

Facility Proforma - Full 5-Year Projection

Updated Proposal



Facility P&L - 3/21/25 Version					
	Year 1	Year 2	Year 3	Year 4	Year 5
# of Ticketed Events:	30	36	40	40	40
# of Private Events:	25	35	45	45	45
Attendance:	197,000	240,900	270,000	270,000	270,000
<b>Gross Revenue:</b>					
Premium Seating:	262,500	270,375	278,486	286,841	295,446
Sponsorships:	492,500	1,142,275	1,163,043	1,197,935	1,233,873
Event Rent:	1,690,000	2,100,000	2,377,500	2,448,825	2,522,290
F&B Commissions (a):	2,426,579	2,992,455	3,341,623	3,441,872	3,545,128
Merchandise (Net):	143,873	168,553	190,125	195,829	201,704
Parking:	436,000	536,000	600,000	618,000	636,540
Facility Maintenance Fee:	804,500	955,000	1,075,000	1,107,250	1,140,468
Ticket Service Charge Rebate:	1,483,157	1,813,025	2,024,190	2,084,916	2,147,463
Off Manifest Ticket Sales:	264,000	393,600	453,870	467,486	481,511
<b>Gross Revenue:</b>	<b>8,003,109</b>	<b>10,371,283</b>	<b>11,503,838</b>	<b>11,848,953</b>	<b>12,204,422</b>
<b>Cost of Goods Sold:</b>					
(-) Selling Expenses:	174,925	363,924	374,764	386,007	397,587
(-) F&B Costs:	0	0	0	0	0
(-) Parking Expenses:	161,320	198,320	222,000	228,660	235,520
(-) Event Expenses:	1,537,500	1,887,500	2,112,500	2,175,875	2,241,151
(-) Promoter Rebates:	2,173,500	2,536,000	2,870,000	2,956,100	3,044,783
<b>Total Cost of Goods Sold:</b>	<b>4,047,245</b>	<b>4,985,744</b>	<b>5,579,264</b>	<b>5,746,642</b>	<b>5,919,041</b>
<b>Gross Profit</b>	<b>3,955,864</b>	<b>5,385,539</b>	<b>5,924,574</b>	<b>6,102,311</b>	<b>6,285,381</b>
<b>Indirect Operating Expenses:</b>					
(-) Staffing:	1,286,530	1,325,126	1,364,880	1,405,826	1,448,001
(-) Operations & SG&A:	575,000	592,250	610,018	628,318	647,168
(-) Repair & Maintenance	200,000	206,000	212,180	218,545	225,102
(-) Utilities:	475,000	489,250	503,928	519,045	534,617
(-) General Liability Insurance:	137,900	142,037	146,298	150,687	155,208
(-) Property Taxes & Insurance:	0	0	0	0	0
<b>Total Indirect Operating Expenses:</b>	<b>2,674,430</b>	<b>2,754,663</b>	<b>2,837,303</b>	<b>2,922,422</b>	<b>3,010,095</b>
<b>Net Operating Profit before Fees</b>	<b>1,281,434</b>	<b>2,630,876</b>	<b>3,087,271</b>	<b>3,179,890</b>	<b>3,275,286</b>
<b>ASM Global Management Fees</b>					
Pre-Opening Fee	0	0	0	0	0
Base Management Fee	300,000	309,000	318,270	327,818	337,653
<b>Total Fees to ASM</b>	<b>300,000</b>	<b>309,000</b>	<b>318,270</b>	<b>327,818</b>	<b>337,653</b>
<b>Total City Profit (Loss)</b>	<b>981,434</b>	<b>2,321,876</b>	<b>2,769,001</b>	<b>2,852,072</b>	<b>2,937,634</b>

Notes:

a.) Represents the net amount of Food & Beverage revenue that will be provided to the venue by SAVOR as a percentage of gross receipts, as proposed under the F&B Commission Structure.