

# A. PRO-FORMA OPERATING BUDGET SUMMARY

ACTIVITY SUMMARY		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Theater	Live Presented Events	20	18	19	20	21	22	23	24	25	26
	Film Screenings	10	11	12	13	14	15	16	17	18	19
	Live Presented Event Use Days	22	20	21	22	23	24	25	26	28	29
	Film Screening Use Days	5	6	6	7	7	8	8	9	9	10
	CCU Use Days	150	150	152	152	154	154	156	156	158	158
	Free City/Key Groups Use Days	70	70	72	72	74	74	76	76	78	78
	Other Nonprofit Use Days	35	35	37	37	39	39	41	41	43	43
	Commercial Rental Days	35	35	37	37	39	39	41	41	43	43
	Total Use Days	317	315	325	327	336	338	347	349	359	360
	Total Event Attendance	20,484	20,367	21,624	22,375	23,684	24,469	25,831	26,650	28,065	28,917
Multipurpose Room	CCU Four-hour Uses	360	360	361	361	362	362	363	363	364	364
	Free City/Key Groups Uses	60	60	61	61	62	62	63	63	64	64
	Other Nonprofit Four-hour Uses	160	161	162	163	164	165	166	167	168	169
	Commercial four-hour Uses	160	161	162	163	164	165	166	167	168	169
	Total Four-hour Uses	740	742	746	748	752	754	758	760	764	766
	Total Use Days	247	247	249	249	251	251	253	253	255	255
	Total Event Attendance	1,554	1,584	1,619	1,649	1,684	1,715	1,751	1,782	1,818	1,850
Courtyard	CCU Four-hour Uses	30	30	31	31	32	32	33	33	34	34
	Free City/Key Groups Uses	5	5	6	6	7	7	8	8	9	9
	Other Nonprofit Four-hour Uses	15	16	17	18	19	20	21	22	23	24
	Commercial four-hour Uses	15	16	17	18	19	20	21	22	23	24
	Total Four-hour Uses	65	67	71	73	77	79	83	85	89	91
	Total Use Days	22	22	24	24	26	26	28	28	30	30
	Total Event Attendance	2,113	2,178	2,379	2,446	2,657	2,726	2,947	3,018	3,249	3,322
Main Level Lobby	CCU Four-hour Uses	30	30	31	31	32	32	33	33	34	34
	Free City/Key Groups Uses	5	5	6	6	7	7	8	8	9	9
	Other Nonprofit Four-hour Uses	15	16	17	18	19	20	21	22	23	24
	Commercial four-hour Uses	15	16	17	18	19	20	21	22	23	24
	Total Four-hour Uses	65	67	71	73	77	79	83	85	89	91
	Total Use Days	22	22	24	24	26	26	28	28	30	30
	Total Event Attendance	5,363	5,528	5,929	6,096	6,507	6,676	7,097	7,268	7,699	7,872
Total Building Event Attendance		29,513	29,656	31,550	32,565	34,532	35,585	37,625	38,717	40,830	41,960

BUDGET SUMMARY		Pre-Opening	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Earned Income												
Ticket Sales			183,000	166,397	184,342	203,542	224,066	245,986	269,378	294,321	320,898	349,196
Rental Income			114,000	119,429	128,899	134,897	145,191	151,807	162,988	170,276	182,415	190,432
Theater User Fees			91,021	93,942	100,920	104,186	111,727	115,332	123,480	127,454	136,253	140,626
Food & Merchandise			43,734	46,822	51,517	56,721	61,980	66,897	72,748	78,224	84,722	90,810
Miscellaneous Income			77,952	80,418	87,345	92,971	100,755	107,112	115,842	123,009	132,784	140,849
			509,707	507,008	553,024	592,318	643,719	687,135	744,436	793,283	857,073	911,914
Contributed Income												
Annual Membership Income	0	50,000	54,075	58,482	63,248	68,403	73,978	79,978	80,007	86,528	93,580	101,207
Event Sponsorship	0	15,000	14,175	15,711	17,364	19,144	21,059	23,117	25,328	27,702	30,251	30,251
Individual Contributions	50,000	100,000	105,000	110,250	115,763	121,551	127,628	134,010	140,710	147,746	155,133	155,133
Corporate Contributions	0	50,000	52,500	55,125	57,881	60,775	63,814	67,005	70,355	73,873	77,566	77,566
Foundation Grants	25,000	50,000	52,500	55,125	57,881	60,775	63,814	67,005	70,355	73,873	77,566	77,566
	75,000	265,000	278,250	294,693	312,138	330,649	350,293	371,143	393,276	416,773	441,723	441,723
Total Income	75,000	774,707	785,258	847,716	904,456	974,368	1,037,428	1,115,579	1,186,559	1,273,846	1,353,637	1,353,637
Operating Expenses												
Total Personnel	174,375	535,508	554,157	580,871	603,532	632,413	657,013	688,230	714,927	748,666	777,631	777,631
Programming Costs	0	192,750	181,595	198,295	215,890	234,419	253,924	274,451	296,042	318,747	342,615	342,615
Fundraising Expenses	35,000	70,000	72,100	74,263	76,491	78,786	81,149	83,584	86,091	88,674	91,334	91,334
Box Office	0	11,021	10,656	10,803	11,690	12,799	13,809	15,062	16,207	17,621	18,917	18,917
Administration	51,000	104,500	107,635	110,864	114,190	117,616	121,144	124,778	128,522	132,377	136,349	136,349
Occupancy Costs	0	101,152	104,187	107,312	110,532	113,847	117,263	120,781	124,400	128,121	131,945	131,945
Total Operating Expenses	260,375	1,014,931	1,030,330	1,082,408	1,132,324	1,189,879	1,339,302	1,404,736	1,466,980	1,538,032	1,605,749	1,605,749
Annal CCU Funding Requirement	185,375	240,224	245,072	234,691	227,868	215,512	301,874	289,157	280,421	264,186	252,113	252,113
Earned Inc./Op. Expenses	0	50%	49%	51%	52%	54%	51%	53%	54%	56%	57%	57%

B. ACTIVITY FORECAST

B.1 MULTI-YEAR FORECAST

B.11 MULTI-YEAR FORECAST			Tab Reference	YEAR 1	% Change	YEAR 2	% Change	YEAR 3	% Change	YEAR 4	% Change	YEAR 5	% Change	YEAR 6	% Change	YEAR 7	% Change	YEAR 8	% Change	YEAR 9	% Change	YEAR 10				
SPACES AND RATES			Usable Square Feet	Capacity	Rental Period	Renter Type	Rental Rates																			
Theater	Multipurpose Room	965	300 (seated)	Daily	City/Key Arts Groups	Nonprofit	Tab 1	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0					
					Commercial	Tab 1	\$600	3%	\$618	3%	\$637	3%	\$656	3%	\$675	3%	\$696	3%	\$716	3%	\$738	3%	\$760	3%	\$783	
					City/Key Arts Groups	Tab 1	\$1,200	3%	\$1,236	3%	\$1,273	3%	\$1,311	3%	\$1,351	3%	\$1,391	3%	\$1,433	3%	\$1,478	3%	\$1,520	3%	\$1,566	
					Nonprofit	Tab 1	\$0	3%	\$52	3%	\$53	3%	\$55	3%	\$56	3%	\$58	3%	\$60	3%	\$61	3%	\$63	3%	\$65	
					Commercial	Tab 1	\$100	3%	\$103	3%	\$106	3%	\$109	3%	\$113	3%	\$116	3%	\$119	3%	\$123	3%	\$127	3%	\$130	
	Courtyard	450	65 (standing)	Four-hour	City/Key Arts Groups	Nonprofit	Tab 1	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
					Commercial	Tab 1	\$150	3%	\$155	3%	\$159	3%	\$164	3%	\$169	3%	\$174	3%	\$179	3%	\$184	3%	\$190	3%	\$196	
					City/Key Arts Groups	Tab 1	\$300	3%	\$308	3%	\$318	3%	\$328	3%	\$338	3%	\$348	3%	\$358	3%	\$368	3%	\$379	3%	\$391	
					Nonprofit	Tab 1	\$0	3%	\$0	3%	\$0	3%	\$0	3%	\$0	3%	\$0	3%	\$0	3%	\$0	3%	\$0	3%	\$0	
					Commercial	Tab 1	\$450	3%	\$464	3%	\$477	3%	\$492	3%	\$506	3%	\$522	3%	\$537	3%	\$553	3%	\$570	3%	\$587	
Main Level Lobby	1750	250 (standing)	Four-hour	City/Key Arts Groups	Nonprofit	Tab 1	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0				
				Commercial	Tab 1	\$900	3%	\$927	3%	\$955	3%	\$983	3%	\$1,013	3%	\$1,043	3%	\$1,075	3%	\$1,107	3%	\$1,140	3%	\$1,174		
				City/Key Arts Groups	Tab 1	20	18	19	20	21	20	21	22	22	23	23	24	25	25	26	26	27	27	28		
				Average Capacity Sold	70%	67%	68%	70%	69%	71%	72%	73%	74%	75%	76%	77%	78%	79%	80%	81%	82%	83%	84%	85%		
				Attendance	4,200	3,618	3,876	4,140	4,400	4,666	4,938	5,206	5,479	5,750	6,025	6,304	6,586	6,871	7,158	7,448	7,740	8,034	8,330	8,628		
ACTIVITY BY SPACE	Theater	Presented Events	Live Events	Tab 1	Average Ticket Price	\$40.00	3%	\$41.20	3%	\$42.44	3%	\$43.71	3%	\$45.02	3%	\$46.37	3%	\$47.76	3%	\$49.19	3%	\$50.67	3%	\$52.19		
					Ticket Sales	\$168,000	\$149,062	\$164,482	\$180,956	\$198,540	\$217,294	\$237,282	\$258,569	\$281,223	\$305,317	\$330,851	\$357,946	\$386,612	\$416,869	\$448,738	\$482,230	\$517,366	\$554,179	\$591,691		
					Ave. Sponsorship Fee/Performance	\$750	5%	\$788	5%	\$827	5%	\$868	5%	\$914	5%	\$957	5%	\$1,005	5%	\$1,055	5%	\$1,108	5%	\$1,163	5%	\$1,221
					Sponsorship Income	\$15,000	\$14,175	\$15,171	\$17,364	\$19,744	\$23,059	\$26,328	\$29,551	\$32,730	\$35,865	\$38,957	\$42,007	\$45,015	\$48,082	\$51,108	\$54,194	\$57,240	\$60,247	\$63,215	\$66,145	
					Event Days	20	18	19	20	21	22	23	24	25	25	26	27	28	29	30	31	32	33	34	35	
	City/Key Arts Groups	Performances	Tab 1	Prep Days	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2			
				Total Use Days	20	20	21	22	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36			
				Average Artist Fees & Costs	\$6,000	3%	\$6,180	3%	\$6,365	3%	\$6,556	3%	\$6,753	3%	\$6,956	3%	\$7,164	3%	\$7,379	3%	\$7,601	3%	\$7,829	3%	\$8,063	
				Average Promotion Costs	\$2,000	3%	\$2,060	3%	\$2,123	3%	\$2,189	3%	\$2,259	3%	\$2,331	3%	\$2,406	3%	\$2,484	3%	\$2,564	3%	\$2,647	3%	\$2,732	
				Other Direct Costs	\$1,000	3%	\$1,030	3%	\$1,061	3%	\$1,093	3%	\$1,126	3%	\$1,161	3%	\$1,196	3%	\$1,233	3%	\$1,270	3%	\$1,309	3%	\$1,348	
Nonprofits	Performances	Tab 1	Total Direct Costs	\$180,000	\$166,860	\$181,414	\$196,691	\$212,721	\$229,536	\$247,169	\$265,653	\$285,023	\$305,317	\$326,566	\$348,691	\$371,603	\$395,414	\$419,134	\$443,774	\$468,344	\$493,854	\$519,314				
			Net from Live Presenting	\$3,000	\$3,623	\$4,247	\$4,871	\$5,495	\$6,119	\$6,743	\$7,367	\$7,991	\$8,615	\$9,239	\$9,863	\$10,487	\$11,111	\$11,735	\$12,359	\$12,983	\$13,607	\$14,231	\$14,855			
			Film Screenings	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29			
			Total Use Days	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24			
			Average Capacity Sold	50%	51%	52%	53%	54%	55%	56%	57%	58%	59%	60%	61%	62%	63%	64%	65%	66%	67%	68%	69%			
Multipurpose Room	City/Key Arts Groups	Performances	Tab 1	Attendance	1,500	1,683	1,872	2,067	2,268	2,475	2,688	2,907	3,132	3,363	3,600	3,843	4,091	4,344	4,601	4,862	5,128	5,398				
				Average Ticket Price	\$10.00	3%	\$10.30	3%	\$10.61	3%	\$10.93	3%	\$11.26	3%	\$11.59	3%	\$11.94	3%	\$12.30	3%	\$12.67	3%	\$13.05	3%	\$13.45	
				Film Box Office	\$15,000	\$17,335	\$19,860	\$22,587	\$25,522	\$28,662	\$32,006	\$35,752	\$39,875	\$44,384	\$49,286	\$54,589	\$60,292	\$66,304	\$72,725	\$79,565	\$86,824	\$94,502	\$102,609	\$111,155		
				50% Share to Distributor	\$7,500	\$9,667	\$11,930	\$14,287	\$16,761	\$19,349	\$22,050	\$24,864	\$27,791	\$30,938	\$34,305	\$37,892	\$41,708	\$45,754	\$50,040	\$54,566	\$59,332	\$64,348	\$69,614	\$75,140	\$80,926	
				Marketing Costs	\$3,750	\$4,334	\$4,965	\$5,647	\$6,382	\$7,173	\$8,020	\$8,934	\$9,917	\$10,970	\$12,093	\$13,286	\$14,549	\$15,882	\$17,285	\$18,758	\$20,301	\$21,924	\$23,627	\$25,410	\$27,273	
	Nonprofits	Performances	Tab 1	Other Direct Costs	\$1,500	\$1,733	\$1,986	\$2,259	\$2,553	\$2,869	\$3,206	\$3,575	\$3,968	\$4,388	\$4,834	\$5,306	\$5,804	\$6,328	\$6,878	\$7,454	\$8,056	\$8,684	\$9,338			
				Total Direct Costs	\$12,750	\$14,735	\$16,881	\$19,199	\$21,698	\$24,388	\$27,269	\$30,341	\$33,604	\$37,068	\$40,733	\$44,600	\$48,669	\$52,940	\$57,413	\$62,089	\$66,969	\$72,053	\$77,341	\$82,833		
				Net from Film Presenting	\$2,250	\$2,600	\$2,979	\$3,388	\$3,829	\$4,304	\$4,814	\$5,359	\$5,939	\$6,554	\$7,204	\$7,889	\$8,609	\$9,364	\$10,154	\$10,979	\$11,839	\$12,734	\$13,664	\$14,629	\$15,629	
				CCU Programs	74	74	75	75	76	76	77	77	78	78	79	79	80	80	81	81	82	82	83	83		
				Performances	Tab 1	50%	51%	52%	53%	54%	55%	56%	57%	58%	59%	60%	61%	62%	63%	64%	65%	66%	67%	68%		
City/Key Arts Groups	Performances	Tab 1	Attendance	11,025	11,246	11,630	11,853	12,247	12,651	13,065	13,489	13,923	14,367	14,821	15,285	15,759	16,243	16,737	17,241	17,755	18,279	18,813				
			Event Days	70	70	71	71	72	72	73	73	74	74	75	75	76	76	77	77	78	78	79				
			Prep Days	80	80	81	81	82	82	83	83	84	84	85	85	86	86	87	87	88	88	89	89			
			Total Use Days	150	150	152	154	156	158	160	162	164	166	168	170	172	174	176	178	180	182	184	186			
			Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
Nonprofits	Performances	Tab 1	Average Capacity Sold	50%	51%	52%	53%	54%	55%	56%	57%	58%	59%	60%	61%	62%	63%	64%	65%	66%	67%					
			Attendance	3,150	3,213	3,440	3,506	3,742	3,812	4,057	4,130	4,385	4,460	4,725	4,801	5,076	5,153	5,438	5,516	5,801	5,880	6,165	6,245			
			Event Days	20	20	21	21	22	22	23	23	24	24	25	25	26	26	27	27	28	28	29	29			
			Prep Days	15	15	16	16	17	17	18	18	19	19	20	20	21	21	22	22	23	23	24	24			
			Total Use Days	35	35	37	37	39	39	41	41	43	43	45	45	47	47	49	49	51	51	53	53			
Commercial	Performances	Tab 1	Rental Income	\$21,000	\$21,630	\$23,552	\$24,259	\$26,337	\$27,127	\$29,374	\$30,255	\$32,683	\$33,663	\$36,281	\$37,261	\$39,979	\$40,960	\$43,778	\$44,760	\$47,678	\$48,661	\$51,679				
			CCU Programs	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36			
			Performances	74	74	75	75	76	76	77	77	78	78	79	79	80	80	81	81	82	82	83	83			
			Attendance	1,500	1,683	1,872	2,067	2,268	2,475	2,688	2,907	3,132	3,363	3,600	3,843	4,091	4,344	4,601	4,862	5,128	5,398	5,674	5,950			
			Average Ticket Price	\$10.00	3%	\$10.30	3%	\$10.61	3%	\$10.93	3%	\$11.26	3%	\$11.59	3%	\$11.94	3%	\$12.30	3%	\$12.67	3%	\$13.05	3%	\$13.45		
All Uses & Users	Performances	Tab 1	Film Box Office	\$15,000	\$17,335	\$19,860	\$22,587	\$25,522	\$28,662	\$32,006	\$35,752	\$39,875	\$44,384	\$49,286	\$54,589	\$60,292	\$66,304	\$72,725	\$79,565	\$86,824	\$94,502	\$102,609				
			50% Share to Distributor	\$7,500	\$9,667	\$11,930	\$14,287	\$16,761	\$19,349	\$22,050	\$24,864	\$27,791	\$30,938	\$34,305	\$37,892	\$41,708	\$45,754	\$50,040	\$54,566	\$59,332	\$64,348	\$69,614	\$75,140			
			Marketing Costs	\$3,750	\$4,334	\$4,965	\$5,647	\$6,382	\$7,173	\$8,020	\$8,934	\$9,917	\$10,970	\$12,093	\$13,286	\$14,549	\$15,882	\$17,285	\$18,758	\$20,301	\$21,924	\$23,627	\$25,410			
			Other Direct Costs	\$1,500	\$1,733	\$1,986	\$2,259	\$2,553	\$2,869	\$3,206	\$3,575	\$3,968	\$4,388	\$4,834	\$5,306	\$5,804	\$6,328	\$6,878	\$7,454	\$8,056	\$8,684	\$9,338	\$10,000			
			Total Direct Costs	\$12,750	\$14,735	\$16,881	\$19,199	\$21,698	\$24,388	\$27,269	\$30,341	\$33,604	\$37,068	\$40,733	\$44,600	\$48,669	\$52,940	\$57,413	\$62,089	\$66,969	\$72,053	\$77,341	\$82,833			
Multipurpose Room																										

B. ACTIVITY FORECAST

Courtyard		Total Use Days	53	54	54	54	55	55	55	56	56	56	
		Rental Income	\$8,000	\$8,292	\$8,593	\$8,906	\$9,229	\$9,564	\$9,911	\$10,269	\$10,641	\$11,025	
	Commercial	Performances	16	16	16	16	16	17	17	17	17	17	17
		Average Capacity Sold	60%	61%	62%	63%	64%	65%	66%	67%	68%	69%	69%
		Attendance	336	344	352	359	367	375	383	392	400	408	408
		Four-hour Rentals	160	161	162	163	164	165	166	167	168	169	169
		Total Use Days	53	54	54	54	55	55	55	56	56	56	56
		Rental Income	\$16,000	\$16,583	\$17,187	\$17,811	\$18,458	\$19,128	\$19,821	\$20,539	\$21,282	\$22,051	\$22,051
	All Uses & Users	Performances	74	74	75	75	75	75	76	76	76	76	77
		Total Event Attendance	1,554	1,584	1,619	1,649	1,684	1,715	1,751	1,782	1,818	1,850	1,850
		Four-hour Rentals	740	742	746	748	752	754	758	760	764	766	766
		Use Days	247	247	249	249	251	251	253	253	255	255	255
		Rental Income	\$24,000	\$24,875	\$25,780	\$26,717	\$27,688	\$28,692	\$29,732	\$30,808	\$31,923	\$33,076	\$33,076
	Rentals	CCU Programs	30	30	31	31	32	32	33	33	34	34	34
		Four-hour Rentals	33	33	34	34	35	35	36	36	37	37	37
		Event Attendance	975	975	1,039	1,039	1,104	1,104	1,172	1,172	1,241	1,241	1,241
		Total Use Days	10	10	10	10	11	11	11	11	11	11	11
		Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	City/Key Arts Groups	Four-hour Rentals	5	5	6	6	7	7	8	8	9	9	9
		Average Event Attendance	33	33	34	34	35	35	36	36	37	37	37
Event Attendance		163	163	201	201	242	242	284	284	329	329	329	
Total Use Days		2	2	2	2	2	2	3	3	3	3	3	
Rental Income		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Nonprofits	Four-hour Rentals	15	16	17	18	19	20	21	22	23	24	24	
	Average Event Attendance	33	33	34	34	35	35	36	36	37	37	37	
	Event Attendance	488	520	570	603	656	690	746	781	840	876	876	
	Total Use Days	5	5	6	6	6	7	7	8	8	8	8	
	Rental Income	\$2,250	\$2,472	\$2,705	\$2,950	\$3,208	\$3,478	\$3,761	\$4,059	\$4,370	\$4,697	\$4,697	
Commercial	Four-hour Rentals	15	16	17	18	19	20	21	22	23	24	24	
	Average Event Attendance	33	33	34	34	35	35	36	36	37	37	37	
	Event Attendance	488	520	570	603	656	690	746	781	840	876	876	
	Total Use Days	5	5	6	6	6	7	7	8	8	8	8	
	Rental Income	\$4,500	\$4,944	\$5,411	\$5,901	\$6,415	\$6,956	\$7,523	\$8,117	\$8,741	\$9,394	\$9,394	
All Uses & Users	Four-hour Rentals	65	67	71	73	77	79	83	85	89	91	91	
	Event Attendance	2,113	2,178	2,379	2,446	2,657	2,726	2,947	3,018	3,249	3,322	3,322	
	Total Use Days	22	22	24	24	26	26	28	28	30	30	30	
	Rental Income	\$6,750	\$7,416	\$8,116	\$8,851	\$9,623	\$10,433	\$11,284	\$12,176	\$13,111	\$14,092	\$14,092	
Main Level Lobby	Rentals												
	CCU Programs	Four-hour Rentals	30	30	31	31	32	32	33	33	34	34	
		Average Event Attendance	83	83	84	84	85	85	86	86	87	87	
		Event Attendance	2,475	2,475	2,589	2,589	2,704	2,704	2,822	2,822	2,941	2,941	
		Total Use Days	10	10	10	10	11	11	11	11	11	11	
	Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
City/Key Arts Groups	Four-hour Rentals	5	5	6	6	7	7	8	8	9	9	9	
	Average Event Attendance	83	83	84	84	85	85	86	86	87	87	87	
	Event Attendance	413	413	501	501	592	592	684	684	779	779	779	
	Total Use Days	2	2	2	2	2	2	3	3	3	3	3	
	Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Nonprofits	Four-hour Rentals	15	16	17	18	19	20	21	22	23	24	24	
	Average Event Attendance	83	83	84	84	85	85	86	86	87	87	87	
	Event Attendance	1,238	1,320	1,420	1,503	1,606	1,690	1,796	1,881	1,990	2,076	2,076	
	Total Use Days	5	5	6	6	6	7	7	8	8	8	8	
	Rental Income	\$6,750	\$7,416	\$8,116	\$8,851	\$9,623	\$10,433	\$11,284	\$12,176	\$13,111	\$14,092	\$14,092	
Commercial	Four-hour Rentals	15	16	17	18	19	20	21	22	23	24	24	
	Average Event Attendance	83	83	84	84	85	85	86	86	87	87	87	
	Event Attendance	1,238	1,320	1,420	1,503	1,606	1,690	1,796	1,881	1,990	2,076	2,076	
	Total Use Days	5	5	6	6	6	7	7	8	8	8	8	
	Rental Income	\$13,500	\$14,832	\$16,232	\$17,702	\$19,246	\$20,867	\$22,568	\$24,352	\$26,222	\$28,183	\$28,183	
All Uses & Users	Four-hour Rentals	65	67	71	73	77	79	83	85	89	91	91	
	Event Attendance	5,363	5,528	5,929	6,096	6,507	6,676	7,097	7,268	7,699	7,872	7,872	
	Total Use Days	22	22	24	24	26	26	28	28	30	30	30	
	Rental Income	\$20,250	\$22,248	\$24,348	\$26,553	\$28,869	\$31,300	\$33,851	\$36,527	\$39,333	\$42,275	\$42,275	
		3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	

MULTI-YEAR PRO-FORMA OPERATING BUDGET																								
	Tab Reference	Pre-Opening Year	% Change	Year 1	% Change	Year 2	% Change	Year 3	% Change	Year 4	% Change	Year 5	% Change	Year 6	% Change	Year 7	% Change	Year 8	% Change	Year 9	% Change	Year 10		
EARNED INCOME																								
Ticket Sales	Live Presented Events Film Screenings	Tab B Tab B		168,000 15,000		149,062 17,335		164,482 19,860		180,956 22,587		198,540 25,527		217,294 28,692		237,282 32,096		258,569 35,752		281,223 39,675		305,317 43,880		
Rental Income	Theater Multipurpose Room Courtyard Main Level Lobby	Tab B Tab B Tab B Tab B		63,000 24,000 6,750 20,250		64,890 24,875 7,416 22,248		70,656 25,780 8,116 24,348		72,776 26,717 8,851 26,553		79,011 27,688 9,623 28,869		81,381 28,692 10,433 31,300		88,121 29,732 11,284 33,851		90,765 30,808 12,176 36,527		98,048 31,923 13,111 39,333		100,989 33,076 14,092 42,275		
Theater User Fees	Theater Multipurpose Room Courtyard Main Level Lobby	Tab D Tab D Tab D Tab D		63,600 18,383 9,038		65,634 18,980 9,328		70,423 20,447 10,550		72,582 21,189 10,414		77,750 22,781 11,997		80,133 23,601 11,599		85,708 25,325 12,447		88,333 26,230 12,891		94,347 28,097 13,809		97,235 29,094 14,298		
Food & Merchandise	Live Event Concessions (net) Film Concessions (net) Income from Catered Events (net)	Tab E Tab E Tab E		18,984 2,250 22,500		19,245 2,600 24,978		20,955 2,979 27,583		22,191 3,388 31,143		24,104 3,829 34,047		25,497 4,304 37,097		27,634 4,814 40,299		29,200 5,363 43,661		31,584 5,951 47,187		33,342 6,582 50,886		
Miscellaneous Income	Ticketing Fees Program Advertising Facility Fee	Tab F Tab F Tab F		40,968 15,000 21,984		41,956 15,750 22,712	5%	45,881 16,538 24,927	5%	48,899 17,364 26,708	5%	53,313 18,233 29,209	5%	56,732 19,144 31,235	5%	61,687 20,101 34,053	5%	65,551 21,107 36,351	5%	71,103 22,162 39,519	5%	75,440 23,270 42,118		
Total Earned Income			0	509,707		507,008		553,034		592,318		643,719		687,135		744,436		793,283		857,073		911,914		
CONTRIBUTED INCOME																								
Annual Membership Income				50,000		54,075		58,482		63,248		68,403		73,978		80,007		86,528		93,580		101,207		
Event Sponsorship				15,000		14,175		15,711		17,364		19,144		21,059		23,117		25,328		27,702		30,251		
Individual Contributions		50,000	100%	100,000	5%	105,000	5%	110,250	5%	115,763	5%	121,551	5%	127,628	5%	134,010	5%	140,710	5%	147,746	5%	155,133		
Corporate Contributions				50,000	5%	52,500	5%	55,125	5%	57,881	5%	60,775	5%	63,814	5%	67,005	5%	70,355	5%	73,873	5%	77,566		
Foundation Grants		25,000	100%	50,000	5%	52,500	5%	55,125	5%	57,881	5%	60,775	5%	63,814	5%	67,005	5%	70,355	5%	73,873	5%	77,566		
Total Contributed Income			75,000	265,000		278,250		294,693		312,138		330,649		350,293		371,143		393,276		416,773		441,723		
Total Income			75,000	774,707		785,258		847,716		904,456		974,368		1,037,428		1,115,579		1,186,559		1,273,846		1,353,637		
OPERATING EXPENSES																								
Full-time Personnel	Facility Manager Technical Director Custodian Salary Sub-Total Benefits Sub-total	Tab G Tab G Tab G Tab G Tab G Tab G		80,000 30,000 17,500 127,500 38,250 165,750	4% 100% 100% 100% 100% 100%	83,200 60,000 35,000 178,200 53,460 231,660	4% 4% 4% 100% 100% 100%	86,528 62,400 36,400 185,328 55,598 240,926	4% 4% 4% 100% 100% 100%	89,989 64,896 37,856 192,741 60,135 250,583	4% 4% 4% 100% 100% 100%	93,589 67,492 39,370 200,451 62,541 260,586	4% 4% 4% 100% 100% 100%	97,332 70,192 40,945 208,469 65,042 271,009	4% 4% 4% 100% 100% 100%	101,226 72,999 44,286 216,808 67,644 281,850	4% 4% 4% 100% 100% 100%	105,275 75,919 46,058 225,480 70,355 304,849	4% 4% 4% 100% 100% 100%	109,486 78,956 47,900 243,879 73,164 317,043	4% 4% 4% 100% 100% 100%	113,865 82,114 49,816 263,634 76,090 329,724		
Part-time Personnel	Front of House Managers Ticketing/IT Manager Grantwriter Ticket Office Staff Sub-total Benefits Sub-total	Tab G Tab G Tab G Tab G Tab G Tab G Tab G		20,000 30,000 15,000 20,000 7,500 1,125 8,625	4% 4% 100% 4% 100% 100% 100%	20,800 31,200 15,600 20,800 85,000 12,750 97,750	4% 4% 4% 4% 100% 100% 100%	21,632 32,448 16,224 20,800 88,400 13,260 101,660	4% 4% 4% 4% 100% 100% 100%	22,497 33,744 16,873 21,632 91,936 13,790 105,726	4% 4% 4% 4% 100% 100% 100%	23,397 35,096 17,548 22,497 95,613 14,342 109,955	4% 4% 4% 4% 100% 100% 100%	24,333 36,498 18,250 23,397 99,438 14,916 114,354	4% 4% 4% 4% 100% 100% 100%	25,306 37,948 18,980 24,333 103,415 15,512 118,928	4% 4% 4% 4% 100% 100% 100%	26,319 39,478 19,739 25,306 107,552 16,133 123,685	4% 4% 4% 4% 100% 100% 100%	27,371 41,057 20,529 26,319 111,854 16,778 128,632	4% 4% 4% 4% 100% 100% 100%	28,466 42,699 21,350 27,371 116,328 17,449 133,778		
Event-based Staff	Technical Labor Event Staff Event Cleaning Sub-total	Tab G Tab G Tab G Tab G		144,008 41,625 20,465 0		147,817 42,745 21,009 206,098		156,714 45,502 22,365 211,571		162,315 47,386 23,289 224,581		171,920 50,372 24,758 232,991		178,032 52,434 25,770 256,235		188,396 54,921 27,359 271,422		195,060 57,921 28,465 281,446		206,241 61,419 30,186 297,846		213,502 63,882 31,394 308,776		
Programming Costs	Direct Costs of Presented Events	Tab B		192,750		181,595		198,295		215,890		234,419		253,924		274,451		296,042		318,747		342,615		
Fundraising Expenses			0	192,750		181,595		198,295		215,890		234,419		253,924		274,451		296,042		318,747		342,615		
	Hospitality Individual Membership Corporate Membership Special Events Miscellaneous Sub-total			10,000 5,000 2,500 15,000 2,500 35,000	100% 100% 100% 100% 100% 100%	20,000 10,000 5,000 30,900 5,000 70,000	3% 3% 3% 3% 3% 3%	20,600 10,300 5,150 30,900 5,150 72,100	3% 3% 3% 3% 3% 3%	21,218 10,609 5,305 31,827 5,305 74,263	3% 3% 3% 3% 3% 3%	21,855 10,927 5,464 32,782 5,464 76,491	3% 3% 3% 3% 3% 3%	22,510 11,255 5,628 33,765 5,628 78,786	3% 3% 3% 3% 3% 3%	23,185 11,593 5,796 34,778 5,796 81,149	3% 3% 3% 3% 3% 3%	24,597 11,941 5,970 35,822 5,970 83,584	3% 3% 3% 3% 3% 3%	25,335 12,299 6,149 36,896 6,149 86,091	3% 3% 3% 3% 3% 3%	26,095 13,048 6,524 39,143 6,524 91,334		
Box Office	Network Maintenance Postage Ticket Printing Supplies Credit Card Fees Ticketing Service (net) Sub-total			1,024 819 205 410 5,490 3,073 0		1,049 839 210 420 5,492 3,073 11,021		1,147 918 229 459 4,992 3,441 10,656		1,222 978 244 489 5,089 3,667 10,803		1,333 1,066 267 533 5,602 4,028 11,690		1,418 1,135 284 567 5,602 4,255 12,799		1,542 1,234 308 607 6,150 4,627 13,809		1,639 1,311 328 656 6,734 4,916 15,062		1,778 1,422 356 711 7,358 5,333 16,207		1,887 1,509 377 755 8,022 5,663 17,621		
Administration	Institutional Promotion/Advertising Printing & Publications Office Equipment/Systems Office Supplies/Services Legal/Accounting Volunteer Management Professional Development IT Support Telephone Miscellaneous Sub-total			12,500 5,000 5,000 10,000 7,500 2,500 2,500 10,000 1,000 2,500 51,000	100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%	25,000 10,000 10,000 10,000 15,000 2,500 5,000 20,000 2,000 5,000 104,500	3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3%	25,750 10,300 10,300 10,300 15,450 2,652 5,150 20,600 2,060 5,150 107,635	3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3%	26,523 10,609 10,609 10,609 15,914 2,732 5,305 21,218 2,122 5,464 110,854	3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3%	27,318 10,927 10,927 10,927 16,391 2,814 5,464 22,510 2,185 5,628 114,190	3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3%	28,138 11,255 11,255 11,255 16,883 2,898 5,628 23,185 2,251 5,796 117,616	3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3%	28,982 11,593 11,593 11,593 17,389 2,985 5,796 23,881 2,319 5,928 121,144	3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3%	29,851 11,941 11,941 11,941 17,911 3,075 5,970 24,597 2,388 6,149 124,778	3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3%	30,747 12,299 12,299 12,299 18,448 3,167 6,149 25,335 2,460 6,334 128,522	3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3%	31,669 12,668 12,668 12,668 18,966 3,262 6,334 26,095 2,534 6,524 132,377	3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3%	32,619 13,048 13,048 13,048 19,572 3,362 6,524 26,954 2,610 6,730 136,341
Occupancy Costs	Base Rent Paid to City Fire Safety Building Security System Waste Management/Recycling Landscaping/Sidewalk Maintenance Building Supplies (light bulbs, power cords, etc.) Cleaning Service (not for events) Repairs and Maintenance Technical Production Materials Utilities (electric & water/sewer) Sub-total	Tab I Tab I Tab I Tab I Tab I Tab I Tab I Tab I Tab I Tab I Tab I		9,280 4,779 1,854 1,854 9,845 9,280 18,560 9,280 37,190 0		9,558 4,779 1,854 1,854 9,558 9,280 18,560 9,280 38,234 101,152		9,845 4,923 1,869 1,869 9,845 9,558 18,560 9,845 39,234 104,187		9,845 4,923 1,869 1,869 9,845 9,558 18,560 9,845 40,282 107,312		10,141 5,070 2,089 2,089 10,141 10,445 20,889 10,445 41,779 110,854		10,445 5,222 2,089 2,089 10,445 10,758 21,516 10,758 42,822 114,190		10,758 5,540 2,216 2,216 10,758 11,081 22,826 11,081 43,932 117,616		11,081 5,707 2,352 2,352 11,081 11,4						

Annual CCU Funding Requirement	185,375		240,224		245,072		234,691		227,868		215,512		301,874		289,157		280,421		264,186		252,113	
Earned Income as % of Operating Expenses	0%		50%		49%		51%		52%		54%		51%		53%		54%		56%		57%	
CPI-Based Escalation Rate		3%		3%		3%		3%		3%		3%		3%		3%		3%		3%		3%

D. RENTAL RATES & USER FEES																				
D.1 Calculating User & Ticketing Fees		Year 1	% Change	Year 2	% Change	Year 3	% Change	Year 4	% Change	Year 5	% Change	Year 6	% Change	Year 7	% Change	Year 8	% Change	Year 9	% Change	Year 10
User Fees as a % of Event Staff Costs	Technical Labor	44%		44%		45%		45%		45%		45%		45%		45%		46%		46%
	Event Staff	44%		44%		45%		45%		45%		45%		45%		45%		46%		46%
	Cleaning Staff	44%		44%		45%		45%		45%		45%		45%		45%		46%		46%
	CCU Use of Space	56%		56%		55%		55%		55%		55%		55%		55%		54%		54%

E. FOOD & BEVERAGE OPERATIONS																				
E.1 Calculating F&B Revenues		Year 1	% Change	Year 2	% Change	Year 3	% Change	Year 4	% Change	Year 5	% Change	Year 6	% Change	Year 7	% Change	Year 8	% Change	Year 9	% Change	Year 10
Concessions	Concession Net per Live Theater Attender	\$100	3%	\$103	3%	\$106	3%	\$109	3%	\$113	3%	\$116	3%	\$119	3%	\$123	3%	\$127	3%	\$130
	Live Theater Attenders	18,984		18,684		19,752		20,308		21,416		21,994		23,143		23,743		24,933		25,554
	Concession Net per Film Attender	\$150	3%	\$155	3%	\$159	3%	\$164	3%	\$169	3%	\$174	3%	\$179	3%	\$184	3%	\$190	3%	\$196
	Film Attenders	1,500		1,683		1,872		2,067		2,268		2,475		2,688		2,907		3,132		3,363
Catering	Large Catered Events	15		16		17		18		19		20		21		22		23		24
	Fee/per Event	\$1,000	3%	\$1,030	3%	\$1,061	3%	\$1,093	3%	\$1,126	3%	\$1,159	3%	\$1,194	3%	\$1,230	3%	\$1,267	3%	\$1,305
	Small Catered Events	10		11		12		14		15		16		17		18		19		20
	Fee/per Event	\$750	3%	\$773	3%	\$796	3%	\$820	3%	\$844	3%	\$869	3%	\$896	3%	\$922	3%	\$950	3%	\$979

## F. MISCELLANEOUS INCOME

### F.1 Calculating Miscellaneous Income

		Year 1	% Change	Year 2	% Change	Year 3	% Change	Year 4	% Change	Year 5	% Change	Year 6	% Change	Year 7	% Change	Year 9	% Change	Year 9	% Change	Year 10
<b>Ticketing Fees</b>	Total Event Tickets Sold	20,484		20,367		21,624		22,375		23,684		24,469		25,831		26,650		28,065		28,917
	Average Ticketing Fee	\$2.00	3%	\$2.06	3%	\$2.12	3%	\$2.19	3%	\$2.25	3%	\$2.32	3%	\$2.39	3%	\$2.46	3%	\$2.53	3%	\$2.61
<b>Membership Income</b>	# of Center members	200	5%	210	5%	221	5%	232	5%	243	5%	255	5%	268	5%	281	5%	295	5%	310
	Average membership fee	\$250.00	3%	\$257.50	3%	\$265.23	3%	\$273.18	3%	\$281.38	3%	\$289.82	3%	\$298.51	3%	\$307.47	3%	\$316.69	3%	\$326.19
<b>Facility Fee</b>	Charge/ticket sold	\$1.00	3%	\$1.03	3%	\$1.06	3%	\$1.09	3%	\$1.13	3%	\$1.16	3%	\$1.19	3%	\$1.23	3%	\$1.27	3%	\$1.30
	Total tickets sold	21,984		22,050		23,496		24,442		25,952		26,944		28,519		29,557		31,197		32,280

G. STAFFING & COMPENSATION																						
G.1 Benefit Levels		Pre-Opening Year	% Change	Year 1	% Change	Year 2	% Change	Year 3	% Change	Year 4	% Change	Year 5	% Change	Year 6	% Change	Year 7	% Change	Year 8	% Change	Year 9	% Change	Year 10
Benefits	Full-time	30%		30%		30%		30%		30%		30%		30%		30%		30%		30%		30%
	Part-time	15%		15%		15%		15%		15%		15%		15%		15%		15%		15%		15%
G.2 Hourly Staff Rates		Pre-Opening Year	% Change	Year 1	% Change	Year 2	% Change	Year 3	% Change	Year 4	% Change	Year 5	% Change	Year 6	% Change	Year 7	% Change	Year 8	% Change	Year 9	% Change	Year 10
Event-based Labor	Cost/Use Period																					
	Technical Labor	Theater	\$ 400	3%	\$ 412	3%	\$ 424	3%	\$ 437	3%	\$ 450	3%	\$ 464	3%	\$ 478	3%	\$ 492	3%	\$ 507	3%	\$ 522	
		Multipurpose Room	\$ 50	3%	\$ 52	3%	\$ 53	3%	\$ 55	3%	\$ 56	3%	\$ 58	3%	\$ 60	3%	\$ 61	3%	\$ 63	3%	\$ 65	
		Courtyard	\$ 25	3%	\$ 26	3%	\$ 27	3%	\$ 27	3%	\$ 28	3%	\$ 29	3%	\$ 30	3%	\$ 31	3%	\$ 32	3%	\$ 33	
		Main Level Lobby	\$ 50	3%	\$ 52	3%	\$ 53	3%	\$ 55	3%	\$ 56	3%	\$ 58	3%	\$ 60	3%	\$ 61	3%	\$ 63	3%	\$ 65	
	Event Staff & Security	Theater	\$ 200	3%	\$ 206	3%	\$ 212	3%	\$ 219	3%	\$ 225	3%	\$ 232	3%	\$ 239	3%	\$ 246	3%	\$ 253	3%	\$ 261	
		Multipurpose Room	\$ 25	3%	\$ 26	3%	\$ 27	3%	\$ 27	3%	\$ 28	3%	\$ 29	3%	\$ 30	3%	\$ 31	3%	\$ 32	3%	\$ 33	
		Courtyard	\$ 10	3%	\$ 10	3%	\$ 11	3%	\$ 11	3%	\$ 11	3%	\$ 12	3%	\$ 12	3%	\$ 12	3%	\$ 13	3%	\$ 13	
		#REF!	\$ 25	3%	\$ 26	3%	\$ 27	3%	\$ 27	3%	\$ 28	3%	\$ 29	3%	\$ 30	3%	\$ 31	3%	\$ 32	3%	\$ 33	
	Event Cleaning	Theater	\$ 100	3%	\$ 103	3%	\$ 106	3%	\$ 109	3%	\$ 113	3%	\$ 116	3%	\$ 119	3%	\$ 123	3%	\$ 127	3%	\$ 130	
		Multipurpose Room	\$ 10	3%	\$ 10	3%	\$ 11	3%	\$ 11	3%	\$ 11	3%	\$ 12	3%	\$ 12	3%	\$ 12	3%	\$ 13	3%	\$ 13	
		Film Concessions (net)	\$ 5	3%	\$ 5	3%	\$ 5	3%	\$ 5	3%	\$ 5	3%	\$ 6	3%	\$ 6	3%	\$ 6	3%	\$ 6	3%	\$ 7	
		Income from Catered Events (net)	\$ 10	3%	\$ 10	3%	\$ 11	3%	\$ 11	3%	\$ 11	3%	\$ 11	3%	\$ 12	3%	\$ 12	3%	\$ 13	3%	\$ 13	
	CPI Escalation		3%		3%		3%		3%		3%		3%		3%		3%		3%		3%	

## H. BOX OFFICE EXPENSES

H.1 Calculating Box Office Expenses		Year 1	% Change	Year 2	% Change	Year 3	% Change	Year 4	% Change	Year 5	% Change	Year 6	% Change	Year 7	% Change	Year 8	% Change	Year 9	% Change	Year 10
<b>Box Office Expenses</b>	Total Tickets Sold	20,484		20,367		21,624		22,375		23,684		24,469		25,831		26,650		28,065		28,917
	Cost/Ticket Sold																			
	Network Maintenance	\$0.05	3%	\$0.05	3%	\$0.05	3%	\$0.05	3%	\$0.06	3%	\$0.06	3%	\$0.06	3%	\$0.06	3%	\$0.06	3%	\$0.07
	Postage	\$0.04	3%	\$0.04	3%	\$0.04	3%	\$0.04	3%	\$0.05	3%	\$0.05	3%	\$0.05	3%	\$0.05	3%	\$0.05	3%	\$0.05
	Ticket Printing	\$0.01	3%	\$0.01	3%	\$0.01	3%	\$0.01	3%	\$0.01	3%	\$0.01	3%	\$0.01	3%	\$0.01	3%	\$0.01	3%	\$0.01
	Supplies	\$0.02	3%	\$0.02	3%	\$0.02	3%	\$0.02	3%	\$0.02	3%	\$0.02	3%	\$0.02	3%	\$0.02	3%	\$0.03	3%	\$0.03
	Ticketing Service (net)	\$0.15	3%	\$0.15	3%	\$0.16	3%	\$0.16	3%	\$0.17	3%	\$0.17	3%	\$0.18	3%	\$0.18	3%	\$0.19	3%	\$0.20
	Credit Card Fees	3%		3%		3%		3%		3%		3%		3%		3%		3%		3%

I. OCCUPANCY COSTS																				
I.1 Calculating Occupancy Costs		Year 1	% Change	Year 2	% Change	Year 3	% Change	Year 4	% Change	Year 5	% Change	Year 6	% Change	Year 7	% Change	Year 8	% Change	Year 9	% Change	Year 10
Occupancy Costs	Total Gross Square Footage	18,560		18,560		18,560		18,560		18,560		18,560		18,560		18,560		18,560		18,560
	Base Rental Rate											\$5.00	3%	\$5.15	3%	\$5.30	3%	\$5.46	3%	\$5.63
	Direct Costs/Square Foot																			
	Fire Safety	\$0.50	3%	\$0.52	3%	\$0.53	3%	\$0.55	3%	\$0.56	3%	\$0.58	3%	\$0.60	3%	\$0.61	3%	\$0.63	3%	\$0.65
	Building Security System	\$0.25	3%	\$0.26	3%	\$0.27	3%	\$0.27	3%	\$0.28	3%	\$0.29	3%	\$0.30	3%	\$0.31	3%	\$0.32	3%	\$0.33
	Waste Management/Recycling	\$0.10	3%	\$0.10	3%	\$0.11	3%	\$0.11	3%	\$0.12	3%	\$0.12	3%	\$0.12	3%	\$0.12	3%	\$0.13	3%	\$0.13
	Landscaping/Sidewalk Maintenance	\$0.10	3%	\$0.10	3%	\$0.11	3%	\$0.11	3%	\$0.11	3%	\$0.12	3%	\$0.12	3%	\$0.12	3%	\$0.13	3%	\$0.13
	Building Supplies (light bulbs, power cords, etc.)	\$0.50	3%	\$0.52	3%	\$0.53	3%	\$0.55	3%	\$0.56	3%	\$0.58	3%	\$0.60	3%	\$0.61	3%	\$0.63	3%	\$0.65
	Cleaning Service (not for events)	\$0.50	3%	\$0.52	3%	\$0.53	3%	\$0.55	3%	\$0.56	3%	\$0.58	3%	\$0.60	3%	\$0.61	3%	\$0.63	3%	\$0.65
	Repairs and Maintenance	\$1.00	3%	\$1.03	3%	\$1.06	3%	\$1.09	3%	\$1.13	3%	\$1.16	3%	\$1.19	3%	\$1.23	3%	\$1.27	3%	\$1.30
	Technical Production Materials	\$0.50	3%	\$0.52	3%	\$0.53	3%	\$0.55	3%	\$0.56	3%	\$0.58	3%	\$0.60	3%	\$0.61	3%	\$0.63	3%	\$0.65
	Utilities (electric & water/sewer)	\$2.00	3%	\$2.06	3%	\$2.12	3%	\$2.19	3%	\$2.25	3%	\$2.32	3%	\$2.39	3%	\$2.46	3%	\$2.53	3%	\$2.61
		\$5.45		\$5.61		\$5.78		\$5.96		\$6.13		\$6.32		\$6.51		\$6.70		\$6.90		\$7.11

## J. LOCAL RENTAL RATES &amp; USER FEES

## J.1 Rental Rates and User Fees from Local Arts Facilities

## Regional Performance Facilities

	MB High School	Wheelwright (CCU)	Beach Church	First Presbyterian King Campus
Performance Space	Auditorium	Auditorium	no response	Multiuse Space
Capacity	1,900	785 (main floor 582, balcony 203)		500
Base Rental Rates				
Resident Org. Rate				
Nonprofit Rate				
Includes				no lighting or AV
Box Office Fee				
Labor Fee				
Cleaning Fee				need to bring cleaning staff before and after
Equipment	Long Bay Symphony uses the space	2 weeks in the space, non profit rate including staff- <del>11-12k</del> 5 performances, included box office fee (info from Liz Mata coastal dance)		
Other Fees	emailed shannon from LBS and called for rental rates 2/11, she is out of the office until Tuesday	lauren koonce- 843-234-3432 LVM 2/11	opens Sunday, office hours M-Thur 9-4pm	spoke to dale-could not provide me with rates - need to send him exact dates and details

## J.2 Rental Rates and User Fees for Meeting and Event Facilities

## Local Meeting &amp; Event Facilities

	Train Depot	Sheraton Myrtle Beach Convention Center Hotel	Ocean Reef Resort	The Marina Inn	The Dunes Club
Standing Capacity	300	1,000	300	700	500
Banquet Capacity	150	800	200	500	300
Max. Total Rooms	3	22	8	10	3
On-site Catering/Kitchen	■	■	■	■	■
Exclusive Catering Company		■	■	■	■
Back of House Amenities (dressing and green rooms, etc.)	■	■	■	■	■
Front of House Amenities (restrooms, coat check, etc.)	■	■	■	■	■
Onsite Accommodations	☒	■	■	■	☒
Outdoor Space	☒	■	■	■	■
Other					

## Reference Points: Rental Rates &amp; User Fees

Main Space(s)	\$75/hr for Myrtle Beach residents \$125/hr for non residents	\$600/day Ballroom (60-185) \$600/day Large Meeting Room (60-185) \$1,200/day Ballroom (185-300) \$2,000/day Ballroom (300-500) \$6,000/day Ballroom (500-1000)	\$1,460 Ballroom \$2,032 Total nightly cost	\$2,000/day The Waterloo (40-50) \$2,000/day The Atlantic & Palmetto (60-75) \$4,000/day The Ballroom (300-500)
Meeting Rooms	Converted boxcar available as a meeting space with tech capabilities	\$500/event. Meeting room: 10- 12, includes TV and HDMI connection.		-
Outdoor Space	-	-		Oceanfront Lawn space available
Food Service/Kitchen Fees	-	Per Person Costs: Breakfast- \$18-\$42 Breaks- \$14-\$20 Lunch- \$19-\$32 Dinner- \$29-\$67	Catering minimum for 200 guests: <b>\$8,000.00</b>	Per Person Costs: Breakfast- \$9-\$42 Lunch- \$22-\$38 Hor's D'oeuvres- \$3-\$6 Dinner- \$47-\$62
Labor Fees	\$125 labor fee includes cleaning and complimentary equipment	20% Administrative fee, 3% city facility fee	Technical Labor: Monday – Friday 7AM – 5PM \$60 5PM – 12AM \$90 12AM – 7AM \$120 Saturday, Sunday / Holiday 7AM – 5PM \$90 5PM – 7AM \$120	Service Staff: \$25/hr, per bartender \$15/hr, per server \$100/hr per station Chef Service charge: 22% all food and beverage

## Reference Points: Amenities

Complimentary Equipment	Tables, Chairs, String lights	Tables, Chairs, Plates, Silverware	Tables, Chairs, Standard Linens	Banquet tables, banquet chairs, all china, glassware and silverware, all banquet equipment, parquet dance floor standard linens
Rental Equipment	-	A/V Equipment	A/V Equipment and Packages, Conference materials	Ice Sculptures, valet parking, lighting and A/V equipment, tents, patio heaters, specialty chairs, tables and linens

## L. Activity Estimates

Broadway Theatre Calendar Totals		Sept			Oct			Nov			Dec			Jan			Feb			March			Apr			May			June			July			Aug			Total								
by user	Affil	E	O	T	E	O	T	E	O	T	E	O	T	E	O	T	E	O	T	E	O	T	E	O	T	E	O	T	E	O	T	Event	Days	Other	Days	Use	Days									
Music Concert	CCU	3		3	1		1	1		1	2		2	2		2	4		4	1		1	4		4			0		0			0			18	-		18							
Lecture/Panel	CCU	2		2	1		1	2		2			0	2		2	2		2			0	2		2	1		1		0		0			0			12	-		12					
CCU Theatre Dept	CCU		8	8	22	4	26	8	8	16			0	3	14	17	3	6	9		21	21	8	11	19			0		0		0			0			44		72		116				
Film Screeing	CCU	1		1	1		1	1		1			0	1		1	4		4			0	1		1			0		0		0			0			9	-		9					
Theatre Camp	CCU			0			0			0			0			0			0			0			0			0		16	16		0		0		-		16		16					
Varna Concert	CCU			0			0			0			0			0			0			0			0			0		0	5	5		0			5	-		5						
Verna Musical	CCU			0			0			0			0			0			0			0			0			0		0	1	11	12	2	3	5			3		14		17			
CCU Subtotal		6	8	14	25	4	29	12	8	20	2	0	2	8	14	22	13	6	19	1	21	22	15	11	26	1	0	1	0	16	16	6	11	17	2	3	5			91		102		193		
Long Bay Theatre	Comm	10	6	16			0	2	5	7	8	1	9			0			0			10	5	15			0		0	10	6	16			0			36		33		69				
Coastal Dance Center	Comm			0	2	1	3			0			0	2	1	3			0			0			0			0		2	4	6			0	2	4	6			10		12		22	
MBACT	Comm			0		4	4	7	7	14			0	1		1			0			0		0	4	7	11	6	6	12			0			0			18		24		42			
Long Bay Youth Symphony	Comm			0			0	1	1	2	1		1			0	1	1	2			0	1	1	2	1		1			0	4	2	6			0			9		5		14		
	Comm			0			0			0			0			0			0			0		0			0		0		0			0			0			-		-		-		
	Comm			0			0			0			0			0			0			0		0			0		0		0			0			0			-		-		-		
	Comm			0			0			0			0			0			0			0		0			0		0		0			0			0			-		-		-		
Community Subtotal		10	6	16	2	5	7	10	13	23	9	1	10	3	1	4	1	1	2	10	5	15	5	8	13	7	6	13	12	10	22	4	2	6	2	4	6			75		62		137		
Total Use by Month		16	14	30	27	9	36	22	21	43	11	1	12	11	15	26	14	7	21	11	26	37	20	19	39	8	6	14	12	26	38	10	13	23	4	7	11			166		164		330		