



FIVE YEAR OPERATING PRO FORMA

PREPARED FOR: BLOUNT COUNTY

REPORT DELIVERY DATE: JUNE 2025



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Financial Performance Summary

Total Revenue & Expenses - 5-Year Detail

Revenue	Year 1	Year 2	Year 3	Year 4	Year 5
Outdoor Rental Baseball/Softball Tournaments	\$80,000	\$86,400	\$120,560	\$125,840	\$137,676
Outdoor Baseball/Softball	\$22,000	\$26,623	\$33,975	\$37,688	\$41,920
Outdoor Field Rental	\$107,165	\$112,523	\$129,964	\$136,462	\$143,285
Gate Fees	\$39,480	\$42,840	\$53,760	\$56,280	\$58,800
Food & Beverage	\$362,880	\$391,108	\$485,531	\$507,460	\$526,726
Hotel Rebates	\$26,850	\$28,597	\$37,110	\$38,638	\$40,166
Retail	\$13,398	\$14,541	\$16,948	\$17,881	\$18,548
Sponsorship/Advertisement Revenue	\$200,000	\$205,000	\$210,250	\$215,763	\$221,551
Total Revenue	\$851,773	\$907,632	\$1,088,099	\$1,136,013	\$1,188,671
Cost of Goods Sold	Year 1	Year 2	Year 3	Year 4	Year 5
Outdoor Rental Baseball/Softball Tournaments	\$8,000	\$8,640	\$12,056	\$12,584	\$13,768
Outdoor Baseball/Softball	\$10,780	\$13,045	\$15,412	\$17,097	\$18,290
Outdoor Field Rental	\$5,358	\$5,626	\$6,498	\$6,823	\$7,164
Gate Fees	\$8,610	\$9,450	\$11,550	\$12,180	\$12,810
Food & Beverage	\$199,584	\$215,109	\$267,042	\$279,103	\$289,699
Hotel Rebates	\$0	\$0	\$0	\$0	\$0
Retail	\$9,379	\$10,179	\$11,864	\$12,517	\$12,983
Sponsorship/Advertisement Expense	\$50,000	\$51,250	\$52,563	\$53,941	\$55,388
Total Cost of Goods Sold	\$291,711	\$313,299	\$376,985	\$394,244	\$410,102
Gross Margin	\$560,062	\$594,332	\$711,114	\$741,768	\$778,569
<i>% of Revenue</i>	66%	65%	65%	65%	65%
Facility Expenses	\$118,833	\$115,862	\$118,905	\$120,994	\$123,107
Operating Expense	\$314,242	\$310,953	\$325,359	\$334,661	\$344,355
Management Payroll	\$185,000	\$192,400	\$200,096	\$208,100	\$216,424
Payroll Taxes/Benefits/Bonus	\$70,781	\$74,739	\$84,391	\$88,016	\$91,754
Total Operating Expenses	\$688,856	\$693,954	\$728,752	\$751,770	\$775,640
EBITDA	(\$128,794)	(\$99,622)	(\$17,638)	(\$10,002)	\$2,929
<i>% of Revenue</i>	-15.1%	-11.0%	-1.6%	-0.9%	0.2%
<i>Debt Service</i>	\$0	\$0	\$0	\$0	\$0
<i>Capital Replacement</i>	\$0	\$0	\$0	\$0	\$0
Total Net Income	(\$128,794)	(\$99,622)	(\$17,638)	(\$10,002)	\$2,929
<i>Return on Equity</i>	-0.7%	-0.5%	-0.1%	-0.1%	0.0%

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	\$851,773	\$907,632	\$1,088,099	\$1,136,013	\$1,188,671	\$1,224,331	\$1,261,061	\$1,298,893	\$1,337,860	\$1,377,996
Total Cost of Goods Sold	\$291,711	\$313,299	\$376,985	\$394,244	\$410,102	\$422,405	\$435,078	\$448,130	\$461,574	\$475,421
Gross Margin	\$560,062	\$594,332	\$711,114	\$741,768	\$778,569	\$801,926	\$825,984	\$850,763	\$876,286	\$902,575
% of Revenue	66%	65%	65%	65%	65%	65%	65%	65%	65%	65%
Total Operating Expenses	\$688,856	\$693,954	\$728,752	\$751,770	\$775,640	\$787,274	\$799,084	\$811,070	\$823,236	\$835,584
EBITDA	(\$128,794)	(\$99,622)	(\$17,638)	(\$10,002)	\$2,929	\$14,652	\$26,900	\$39,693	\$53,050	\$66,990
% of Revenue	-15%	-11%	-2%	-1%	0%	1%	2%	3%	4%	5%

Total Revenue and Expenses - Year 11-20

	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Total Revenue	\$1,405,556	\$1,433,667	\$1,462,340	\$1,491,587	\$1,521,419	\$1,536,633	\$1,551,999	\$1,567,519	\$1,583,194	\$1,599,026
Total Cost of Goods Sold	\$484,929	\$494,628	\$504,521	\$514,611	\$524,903	\$530,152	\$535,454	\$540,808	\$546,216	\$551,679
Gross Margin	\$920,626	\$939,039	\$957,820	\$976,976	\$996,515	\$1,006,481	\$1,016,545	\$1,026,711	\$1,036,978	\$1,047,348
% of Revenue	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%
Total Operating Expenses	\$848,118	\$860,840	\$873,753	\$886,859	\$900,162	\$913,664	\$927,369	\$941,280	\$955,399	\$969,730
EBITDA	\$72,508	\$78,199	\$84,067	\$90,117	\$96,354	\$92,816	\$89,176	\$85,431	\$81,579	\$77,618
% of Revenue	5%	5%	6%	6%	6%	6%	6%	5%	5%	5%

Economic Impact

Economic Impact

Number of Events Per Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Baseball/Softball Tournaments	17	19	23	24	25
Total Events Per Year	17	19	23	24	25

Per Person Spending By Category

	Year 1	Year 2	Year 3	Year 4	Year 5
Lodging/Accommodations	\$36.67	\$37.22	\$37.77	\$38.34	\$38.92
Dining/Groceries	\$51.00	\$51.77	\$52.54	\$53.33	\$54.13
Transportation	\$8.67	\$8.80	\$8.93	\$9.07	\$9.20
Entertainment/Attractions	\$4.08	\$4.14	\$4.20	\$4.27	\$4.33
Retail	\$23.97	\$24.33	\$24.69	\$25.06	\$25.44
Miscellaneous	\$13.77	\$13.98	\$14.19	\$14.40	\$14.61
Total	\$138.16	\$140.23	\$142.33	\$144.47	\$146.63

Economic Impact Drivers

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market - Overnight	49,754	53,156	68,465	71,442	74,419
Room Nights	11,624	12,380	16,065	16,727	17,388

Economic Impact

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Direct Spending - Overnight	\$6,873,881	\$7,454,049	\$9,744,827	\$10,321,043	\$10,912,352
Total Indirect Spending	\$0	\$0	\$0	\$0	\$0
Total Economic Impact	\$6,873,881	\$7,454,049	\$9,744,827	\$10,321,043	\$10,912,352

Economic Impact - 20-Year Outlook

Economic Impact Drivers: Years 1-10

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Non-Local Days in Market	49,754	53,156	68,465	71,442	74,419	75,163	75,915	76,674	77,440	78,215
Room Nights	11,624	12,380	16,065	16,727	17,388	17,562	17,737	17,915	18,094	18,275

Economic Impact: Years 1-10

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Overnight	\$138.16	\$140.23	\$142.33	\$144.47	\$146.63	\$148.83	\$151.07	\$153.33	\$155.63	\$157.97
Total Economic Impact	\$6,873,881	\$7,454,049	\$9,744,827	\$10,321,043	\$10,912,352	\$11,186,798	\$11,468,146	\$11,756,570	\$12,052,248	\$12,355,362

Economic Impact Drivers: Years 11-20

	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Non-Local Days in Market	78,997	79,787	80,585	81,391	82,205	83,027	83,857	84,695	85,542	86,398
Room Nights	18,458	18,642	18,829	19,017	19,207	19,399	19,593	19,789	19,987	20,187

Economic Impact: Years 11-20

	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Overnight	\$160.34	\$162.74	\$165.18	\$167.66	\$170.18	\$172.73	\$175.32	\$177.95	\$180.62	\$183.33
Total Economic Impact	\$12,666,099	\$12,984,652	\$13,311,216	\$13,645,993	\$13,989,189	\$14,341,017	\$14,701,694	\$15,071,442	\$15,450,488	\$15,839,068

Business Unit Analysis

Baseball/Softball Rental Tournament Revenue & Expenses

Revenue	Management Assumption	Rental Fees					Number of Events per Year					Event Details	Year 1	Year 2	Year 3	Year 4	Year 5	
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5							
Small Tournament - 4 Fields, 2 Days																		
Team Information												420						
Diamond Field	15 Players per Team											28						
Rental Fees	Daily Rental Rate	\$400	\$400	\$440	\$440	\$462	10	12	14	14	14	8	\$32,000	\$38,400	\$49,280	\$49,280	\$51,744	
Spectators	2 Spectators per Player											840						
Medium Tournament - 6 Fields, 2 Days																		
Team Information												630						
Diamond Field	15 Players per Team											42						
Rental Fees	Daily Rental Rate	\$400	\$400	\$440	\$440	\$462	5	5	6	7	8	12	\$24,000	\$24,000	\$31,680	\$36,960	\$44,352	
Spectators	2 Spectators per Player											1260						
Large Summer Tournament - 6 Fields, 5 Days																		
Team Information												630						
Diamond Field	15 Players per Team											42						
Rental Fees	Daily Rental Rate	\$400	\$400	\$440	\$440	\$462	2	2	3	3	3	30	\$24,000	\$24,000	\$39,600	\$39,600	\$41,580	
Spectators	2 Spectators per Player											1260						
Non-Capacity Growth Rate		1.00 1.10 1.00 1.05					17	19	23	24	25							
Total Revenue							17	19	23	24	25							
													\$80,000	\$86,400	\$120,560	\$125,840	\$137,676	
Cost of Goods Sold		Management Assumption										Year 1 Year 2 Year 3 Year 4 Year 5						
Tournament Attendant Staff		10% Gross Revenue										\$8,000 \$8,640 \$12,056 \$12,584 \$13,768						
Trainer Fees		Pass Through										\$0 \$0 \$0 \$0 \$0						
Total Cost of Goods Sold													\$8,000	\$8,640	\$12,056	\$12,584	\$13,768	
Net Revenue													\$72,000	\$77,760	\$108,504	\$113,256	\$123,908	

Outdoor Baseball/Softball Revenue & Expenses

Revenue	Management Assumption	Program Fees					Number of Registrations					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
League																	
Sept. - Oct. League	\$/Team	\$500	\$500	\$550	\$550	\$578	7	9	10	11	12	1	\$3,600	\$4,356	\$5,560	\$6,167	\$6,860
Nov. - Dec. League	\$/Team	\$500	\$500	\$550	\$550	\$578	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Jan. - Feb. League	\$/Team	\$500	\$500	\$550	\$550	\$578	-	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Mar. - Apr. League	\$/Team	\$500	\$500	\$550	\$550	\$578	7	9	10	11	12	1	\$3,600	\$4,356	\$5,560	\$6,167	\$6,860
May - June League	\$/Team	\$500	\$500	\$550	\$550	\$578	15	18	21	23	24	1	\$7,400	\$8,955	\$11,428	\$12,677	\$14,100
July - Aug. League	\$/Team	\$500	\$500	\$550	\$550	\$578	15	18	21	23	24	1	\$7,400	\$8,955	\$11,428	\$12,677	\$14,100
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05		1.21	1.16	1.11	1.06						
Total Revenue													\$22,000	\$26,623	\$33,975	\$37,688	\$41,920
Cost of Goods Sold													Year 1	Year 2	Year 3	Year 4	Year 5
Baseball/Softball Management	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Baseball/Softball Staff	5% Gross Revenue												\$1,100	\$1,331	\$1,699	\$1,884	\$2,096
Umpire Fees	Avg. \$50/Game												\$8,800	\$10,649	\$12,355	\$13,705	\$14,518
Instructor Fees	25% Instructor Revenue												\$0	\$0	\$0	\$0	\$0
Equipment and Supplies	2% Gross Revenue												\$440	\$532	\$679	\$754	\$838
Awards	2% Gross Revenue												\$440	\$532	\$679	\$754	\$838
Total Cost of Goods Sold													\$10,780	\$13,045	\$15,412	\$17,097	\$18,290
Net Revenue													\$11,220	\$13,578	\$18,563	\$20,592	\$23,629

Outdoor Field Rental Revenue & Expenses

Revenue	Management Assumption	Rental Fees					Number of Rentals					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Baseball/Softball Field Rentals																	
Sept. - Oct.	\$/Hour	\$50	\$50	\$55	\$55	\$58	288	302	318	333	333	1	\$14,400	\$15,120	\$17,464	\$18,337	\$19,254
Nov. - Dec.	\$/Hour	\$50	\$50	\$55	\$55	\$58	96	101	106	111	111	1	\$4,800	\$5,040	\$5,821	\$6,112	\$6,418
Jan. - Feb.	\$/Hour	\$50	\$50	\$55	\$55	\$58	96	101	106	111	111	1	\$4,800	\$5,040	\$5,821	\$6,112	\$6,418
Mar. - Apr.	\$/Hour	\$50	\$50	\$55	\$55	\$58	288	302	318	333	333	1	\$14,400	\$15,120	\$17,464	\$18,337	\$19,254
May - June	\$/Hour	\$50	\$50	\$55	\$55	\$58	592	622	653	685	685	1	\$29,600	\$31,080	\$35,897	\$37,692	\$39,577
July - Aug	\$/Hour	\$50	\$50	\$55	\$55	\$58	592	622	653	685	685	1	\$29,600	\$31,080	\$35,897	\$37,692	\$39,577
Field Light Usage Charge	\$/Hour	\$14	\$14	\$15	\$15	\$16	683	717	753	791	791	1	\$9,565	\$10,043	\$11,600	\$12,180	\$12,789
Non-Capacity Growth Rate			1.00	1.10	1.00	1.05		1.05	1.05	1.05	1.00						
Total Revenue													\$107,165	\$112,523	\$129,964	\$136,462	\$143,285
Cost of Goods Sold	Management Assumption												Year 1	Year 2	Year 3	Year 4	Year 5
Supervision/Maintenance Staff	5% Gross Revenue												\$5,358	\$5,626	\$6,498	\$6,823	\$7,164
Total Cost of Goods Sold													\$5,358	\$5,626	\$6,498	\$6,823	\$7,164
Net Revenue													\$101,807	\$106,897	\$123,466	\$129,639	\$136,121

Gate Fees Revenue & Expenses

Event Type	Tournament Pass	Gate Fee	Number of Events per Year					Daily Attendees (Non-Athletes)	Year 1	Year 2	Year 3	Year 4	Year 5
			Year 1	Year 2	Year 3	Year 4	Year 5						
Rental Baseball - Small	1	\$10.00	10	12	14	14	14	840	\$84,000	\$100,800	\$117,600	\$117,600	\$117,600
Rental Baseball - Medium	1	\$10.00	5	5	6	7	8	1260	\$63,000	\$63,000	\$75,600	\$88,200	\$100,800
Rental Baseball - Large Summer	1	\$20.00	2	2	3	3	3	1260	\$50,400	\$50,400	\$75,600	\$75,600	\$75,600
Gate Fee Reduction of Revenue (Rental)	80% to Rights Holder								(\$157,920)	(\$171,360)	(\$215,040)	(\$225,120)	(\$235,200)
Total Revenue			17	19	23	24	25		\$39,480	\$42,840	\$53,760	\$56,280	\$58,800
Cost of Goods Sold									Year 1	Year 2	Year 3	Year 4	Year 5
Management Assumption													
Gate Staff	\$0.25 Per Sale								\$4,305	\$4,725	\$5,775	\$6,090	\$6,405
Gate Ticket Cost	\$0.25 Per Ticket								\$4,305	\$4,725	\$5,775	\$6,090	\$6,405
Total Cost of Goods Sold									\$8,610	\$9,450	\$11,550	\$12,180	\$12,810
Net Revenue									\$30,870	\$33,390	\$42,210	\$44,100	\$45,990

Food & Beverage Revenue & Expenses

Revenue	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Sales - Local		\$47,880	\$50,908	\$53,981	\$57,010	\$57,376
Concessions Sales - Tournament		\$315,000	\$340,200	\$431,550	\$450,450	\$469,350
Total Revenue		\$362,880	\$391,108	\$485,531	\$507,460	\$526,726
Cost of Goods Sold	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Food	30% Concession Sales	\$108,864	\$117,332	\$145,659	\$152,238	\$158,018
Concessions Wages	25% Concession Sales	\$90,720	\$97,777	\$121,383	\$126,865	\$131,681
Total Cost of Goods Sold		\$199,584	\$215,109	\$267,042	\$279,103	\$289,699
Net Revenue		\$163,296	\$175,999	\$218,489	\$228,357	\$237,027

Hotel Rebates

Revenue	Management Assumption	Nights Per Event	Venue Rebate Rate	Number of Events per Year					# Non-Local Participants	# Non-Local Fans	Hotel Rooms/Night	Rebate Capture	Year 1	Year 2	Year 3	Year 4	Year 5
				Year 1	Year 2	Year 3	Year 4	Year 5									
Rental Baseball - Small	60% non-local attendance	1.5	\$2.31	10	12	14	14	14	252	504	252	50%	\$4,366	\$5,239	\$6,112	\$6,112	\$6,112
Rental Baseball - Medium	70% non-local attendance	1.5	\$2.31	5	5	6	7	8	441	882	441	50%	\$3,820	\$3,820	\$4,584	\$5,348	\$6,112
Rental Baseball - Large Summer	90% non-local attendance	4.0	\$2.31	2	2	3	3	3	567	1134	567	50%	\$5,239	\$5,239	\$7,859	\$7,859	\$7,859
Total Revenue				17	19	23	24	25									
													\$26,850	\$28,597	\$37,110	\$38,638	\$40,166
Cost of Goods Sold													Year 1	Year 2	Year 3	Year 4	Year 5
													\$0	\$0	\$0	\$0	\$0
Total Cost of Goods Sold													\$0	\$0	\$0	\$0	\$0
Net Revenue													\$26,850	\$28,597	\$37,110	\$38,638	\$40,166

Retail Revenue & Expenses

Revenue		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Retail Sales			\$13,398	\$14,541	\$16,948	\$17,881	\$18,548
Total Revenue			\$13,398	\$14,541	\$16,948	\$17,881	\$18,548
Cost of Goods Sold		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Retail Product Cost	55% Retail Sales		\$7,369	\$7,997	\$9,321	\$9,835	\$10,201
Retail Wages	15% Retail Sales		\$2,010	\$2,181	\$2,542	\$2,682	\$2,782
Total Cost of Goods Sold			\$9,379	\$10,179	\$11,864	\$12,517	\$12,983
Net Revenue			\$4,019	\$4,362	\$5,084	\$5,364	\$5,564

Sponsorship & Advertisement Revenue

Revenue		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Sponsorship/Advertisement Income			\$100,000	\$105,000	\$110,250	\$115,763	\$121,551
Facility Naming Rights			\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Total Revenue			\$200,000	\$205,000	\$210,250	\$215,763	\$221,551
Cost of Goods Sold		Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Sponsorship COGS		25% Sponsorship Revenue	\$50,000	\$51,250	\$52,563	\$53,941	\$55,388
Total Cost of Goods Sold			\$50,000	\$51,250	\$52,563	\$53,941	\$55,388
Net Revenue			\$150,000	\$153,750	\$157,688	\$161,822	\$166,163

Overhead Expenses

Facility Expenses

Indoor Facility/Buildings

Indoor Facility Expense	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Janitorial Expenses	<i>Cleaning and Supplies</i>	\$10,540	\$11,172	\$12,645	\$13,139	\$13,635
Safety Supplies	<i>Includes Year 1 Purchase</i>	\$8,500	\$3,400	\$3,451	\$3,503	\$3,555
Maintenance & Repairs	<i>Excludes Capital Replacement</i>	\$3,360	\$3,410	\$3,462	\$3,513	\$3,566
Utility Expense	<i>Electricity, Gas, Water, Trash, etc.</i>	\$15,885	\$16,123	\$16,365	\$16,610	\$16,860
Total Indoor Facility Expense		\$38,285	\$34,106	\$35,923	\$36,766	\$37,616

Outdoor Facility/Fields

Outdoor Facility Expense	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Turf Baseball/Softball Field Maintenance and Labor	<i>Excludes Capital Replacement</i>	\$30,750	\$31,211	\$31,679	\$32,155	\$32,637
Grounds Maintenance, Labor, and Lighting	<i>Based on Site Development</i>	\$17,752	\$18,018	\$18,288	\$18,562	\$18,841
Field Lighting	<i>Based on Electricity and Field Hours</i>	\$32,047	\$32,527	\$33,015	\$33,510	\$34,013
Total Outdoor Facility Expense		\$80,548	\$81,756	\$82,983	\$84,228	\$85,491
Total Facility Expense		\$118,833	\$115,862	\$118,905	\$120,994	\$123,107

Operating Expenses

Expense	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Accounting Fees		\$2,500	\$2,538	\$2,576	\$2,614	\$2,653
Bank Service Charges	<i>Banking Fees, Credit Card Processing</i>	\$13,035	\$14,053	\$17,557	\$18,405	\$19,342
Communications	<i>IT, Phone, Cable, Internet</i>	\$10,000	\$10,150	\$10,302	\$10,457	\$10,614
Dues/Subscriptions		\$0	\$0	\$0	\$0	\$0
Employee Uniforms		\$1,000	\$1,015	\$1,030	\$1,046	\$1,061
Marketing and Advertising		\$19,553	\$14,053	\$17,557	\$18,405	\$19,342
Insurance	<i>General, Property, Liability</i>	\$25,553	\$25,936	\$26,326	\$26,720	\$27,121
Legal Fees		\$2,500	\$2,538	\$2,576	\$2,614	\$2,653
Licenses, Permits	<i>Food, Music, etc.</i>	\$3,000	\$3,045	\$3,091	\$3,137	\$3,184
National Management & Marketing Service		\$210,000	\$216,300	\$222,789	\$229,473	\$236,357
National Management Travel		\$12,000	\$6,000	\$6,000	\$6,000	\$6,000
Office Supplies		\$3,000	\$3,045	\$3,091	\$3,137	\$3,184
Real Estate Tax	<i>Public Ownership</i>	\$0	\$0	\$0	\$0	\$0
Software	<i>Operating, Scheduling, POS, Registration</i>	\$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		\$314,242	\$310,953	\$325,359	\$334,661	\$344,355

Management Payroll Summary

Management Position	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager		\$75,000	\$78,000	\$81,120	\$84,365	\$87,739
Outdoor Facility Manager		\$40,000	\$41,600	\$43,264	\$44,995	\$46,794
Food & Beverage Director		\$50,000	\$52,000	\$54,080	\$56,243	\$58,493
Admin Support	<i>Part Time - Front Desk</i>	\$20,000	\$20,800	\$21,632	\$22,497	\$23,397
Total Management Payroll		\$185,000	\$192,400	\$200,096	\$208,100	\$216,424

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	\$75,000	\$75,000	\$78,000	\$81,120	\$84,365	\$87,739
Mgmt	Outdoor Facility Manager	3 months prior	\$10,000	\$40,000	\$41,600	\$43,264	\$44,995	\$46,794
Mgmt	Food & Beverage Director	3 months prior	\$12,500	\$50,000	\$52,000	\$54,080	\$56,243	\$58,493
Support	Admin Support	1 month prior	\$1,667	\$20,000	\$20,800	\$21,632	\$22,497	\$23,397
Subtotal Management Payroll			\$99,167	\$185,000	\$192,400	\$200,096	\$208,100	\$216,424
Staff	Outdoor Rental Baseball/Softball Tournament Staff	1 month prior	\$667	\$8,000	\$8,640	\$12,056	\$12,584	\$13,768
Staff	Gate Staff	1 month prior	\$359	\$4,305	\$4,725	\$5,775	\$6,090	\$6,405
Staff	Outdoor Baseball/Softball Staff	1 month prior	\$92	\$1,100	\$1,331	\$1,699	\$1,884	\$2,096
Staff	Outdoor Field Rental Staff	1 month prior	\$447	\$5,358	\$5,626	\$6,498	\$6,823	\$7,164
Staff	Food & Beverage Staff	1 month prior	\$7,560	\$90,720	\$97,777	\$121,383	\$126,865	\$131,681
Staff	Retail Staff	1 month prior	\$167	\$2,010	\$2,181	\$2,542	\$2,682	\$2,782
Subtotal Sport Admin Staff			\$9,291	\$111,493	\$120,280	\$149,953	\$156,929	\$163,896
Referees	Outdoor Baseball/Softball Umpires	Per Diem		\$8,800	\$10,649	\$12,355	\$13,705	\$14,518
Subtotal Referee/Trainers (COGS)				\$8,800	\$10,649	\$12,355	\$13,705	\$14,518
Payroll Subtotal			\$108,458	\$305,293	\$323,330	\$362,404	\$378,733	\$394,838
	Bonus Pool	1% of Total Revenue		\$8,518	\$9,076	\$10,881	\$11,360	\$11,887
	Payroll Services	3% of Payroll	\$3,254	\$8,895	\$9,380	\$10,501	\$10,951	\$11,410
	Payroll Taxes/Benefits	18% of Payroll	\$19,522	\$53,369	\$56,282	\$63,009	\$65,705	\$68,458
Payroll Taxes/Benefits/Bonus Totals			\$22,776	\$70,781	\$74,739	\$84,391	\$88,016	\$91,754
Total Payroll Cost				\$376,074	\$398,069	\$446,795	\$466,750	\$486,592