Assumptions & 5-Year CM Summary

Riverside Auditorium

Year 2014 Year 2015 Year 2016 Year 2017 Year 2018

	1 Eat 2014	Teal 2015	Teal 2010	Teal 2017	Teal 2016	
# of Promoted Shows	25	28	31	34	37	
Paid Attendance	25,919	29,029	32,139	35,250	38,360	
# of Special Events / Rentals	25	25	25	25	25	
(\$ in thousands)						
Ticket Revenue	\$570k	\$658k	\$750k	\$847k	\$950k	
Variable Expense	\$250k	\$287k	\$326k	\$366k	\$408k	
Talent Fees	\$456k	\$526k	\$600k	\$678k	\$760k	
Promoter Profit	(\$136k)	(\$155k)	(\$176k)	(\$197k)	(\$218k)	
Ancillaries	\$285k	\$329k	\$375k	\$424k	\$475k	
Promoted Events CM	\$149k	\$173k	\$199k	\$227k	\$256k	
Special Event / Rental CM	\$160k	\$165k	\$170k	\$175k	\$180k	
PSS CM	· <u>-</u>		· <u>-</u>		· -	
CC Fees / Other	(\$20k)	(\$20k)	(\$20k)	(\$20k)	(\$20k)	
Total CM excl Sponsorship	\$289k	\$318k	\$349k	\$382k	\$417k	
Sponsorship	-	\$0k	\$0k	\$0k	\$0k	
Total CM incl Sponsorship	\$289k	\$318k	\$349k	\$382k	\$417k	
Fixed	\$619k	\$634k	\$648k	\$663k	\$679k	
AOI	(\$330k)	(\$315k)	(\$299k)	(\$282k)	(\$262k)	
	(\$350K)	(\$313K)	(\$233K)	(\$202K)	(\$202K)	
Management Fee	\$50k	\$75k	\$100k	\$100k	\$100k	
Bonus		\$16k	\$31k	\$47k	\$62k	
Total LV AOI	\$50k	\$91k	\$131k	\$147k	\$162k	
ASSUMPTIONS						
Promoted Events						
Promoted Shows	25	28	31	34	37	
Capacity	1,595	1,595	1,595	1,595	1,595	
Capacity %	65%	65%	65%	65%	65%	-
Avg Paid	1,037	1,037	1,037	1,037	1,037	
Ticket Price	\$22.00	\$22.66	\$23.34	\$24.04	\$24.76	3%
/ariable Costs / Show	\$10,000	\$10,250	\$10,506	\$10,769	\$11,038	2.5%
Talent %	80%	80%	80%	80%	80%	
APF, includes FMF	\$11.00	\$11.33	\$11.67	\$12.02	\$12.38	3%
Avg Event CM	\$5,966	\$6,195	\$6,432	\$6,678	\$6,932	
Special Events / Rentals	0.5	25	25	25	25	
Special Events / Rentals	25	25	25 ©6.700	25 \$6,003	25	- 20/
Avg SE / Rental CM	\$6,400	\$6,592	\$6,790	\$6,993	\$7,203	3%
PSS						
Avg PSS CM / Event	\$0	\$0	\$0	\$0	\$0	3%
Sponsorship						
Sponsorship CM	\$0	\$0	\$0	\$0	\$0	3%
Non-Event Other CM	(\$20,000)	(\$20,600)	(¢ 04 040)	(\$04.0EE)	(\$20 E40)	20/
CC Fees / Other	(\$20,000)	(\$20,600)	(\$21,218)	(\$21,855)	(\$22,510)	3%
Fixed	#000 7 53	Ф400 7 44	Ф440 cc=	# 400.40=	0444.040	0.50
Salary / Benefits / Bonus	\$399,750	\$409,744	\$419,987	\$430,487	\$441,249	2.5%
Jtility Expense	\$75,000	\$76,500	\$78,030	\$79,591	\$81,182	2%
Property Tax & Ins Expense	\$50,000	\$51,000	\$52,020	\$53,060	\$54,122	2%
	A a	u: 10 E00	\$78,030	\$79,591	\$81,182	2%
	\$75,000	\$76,500				
Marketing/Adv Expense	\$5,000	\$5,100	\$5,202	\$5,306	\$5,412	2%
Marketing/Adv Expense Frash/Cleaning Expense	\$5,000 \$5,000	\$5,100 \$5,100	\$5,202 \$5,202	\$5,306 \$5,306	\$5,412 \$5,412	2%
Repair & Maintenance Marketing/Adv Expense Trash/Cleaning Expense Permit/Licensing Expense All Other Fixed Costs	\$5,000	\$5,100	\$5,202	\$5,306	\$5,412	

Assumptions & 5-Year CM Summary

		Fox Performing Arts Center					
	Fox Performing Arts Center (FY2012)	Year 2014	Year 2015	Year 2016	Year 2017	Year 2018	
# of Promoted Shows	53	60	65	70	75	80	
Promo Paid Attendance	0	66,444	71,981	77,518	83,055	88,592	
# of Special Events / Rentals	0	15	17	19	21	23	
(\$ in thousands)							
Ticket Revenue	\$2,348k	\$1,993k	\$2,224k	\$2,467k	\$2,723k	\$2,991k	
Promoter Variable Expense	\$2,189k	\$960k	\$1,066k	\$1,177k	\$1,292k	\$1,413k	
Talent Fees	Ψ2, 103Κ	\$1,355k	\$1,512k	\$1,678k	\$1,851k	\$2,034k	
Promoter Profit	\$158k	(\$322k)	(\$354k)	(\$387k)	(\$421k)	ψ2,054k (\$456k)	
Ancillaries	фтоок	**	V. ,	**			
	- 64501-	\$902k	\$1,003k	\$1,107k	\$1,217k	\$1,332k	
Promoted Events CM	\$158k	\$580k	\$648k	\$720k	\$796k	\$876k	
Special Events CM	-	\$75k	\$88k	\$101k	\$115k	\$129k	
PSS CM	_	\$180k	\$201k	\$223k	\$246k	\$270k	
Credit Card Fees	-	(\$20k)	(\$20k)	(\$20k)	(\$20k)	(\$20k)	
Total CM excl Sponsorship	\$158k	\$815k	\$917k	\$1,024k	\$1,137k	\$1,256k	
Sponsorship	-	-	\$0k	\$0k	\$0k	\$0k	
Total CM incl Sponsorship	\$158k	\$815k	\$917k	\$1,024k	\$1,137k	\$1,256k	
Fixed	\$1,441k	\$911k	\$932k	\$953k	\$974k	\$996k	
AOI	(\$1,283k)	(\$96k)	(\$15k)	\$71k	\$163k	\$260k	
Rent	-	-	\$0k	\$0k	\$0k	\$0k	
AOI	(\$1,283k)	(\$96k)	(\$15k)	\$71k	\$163k	\$260k	
	(+ : ,===:1)	(40011)	(+.511)	¥	Ţ.00K	+===	
Management Fee	\$200k	\$500k	\$500k	\$500k	\$500k	\$500k	
Bonus	ΨΖΟΟΝ	ψουοκ -	\$17k	\$33k	\$50k	\$66k	
Total LV AOI		\$500k	\$517k	\$533k	\$550k	\$566k	
ASSUMPTIONS							
Promoted Events							
	53	60	65	70	75	80	
Promoted Shows	53 1,582	60 1,582	65 1,582	70 1,582	75 1,582	80 1,582	
Promoted Shows Capacity							
Promoted Shows Capacity Capacity %		1,582	1,582	1,582	1,582	1,582	
Promoted Shows Capacity Capacity % Avg Paid		1,582 70%	1,582 70%	1,582 70%	1,582 70%	1,582 70%	5
Promoted Shows Capacity Capacity % Avg Paid Ticket Price		1,582 70% 1,107	1,582 70% 1,107	1,582 70% 1,107	1,582 70% 1,107	1,582 70% 1,107	2
Promoted Shows Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show		1,582 70% 1,107 \$30.00 \$16,000	1,582 70% 1,107 \$30.90 \$16,400	1,582 70% 1,107 \$31.83 \$16,810	1,582 70% 1,107 \$32.78 \$17,230	1,582 70% 1,107 \$33.77 \$17,661	
Promoted Shows Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees		1,582 70% 1,107 \$30.00 \$16,000 68%	1,582 70% 1,107 \$30.90 \$16,400 68%	1,582 70% 1,107 \$31.83 \$16,810 68%	1,582 70% 1,107 \$32.78 \$17,230 68%	1,582 70% 1,107 \$33.77 \$17,661 68%	2
Promoted Shows Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97	
Promoted Shows Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00	2
Promoted Shows Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06	2
Promoted Shows Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03	2
Promoted Shows Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06	2
Promoted Shows Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03 \$10,952	2
Promoted Shows Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03 \$10,952	;
Promoted Shows Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03 \$10,952	;
Promoted Shows Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Avg SE / Rental CM		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03 \$10,952	:
Promoted Shows Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Avg SE / Rental CM PSS		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03 \$10,952	;
Promoted Shows Capacity Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals Avg SE / Rental CM PSS Avg PSS CM / Event		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03 \$10,952	2
Promoted Shows Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals Avg SE / Rental CM PSS Avg PSS CM / Event Sponsorship		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670 15 \$5,000	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288 19 \$5,305	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03 \$10,952 23 \$5,628	;
Promoted Shows Capacity Capacity Capacity % Avg Paid Ficket Price Variable Costs / Show Falent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals Avg SE / Rental CM PSS Avg PSS CM / Event Sponsorship Sponsorship Sponsorship		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03 \$10,952	;
Promoted Shows Capacity Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals Avg SE / Rental CM PSS Avg PSS CM / Event Sponsorship Sponsorship CM Non-Event Other CM		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670 15 \$5,000	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973 17 \$5,150 \$3,090	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288 19 \$5,305	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614 21 \$5,464 \$3,278	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03 \$10,952 23 \$5,628	:
Promoted Shows Capacity Capacity Capacity % Avg Paid Ficket Price Variable Costs / Show Falent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals Avg SE / Rental CM PSS Avg PSS CM / Event Sponsorship Sponsorship Sponsorship CM Non-Event Other CM		1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670 15 \$5,000	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288 19 \$5,305	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614 21 \$5,464 \$3,278	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03 \$10,952 23 \$5,628	2
Promoted Shows Capacity Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals Avg SE / Rental CM PSS Avg PSS CM / Event Sponsorship Sponsorship Sponsorship CM Non-Event Other CM CC Fees / Other	1,582	1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670 15 \$5,000 \$3,000 \$0 \$0	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973 17 \$5,150 \$3,090	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288 19 \$5,305 \$3,183	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614 21 \$5,464 \$3,278	1,582 70% 1,107 \$33.77 \$17,661 68% \$7,97 \$2.00 \$5.06 \$15.03 \$10,952 23 \$5,628 \$3,377	:
Promoted Shows Capacity Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals Avg SE / Rental CM PSS Avg PSS CM / Event Sponsorship Sponsorship Sponsorship CM Non-Event Other CM CC Fees / Other	1,582	1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670 15 \$5,000	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973 17 \$5,150 \$3,090	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288 19 \$5,305 \$3,183 \$0 (\$21,218)	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614 21 \$5,464 \$3,278	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03 \$10,952 23 \$5,628	:
Promoted Shows Capacity Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals Avg SE / Rental CM PSS Avg PSS CM / Event Sponsorship Sponsorship Sponsorship CM Non-Event Other CM CC Fees / Other Fixed Salary Expense	1,582	1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670 15 \$5,000 \$3,000 \$0 \$0	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973 17 \$5,150 \$3,090	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288 19 \$5,305 \$3,183	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614 21 \$5,464 \$3,278	1,582 70% 1,107 \$33.77 \$17,661 68% \$7,97 \$2.00 \$5.06 \$15.03 \$10,952 23 \$5,628 \$3,377	2 : : : : : : : : : : : : : : : : : : :
Promoted Shows Capacity Capacity Capacity % Avg Paid Ficket Price Variable Costs / Show Falent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals Avg SE / Rental CM PSS Avg PSS CM / Event Sponsorship Sponsorship CM Non-Event Other CM CC Fees / Other Fixed Salary Expense Jtility Expense	1,582	1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670 15 \$5,000 \$3,000 \$438,750	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973 17 \$5,150 \$3,090 \$0 (\$20,600)	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288 19 \$5,305 \$3,183 \$0 (\$21,218)	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614 21 \$5,464 \$3,278 \$0 (\$21,855)	1,582 70% 1,107 \$33.77 \$17,661 68% \$7,97 \$2.00 \$5.06 \$15.03 \$10,952 23 \$5,628 \$3,377 \$0 (\$22,510)	2 : : : : : : : : : : : : : : : : : : :
Promoted Shows Capacity Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals Avg SE / Rental CM PSS Avg PSS CM / Event Sponsorship Sponsorship CM Non-Event Other CM CC Fees / Other Fixed Salary Expense Property Tax & Ins Expense	1,582 1,582 1,582	1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670 15 \$5,000 \$3,000 \$438,750 \$100,000	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973 17 \$5,150 \$3,090 \$0 (\$20,600)	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288 19 \$5,305 \$3,183 \$0 (\$21,218)	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614 21 \$5,464 \$3,278 \$0 (\$21,855)	1,582 70% 1,107 \$33.77 \$17,661 68% \$7,97 \$2.00 \$5.06 \$15.03 \$10,952 23 \$5,628 \$3,377 \$0 (\$22,510)	2 : : : : : : : : : : : : : : : : : : :
Promoted Shows Capacity Capacity Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals Avg SE / Rental CM PSS Avg PSS CM / Event Sponsorship Sponsorship CM Non-Event Other CM CC Fees / Other Fixed Salary Expense Utility Expense Maintenance/Repairs Expense	1,582 1,582 1,582 1,582	1,582 70% 1,107 \$30.00 \$16,000 \$8% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670 15 \$5,000 \$3,000 \$438,750 \$100,000 \$75,000	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973 17 \$5,150 \$3,090 \$0 (\$20,600) \$449,719 \$102,000 \$102,000 \$76,500	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288 19 \$5,305 \$3,183 \$0 (\$21,218) \$460,962 \$104,040 \$78,030	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614 21 \$5,464 \$3,278 \$0 (\$21,855) \$472,486 \$106,121 \$79,591	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03 \$10,952 23 \$5,628 \$3,377 \$0 (\$22,510) \$484,298 \$108,243 \$108,243 \$81,182	;
Promoted Shows Capacity Capacity Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals Avg SE / Rental CM PSS Avg PSS CM / Event Sponsorship Sponsorship CM Non-Event Other CM CC Fees / Other Fixed Salary Expense Utility Expense Maintenance/Repairs Expense Marketing/Adv Expense Marketing/Adv Expense	\$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -	1,582 70% 1,107 \$30.00 \$16,000 68% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670 15 \$5,000 \$3,000 \$438,750 \$100,000 \$75,000 \$15,000	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973 17 \$5,150 \$3,090 \$0 (\$20,600) \$449,719 \$102,000 \$102,000 \$76,500 \$15,300	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288 19 \$5,305 \$3,183 \$0 (\$21,218) \$460,962 \$104,040 \$78,030 \$15,606	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614 21 \$5,464 \$3,278 \$0 (\$21,855) \$472,486 \$106,121 \$79,591 \$15,918	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03 \$10,952 23 \$5,628 \$3,377 \$0 (\$22,510) \$484,298 \$108,243 \$81,182 \$16,236	2 :: :: :: ::
Promoted Events Promoted Shows Capacity Capacity % Avg Paid Ticket Price Variable Costs / Show Talent Fees Service Charge Rebate Revenue Facility Maintenance Fee Concession Revenue APF Avg Event CM Special Events / Rentals Special Events / Rentals Avg SE / Rental CM PSS Avg PSS CM / Event Sponsorship Sponsorship Sponsorship CM Non-Event Other CM CC Fees / Other Fixed Salary Expense Utility Expense Property Tax & Ins Expense Maintenance/Repairs Expense Marketing/Adv Expense Trash/Cleaning Expense Office Supplies & Postage	\$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -	1,582 70% 1,107 \$30.00 \$16,000 \$8% \$7.08 \$2.00 \$4.50 \$13.58 \$9,670 15 \$5,000 \$3,000 \$438,750 \$100,000 \$75,000	1,582 70% 1,107 \$30.90 \$16,400 68% \$7.29 \$2.00 \$4.64 \$13.93 \$9,973 17 \$5,150 \$3,090 \$0 (\$20,600) \$449,719 \$102,000 \$102,000 \$76,500	1,582 70% 1,107 \$31.83 \$16,810 68% \$7.51 \$2.00 \$4.77 \$14.29 \$10,288 19 \$5,305 \$3,183 \$0 (\$21,218) \$460,962 \$104,040 \$78,030	1,582 70% 1,107 \$32.78 \$17,230 68% \$7.74 \$2.00 \$4.92 \$14.65 \$10,614 21 \$5,464 \$3,278 \$0 (\$21,855) \$472,486 \$106,121 \$79,591	1,582 70% 1,107 \$33.77 \$17,661 68% \$7.97 \$2.00 \$5.06 \$15.03 \$10,952 23 \$5,628 \$3,377 \$0 (\$22,510) \$484,298 \$108,243 \$108,243 \$81,182	2 : : : : : : : : : : : : : : : : : : :