IMPROVING COMMUNITIES THROUGH SPORT

THE SPORTS FACILITIES ADVISORY

CHISENHALL OPERATING PRO FORMA – BYA Year 3 (No Alcohol)

PREPARED FOR: CITY OF BURLESON

REPORT DELIVERY DATE: SEPTEMBER 2025

THIS PROJECT IS REPRESENTED BY THE SPORTS FACILITIES ADVISORY

FOR MORE INFORMATION VISIT WWW.SPORTSFACILITIES.COM

Facility Set Up Costs

THE SPORTS FACILITIES ADVISORY

Exhibit A

Chisenhall Fields - Burleson, TX

Cost Estimate for Field Maintenance Equipment (15 Fields) 7.15.25

	Proposed Quantity	Cost Per	Total
Turf Maintenance (Grass Areas)			
Riding Reel Mowers (Turf):	4	$20,000	$80,000
(e.g., Toro Reelmaster 3100-D or John Deere 2500B, professional reel mowers)			
Walk-Behind Mowers:	4	$1,000	$4,000
(e.g., push mower			
Aerators:	2	$5,000	$10,000
(e.g., tow behind model			
Topdressers:	2	$10,000	$20,000
(e.g., Toro ProPass 200 Series) - Attached to Heavy Duty Vehicle			
Fertilizer/Seed Spreaders:	2	$500	$1,000
(e.g., Lely Ground Driven WFR Pulled by Workman or HR(Pulled by tractor)			
Sprayers (Boom or Tank):	2	$10,000	$20,000
(e.g., Toro MultiPro Sprayer 1750 or Jacobsen Spraytek XP175)			
Edgers:	5	$500	$2,500
(e.g., Stihl FC 91, Husquvarna 525 ECS)			
Synthetic/Infield Maintenance			
Infield Groomers:	2	$7,000	$14,000
(e.g., Greens Groomer, SMG TT2200)			
Friction Sweepers:	2	$3,500	$7,000
(e.g., Litter Kat, Turf Chief)			
Irrigation and Water Management			
Hose Reels and Hoses:	7	$300	$2,100
(e.g., Liberty Garden)			
Portable Water Pumps: 4 units	3	$750	$2,250
(e.g., Honda WX10)			
General Maintenance and Support			
Utility Vehicles:	2	$15,000	$30,000
(e.g., John Deere Gator or Toro MDX)			
Leaf Blowers:	8	$400	$3,200
(e.g., Stihl BR800 X or Husqvarna 580BTS)			
String Trimmers:	6	$350	$2,100
(e.g., Husqvarna 525LST)			
Paint Sprayers:	2	$3,000	$6,000
(e.g., Graco FieldLazer)			
Shop and Storage			
Tool Chests/Cabinets:	4	$750	$3,000
(e.g., Craftsman or Husky)			
Pressure Washers:	1	$2,500	$2,500
(e.g., Simpson PowerShot)			
Backup Generators:	1	$3,500	$3,500
(e.g., Generac 7000W)			

Chisenhall Fields - Burleson, TX

Cost Estimate for Field Maintenance Equipment (15 Fields) 7.15.25

	Proposed Quantity	Cost Per	Total
Turf Maintenance Hand Tools			
Sod Knives:	6	$25	$150
Description: Heavy-duty knives (e.g., Lesco or A.M. Leonard) for cutting sod during turf repairs.			
Hand Weeders:	6	$15	$90
Description: Tools (e.g., Fiskars or CobraHead) for removing weeds from turf without chemicals.			
Turf Edgers (Hand):	6	$35	$210
Description: Manual edgers (e.g., True Temper or Ames) for clean grass-clay or sidewalk edges (backup for gas edgers).			
Divot Repair Tools:	6	$20	$120
Description: Small forks or scoops (e.g., Par Aide) for fixing turf divots in outfields.			
Shovels (Square and Round Point):	6	$30	$180
Description: Durable shovels (e.g., True Temper or Bully Tools) for moving soil or debris.			
Wheelbarrows:	6	$200	$1,200
Description: Heavy-duty wheelbarrows (e.g., Ames or Jackson) for transporting materials.			
Hand Trowels:	6	$20	$120
Description: Small trowels (e.g., A.M. Leonard) for precise turf repairs.			
Measuring Tapes (400 ft):	6	$75	$450
Description: Long tapes (e.g., Lufkin or Stanley) for lining fields or checking dimensions.			
Base Cleaning Brushes:	6	$20	$120
Description: 1 per field for daily cleaning of bases and home plates.			
Soil Probes:	4	$35	$140
Description: 1 per 2 fields for shared use in testing soil compaction or moisture.			
String Lines and Stakes:	6	$20	$120
Description: 1 set per field for precise field lining or repair layouts.			
Tool Racks:	2	$200	$400
Description: 1 per 4 fields, assuming centralized storage areas for rakes, shovels, etc.			
Tool Buckets with Organizers:	6	$35	$210
Description: 1 per groundskeeper, assuming 24 crew members for concurrent work.			
Tool Bags/Belts:	6	$35	$210
Description: 1 per groundskeeper for hands-free tool carrying.			
Safety Gear			
Work Gloves:	12	$20	$240
Description: 2 pairs per groundskeeper (24 crew members) for handling tools and materials.			
Safety Glasses:	12	$10	$120
Description: 1 per groundskeeper for eye protection.			
Knee Pads:	6	$25	$150
Description: 1 per groundskeeper for comfort during low-level tasks.			
Tool Maintenance Supplies			
Sharpening Files:	6	$25	$150
Description: 1 per 2 fields for shared use in sharpening edgers, knives, and shovels.			
Cleaning Brushes (Wire):	6	$10	$60
Description: 1 per field for removing rust or debris from tools.			
Replacement Handles (Rake/Shovel):	6	$25	$150
Description: 1 per field as backup for quick repairs.			
Loose Maintenance Supplies			
Budget for Remaining Items Not Defined Above:			
Description: Any tools/items determined to be necessary by the operations team based on specific ve	1	$20,000	$20,000
			Low
Budget Totals			**$237,740**

Exhibit B

Chisenhall Fields One Time SFC Set-up Costs

Operational Set Up Costs	$ 127,000
Website	$ 15,000
Wifi Install & Equipment - estimage	$ 10,000
Business Licenses	$ 1,000
Staff Uniforms	$ 2,000
General Office FFE (managers office)	$ 4,000
IT & Office Supplies Equipment	$ 9,500
POS Equipment	$ 8,500
Management Co Travel	$ 5,000
On site Manager Relocation / Recruitment	$ 10,000
F&B inventory	$ 15,000
Golf Carts (1 2 seater, 2 4 seater, 1 6 seat shuttle - estima	$ 45,000
Cash	$ 2,000

Other Potential One Time Costs	$ 25,000
Rest Room Renovations - "estimate"	$ -
Additional & Replacement Concession Equipment - estim	$ 25,000

Working Capital Up Front Funding	$ 200,000

**Additional funding requested quarterly as needed*

Financial Performance Summary

Total Revenue & Expenses - BYA Year 3

Revenue	Year 1	Year 2	Year 3	Year 4	Year 5
Outdoor Rental Baseball/Softball Tourname	$225,500	$304,200	$420,300	$485,100	$528,885
Outdoor Field Rental	$105,773	$109,561	$96,269	$101,083	$111,444
Gate Fees	$102,900	$112,980	$154,350	$168,840	$183,330
Food & Beverage	$447,140	$679,644	$927,536	$1,017,352	$1,107,279
Hotel Rebates	$72,797	$82,854	$119,253	$133,141	$147,030
Retail	$25,518	$27,392	$34,416	$36,635	$38,866
Total Revenue	**$979,628**	**$1,316,632**	**$1,752,124**	**$1,942,151**	**$2,116,834**
Cost of Goods Sold	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Outdoor Rental Baseball/Softball Tourname	$22,550	$30,420	$42,030	$48,510	$52,889
Outdoor Field Rental	$5,289	$5,478	$4,813	$5,054	$5,572
Gate Fees	$21,630	$23,310	$29,925	$31,920	$33,915
Food & Beverage	$290,641	$441,769	$602,899	$661,279	$719,732
Hotel Rebates	$0	$0	$0	$0	$0
Retail	$17,863	$19,175	$24,091	$25,645	$27,206
Total Cost of Goods Sold	**$357,972**	**$520,151**	**$703,758**	**$772,407**	**$839,313**
Gross Margin	**$621,655**	**$796,481**	**$1,048,366**	**$1,169,744**	**$1,277,521**
% of Revenue	*63%*	*60%*	*60%*	*60%*	*60%*
Facility Expenses	$238,393	$242,872	$250,692	$255,483	$260,326
Operating Expense	$424,482	$438,746	$478,603	$500,216	$520,846
Management Payroll	$365,000	$379,600	$394,784	$410,575	$426,998
Payroll Taxes/Benefits/Bonus	$123,537	$146,549	$172,924	$185,490	$197,659
Total Operating Expenses	**$1,151,412**	**$1,207,767**	**$1,297,003**	**$1,351,764**	**$1,405,829**
EBITDA	**($529,757)**	**($411,286)**	**($248,638)**	**($182,020)**	**($128,308)**
% of Revenue	*-54.1%*	*-31.2%*	*-14.2%*	*-9.4%*	*-6.1%*
Field Maintenance Equipment Costs	*($237,740)*	*$0*	*$0*	*$0*	*$0*
Operational Set Up Costs	*($127,000)*	*$0*	*$0*	*$0*	*$0*
Replacement and Renovation Costs	*($25,000)*	*$0*	*$0*	*$0*	*$0*
Sponsorship Income (Net)	*$90,000*	*$108,000*	*$114,000*	*$120,000*	*$120,000*
Total Net Income	**($829,497)**	**($303,286)**	**($134,638)**	**($62,020)**	**($8,308)**

Economic Impact

THE SPORTS FACILITIES ADVISORY

Economic Impact

Number of Events Per Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Baseball/Softball Tournaments	28	30	36	37	38
Total Events Per Year	**28**	**30**	**36**	**37**	**38**

Per Person Spending By Category

	Year 1	Year 2	Year 3	Year 4	Year 5
Lodging/Accommodations	$60.33	$61.24	$62.16	$63.09	$64.04
Dining/Groceries	$60.00	$60.90	$61.81	$62.74	$63.68
Transportation	$10.20	$10.35	$10.51	$10.67	$10.83
Entertainment/Attractions	$4.80	$4.87	$4.95	$5.02	$5.09
Retail	$28.20	$28.62	$29.05	$29.49	$29.93
Miscellaneous	$16.20	$16.44	$16.69	$16.94	$17.19
Total	**$179.73**	**$182.43**	**$185.17**	**$187.94**	**$190.76**

Economic Impact Drivers

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market - Overnight	82,499	93,272	132,253	146,853	161,453
Room Nights	19,152	21,798	31,374	35,028	38,682

Economic Impact

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Direct Spending - Overnight	$14,827,730	$17,015,458	$24,488,683	$27,600,032	$30,799,211
Total Indirect Spending	$0	$0	$0	$0	$0
Total Economic Impact	**$14,827,730**	**$17,015,458**	**$24,488,683**	**$27,600,032**	**$30,799,211**

Business Unit Analysis

Baseball/Softball Rental Tournament Revenue & Expenses

Revenue	Management Assumption	Rental Fees Year 1	Rental Fees Year 2	Rental Fees Year 3	Rental Fees Year 4	Rental Fees Year 5	Number of Events per Year Year 1	Number of Events per Year Year 2	Number of Events per Year Year 3	Number of Events per Year Year 4	Number of Events per Year Year 5	Event Details	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	$500	$600	$600	$630	$630	12	12	12	11	10	8	$48,000	$57,600	$57,600	$55,440	$50,400
Spectators	2 Spectators per Player											840					
Medium Tournament - 8 Fields, 2 Days																	
Team Information												840					
Diamond Field	15 Players per Team											56					
Rental Fees	Daily Rental Rate	$500	$600	$600	$630	$630	10	11	12	12	12	16	$80,000	$105,600	$115,200	$120,960	$120,960
Spectators	2 Spectators per Player											1680					
Large Tournament - 12 Fields, 2.5 Days																	
Team Information												1260					
Diamond Field	15 Players per Team											84					
Rental Fees	Daily Rental Rate	$500	$600	$600	$630	$630	4	4	6	6	6	30	$60,000	$72,000	$108,000	$113,400	$113,400
Spectators	2 Spectators per Player											2520					
Extra Large Tournament - 15 Fields, 2.5 Days																	
Team Information												1575					
Diamond Field	15 Players per Team											105					
Rental Fees	Daily Rental Rate	$500	$600	$600	$630	$630	2	2	3	4	5	38	$37,500	$45,000	$67,500	$94,500	$118,125
Spectators	2 Spectators per Player											3150					
Large Summer Tournament - 8 Fields, 5 Days																	
Team Information												840					
Diamond Field	15 Players per Team											56					
Rental Fees	Daily Rental Rate	$500	$600	$600	$630	$630	-	1	3	4	5	40	$0	$24,000	$72,000	$100,800	$126,000
Spectators	2 Spectators per Player											1680					
	Non-Capacity Growth Rate		1.00	1.00	1.05	1.00	28	30	36	37	38						
							28	30	36	37	38						
		Total Revenue											**$225,500**	**$304,200**	**$420,300**	**$485,100**	**$528,885**

Cost of Goods Sold	Management Assumption		Year 1	Year 2	Year 3	Year 4	Year 5
Tournament Attendant Staff	10% Gross Revenue		$22,550	$30,420	$42,030	$48,510	$52,889
Trainer Fees	Pass Through		$0	$0	$0	$0	$0
		Total Cost of Goods Sold	**$22,550**	**$30,420**	**$42,030**	**$48,510**	**$52,889**
		Net Revenue	**$202,950**	**$273,780**	**$378,270**	**$436,590**	**$475,997**

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						
Instructional Camps (Full Days)	$/Week	$200	$200	$220	$220	$231	-	-	-	-	-	2	$0	$0	$0	$0	$0
League																	
Sept. - Oct. League	$/Team	$1,250	$1,250	$1,375	$1,375	$1,444	-	-	-	-	-	1	$0	$0	$0	$0	$0
Nov. - Dec. League	$/Team	$1,250	$1,250	$1,375	$1,375	$1,444	-	-	-	-	-	1	$0	$0	$0	$0	$0
Jan. - Feb. League	$/Team	$1,250	$1,250	$1,375	$1,375	$1,444	-	-	-	-	-	1	$0	$0	$0	$0	$0
Mar. - Apr. League	$/Team	$1,250	$1,250	$1,375	$1,375	$1,444	-	-	-	-	-	1	$0	$0	$0	$0	$0
May - June League	$/Team	$1,250	$1,250	$1,375	$1,375	$1,444	-	-	-	-	-	1	$0	$0	$0	$0	$0
July - Aug. League	$/Team	$1,250	$1,250	$1,375	$1,375	$1,444	-	-	-	-	-	1	$0	$0	$0	$0	$0
	Non-Capacity Growth Rate		1.00	1.10	1.00	1.05		1.21	1.16	1.11	1.06						
Total Revenue													**$0**	**$0**	**$0**	**$0**	**$0**

Cost of Goods Sold	Management Assumption	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	$0	$0	$0	$0	$0
Umpire Fees	Avg. $50/Game	$0	$0	$0	$0	$0
Instructor Fees	25% Instructor Revenue	$0	$0	$0	$0	$0
Equipment and Supplies	2% Gross Revenue	$0	$0	$0	$0	$0
Awards	2% Gross Revenue	$0	$0	$0	$0	$0
Total Cost of Goods Sold		**$0**	**$0**	**$0**	**$0**	**$0**
Net Revenue		**$0**	**$0**	**$0**	**$0**	**$0**

Outdoor Field Rental Revenue & Expenses

Revenue	Management Assumption	Rental Fees Year 1	Rental Fees Year 2	Rental Fees Year 3	Rental Fees Year 4	Rental Fees Year 5	Number of Rentals Year 1	Number of Rentals Year 2	Number of Rentals Year 3	Number of Rentals Year 4	Number of Rentals Year 5	Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
Baseball/Softball Field Rentals																	
Sept. - Oct.	$/Hour	$40	$40	$44	$44	$46	256	269	296	310	326	1	$10,240	$10,752	$13,010	$13,660	$15,061
Nov. - Dec.	$/Hour	$40	$40	$44	$44	$46	80	84	92	97	102	1	$3,200	$3,360	$4,066	$4,269	$4,706
Jan. - Feb.	$/Hour	$40	$40	$44	$44	$46	80	84	92	97	102	1	$3,200	$3,360	$4,066	$4,269	$4,706
Mar. - Apr.	$/Hour	$40	$40	$44	$44	$46	256	269	296	310	326	1	$10,240	$10,752	$13,010	$13,660	$15,061
May - June	$/Hour	$40	$40	$44	$44	$46	528	554	610	640	672	1	$21,120	$22,176	$26,833	$28,175	$31,063
July - Aug	$/Hour	$40	$40	$44	$44	$46	528	554	610	640	672	1	$21,120	$22,176	$26,833	$28,175	$31,063
BYA Player Fee to City (Year 1 and 2)																	
Sept. - Nov.		$0	$0	$0	$0	$0	-	-	-	-	-	1	$30,000	$30,000	$0	$0	$0
Field Light Usage Charge	$/Hour	$11	$11	$12	$12	$13	605	635	699	733	770	1	$6,653	$6,985	$8,452	$8,875	$9,785
	Non-Capacity Growth Rate		1.00	1.10	1.00	1.05		1.05	1.10	1.05	1.05						
			Total Revenue										**$105,773**	**$109,561**	**$96,269**	**$101,083**	**$111,444**

Cost of Goods Sold	Management Assumption		Year 1	Year 2	Year 3	Year 4	Year 5
Supervision/Maintenance Staff	5% Gross Revenue		$5,289	$5,478	$4,813	$5,054	$5,572
		Total Cost of Goods Sold	**$5,289**	**$5,478**	**$4,813**	**$5,054**	**$5,572**
		Net Revenue	**$100,484**	**$104,083**	**$91,456**	**$96,029**	**$105,872**

Gate Fees Revenue & Expenses

Event Type	Tournament Pass	Gate Fee	Number of Events per Year Year 1	Year 2	Year 3	Year 4	Year 5	Daily Attendees (Non-Athletes)	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Baseball - Small	1	$10.00	12	12	12	11	10	840	$100,800	$100,800	$100,800	$92,400	$84,000
Rental Baseball - Medium	1	$10.00	10	11	12	12	12	1680	$168,000	$184,800	$201,600	$201,600	$201,600
Rental Baseball - Large	1	$15.00	4	4	6	6	6	2520	$151,200	$151,200	$226,800	$226,800	$226,800
Rental Baseball - Extra Large	1	$15.00	2	2	3	4	5	3150	$94,500	$94,500	$141,750	$189,000	$236,250
Rental Baseball - Large Summer	1	$20.00	-	1	3	4	5	1680	$0	$33,600	$100,800	$134,400	$168,000
Gate Fee Reduction of Revenue (Rental)	80% to Rights Holder								($411,600)	($451,920)	($617,400)	($675,360)	($733,320)
			28	30	36	37	38						
Total Revenue									**$102,900**	**$112,980**	**$154,350**	**$168,840**	**$183,330**

Cost of Goods Sold	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Gate Staff	$0.25 Per Sale	$10,815	$11,655	$14,963	$15,960	$16,958
Gate Ticket Cost	$0.25 Per Ticket	$10,815	$11,655	$14,963	$15,960	$16,958
Total Cost of Goods Sold		**$21,630**	**$23,310**	**$29,925**	**$31,920**	**$33,915**
Net Revenue		**$81,270**	**$89,670**	**$124,425**	**$136,920**	**$149,415**

Food & Beverage Revenue & Expenses

Revenue	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Sales - Local		$38,880	$40,824	$44,906	$47,152	$49,509
Concessions Sales - Tournament		$568,260	$638,820	$882,630	$970,200	$1,057,770
F&B Delay - 2 Months	Reduction of Revenue	($160,000)	$0	$0	$0	$0
Total Revenue		**$447,140**	**$679,644**	**$927,536**	**$1,017,352**	**$1,107,279**
Cost of Goods Sold	**Management Assumption**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Concessions Food	*35% Concession Sales*	$156,499	$237,875	$324,638	$356,073	$387,548
Concessions Wages	*30% Concessions Sales*	$134,142	$203,893	$278,261	$305,206	$332,184
Total Cost of Goods Sold		**$290,641**	**$441,769**	**$602,899**	**$661,279**	**$719,732**
Net Revenue		**$156,499**	**$237,875**	**$324,638**	**$356,073**	**$387,548**

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	40% non-local attendance	1.5	$3.80	12	12	12	11	10	168	336	168	50%	$5,747	$5,747	$5,747	$5,268	$4,789
Rental Baseball - Medium	50% non-local attendance	1.5	$3.80	10	11	12	12	12	420	840	420	50%	$11,973	$13,170	$14,368	$14,368	$14,368
Rental Baseball - Large	60% non-local attendance	2.0	$3.80	4	4	6	6	6	756	1512	756	50%	$11,494	$11,494	$17,241	$17,241	$17,241
Rental Baseball - Extra Large	60% non-local attendance	2.0	$3.80	2	2	3	4	5	945	1890	945	50%	$7,184	$7,184	$10,776	$14,368	$17,960
Rental Baseball - Large Summer	60% non-local attendance	4.0	$3.80	-	1	3	4	5	504	1008	504	50%	$0	$3,831	$11,494	$15,326	$19,157
Hotel Commissions	2.1% of Total Hotel Room Revenue												$36,398	$41,427	$59,626	$66,571	$73,515
				28	30	36	37	38									
			Total Revenue										**$72,797**	**$82,854**	**$119,253**	**$133,141**	**$147,030**
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										**$72,797**	**$82,854**	**$119,253**	**$133,141**	**$147,030**

Retail Revenue & Expenses

Revenue	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Retail Sales		$25,518	$27,392	$34,416	$36,635	$38,866
Total Revenue		**$25,518**	**$27,392**	**$34,416**	**$36,635**	**$38,866**
Cost of Goods Sold	**Management Assumption**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Retail Product Cost	55% Retail Sales	$14,035	$15,066	$18,929	$20,149	$21,376
Retail Wages	15% Retail Sales	$3,828	$4,109	$5,162	$5,495	$5,830
Total Cost of Goods Sold		**$17,863**	**$19,175**	**$24,091**	**$25,645**	**$27,206**
Net Revenue		**$7,655**	**$8,218**	**$10,325**	**$10,991**	**$11,660**

Sponsorship & Advertisement Revenue

Revenue	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Sponsorship/Advertisement Income		$112,500	$135,000	$142,500	$150,000	$150,000
Total Revenue		**$112,500**	**$135,000**	**$142,500**	**$150,000**	**$150,000**
Cost of Goods Sold	**Management Assumption**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Sponsorship COGS	20% Sponsorship Revenue	$22,500	$27,000	$28,500	$30,000	$30,000
Total Cost of Goods Sold		**$22,500**	**$27,000**	**$28,500**	**$30,000**	**$30,000**
Net Revenue		**$90,000**	**$108,000**	**$114,000**	**$120,000**	**$120,000**

Overhead Expenses

Facility Expenses

Indoor Facility/Buildings

Indoor Facility Expense	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Janitorial Expenses	*Cleaning and Supplies*	$19,170	$20,361	$24,844	$26,247	$27,651
Safety Supplies	*Includes Year 1 Purchase*	$2,500	$2,538	$2,576	$2,614	$2,653
Maintenance & Repairs	*Excludes Capital Replacement*	$2,090	$2,121	$2,153	$2,185	$2,218
Utility Expense	*Electricity, Gas, Water, Trash, etc.*	$12,817	$13,009	$13,205	$13,403	$13,604
Total Indoor Facility Expense		**$36,577**	**$38,030**	**$42,777**	**$44,449**	**$46,127**

Outdoor Facility/Fields

Outdoor Facility Expense	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Turf Infield Baseball/Softball Field Maintenance and Labor	*Excludes Capital Replacement*	$17,813	$18,080	$18,351	$18,626	$18,906
Natural Grass Outfield Maintenance and Labor	*Excludes Capital Replacement*	$107,500	$109,113	$110,749	$112,410	$114,097
Grounds Maintenance, Labor, and Lighting	*Based on Site Development*	$35,675	$36,210	$36,753	$37,305	$37,864
Field Lighting	*Based on Electricity and Field Hours*	$40,828	$41,440	$42,062	$42,693	$43,333
Total Outdoor Facility Expense		**$201,815**	**$204,843**	**$207,915**	**$211,034**	**$214,200**
Total Facility Expense		**$238,393**	**$242,872**	**$250,692**	**$255,483**	**$260,326**

Operating Expenses

Expense	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Accounting Fees		$3,000	$3,045	$3,091	$3,137	$3,184
Bank Service Charges	*Banking Fees, Credit Card Processing*	$21,843	$26,333	$35,042	$38,843	$42,337
Communications	*IT, Phone, Cable, Internet*	$15,000	$15,225	$15,453	$15,685	$15,920
Employee Uniforms		$2,000	$2,030	$2,060	$2,091	$2,123
Marketing and Advertising		$29,389	$26,333	$35,042	$38,843	$42,337
Insurance	*General, Property, Liability*	$35,164	$35,691	$36,227	$36,770	$37,322
Legal Fees		$3,000	$3,045	$3,091	$3,137	$3,184
Licenses, Permits	*Food, Music, etc.*	$5,000	$5,075	$5,151	$5,228	$5,307
National Management & Marketing Service		$222,000	$227,550	$233,239	$239,070	$245,046
National Management - Deferred Incentive	*3.5% Gross Revenue*	$34,287	$46,082	$61,324	$67,975	$74,089
National Management Travel		$18,000	$12,000	$12,000	$12,000	$12,000
Office Supplies		$4,500	$4,568	$4,636	$4,706	$4,776
Temporary Office Lease		$14,400	$14,616	$14,835	$15,058	$15,284
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		$2,500	$2,538	$2,576	$2,614	$2,653
Total Operating Expenses		**$424,482**	**$438,746**	**$478,603**	**$500,216**	**$520,846**

THE SPORTS FACILITIES ADVISORY

Management Payroll Summary

Management Position	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager		$125,000	$130,000	$135,200	$140,608	$146,232
Events Manager		$45,000	$46,800	$48,672	$50,619	$52,644
Facilities Manager		$50,000	$52,000	$54,080	$56,243	$58,493
Food & Beverage Manager		$60,000	$62,400	$64,896	$67,492	$70,192
Finance Manager		$65,000	$67,600	$70,304	$73,116	$76,041
Admin Support	*Part Time - Front Desk*	$20,000	$20,800	$21,632	$22,497	$23,397
Total Management Payroll		**$365,000**	**$379,600**	**$394,784**	**$410,575**	**$426,998**

Payroll Summary

	Total Payroll Summary	Year 1	Year 2	Year 3	Year 4	Year 5
Mgmt	General Manager	$125,000	$130,000	$135,200	$140,608	$146,232
Mgmt	Events Manager	$45,000	$46,800	$48,672	$50,619	$52,644
Mgmt	Facilities Manager	$50,000	$52,000	$54,080	$56,243	$58,493
Mgmt	Food & Beverage Manager	$60,000	$62,400	$64,896	$67,492	$70,192
Mgmt	Assistant Food & Beverage Managers	$0	$0	$0	$0	$0
Mgmt	Finance Manager	$65,000	$67,600	$70,304	$73,116	$76,041
Support	Admin Support	$20,000	$20,800	$21,632	$22,497	$23,397
	Subtotal Management Payroll	**$365,000**	**$379,600**	**$394,784**	**$410,575**	**$426,998**
Staff	Outdoor Rental Baseball/Softball Tournament Staff	$22,550	$30,420	$42,030	$48,510	$52,889
Staff	Gate Staff	$10,815	$11,655	$14,963	$15,960	$16,958
Staff	Outdoor Field Rental Staff	$5,289	$5,478	$4,813	$5,054	$5,572
Staff	Food & Beverage Staff	$134,142	$203,893	$278,261	$305,206	$332,184
Staff	Retail Staff	$3,828	$4,109	$5,162	$5,495	$5,830
	Subtotal Sport Admin Staff	**$176,623**	**$255,555**	**$345,229**	**$380,225**	**$413,432**
	Payroll Subtotal	**$541,623**	**$635,155**	**$740,013**	**$790,800**	**$840,430**
	Incentive Pool	$9,796	$13,166	$17,521	$19,422	$21,168
	Payroll Services	$16,249	$19,055	$22,200	$23,724	$25,213
	Payroll Taxes/Benefits	$97,492	$114,328	$133,202	$142,344	$151,277
	Payroll Taxes/Benefits/Bonus Totals	**$123,537**	**$146,549**	**$172,924**	**$185,490**	**$197,659**
	Total Payroll Cost	**$665,161**	**$781,704**	**$912,937**	**$976,290**	**$1,038,089**