

Oak View Group
THE BEACON
OPERATING PRO FORMA

	Year 1	Year 2	Year 3	Year 4	Year 5
Number of Events	142	142	142	142	142
Attendance	320,300	320,300	320,300	320,300	320,300
Event Revenues					
Ticket Sales	\$24,750	\$25,493	\$26,767	\$28,105	\$29,511
Rental Income	\$18,950	\$19,519	\$20,494	\$21,519	\$22,595
Utilities/Cleaning	\$0	\$0	\$0	\$0	\$0
Vendor Fees	\$0	\$0	\$0	\$0	\$0
Net Concessions	\$134,050	\$138,072	\$144,975	\$152,224	\$159,835
Sponsorship	\$0	\$0	\$0	\$0	\$0
Total	\$177,750	\$183,083	\$192,237	\$201,848	\$211,941
Other Income					
Advertising/Event Sponsorship (net after commission)	\$100,000	\$180,000	\$187,200	\$194,688	\$202,476
Total	\$100,000	\$180,000	\$187,200	\$194,688	\$202,476
Adjusted Gross Income	\$277,750	\$363,083	\$379,437	\$396,536	\$414,416
Indirect Expenses					
Salaries & Benefits (Full-Time)	\$242,600	\$249,878	\$257,374	\$265,096	\$273,048
Salaries & Benefits (Part-Time)	\$0	\$0	\$0	\$0	\$0
Materials, Supplies & Services	\$244,082	\$234,904	\$241,951	\$249,210	\$256,686
Total Indirect Expenses	\$486,682	\$484,782	\$499,325	\$514,305	\$529,734
Income/(Loss) (before Management & Incentive Fees, Capital Reserves, Interest Expense & Debt Service Payments)	(\$208,932)	(\$121,700)	(\$119,889)	(\$117,769)	(\$115,318)
Base Management Fee	\$48,000	\$49,440	\$50,923	\$52,451	\$54,024
Income/(Loss) (before Incentive Fee, Capital Improvement Reserve Fund, Interest Expense & Debt Service Payments)	(\$256,932)	(\$171,140)	(\$170,812)	(\$170,220)	(\$169,342)