>6</del>
Brentwood Swim al * \$320/8 sessions Murfreesboro Parks a \$135/8 sessions, Hom \$233/8 sessions, MS/F Seven Hills Swim & 1	*2 and Rec eschool Clir HS Clinic Fennis	Private Lesso Nashville JC \$65/hr \$500/8 sessio Knoxville Ra \$70/hr - Scott \$53/hr - Sid S	ons C ons c <b>quet Club</b> Patrick Sidbury	*3	Williamson \$160/8 week \$120/9 week	s - Wome s - Wome	n's Doubl n's Single	\$/Y s		Knoxvill \$112.74/ \$55.89/m Sequoia \$1,386/y Seven H	Te Racquet C Imonth onth Club ear Iills Tennis C	lub Brentwood \$85 / Month			\$743,394	\$799,6
Brentwood Swim al * \$320/8 sessions Murfreesboro Parks a \$135/8 sessions, Hom \$233/8 sessions, MS/H	*2 and Rec eschool Clir IS Clinic Tennis	Private Lesso Nashville JC \$65/hr \$500/8 sessio Knoxville Ra \$70/hr - Scott \$53/hr - Sid S Tennis Mem	ons C ons Patrick Sidbury phis	*3	Williamson \$160/8 week \$120/9 week	s - Wome s - Wome	n's Doubl n's Single	\$/Y s		Knoxvill \$112.74/ \$55.89/m Sequoia \$1,386/y	Te Racquet C Imonth onth Club ear Iills Tennis C	lub Brentwood \$85 / Month			\$743,394	\$799,6
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Brentwood Swim al * \$320/8 sessions Murfreesboro Parks a \$135/8 sessions, Hom \$233/8 sessions, MS/F Seven Hills Swim & 1	*2 and Rec eschool Clir 1S Clinic <b>Fennis</b>	Private Lesso Nashville JC \$65/hr \$500/8 sessio Knoxville Ra \$70/hr - Scott \$53/hr - Sid S Tennis Mem	ons C ons Patrick Sidbury phis Goebel	*3	Williamson \$160/8 week \$120/9 week	s - Wome s - Wome	n's Doubl n's Single	\$/Y s		Knoxvill \$112.74/ \$55.89/m Sequoia \$1,386/y Seven H \$756/yea Tennis (	le Racquet C Imonth onth Club ear lills Tennis C ar Complex at N	lub Brentwood \$85 / Month	Swim and Te		\$743,394	\$799, <b>6</b>
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	Assumption  \$/Session \$/Session \$/Month \$/Hour \$/Hour \$/Hour \$/Player \$/Player Non-Capacity Growth  Management Assu Responsibility of Head	Assumption     Year 1       \$/Session     \$150       \$/Session     \$175       \$/Month     \$75       \$/Hour     \$45       \$/Hour     \$100       \$/Player     \$100       \$/Player     \$100       \$/Player     \$100       S/Player     \$100       \$/Player     \$100       \$/Player     \$100       \$/Or-Capacity Growth Rate	Assumption         Year 1         Year 2           \$/Session         \$150         \$150           \$/Session         \$175         \$175           \$/Month         \$75         \$75           \$/Hour         \$45         \$45           \$/Hour         \$75         \$75           \$/Hour         \$100         \$100           \$/Hour         \$100         \$100           \$/Player         \$100         \$100           \$/On-Capacity Growth Rate         1.00         T           T         T         T           \$/Player         \$100         \$100           \$/On-Capacity Growth Rate         1.00         T           T         T         T           \$/Player         \$/On Cross Revenue         T           \$% Gross Revenue         \$         \$           \$% Gross Revenue         \$         \$           \$% Gross Revenue         \$         \$	Assumption         Year 1         Year 2         Year 3           \$/Session         \$150         \$150         \$165           \$/Session         \$175         \$175         \$193           \$/Month         \$75         \$75         \$83           \$/Hour         \$45         \$45         \$50           \$/Hour         \$75         \$75         \$83           \$/Hour         \$100         \$100         \$110           \$/Player         \$100         \$100         \$110           Non-Capacity Growth Rate         1.00         1.10           Total Revenue         \$% Gross Revenue         \$% Gross Revenue         \$% Gross Revenue           \$% Gross 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Revenue         \$% Gross Re	Assumption         Year 1         Year 2         Year 3         Year 4         Year 5           \$/Session         \$150         \$150         \$165         \$165         \$173           \$/Session         \$175         \$175         \$193         \$193         \$202           \$/Month         \$75         \$75         \$83         \$83         \$87           \$/Hour         \$45         \$45         \$50         \$50         \$52           \$/Hour         \$75         \$75         \$83         \$83         \$87           \$/Hour         \$75         \$75         \$83         \$83         \$87           \$/Hour         \$100         \$110         \$110         \$110         \$116           \$/Player         \$100         \$100         \$110         \$110         \$116           \$/Player         \$100         \$100         \$110         \$110         \$116           Non-Capacity Growth Rate         1.00         1.10         1.00         1.05           Corss 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\$2% Gross Revenue         \$40         \$40         \$40 <t< td=""><td>Assumption         Year 1         Year 2         Year 3         Year 4         Year 5         Year 1         Year 2         Year 3         Year 4           \$/Session         \$150         \$150         \$150         \$165         \$165         \$173         39         43         46         48           \$/Session         \$175         \$175         \$193         \$193         \$202         25         27         29         30           \$/Month         \$75         \$75         \$83         \$83         \$87         443         452         461         470           \$/Hour         \$45         \$45         \$50         \$50         \$52         984         1,083         1,137         1,194           \$/Hour         \$75         \$75         \$83         \$83         \$87         1,477         1,624         1,705         1,791           \$/Player         \$100         \$110         \$110         \$116         197         216         227         239           Non-Capacity Growth Rate         1.00         1.10         1.00         1.05         1.10         1.05         1.05         1.05         1.05         1.05         1.05         1.05         1.05         1.05</td><td>AssumptionYear 1Year 2Year 3Year 3Year 4Year 5Year 1Year 2Year 3Year 4Year 5\$/Session\$150\$150\$150\$165\$165\$1733943464849\$/Session\$175\$175\$193\$193\$2022527293031\$/Month\$75\$75\$83\$83\$87443452461470479\$/Hour\$45\$45\$50\$50\$529841,0831,1371,1941,230\$/Hour\$75\$75\$83\$83\$871,4771,6241,7051,7911,844\$/Player\$100\$100\$110\$110\$116295325341358369\$/Player\$100\$100\$110\$110\$1161.051.051.051.03Non-Capacity Growth Rate1.001.101.001.051.101.051.051.03Management AsumptionResponsibility of Head Tennis Pro 60% of Gross Lesson Revenue 5% Gross Revenue 5% Gross RevenueVert 1Vert 1Vert 1Vert 2Vert 2Vert 2Vert 35% Gross Revenue 5% Gross RevenueVert 1Vert 2Vert 2Vert 2Vert 2Vert 3Vert 35% Gross Revenue 5% Gross 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\$175         \$175         \$193         \$193         \$202         25         27         29         30           \$/Month         \$75         \$75         \$83         \$83         \$87         443         452         461         470           \$/Hour         \$45         \$45         \$50         \$50         \$52         984         1,083         1,137         1,194           \$/Hour         \$75         \$75         \$83         \$83         \$87         1,477         1,624         1,705         1,791           \$/Player         \$100         \$110         \$110         \$116         197         216         227         239           Non-Capacity Growth Rate         1.00         1.10         1.00         1.05         1.10         1.05         1.05         1.05         1.05         1.05         1.05         1.05         1.05         1.05	AssumptionYear 1Year 2Year 3Year 3Year 4Year 5Year 1Year 2Year 3Year 4Year 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### SPORTS FACILITIES

### Indoor Court Rental Revenue & Expenses

Revenue	Management			Rental Fees	6			Numl	per of Ren	Itals		Sellable	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	Assumption	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Sessions	Tedi I	rear 2	Tear 5	Teal 4	Teal 5
Pickleball Court Rentals																	
Sept Oct.	\$/Hour	\$15	\$15	\$16	\$16	\$17	124	136	143	150	155	1	\$1,860	\$2,046	\$2,256	\$2,369	\$2,562
Nov Dec.	\$/Hour	\$15	\$15	\$16	\$16	\$17	204	224	236	247	255	1	\$3,060	\$3,366	\$3,711	\$3,897	\$4,214
Jan Feb.	\$/Hour	\$15	\$15	\$16	\$16	\$17	204	224	236	247	255	1	\$3,060	\$3,366	\$3,711	\$3,897	\$4,214
Mar Apr.	\$/Hour	\$15	\$15	\$16	\$16	\$17	124	136	143	150	155	1	\$1,860	\$2,046	\$2,256	\$2,369	\$2,562
May - June	\$/Hour	\$15	\$15	\$16	\$16	\$17	80	88	92	97	100	1	\$1,200	\$1,320	\$1,455	\$1,528	\$1,653
July - Aug.	\$/Hour	\$15	\$15	\$16	\$16	\$17	80	88	92	97	100	1	\$1,200	\$1,320	\$1,455	\$1,528	\$1,653
Tennis Court Rentals																	
Sept Oct.	\$/Hour	\$25	\$25	\$26	\$26	\$28	444	488	513	538	555	1	\$11,100	\$12,210	\$13,462	\$14,135	\$15,287
Nov Dec.	\$/Hour	\$25	\$25	\$26	\$26	\$28	738	812	852	895	922	1	\$18,450	\$20,295	\$22,375	\$23,494	\$25,409
Jan Feb.	\$/Hour	\$25	\$25	\$26	\$26	\$28	738	812	852	895	922	1	\$18,450	\$20,295	\$22,375	\$23,494	\$25,409
Mar Apr.	\$/Hour	\$25	\$25	\$26	\$26	\$28	444	488	513	538	555	1	\$11,100	\$12,210	\$13,462	\$14,135	\$15,287
May - June	\$/Hour	\$25	\$25	\$26	\$26	\$28	294	323	340	357	367	1	\$7,350	\$8,085	\$8,914	\$9,359	\$10,122
July - Aug.	\$/Hour	\$25	\$25	\$26	\$26	\$28	294	323	340	357	367	1	\$7,350	\$8,085	\$8,914	\$9,359	\$10,122
	Non-Capacity Grow	th Rate	1.00	1.05	1.00	1.05		1.10	1.05	1.05	1.03						
			To	tal Revenue	a								\$73,800	\$81,180	\$89,501	\$93,976	\$101,635
Cost of Goods Sold	Management Ass	umption											Year 1	Year 2	Year 3	Year 4	Year 5
Admin/Sales Staff	15% Gross Revenue	)											\$11,070	\$12,177	\$13,425	\$14,096	\$15,245
Member Supplies	2% Gross Annual Pa	sses Reve	enue										\$0	\$0	\$0	\$0	\$0
			Total C	ost of Good	s Sold								\$11,070	\$12,177	\$13,425	\$14,096	\$15,245
			N	et Revenue									\$62,730	\$69,003	\$76,076	\$79,880	\$86,390



### In-House Pickleball Tournament Revenue & Expenses

Revenue	Management Assumption		Reg	istration F	ees			Number	of Events	per Yea	r	Event	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	wanagement Assumption	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Details	Tear I	Tedi 2	rear 5	Tedi 4	rear 5
Small Tournament - 8 Courts, 1 Days																	
Entry Fees		\$30	\$30	\$33	\$33	\$35	2	3	4	4	4	128	\$7,680	\$11,520	\$16,896	\$16,896	\$17,741
	Non-Capacity Growth Rate		1.00	1.10	1.00	1.05	2	3	4	4	4						
			Total Rev	/enue									\$7,680	\$11,520	\$16,896	\$16,896	\$17,741
Cost of Goods Sold	Management Assumpt	ion											Year 1	Year 2	Year 3	Year 4	Year 5
Tournament Director	Responsibility of Management	Staff											\$0	\$0	\$0	\$0	\$0
Tournament Staff	15% Entry Fees												\$1,152	\$1,728	\$2,534	\$2,534	\$2,661
Official Fees	\$30/Hr.												\$1,200	\$1,800	\$2,400	\$2,400	\$2,400
Equip./Supplies/Hospitality	5% Gross Revenue												\$384	\$576	\$845	\$845	\$887
		Tot	al Cost of C	Goods Solo	d								\$2,736	\$4,104	\$5,779	\$5,779	\$5,948
			Net Rev	enue									\$4,944	\$7,416	\$11,117	\$11,117	\$11,793



#### Rental Pickleball Tournament Revenue & Expenses

Revenue	Management Assumption		F	Rental Fee	5			Number	of Events	per Year	•	Event	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Details	rear	rear 2	rear 3	rear 4	
Small Tournament - 8 Courts, 1 Days																	
Player Information							3	3	4	4	4	128					
Rental Fees	Daily Rental Rate	\$30	\$30	\$32	\$32	\$33	3	3	4	4	4	8	\$720	\$720	\$1,008	\$1,008	\$1,058
	Non-Capacity Growth Rate		1.00	1.05	1.00	1.05	3	3	4	4	4						
		Тс	otal Revenu	le									\$720	\$720	\$1,008	\$1,008	\$1,058
Cost of Goods Sold	Management Assumption												Year 1	Year 2	Year 3	Year 4	Year 5
Tournament Hosting Expenses	10% Gross Revenue												\$72	\$72	\$101	\$101	\$106
Trainer Fees	Pass Through												\$0	\$0	\$0	\$0	\$0
		Total C	ost of Goo	ds Sold									\$72	\$72	\$101	\$101	\$106
		N	let Revenu	e									\$648	\$648	\$907	\$907	\$953

### B SPORTS FACILITIES

### Indoor Pickleball Revenue & Expenses

ear 4 Year	Veen 4	Veen 0	V 0	V	Sellable							es	Management	Baurana			
	Year 4	Year 3	Year 2	Year 1	Sessions	Year 5	Year 4	Year 3	Year 2	Year 1	Year 5	Year 4	Year 3	Year 2	Year 1	Assumption	Revenue
0,276 \$11,3	\$10,276	\$9,342	\$7,736	\$6,447	6	11	11	10	9	7	\$165	\$158	\$158	\$150	\$150	\$/Session	Instructional Clinics
	\$13,359	\$12,144	\$10,057	\$8,381	12	17	16	15	13	11	\$72	\$68	\$68	\$65	\$65	\$/Hour	Instruction
	\$205,519	\$186,835	\$154,729	\$128,941	12	1,142	1,087	989	860	716	\$17	\$16	\$16	\$15	\$15	\$/Session	Drop-in/Other Income
3,185 \$477,5	\$433,185	\$393,804	\$340,956	\$309,960	12	481	458	417	379	344	\$83	\$79	\$79	\$75	\$75	\$/Month	Membership
																	Leagues
6,176 \$6,8	\$6,176	\$5,615	\$4,650	\$3,875	1	49	47	43	37	31	\$138	\$131	\$131	\$125	\$125	\$/Team	Sept Oct. League
0,161 \$11,2	\$10,161	\$9,237	\$7,650	\$6,375	1	81	77	70	61	51	\$138	\$131	\$131	\$125	\$125	\$/Team	Nov Dec. League
0,161 \$11,2	\$10,161	\$9,237	\$7,650	\$6,375	1	81	77	70	61	51	\$138	\$131	\$131	\$125	\$125	\$/Team	Jan Feb. League
6,176 \$6,8	\$6,176	\$5,615	\$4,650	\$3,875	1	49	47	43	37	31	\$138	\$131	\$131	\$125	\$125	\$/Team	Mar Apr. League
3,985 \$4,3	\$3,985	\$3,623	\$3,000	\$2,500	1	32	30	28	24	20	\$138	\$131	\$131	\$125	\$125	\$/Team	May - June League
3,985 \$4,3	\$3,985	\$3,623	\$3,000	\$2,500	1	32	30	28	24	20	\$138	\$131	\$131	\$125	\$125	\$/Team	July - Aug. League
						1.05	1.10	1.15	1.20		1.05	1.00	1.05	1.00	h Rate	Non-Capacity Growt	
2,983 \$775,0	\$702,983	\$639,075	\$544,079	\$479,229								enue	Total Rev				
ear 4 Year	Year 4	Year 3	Year 2	Veerd										07	Accumpti	Management	Cost of Goods Sold
\$0		1 ear 3 \$0	\$0	Year 1 \$0												Responsibility of Mana	Pickleball Director
														eam	agement re	10% Gross Revenue	Pickleball Program Staff
	\$70,298	\$63,908	\$54,408	\$47,923												25% Instructor Reven	0
	\$3,340	\$3,036	\$2,514	\$2,095											ue		Instructional Clinic Expenses
	\$35,149	\$31,954	\$27,204	\$23,961												5% Gross Revenue	Equipment and Supplies
	\$14,060	\$12,782	\$10,882	\$9,585								ande Oald		T.4		2% Gross Revenue	Awards
2,847 \$135,4	\$122,847	\$111,679	\$95,008	\$83,564								Boods Sold	al Cost of G	TOTA			
0,136 \$639,6	\$580,136	\$527,396	\$449,071	\$395,665								enue	Net Reve				
			i - Morning - Evening f <i>Pickleball</i> 901	Drop Ins Pickleball \$15/session \$20/session Pavillion o \$10/session Pickleball \$12/session	*4		ound eague	s <b>all Playgr</b> o ss - Mixed I	Leagues Chattanoo \$65/8 weel The Picklei \$150/8 wee \$175/8 wee		ership	nbership Iembership amily Memb II 1	<b>ll Kingdom</b> h - Ace Mer th - Team N	\$99/mont \$179/mont \$249/mont <i>Music Cit</i> \$60/mont	ground	Private Lessons <i>Pickleball</i> 901 \$80/hr <i>The Pickleball Plays</i> \$65/hr <i>Bristol Sportsplex</i> \$55/hr	
			901	\$10/session Pickleball								ı	h - Premium	\$60/mont		Bristol Sportsplex	



### Birthday Parties Revenue & Expenses

Revenue	Management Assumption		F	Party Fee	s			Num	ber of Pa	rties		Sellable	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Sessions	Tear I	redi 2	rear 5	rear 4	rear 5
Sports Parties	\$/Party (Avg 15 Kids)	\$250	\$250	\$275	\$275	\$289	4	5	5	5	6	12	\$12,000	\$14,400	\$16,632	\$17,464	\$19,254
	Non-Capacity Growth Rate		1.00	1.10	1.00	1.05		1.20	1.05	1.05	1.05						
		Total	Revenue										\$12,000	\$14,400	\$16,632	\$17,464	\$19,254
Cost of Goods Sold	Management Assumption												Year 1	Year 2	Year 3	Year 4	Year 5
Birthday and Group Party Management	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Birthday and Group Party Staff	2 Hr./Party plus set up & clean, 1 Employe	ee/Party, \$1	5/Hr. per E	Employee									\$1,440	\$1,728	\$1,814	\$1,905	\$2,000
Birthday and Group Party Supplies	4% Gross Revenue												\$480	\$576	\$665	\$699	\$770
Birthday and Group Party Food	15% Gross Revenue												\$1,800	\$2,160	\$2,495	\$2,620	\$2,888
		Total Cost	of Goods	Sold									\$3,720	\$4,464	\$4,974	\$5,223	\$5,659
		Net F	Revenue										\$8,280	\$9,936	\$11,658	\$12,240	\$13,595



### Facility Fees Revenue & Expenses

Event Type	Event Dava			Number	of Events p	oer Year		Daily Attendees	Year 1	Year 2	Year 3	Year 4	Year 5
Event Type	Event Days	Facility Fee	Year 1	Year 2	Year 3	Year 4	Year 5	(Non-Athletes)	Teal I	Teal 2	Tear 5	Teal 4	rear 5
Rental Tennis - Small	2.0	\$2.00	2	2	3	3	3	96	\$768	\$768	\$1,152	\$1,152	\$1,152
Rental Pickleball - Small	1.0	\$2.00	3	3	4	4	4	256	\$1,536	\$1,536	\$2,048	\$2,048	\$2,048
			5	5	7	7	7						
	Tot	al Revenue							\$2,304	\$2,304	\$3,200	\$3,200	\$3,200
Cost of Goods Sold	Management	Assumption							Year 1	Year 2	Year 3	Year 4	Year 5
	Total Co:	st of Goods Sold							\$0	\$0	\$0	\$0	\$0
	Ne	t Revenue							\$2,304	\$2,304	\$3,200	\$3,200	\$3,200



### Food & Beverage Revenue & Expenses

Revenue	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Sales		\$70,825	\$80,009	\$90,188	\$94,645	\$97,324
	Total Revenue	\$70,825	\$80,009	\$90,188	\$94,645	\$97,324
Cost of Goods Sold	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Food	30% Concession Sales	\$21,248	\$24,003	\$27,057	\$28,393	\$29,197
Concessions Wages	25% Concession Sales	\$17,706	\$20,002	\$22,547	\$23,661	\$24,331
Tot	al Cost of Goods Sold	\$38,954	\$44,005	\$49,604	\$52,054	\$53,528
	Net Revenue	\$31,871	\$36,004	\$40,585	\$42,590	\$43,796



### Retail Revenue & Expenses

Revenue	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Retail Sales		\$53,944	\$55,563	\$57,230	\$58,947	\$60,715
	Total Revenue	\$53,944	\$55,563	\$57,230	\$58,947	\$60,715
Cost of Goods Sold	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Retail Product Cost	55% Retail Sales	\$29,669	\$30,560	\$31,476	\$32,421	\$33,393
Retail Wages	15% Retail Sales	\$8,092	\$8,334	\$8,584	\$8,842	\$9,107
	Total Cost of Goods Sold	\$37,761	\$38,894	\$40,061	\$41,263	\$42,500
	Net Revenue	\$16,183	\$16,669	\$17,169	\$17,684	\$18,214



### Sponsorship & Advertisement Revenue

Revenue	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Sponsorship/Advertisement Income		\$73,000	\$73,000	\$73,000	\$73,000	\$73,000
	Total Revenue	\$73,000	\$73,000	\$73,000	\$73,000	\$73,000
Cost of Goods Sold	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Sponsorship COGS	30% Sponsorship Revenue	\$21,900	\$21,900	\$21,900	\$21,900	\$21,900
Тс	otal Cost of Goods Sold	\$21,900	\$21,900	\$21,900	\$21,900	\$21,900
	Net Revenue	\$51,100	\$51,100	\$51,100	\$51,100	\$51,100



## **Overhead Expenses**



#### **Facility Expenses**

Indoor Facility Expense	Management Assumption	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	Cleaning and Supplies	\$62,920	\$63,981	\$65,231	\$66,192	\$67,168
Safety Supplies	Includes Year 1 Purchase	\$3,500	\$1,400	\$1,421	\$1,442	\$1,464
Grounds Maintenance, Labor, & Lighting	Based on Site Development	\$7,594	\$7,708	\$7,824	\$7,941	\$8,060
Maintenance & Repairs	Excludes Capital Replacement	\$33,484	\$33,986	\$34,496	\$35,013	\$35,538
Utility Expense	Electricity, Gas, Water, Trash, etc.	\$154,993	\$157,317	\$159,677	\$162,072	\$164,504
Total Indoor Fa	cility Expense	\$267,490	\$269,467	\$273,800	\$277,889	\$282,040
Total Facilit	y Expense	\$267,490	\$269,467	\$273,800	\$277,889	\$282,040



### **Operating Expenses**

Expense	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Accounting Fees	•	\$5,000	\$5,075	\$5,151	\$5,228	\$5,307
Bank Service Charges	Banking Fees, Credit Card Processing	\$29,902	\$32,633	\$37,482	\$39,672	\$42,929
Communications	IT, Phone, Cable, Internet	\$14,350	\$14,565	\$14,784	\$15,006	\$15,231
Dues/Subscriptions		\$500	\$508	\$515	\$523	\$531
Employee Uniforms		\$1,500	\$1,523	\$1,545	\$1,569	\$1,592
Marketing and Advertising		\$44,853	\$32,633	\$37,482	\$39,672	\$42,929
Insurance	General, Property, Liability	\$47,043	\$47,748	\$48,465	\$49,192	\$49,929
Legal Fees		\$5,000	\$5,075	\$5,151	\$5,228	\$5,307
Licenses, Permits	Food, Music, etc.	\$5,000	\$5,075	\$5,151	\$5,228	\$5,307
National Management & Marketing Service		\$216,000	\$222,480	\$229,154	\$236,029	\$243,110
National Management Travel		\$18,000	\$12,000	\$12,000	\$12,000	\$12,000
Office Supplies		\$7,653	\$7,768	\$7,885	\$8,003	\$8,123
Real Estate Tax	Public Ownership	\$0	\$0	\$0	\$0	\$0
Software	Operating, Scheduling, POS, Registration	\$14,400	\$14,616	\$14,835	\$15,058	\$15,284
Travel and Education		\$3,000	\$3,045	\$3,091	\$3,137	\$3,184
Total Operating Expenses		\$412,201	\$404,743	\$422,692	\$435,544	\$450,762



### Management Payroll Summary

Management Position	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager		\$90,000	\$93,600	\$97,344	\$101,238	\$105,287
Marketing & Business Developmer	nt Director	\$57,500	\$59,800	\$62,192	\$64,680	\$67,267
Indoor Facility Manager		\$45,000	\$46,800	\$48,672	\$50,619	\$52,644
Tennis/Pickleball Program Director		\$55,000	\$57,200	\$59,488	\$61,868	\$64,342
Tennis Professional	60/40 Split	\$25,000	\$26,000	\$27,040	\$28,122	\$29,246
Finance Manager		\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
Admin Support	Part Time - Front Desk	\$40,000	\$41,600	\$43,264	\$44,995	\$46,794
Total	Management Payroll	\$372,500	\$387,400	\$402,896	\$419,012	\$435,772



### **Payroll Summary**

	Total Payroll Summary	Management Assumption	Pre-Open	Year 1	Year 2	Year 3	Year 4	Year 5
Mgmt	General Manager	12 months prior	\$90,000	\$90,000	\$93,600	\$97,344	\$101,238	\$105,287
Mgmt	Marketing & Business Development Director	12 months prior	\$57,500	\$57,500	\$59,800	\$62,192	\$64,680	\$67,267
Mgmt	Indoor Facility Manager	3 months prior	\$11,250	\$45,000	\$46,800	\$48,672	\$50,619	\$52,644
Mgmt	Tennis/Pickleball Program Director	3 months prior	\$13,750	\$55,000	\$57,200	\$59,488	\$61,868	\$64,342
Mgmt	Tennis Professional	3 months prior	\$6,250	\$25,000	\$26,000	\$27,040	\$28,122	\$29,246
Mgmt	Finance Manager	6 months prior	\$30,000	\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
Support	Admin Support	1 month prior	\$3,333	\$40,000	\$41,600	\$43,264	\$44,995	\$46,794
	Subtotal Management Payroll		\$212,083	\$372,500	\$387,400	\$402,896	\$419,012	\$435,772
Staff	Rental Tennis Tournament Staff	1 month prior	\$25	\$294	\$294	\$485	\$485	\$509
Staff	Tennis Staff	1 month prior	\$2,653	\$31,830	\$33,419	\$37,927	\$39,139	\$42,085
Staff	In-House Pickleball Tournament Staff	1 month prior	\$96	\$1,152	\$1,728	\$2,534	\$2,534	\$2,661
Staff	Rental Pickleball Tournament Staff	1 month prior	\$6	\$72	\$72	\$101	\$101	\$106
Staff	Pickleball Staff	1 month prior	\$3,994	\$47,923	\$54,408	\$63,908	\$70,298	\$77,504
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	\$1,476	\$17,706	\$20,002	\$22,547	\$23,661	\$24,331
Staff	Retail Staff	1 month prior	\$674	\$8,092	\$8,334	\$8,584	\$8,842	\$9,107
	Subtotal Sport Admin Staff		\$9,042	\$108,509	\$119,985	\$137,901	\$146,966	\$158,304
Instructors	Tennis Instructors	Per Diem		\$10,281	\$11,309	\$13,062	\$13,715	\$14,833
Instructors	Pickleball Instructors	Per Diem		\$2,095	\$2,514	\$3,036	\$3,340	\$3,682
	Subtotal Instructors (COGS)			\$12,376	\$13,823	\$16,098	\$17,055	\$18,515
Referees	In-House Tennis/Pickleball Tournament Officials	Per Diem		\$1,200	\$1,800	\$2,400	\$2,400	\$2,400
	Subtotal Referee/Trainers (COGS)			\$1,200	\$1,800	\$2,400	\$2,400	\$2,400
	Payroll Subtotal		\$221,126	\$494,585	\$523,009	\$559,295	\$585,433	\$614,991
	Bonus Pool	1% of Total Reve	enue	\$15,681	\$17,046	\$19,471	\$20,566	\$22,194
	Payroll Services	3% of Payroll	\$6,634	\$14,430	\$15,222	\$16,224	\$16,979	\$17,822
	Payroll Taxes/Benefits	18% of Payroll	\$39,803	\$86,582	\$91,329	\$97,344	\$101,876	\$106,934
	Payroll Taxes/Benefits/Bonus Totals		\$46,436	\$116,693	\$123,597	\$133,039	\$139,421	\$146,950
	Total Payroll Cost			\$611,278	\$646,606	\$692,334	\$724,854	\$761,942