

## FACILITY, EVENTS & ECONOMIC IMPACT REPORT PREPARED PHILADELPHIA, PA

THIS ANALYSIS HAS BEEN FULLY VETTED AND RESEARCHED BY SFA





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The following Facility, Events & Economic Impact Report has been produced on behalf of Perfect Game for Philadelphia, Pennsylvania.

The report includes an impact report for Perfect Game's Regional Tournament Complex, which includes the construction of 8 x 390' fields. The estimated cost of construction is anticipated to be approximately \$42.2 million dollars and encompasses approximately 49.5 acres, including parking, set-backs and greenspace.

It is assumed that the 8-field complex will be supported by another 8 existing fields in the area and will play host to a number of marquee Perfect Game baseball and softball tournaments and events, which are projected to produce more than 1,185,000 Non-Local Visitor Days for Philadelphia and the surrounding marketplace in total over the first five years and more than 260,700 Non-Local Visitor Days annually thereafter.

Additionally, more than 287,900 overnight hotel stays are projected in total over the first five years and approximately 63,000 on an annual basis thereafter.

Direct spending estimates for Philadelphia and the surrounding marketplace will range from \$38.9 million dollars in year one to more than \$50.1 million dollars in year five, with more than \$221,751 million dollars in direct spending forecasted over the first 5 years.

The cumulative 5,10,15 and 20-year direct spending estimates are also provided as a part of this analysis, which in total will exceed more than \$1.1 billion dollars over the 20-year term. This does not account for the additional ancillary development that is anticipated to be generated by the facility in the retail, entertainment and lodging sectors.

Sincerely,

**Dev Pathik** Founder

Sports Facilities Advisory, LLC

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## Facility Program Details



#### **Facility Program**

#### **Outdoor Athletic Facilities**

Space	Outdoor Programming Product/Service	Count	Dime	nsions W (')	Approx. SF each	Total SF	% of Footprint	
BB/SB elds	Regulation Flex Fields (with dugouts, viewing, etc.) - 310' LF & 331' RF Fences	8	8 390' Fence 142		142,296	1,138,368	99.4%	
390' BB// Fields	Youth Baseball/Softball Fields (from Flex Fields)	16	225'	Fence	Over 39	90' Fields	0.0%	
36	Total 390' Baseball/Softball Fields Sq. Ft.					1,138,368	99.4%	
Support	Quad Buildings First Story (Concessions, Storage, Restrooms, Ump Locker Rooms, First Aid Second Story - Scouting and Scoring (Press Box)	2 30 30 9		900	1,800 1,800	0.2% 0.2%		
	Total Support Buildings Sq. Ft.					3,600	0.3%	
Maint.	Maintenance Buildings	1	70	50	3,500	3,500	0.3%	
Σ	Total Maintenance Sq. Ft.					3,500	0.3%	
	Total Estimated Outdoor Athletic Facilities SF 1,145,468 Total Outdoor Athletic Facility Acreage 26,30							

Site Development

		Quantity	Dimensions		Approx. SF	Total SF	% of Total
		Quantity		W (')	each	Total Si	70 OI 10tai
Parking Spaces Total	Parking Spaces Total (10'x18') (20' x 20' Inc. aisles)	880	20	20	400	352,000	34.8%
8 2	Setbacks, Green Space, Trails, etc.		25% Ind	door SF, s	50% Outdoor	660,734	65.2%
	Total Estimated Site Development SF					1,012,734	100%
	Total Site Development Acre	eage				23.25	

Total Complex Acreage	49.55



# Facility Development Costs and Financing



### Capital Costs and Start-up Expenses - Outdoor Athletic Complex

	Details	Quantity	Unit	Cost/Unit	Budgeted Cost	% of Total
Building & Land Cost						
Real Estate Acquisition  Land Cost Total	TBD	49.55	Acre	\$0	\$0 <b>\$0</b>	0.0%
Hard Costs					\$0	0.0%
Site Development						
Quad Building Towers		3,600	SF	\$441	\$1,587,600	3.8%
Site Development - Clearing, Prep, Grading, Utility Runs, Landscaping, etc.	Paving, Grading, Utilities, Landscaping, Improvement Allocation for Outdoor Facility	49.55	Acre	\$252,000	\$12,485,466	29.6%
Fencing - Perimeter and Facility Control	Anocation for Catalog Facility	1	LS	\$250,000	\$250,000	0.6%
Maintenance Building	Finished Modular Building	3,500	SF	\$120	\$420,000	1.0%
Contingency	· ···	-,		10.00%	\$1,474,307	3.5%
Escalation				9.00%	\$1,459,564	3.5%
Hard Cost Total					\$17,676,936	41.9%
Baseball/Softball Fields						
Synthetic Turf Fields						
Synthetic Turf Fields	Full Turf Model, Turf with Full Installation	960,000	SF	\$9.90	\$9,504,000	22.51%
All Fields	Material and Install, LED		Ea.	<b>*</b> 050,000	¢0,000,000	6.63%
Field Lights (390' - 400' Fence) Videoboard	Scoreboard Addition	8 1	Ea. Ea.	\$350,000 \$150,000	\$2,800,000 \$150,000	0.36%
Championship Field Scoreboard	Scoreboard Addition	1	Ea.	\$20,000	\$20,000	0.05%
Scoreboard		7	Ea.	\$12,500	\$87,500	0.21%
Plate Bases and Anchors		24	Set	\$900	\$21,600	0.05%
Dugouts with Fountains	Covered	24	Ea.	\$12,000	\$288,000	0.68%
Foul Poles		8	Set	\$4,000	\$32,000	0.08%
Portable Foul Poles		32	Set	\$500	\$16,000	0.04%
Fencing and Backstop	Chain-link fencing with windscreen, Netting system - Backstrop	8	Ea.	\$88,500	\$708,000	1.68%
L-Screens	Trotaing Oyotom Buonourop	24	Ea.	\$500	\$12,000	0.03%
1B Screens		24	Ea.	\$475	\$11,400	0.03%
Ball Caddies		8	Ea.	\$350	\$2,800	0.01%
Portable Game Mounds (390'-400')	10"	8	Ea.	\$12,500	\$100,000	0.24%
Portable Game Mounds (225')	6"	16	Ea.	\$8,000	\$128,000	0.30%
Portable Bullpen Mounds (390'-400')	10"	16	Ea.	\$3,000	\$48,000	0.11%
Bleachers		48	Ea.	\$4,000	\$192,000	0.45%
Portable Fencing (225')		16	Ea.	\$15,000	\$240,000	0.57%
Portable Fencing (390'-400')	Grand Slam Portable fencing	8	Ea.	\$65,000	\$520,000	1.23%
Shade Structures - Tension Fabric	Spectator Seating Areas and Scouting Area, 3 per Field	24	Ea.	\$10,000	\$240,000	0.57%
PA System	-р	8	Ea.	\$40,000	\$320,000	0.76%
Lightning Prevention System		8	Ea.	\$15,000	\$120,000	0.28%
Technology Package		8	Ea.	\$25,000	\$200,000	0.47%
Field and Sport Equipment	Signage, Screens, etc.	8	Ea.	\$25,000	\$200,000	0.47%
Shipping & Tax	3 3,,			9.00%	\$1,436,517	3.40%
Contingency				10.00%	\$1,739,782	4.12%
Escalation				9.00%	\$1,722,384	4.08%
Baseball/Softball Fields Cost Total					\$20,859,983	49.40%
Furniture, Fixtures and Equipment Cost						
FOOD & BEVERAGE						
Main Equipment	Equipment for Primary Support Buildings. Full Cooking	1	LS	\$350,000	\$350,000	0.8%
Quad Finish Out	Quad Building Concession Finish Out	1	Ea.	\$25,000	\$25,000	0.1%
FURNISHINGS		_		<b>#</b> 450.000	<b>#</b> 450.000	0.40/
Signage	Monument and Wayfinding	1	LS	\$150,000	\$150,000	0.4%
Furnishings	Additional Budget - Support Buildings	3,600	SF	\$2	\$7,200	0.0%
Hardware Software	IT systems, Computers, Etc.	1	LS LS	\$150,000 \$5,000	\$150,000 \$5,000	0.4% 0.0%
FIELD MAINTENANCE EQUIPMENT		ı	LO	φυ,υυυ	და,იიი	0.0%
Utility Vehicles (Gator)	Budget Allocation	1	LS	\$20,000	\$20,000	0.0%
Utility Golf Cart	Budget Allocation	1	LS	\$40,000	\$40,000	0.0%
Shipping & Tax				9.00%	\$67,248	0.1%
Contingency				10.00%	\$81,445	0.2%
Escalation				9.00%	\$80,630	0.2%
Furniture, Fixtures and Equipment Cost Total					\$976,523	2.3%
Soft Costs Construction						
Design-Build Fees	% of Structure and Site work			9.0%	\$1,590,924	3.8%
SFC Owner's Rep Services				2.0%	\$790,269	1.9%
Permits/Inspections				0.50%	\$88,385	0.2%
Additional Services				10.00%	\$246,958	0.6%
Soft Costs Total					\$2,716,536	6.4%
Total Construction	on Costs - Outdoor Facility				\$42,229,978	100.00%



#### **Capital Costs and Start-up Expenses**

SOURCES OF FUN	IDS	
Equity Contribution	40%	\$16,891,991
Bank Financing	60%	\$25,337,987
Bond Financing	0%	\$0
Public Contribution	0%	\$0
Total Sources of Funds		\$42,229,978

USES OF FUNDS	LOW	MID	HIGH
Land Cost	TBD	TBD	TBD
Hard Cost	\$14,595,635	\$16,217,373	\$17,839,110
Field and Sport Equipment Cost	\$17,223,839	\$19,137,599	\$21,051,359
Furniture, Fixtures, and Equipment	\$806,304	\$895,893	\$985,482
Soft Costs Construction	\$2,444,882	\$2,716,536	\$2,988,189
Soft Costs Operations	TBD	TBD	TBD
Escalation	\$2,936,320	\$3,262,578	\$3,588,836
Total Uses of Funds	\$38,006,980	\$42,229,978	\$46,452,975



## **Economic Impact**



#### **Economic Impact**

#### **Number of Events Per Year**

	Year 1	Year 2	Year 3	Year 4	Year 5
Baseball/Softball Tournaments/Age-Group Events	60	60	60	60	60
Total Events Per Year	60	60	60	60	60

Per Person Spending By Category

	Year 1	Year 2	Year 3	Year 4	Year 5
Lodging/Accommodations	\$63.31	\$64.26	\$65.22	\$66.20	\$67.19
Dining/Groceries	\$59.25	\$60.14	\$61.04	\$61.96	\$62.89
Transportation	\$10.07	\$10.22	\$10.38	\$10.53	\$10.69
Entertainment/Attractions	\$4.74	\$4.81	\$4.88	\$4.96	\$5.03
Retail	\$27.85	\$28.27	\$28.69	\$29.12	\$29.56
Miscellaneous	\$16.00	\$16.24	\$16.48	\$16.73	\$16.98
Total	\$181.21	\$183.93	\$186.69	\$189.49	\$192.33

**Economic Impact Drivers** 

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market - Overnight	214,749	225,412	236,607	248,360	260,701
Room Nights	52,301	54,816	57,457	60,229	63,140

**Economic Impact** 

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Direct Spending - Overnight	\$38,915,322	\$41,460,232	\$44,172,123	\$47,061,966	\$50,141,452
Total Indirect Spending	\$0	\$0	\$0	\$0	\$0
Total Economic Impact	\$38,915,322	\$41,460,232	\$44,172,123	\$47,061,966	\$50,141,452

**Economic Impact - Sensitivity Analysis** 

	Year 1	Year 2	Year 3	Year 4	Year 5
90% of Per Person Spending by Category Value	\$35,023,790	\$37,314,209	\$39,754,911	\$42,355,769	\$45,127,307
95% of Per Person Spending by Category Value	\$36,969,556	\$39,387,221	\$41,963,517	\$44,708,868	\$47,634,379
100% of Per Person Spending by Category Value	\$38,915,322	\$41,460,232	\$44,172,123	\$47,061,966	\$50,141,452
105% of Per Person Spending by Category Value	\$40,861,089	\$43,533,244	\$46,380,729	\$49,415,064	\$52,648,525
110% of Per Person Spending by Category Value	\$42,806,855	\$45,606,255	\$48,589,336	\$51,768,163	\$55,155,597



#### **Economic Impact - 20-Year Outlook**

Economic Impact Drivers: Years 1-10

Economic impact Drivers: Years 1-10											
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	10-Year Total
Non-Local Days in Market	214,749	225,412	236,607	248,360	260,701	263,308	265,941	268,601	271,287	274,000	2,528,966
Room Nights	52,301	54,816	57,457	60,229	63,140	63,772	64,409	65,053	65,704	66,361	613,242
Economic Impact: Years 1-10											
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	10-Year Total
Overnight	\$181.21	\$183.93	\$186.69	\$189.49	\$192.33	\$195.22	\$198.15	\$201.12	\$204.14	\$207.20	
Total Economic Impact	\$38,915,322	\$41,460,232	\$44,172,123	\$47,061,966	\$50,141,452	\$51,402,510	\$52,695,283	\$54,020,569	\$55,379,186	\$56,771,973	\$492,020,617
Economic Impact Drivers: Years 11-2											
	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	20-Year Total
Non-Local Days in Market	276,740	279,507	282,302	285,125	287,976	290,856	293,765	296,702	299,669	302,666	5,424,276
Room Nights	67,025	67,695	68,372	69,055	69,746	70,443	71,148	71,859	72,578	73,304	1,314,467
Economic Impact: Years 11-20											
	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	20-Year Total
Overnight	\$210.31	\$213.46	\$216.66	\$219.91	\$223.21	\$226.56	\$229.96	\$233.41	\$236.91	\$240.46	
Total Economic Impact	\$58,199,788	\$59,663,513	\$61,164,050	\$62,702,326	\$64,279,289	\$65,895,914	\$67,553,196	\$69,252,159	\$70,993,850	\$72 779 346	\$1,144,504,047



### Visitation Detail



Philly Complex - Annual Daily Visits

		Teams/Registrations						Details		Daily Visits				
Program	Year 1	Year 2	Year 3	Year 4	Year 5	Participants	Spectators	Duration	Frequency	Year 1	Year 2	Year 3	Year 4	Year 5
Outdoor BB/SB Tournaments										404.000	404.000	481.680	404 000	404 000
15U Small Third Season	00	32	32	32	32	15				<b>481,680</b> 4.320	481,680 4.320	481,680	481,680	481,680 4.320
	32						2	3	,				4,320	
15U Third Season	144	144	144	144	144	15	2	_		19,440	19,440	19,440	19,440	19,440
13U Fourth Season	64	64	64	64	64	15	2	3	!	8,640	8,640	8,640	8,640	8,640
14U Fourth Season	96	96	96	96	96	15	2	3	1	12,960	12,960	12,960	12,960	12,960
13U First Season	96	96	96	96	96	15	2	3	1	12,960	12,960	12,960	12,960	12,960
13U Larger Teams First Season	240	240	240	240	240	15	2	3	1	32,400	32,400	32,400	32,400	32,400
14U First Season	32	32	32	32	32	15	2	3	1	4,320	4,320	4,320	4,320	4,320
14U Larger Teams First Season	336	336	336	336	336	15	2	3	1	45,360	45,360	45,360	45,360	45,360
13U Small Second Season	24	24	24	24	24	15	2	4	1	4,320	4,320	4,320	4,320	4,320
14U Small Second Season	32	32	32	32	32	15	2	4	1	5,760	5,760	5,760	5,760	5,760
17U Small Second Season	32	32	32	32	32	15	2	4	1	5,760	5,760	5,760	5,760	5,760
18U Small Second Season	24	24	24	24	24	15	2	4.5	1	4,860	4,860	4,860	4,860	4,860
17U Second Season	540	540	540	540	540	15	2	4.5	1	109,350	109,350	109,350	109,350	109,350
18U Second Season	540	540	540	540	540	15	2	4.5	1	109,350	109,350	109,350	109,350	109,350
13U Larger Second Season	60	60	60	60	60	15	2	3	1	8,100	8,100	8,100	8,100	8,100
14U Larger Second Season	60	60	60	60	60	15	2	3	1	8,100	8,100	8,100	8,100	8,100
13U Third Season	32	32	32	32	32	15	2	4	1	5,760	5,760	5,760	5,760	5,760
18U Third Season	384	384	384	384	384	15	2	3.5	1	60,480	60,480	60,480	60,480	60,480
17U Third Season	144	144	144	144	144	15	2	3	1	19,440	19,440	19,440	19,440	19,440
Outdoor MP Field Tournaments														
Outdoor Wir Field Tournaments													•	•
	Outdoor	Tourname	nts & Event	ts Subtotal						481,680	481,680	481,680	481,680	481,680
		Total D	ailv Visits					*Duration can	vary in age gro	ups, base valu 481.680	e for approx. 481.680	481.680	481.680	481.680
		iotai D	any visits							401,080	401,680	401,680	401,680	401,680

#### **Overview and Total Unique Visitors Analysis**

Revenue	Annu	al Numbe	er of Tean	ns/Registra	tions	Divisions	Players	*Spectators	Coaches	Parents	Scouts		Numbe	r of Unique Vis	itors	
Hevenue	Year 1	Year 2	Year 3	Year 4	Year 5	Divisions	per Team (SFA)	per Team (SFA)	per Team	per Team	per Division	Year 1	Year 2	Year 3	Year 4	Year 5
15U Small Third Season	32	32	32	32	32		15	30				1,440	1,440	1,440	1,440	1,440
15U Third Season	144	144	144	144	144		15	30				6,480	6,480	6,480	6,480	6,480
13U Fourth Season	64	64	64	64	64		15	30				2,880	2,880	2,880	2,880	2,880
14U Fourth Season	96	96	96	96	96		15	30				4,320	4,320	4,320	4,320	4,320
13U First Season	96	96	96	96	96		15	30				4,320	4,320	4,320	4,320	4,320
13U Larger Teams First Season	240	240	240	240	240		15	30				10,800	10,800	10,800	10,800	10,800
14U First Season	32	32	32	32	32		15	30				1,440	1,440	1,440	1,440	1,440
14U Larger Teams First Season	336	336	336	336	336		15	30				15,120	15,120	15,120	15,120	15,120
13U Small Second Season	24	24	24	24	24		15	30				1,080	1,080	1,080	1,080	1,080
14U Small Second Season	32	32	32	32	32		15	30				1,440	1,440	1,440	1,440	1,440
17U Small Second Season	32	32	32	32	32		15	30				1,440	1,440	1,440	1,440	1,440
18U Small Second Season	24	24	24	24	24		15	30				1,080	1,080	1,080	1,080	1,080
17U Second Season	540	540	540	540	540		15	30				24,300	24,300	24,300	24,300	24,300
18U Second Season	540	540	540	540	540		15	30				24,300	24,300	24,300	24,300	24,300
13U Larger Second Season	60	60	60	60	60		15	30				2,700	2,700	2,700	2,700	2,700
14U Larger Second Season	60	60	60	60	60		15	30				2,700	2,700	2,700	2,700	2,700
13U Third Season	32	32	32	32	32		15	30				1,440	1,440	1,440	1,440	1,440
18U Third Season	384	384	384	384	384		15	30				17,280	17,280	17,280	17,280	17,280
17U Third Season	144	144	144	144	144		15	30				6,480	6,480	6,480	6,480	6,480
	2,912	2,912	2,912	2,912			nplex Budget)	*includes coaches/pa	rents/fans							
Total Number of Unique Visitors											131,040	131,040	131,040	131,040	131,040	

#### Overview and Total Annual Daily Visits Analysis

Revenue	Annu	ıal Numbe	er of Tear	ns/Registra	tions	Divisions	Event Length	Players	*Spectators	Coaches	Parents	Scouts	Number of Annual Daily Visits					
neveilue	Year 1	Year 2	Year 3	Year 4	Year 5	DIVISIONS	(Base)	per Team (SFA)	per Team (SFA)	per Team	per Team	per Division	Year 1	Year 2	Year 3	Year 4	Year 5	
15U Small Third Season	32	32	32	32	32		3.00	15	30				4,320	4,320	4,320	4,320	4,320	
15U Third Season	144	144	144	144	144		3.00	15	30				19,440	19,440	19,440	19,440	19,440	
13U Fourth Season	64	64	64	64	64		3.00	15	30				8,640	8,640	8,640	8,640	8,640	
14U Fourth Season	96	96	96	96	96		3.00	15	30				12,960	12,960	12,960	12,960	12,960	
13U First Season	96	96	96	96	96		3.00	15	30				12,960	12,960	12,960	12,960	12,960	
13U Larger Teams First Season	240	240	240	240	240		3.00	15	30				32,400	32,400	32,400	32,400	32,400	
14U First Season	32	32	32	32	32		3.00	15	30				4,320	4,320	4,320	4,320	4,320	
14U Larger Teams First Season	336	336	336	336	336		3.00	15	30				45,360	45,360	45,360	45,360	45,360	
13U Small Second Season	24	24	24	24	24		4.00	15	30				4,320	4,320	4,320	4,320	4,320	
14U Small Second Season	32	32	32	32	32		4.00	15	30				5,760	5,760	5,760	5,760	5,760	
17U Small Second Season	32	32	32	32	32		4.00	15	30				5,760	5,760	5,760	5,760	5,760	
18U Small Second Season	24	24	24	24	24		4.50	15	30				4,860	4,860	4,860	4,860	4,860	
17U Second Season	540	540	540	540	540		4.50	15	30				109,350	109,350	109,350	109,350	109,350	
18U Second Season	540	540	540	540	540		4.50	15	30				109,350	109,350	109,350	109,350	109,350	
13U Larger Second Season	60	60	60	60	60		3.00	15	30				8,100	8,100	8,100	8,100	8,100	
14U Larger Second Season	60	60	60	60	60		3.00	15	30				8,100	8,100	8,100	8,100	8,100	
13U Third Season	32	32	32	32	32		4.00	15	30				5,760	5,760	5,760	5,760	5,760	
18U Third Season	384	384	384	384	384		3.50	15	30				60,480	60,480	60,480	60,480	60,480	
17U Third Season	144	144	144	144	144		3.00	15	30				19,440	19,440	19,440	19,440	19,440	
	2,912	2,912	2,912	2,912	2,912	(matches Com	nplex Budget)	·	*includes coaches/par	rents/fans								
Total Number of Annual Daily Visits												481,680	481,680	481,680	481,680	481,680		

not all Events in same age group are same length, base value. Example, Complex Budget shows 9 - 3 Day 13U Events, 1 - 2 Day 13U, 1 - 4 Day 13U, 1 - 5 Day 13U. All of this was considered in back-end analysis

#### **Non-Local Visitor Days Analysis**

Revenue	N	Ion-Local	Attende	es per Even	t	Event Length	*Days per	Percent		Non-L	ocal Visitor Da	ays	
nevenue	Year 1	Year 2	Year 3	Year 4	Year 5	(Base)	Non-Local (SFA)	Non-Local (Year 1)	Year 1	Year 2	Year 3	Year 4	Year 5
15U Small Third Season	576	582	588	593	599	3.00	3.25	40% non-local attendance	1,872	1,891	1,910	1,929	1,948
15U Third Season	864	907	953	1,000	1,050	3.00	3.25	40% non-local attendance	8,424	8,845	9,287	9,752	10,239
13U Fourth Season	504	529	556	583	613	3.00	3.25	35% non-local attendance	3,276	3,440	3,612	3,792	3,982
14U Fourth Season	756	794	833	875	919	3.00	3.25	35% non-local attendance	4,914	5,160	5,418	5,689	5,973
13U First Season	504	529	556	583	613	3.00	3.25	35% non-local attendance	4,914	5,160	5,418	5,689	5,973
13U Larger Teams First Season	756	794	833	875	919	3.00	3.25	35% non-local attendance	12,285	12,899	13,544	14,221	14,932
14U First Season	504	529	556	583	613	3.00	3.25	35% non-local attendance	1,638	1,720	1,806	1,896	1,991
14U Larger Teams First Season	756	794	833	875	919	3.00	3.25	35% non-local attendance	17,199	18,059	18,962	19,910	20,905
13U Small Second Season	378	397	417	438	459	4.00	4.25	35% non-local attendance	1,607	1,687	1,771	1,860	1,953
14U Small Second Season	504	529	556	583	613	4.00	4.25	35% non-local attendance	2,142	2,249	2,362	2,480	2,604
17U Small Second Season	648	680	714	750	788	4.00	4.25	45% non-local attendance	2,754	2,892	3,036	3,188	3,348
18U Small Second Season	486	510	536	563	591	4.50	4.75	45% non-local attendance	2,309	2,424	2,545	2,672	2,806
17U Second Season	1,215	1,276	1,340	1,407	1,477	4.50	4.75	45% non-local attendance	51,941	54,538	57,265	60,128	63,135
18U Second Season	1,215	1,276	1,340	1,407	1,477	4.50	4.75	45% non-local attendance	51,941	54,538	57,265	60,128	63,135
13U Larger Second Season	945	992	1,042	1,094	1,149	3.00	3.25	35% non-local attendance	3,071	3,225	3,386	3,555	3,733
14U Larger Second Season	945	992	1,042	1,094	1,149	3.00	3.25	35% non-local attendance	3,071	3,225	3,386	3,555	3,733
13U Third Season	648	680	714	750	788	4.00	4.25	45% non-local attendance	2,754	2,892	3,036	3,188	3,348
18U Third Season	972	1,021	1,072	1,125	1,181	3.50	3.75	45% non-local attendance	29,160	30,618	32,149	33,756	35,444
17U Third Season	972	1,021	1,072	1,125	1,181	3.00	3.25	45% non-local attendance	9,477	9,951	10,448	10,971	11,519
Non-Capacity Growth Rate		1.05	1.05	1.05	1.05		*SFA assumption						
				214,749	225,412	236,607	248,360	260,701					

\*not all Events in same age group are same length, base value \*will match the Economic Impact Summary sheet

#### Room Nights Analysis

Revenue		Non-Local	Attendees	per Event		Room Nights			Room Nights						
nevenue	Year 1	Year 2	Year 3	Year 4	Year 5	per Night (Year 1)	per Night (Year 2)	per Night (Year 3)	per Night (Year 4)	per Night (Year 5)	Year 1	Year 2	Year 3	Year 4	Year 5
15U Small Third Season	576	582	588	593	599	192	194	196	198	200	288	291	294	297	300
15U Third Season	864	907	953	1,000	1,050	288	302	318	333	350	1,296	1,361	1,429	1,500	1,575
13U Fourth Season	504	529	556	583	613	168	176	185	194	204	504	529	556	583	613
14U Fourth Season	756	794	833	875	919	252	265	278	292	306	756	794	833	875	919
13U First Season	504	529	556	583	613	168	176	185	194	204	3,360	3,528	3,704	3,890	4,084
13U Larger Teams First Season	756	794	833	875	919	252	265	278	292	306	5,040	5,292	5,557	5,834	6,126
14U First Season	504	529	556	583	613	168	176	185	194	204	420	441	463	486	511
14U Larger Teams First Season	756	794	833	875	919	252	265	278	292	306	630	662	695	729	766
13U Small Second Season	378	397	417	438	459	126	132	139	146	153	252	265	278	292	306
14U Small Second Season	504	529	556	583	613	168	176	185	194	204	5,124	5,380	5,649	5,932	6,228
17U Small Second Season	648	680	714	750	788	216	227	238	250	263	7,668	8,051	8,454	8,877	9,321
18U Small Second Season	486	510	536	563	591	162	170	179	188	197	405	425	447	469	492
17U Second Season	1,215	1,276	1,340	1,407	1,477	405	425	447	469	492	9,113	9,568	10,047	10,549	11,076
18U Second Season	1,215	1,276	1,340	1,407	1,477	405	425	447	469	492	9,113	9,568	10,047	10,549	11,076
13U Larger Second Season	945	992	1,042	1,094	1,149	315	331	347	365	383	473	496	521	547	574
14U Larger Second Season	945	992	1,042	1,094	1,149	315	331	347	365	383	473	496	521	547	574
13U Third Season	648	680	714	750	788	216	227	238	250	263	432	454	476	500	525
18U Third Season	972	1,021	1,072	1,125	1,181	324	340	357	375	394	5,184	5,443	5,715	6,001	6,301
17U Third Season	972	1,021	1,072	1,125	1,181	324	340	357	375	394	1,772	1,772	1,772	1,772	1,772
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Total Number of Boom Nights											52.301	54.816	57.457	60.229	63.140

\*not all Events in same age group are same length, base value \*will match the Economic Impact Summary sheet