

Facility Program

Indoor Athletic Facility

Space	Indoor Programming Product/Service	Count	Dimensions L (') W (')		Approx. SF each	Total SF	% of Footprint
Courts	Basketball Courts (actual courts 84' x 50')	8	104	80	8,320	66,560	47.2%
	Volleyball Courts	16	60	30	Over Basketball Courts		0.0%
	Total Courts Sq. Ft.					66,560	47.2%
FEC	Family Entertainment Center	1	-	-	10,000	10,000	7.1%
	Total FEC/Adventure Sq. Ft.					10,000	7.1%
SP	Sports Performance Training Area	1	50	50	2,500	2,500	1.8%
	Total Sports Performance Sq. Ft.					2,500	1.8%
Flex Space	Lobby/Welcome Area	1	-	-	1,500	1,500	1.1%
	Control Room	1	15	10	150	150	0.1%
	Ticket Office	1	10	10	100	100	0.1%
	Manager's Offices	3	10	10	100	300	0.2%
	Office Area	1	-	-	900	900	0.6%
	Kitchen	1	40	30	1,200	1,200	0.9%
	Café Seating Area	1	50	50	2,500	2,500	1.8%
	Flex/Team Rooms	4	60	25	1,500	6,000	4.3%
	Ref Rooms	2	15	10	150	300	0.2%
	Training Room	1	20	15	300	300	0.2%
	Restrooms	2	35	25	875	1,750	1.2%
	Leased Space - Medical	1	-	-	15,000	15,000	10.6%
	Mezzanine	1	416	16	6,656	6,656	4.7%
Total Flex Space Sq. Ft.						36,656	26.0%
Required SF for Products and Services						115,716	82.1%
Mechanical, Electrical, Storage, etc. 10% of P&S SF (Excl. Leased Space)						10,072	7.1%
Common Area, Stairs, Circulation, etc. 15% of P&S SF (Excl. Leased Space)						15,107	10.7%
Total Estimated Indoor Athletic Facility SF						140,895	100%
Estimated Building Footprint						120,815	
Total Building Acreage						2.77	

Site Development

		Quantity	Dimensions L (') W (')		Approx. SF each	Total SF	% of Total
Parking Spaces Total	Parking Spaces Total (10'x18') (20' x 20' Inc. aisles)	564	20	20	400	225,600	72.3%
	Setbacks, Green Space, Trails, etc.	25% Indoor/Parking, 50% Outdoor				86,604	27.7%
Total Estimated Site Development SF						312,204	100%
Total Site Development Acreage						7.17	
Total Complex Acreage						9.94	

Total Revenue & Expenses - 5-Year Detail

Revenue	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Basketball Tournaments	\$60,900	\$69,300	\$97,020	\$97,020	\$113,999
Rental Volleyball Tournaments	\$49,000	\$65,800	\$92,400	\$117,040	\$122,892
Court Rental Events	\$29,400	\$42,000	\$55,440	\$60,060	\$63,063
Meetings and Non-Sport Events	\$0	\$0	\$0	\$0	\$0
Basketball	\$31,286	\$37,845	\$48,276	\$53,228	\$58,827
Volleyball	\$17,454	\$21,875	\$28,954	\$32,555	\$36,724
Court Rentals	\$19,140	\$19,714	\$21,321	\$21,961	\$23,750
FEC/Adventure	\$295,215	\$368,512	\$470,003	\$525,986	\$569,810
Fitness and Training	\$79,040	\$94,848	\$109,549	\$115,027	\$120,778
Birthday Parties	\$24,000	\$28,800	\$33,264	\$34,927	\$38,507
Youth Programming	\$42,180	\$46,398	\$53,590	\$56,269	\$62,037
Facility Fees	\$74,240	\$101,120	\$134,400	\$156,160	\$162,560
Food & Beverage	\$230,594	\$303,111	\$391,775	\$442,975	\$462,707
Hotel Rebates	\$18,702	\$28,589	\$40,046	\$48,381	\$50,746
Retail	\$13,652	\$16,751	\$20,405	\$22,761	\$23,472
Tenant Revenue	\$375,000	\$375,000	\$375,000	\$375,000	\$375,000
Sponsorship/Advertisement Revenue	\$131,250	\$131,250	\$157,500	\$157,500	\$175,000
Total Revenue	\$1,491,052	\$1,750,913	\$2,128,943	\$2,316,848	\$2,459,872
Cost of Goods Sold	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Basketball Tournaments	\$6,090	\$6,930	\$9,702	\$9,702	\$11,400
Rental Volleyball Tournaments	\$4,900	\$6,580	\$9,240	\$11,704	\$12,289
Court Rental Events	\$2,940	\$4,200	\$5,544	\$6,006	\$6,306
Meetings and Non-Sport Events	\$0	\$0	\$0	\$0	\$0
Basketball	\$13,192	\$15,958	\$19,430	\$21,423	\$23,140
Volleyball	\$5,326	\$6,674	\$8,665	\$9,743	\$10,889
Court Rentals	\$957	\$986	\$1,066	\$1,098	\$1,188
FEC/Adventure	\$103,325	\$128,979	\$164,501	\$184,095	\$199,433
Fitness and Training	\$39,955	\$47,946	\$55,377	\$58,146	\$61,054
Birthday Parties	\$7,440	\$8,928	\$9,949	\$10,446	\$11,317
Youth Programming	\$17,803	\$19,583	\$22,535	\$23,662	\$26,042
Facility Fees	\$0	\$0	\$0	\$0	\$0
Food & Beverage	\$126,827	\$166,711	\$215,476	\$243,636	\$254,489
Hotel Rebates	\$0	\$0	\$0	\$0	\$0
Retail	\$9,556	\$11,726	\$14,283	\$15,933	\$16,430
Tenant Expense	\$0	\$0	\$0	\$0	\$0
Sponsorship/Advertisement Expense	\$32,813	\$32,813	\$39,375	\$39,375	\$43,750
Total Cost of Goods Sold	\$371,123	\$458,013	\$575,145	\$634,970	\$677,726
Gross Margin	\$1,119,929	\$1,292,900	\$1,553,798	\$1,681,878	\$1,782,146
% of Revenue	75%	74%	73%	73%	72%
Facility Expenses	\$276,247	\$280,018	\$287,518	\$293,797	\$298,537
Operating Expense	\$456,278	\$460,260	\$484,016	\$501,474	\$516,700
Management Payroll	\$515,000	\$590,600	\$614,224	\$638,793	\$664,345
Payroll Taxes/Benefits/Bonus	\$150,799	\$176,855	\$195,532	\$207,960	\$218,020
Total Operating Expenses	\$1,398,324	\$1,507,733	\$1,581,290	\$1,642,024	\$1,697,601
EBITDA	(\$278,394)	(\$214,833)	(\$27,492)	\$39,854	\$84,545
% of Revenue	-18.7%	-12.3%	-1.3%	1.7%	3.4%

Economic Impact

Number of Events Per Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Basketball Tournaments	11	12	14	14	15
Volleyball Tournaments	9	10	12	14	14
Other Tournaments/Events	5	7	8	9	9
Total Events Per Year	25	29	34	37	38

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	38,256	55,956	76,740	91,416	95,640
Room Nights	8,096	12,376	17,336	20,944	21,968

Economic Impact

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Direct Spending - Overnight	\$5,285,321	\$7,846,655	\$10,922,592	\$13,206,635	\$14,024,119
Total Indirect Spending	\$0	\$0	\$0	\$0	\$0
Total Economic Impact	\$5,285,321	\$7,846,655	\$10,922,592	\$13,206,635	\$14,024,119