



PERFECT GAME FINANCIAL PERFORMANCE SUMMARY PREPARED FOR SPRINGFIELD, MISSOURI

THIS ANALYSIS HAS BEEN FULLY VETTED AND RESEARCHED BY SFA



**CHRISTIAN
YELICH**

**GERRIT
COLE**

**CARLOS
CORREA**

**FRANCISCO
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Facility Program Details

Facility Program

Outdoor Athletic Facilities

Space	Outdoor Programming Product/Service	Count	Dimensions L (') W (')		Approx. SF each	Total SF	% of Footprint
390' BB/SB Fields	Regulation Flex Fields (with dugouts, viewing, etc.) - 310' LF & 331' RF Fences	8	390' Fence		142,296	1,138,368	98.2%
	Youth Baseball/Softball Fields (4 from Flex Fields)	8	225' Fence		Over 390' Fields		0.0%
	Total 390' Baseball/Softball Fields Sq. Ft.					1,138,368	98.2%
Support	Entry/Main Building						
	Ticket Offices	1	20	20	400	400	0.0%
	Lobby	1	20	20	400	400	0.0%
	Cooking Stations	1	20	20	400	400	0.0%
	Restrooms	2	25	20	500	1,000	0.1%
	First Aid/Training Rooms	1	20	15	300	300	0.0%
	Large Meeting Rooms	1	60	40	2,400	2,400	0.2%
	Retail/Vendor Space	1	50	20	1,000	1,000	0.1%
	Locker Rooms	2	50	35	1,750	3,500	0.3%
	Corporate Office Space	1	30	20	600	600	0.1%
	Conference Rooms	1	20	20	400	400	0.0%
	Broadcast Rooms	1	15	10	150	150	0.0%
	Press/Media/Video Board Room	1	20	20	400	400	0.0%
	Media/Scout Work Rooms	1	20	20	400	400	0.0%
	Stairs, Circulation, Storage, Etc.	1	Variable		2,838	2,838	0.2%
	Quad Buildings						
	First Story (Concessions, Storage, Restrooms, Ump Locker Rooms, First Aid	2	30	30	900	1,800	0.2%
	Second Story - Scouting and Scoring (Press Box)	2	30	30	900	1,800	0.2%
Total Support Buildings Sq. Ft.					17,788	1.5%	
Maint.	Maintenance Buildings	1	60	60	3,600	3,600	0.3%
	Total Maintenance Sq. Ft.					3,600	0.3%
Total Estimated Outdoor Athletic Facilities SF						1,159,756	100%
Total Outdoor Athletic Facility Acreage						26.62	

Site Development

		Quantity	Dimensions L (') W (')		Approx. SF each	Total SF	% of Total
Parking Spaces Total	Parking Spaces Total (10'x18') (20' x 20' Inc. aisles)	800	20	20	400	320,000	40.4%
	Main Street Walkway	1	100	60	6,000	6,000	0.8%
	Setbacks, Green Space, Trails, etc.		15% Parking, 36% Outdoor			466,412	58.9%
Total Estimated Site Development SF						792,412	100%
Total Site Development Acreage						18.19	
Total Complex Acreage						44.82	

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	TBD	44.82	Acre	\$0	\$0	0.0%
Land Cost Total					\$0	0.0%
Hard Costs						
Site Development						
Main Entry Building	Finished Modular Building with FF&E (Not Including F&B)	14,188	SF	\$350	\$4,965,625	11.6%
Quad Building Towers		3,600	SF	\$350	\$1,260,000	2.9%
Site Development - Clearing, Prep, Grading, Utility Runs, Landscaping, etc.	Paving, Grading, Utilities, Landscaping, Improvement Allocation for Outdoor Facility	44.82	Acre	\$200,000	\$8,963,120	20.9%
Locker Rooms/Lounge Areas	Build-Out, Existing Locker Room Improvement	3,500	SF	\$95	\$332,500	0.8%
Main Street Walkway	Paved Walkway with Power and Shade Areas	6,000	SF	\$20	\$120,000	0.3%
Fencing - Perimeter and Facility Control		1	LS	\$250,000	\$250,000	0.6%
Maintenance Building	Finished Modular Building	3,600	SF	\$190	\$684,000	1.6%
Contingency				10.00%	\$1,657,524	3.9%
Escalation				9.00%	\$1,640,949	3.8%
Hard Cost Total					\$19,873,718	46.3%
Baseball/Softball Fields						
Synthetic Turf Fields						
Synthetic Turf Fields	Full Turf Model, Turf with Full Installation	960,000	SF	\$9.65	\$9,264,000	21.59%
All Fields						
Field Lights (390' - 400' Fence)	Material and Install. LED	8	Ea.	\$275,000	\$2,200,000	5.13%
Video board	Scoreboard Addition	1	Ea.	\$150,000	\$150,000	0.35%
Championship Field Scoreboard		1	Ea.	\$20,000	\$20,000	0.05%
Scoreboard		7	Ea.	\$12,500	\$87,500	0.20%
Plate Bases and Anchors		16	Set	\$900	\$14,400	0.03%
Dugouts with Fountains	Covered	16	Ea.	\$12,000	\$192,000	0.45%
Foul Poles		8	Set	\$4,000	\$32,000	0.07%
Portable Foul Poles		16	Set	\$500	\$8,000	0.02%
Fencing and Backstop	Chain-link fencing with windscreen, Netting system - Backstop	8	Ea.	\$88,500	\$708,000	1.65%
L-Screens		16	Ea.	\$500	\$8,000	0.02%
1B Screens		16	Ea.	\$475	\$7,600	0.02%
Ball Caddies		8	Ea.	\$350	\$2,800	0.01%
Portable Game Mounds (390'-400')	10"	8	Ea.	\$12,500	\$100,000	0.23%
Portable Game Mounds (225')	6"	8	Ea.	\$9,000	\$72,000	0.17%
Portable Bullpen Mounds (390'-400')	10"	16	Ea.	\$3,000	\$48,000	0.11%
Bleachers		32	Ea.	\$4,000	\$128,000	0.30%
Portable Fencing (225')		8	Ea.	\$15,000	\$120,000	0.28%
Portable Fencing (390'-400')	Grand Slam Portable fencing	8	Ea.	\$65,000	\$520,000	1.21%
Shade Structures - Tension Fabric	Spectator Seating Areas and Scouting Area, 3 per Field	24	Ea.	\$10,000	\$240,000	0.56%
PA System		8	Ea.	\$40,000	\$320,000	0.75%
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				9.00%	\$1,328,607	3.10%
Contingency				10.00%	\$1,609,091	3.75%
Escalation				9.00%	\$1,593,000	3.71%
Baseball/Softball Fields Cost Total					\$19,292,997	44.96%
Furniture, Fixtures and Equipment Cost						
FOOD & BEVERAGE						
Main Equipment	Equipment for Primary Support Buildings. Full Cooking	1	LS	\$325,000	\$325,000	0.8%
Quad Equipment	Equipment for Quad Buildings	2	Ea.	\$200,000	\$400,000	0.9%
Quad Finish Out	Quad Building Concession Finish Out	3	Ea.	\$25,000	\$75,000	0.2%
FURNISHINGS						
Signage	Monument and Wayfinding	1	LS	\$150,000	\$150,000	0.3%
Furnishings	Additional Budget - Support Buildings	17,788	SF	\$2	\$35,575	0.1%
Hardware	IT systems, Computers, Etc.	1	LS	\$150,000	\$150,000	0.3%
Software		1	LS	\$5,000	\$5,000	0.0%
MAINTENANCE EQUIPMENT						
Maintenance Equipment Budget	Budget Allocation	44.82	Acre	\$1,368	\$61,308	0.1%
Turf Field Maintenance Equipment	Utility Vehicles, Leveling Brush, Debris Removal, etc.	1	LS	\$75,000	\$75,000	0.2%
Shipping & Tax				9.00%	\$114,919	0.3%
Contingency				10.00%	\$139,180	0.3%
Escalation				9.00%	\$137,788	0.3%
Furniture, Fixtures and Equipment Cost Total					\$1,668,771	3.9%
Soft Costs Construction						
Design-Build Fees	% of Structure and Site work			9.0%	\$1,788,635	4.2%
SFC Owner's Rep Services				TBD	\$0	0.0%
Permits/Inspections				0.50%	\$99,369	0.2%
Additional Services				10.00%	\$188,800	0.4%
Soft Costs Total					\$2,076,804	4.8%
Total Construction Costs - Outdoor Facility					\$42,912,290	100.00%

*Provided by Client Engineering Estimate

Financial Performance Summary

Total Revenue & Expenses - 5-Year Detail

Revenue	Year 1	Year 2	Year 3	Year 4	Year 5
*Outdoor In-House Baseball/Softball Tournaments	\$1,295,390	\$1,295,390	\$1,573,290	\$1,573,290	\$1,780,860
Outdoor Baseball/Softball (Non-PG Revenue)	\$169,200	\$204,016	\$259,375	\$286,592	\$317,453
*Gate Fees	\$462,600	\$462,600	\$568,800	\$568,800	\$657,200
Food & Beverage	\$1,267,758	\$1,268,341	\$1,548,477	\$1,548,848	\$1,785,583
*Hotel Rebates	\$80,560	\$80,560	\$98,560	\$98,560	\$113,840
*Tournament Merchandise Revenue	\$109,360	\$109,360	\$134,560	\$134,560	\$155,840
Sponsorship/Advertisement Revenue (Non-PG Revenue)	\$120,000	\$120,000	\$120,000	\$120,000	\$120,000
Total Revenue	\$3,504,868	\$3,540,268	\$4,303,062	\$4,330,651	\$4,930,776
Cost of Goods Sold	Year 1	Year 2	Year 3	Year 4	Year 5
*Outdoor In-House Baseball/Softball Tournaments	\$639,216	\$639,216	\$755,083	\$755,083	\$857,293
Outdoor Baseball/Softball (Non-PG Revenue)	\$34,028	\$41,030	\$49,543	\$54,742	\$59,110
*Gate Fees	\$30,300	\$30,300	\$30,300	\$30,300	\$30,300
Food & Beverage	\$697,267	\$697,588	\$851,662	\$851,866	\$982,071
*Hotel Rebates	\$0	\$0	\$0	\$0	\$0
*Tournament Merchandise Expense	\$62,994	\$62,994	\$73,074	\$73,074	\$81,586
Sponsorship/Advertisement Expense (Non-PG Revenue)	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000
Total Cost of Goods Sold	\$1,493,805	\$1,501,128	\$1,789,662	\$1,795,065	\$2,040,359
Gross Margin	\$2,011,063	\$2,039,140	\$2,513,400	\$2,535,585	\$2,890,417
<i>% of Revenue</i>	<i>57%</i>	<i>58%</i>	<i>58%</i>	<i>59%</i>	<i>59%</i>
Facility Expenses	\$234,376	\$232,390	\$235,602	\$238,862	\$242,191
Operating Expense	\$418,575	\$389,956	\$424,035	\$429,184	\$457,068
Management Payroll	\$409,270	\$425,641	\$492,666	\$512,373	\$532,868
Payroll Taxes/Benefits/Bonus	\$209,143	\$213,331	\$250,323	\$255,042	\$277,774
Total Operating Expenses	\$1,271,364	\$1,261,317	\$1,402,626	\$1,435,461	\$1,509,902
Facility Lease Payment	\$0	\$0	\$0	\$0	\$0
EBITDA	\$739,700	\$777,823	\$1,110,774	\$1,100,124	\$1,380,515
Profit Sharing	\$0	\$0	\$0	\$0	\$0
Net Financial Impact	\$739,700	\$777,823	\$1,110,774	\$1,100,124	\$1,380,515

Total Revenue & Expenses - 20-Year Outlook

Total Revenue and Expenses - Year 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
Total Revenue	\$3,504,868	\$3,540,268	\$4,303,062	\$4,330,651	\$4,930,776	\$5,078,699	\$5,231,060	\$5,387,992	\$5,549,632	\$5,716,121	\$47,573,128
Total Cost of Goods Sold	\$1,493,805	\$1,501,128	\$1,789,662	\$1,795,065	\$2,040,359	\$2,101,570	\$2,164,617	\$2,229,555	\$2,296,442	\$2,365,335	\$19,777,538
Gross Margin	\$2,011,063	\$2,039,140	\$2,513,400	\$2,535,585	\$2,890,417	\$2,977,129	\$3,066,443	\$3,158,437	\$3,253,190	\$3,350,785	\$27,795,589
% of Revenue	57%	58%	58%	59%	59%	59%	59%	59%	59%	59%	58%
Total Operating Expenses	\$1,271,364	\$1,261,317	\$1,402,626	\$1,435,461	\$1,509,902	\$1,532,550	\$1,555,539	\$1,578,872	\$1,602,555	\$1,626,593	\$14,776,779
EBITDA	\$739,700	\$777,823	\$1,110,774	\$1,100,124	\$1,380,515	\$1,444,579	\$1,510,905	\$1,579,565	\$1,650,635	\$1,724,192	\$13,018,810
% of Revenue	21%	22%	26%	25%	28%	28%	29%	29%	30%	30%	27%

Total Revenue and Expenses - Year 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
Total Revenue	\$5,830,443	\$5,947,052	\$6,065,993	\$6,187,313	\$6,311,059	\$6,374,170	\$6,437,911	\$6,502,291	\$6,567,313	\$6,632,987	\$110,429,659
Total Cost of Goods Sold	\$2,412,642	\$2,460,895	\$2,510,113	\$2,560,315	\$2,611,521	\$2,637,637	\$2,664,013	\$2,690,653	\$2,717,560	\$2,744,735	\$45,787,622
Gross Margin	\$3,417,801	\$3,486,157	\$3,555,880	\$3,626,998	\$3,699,538	\$3,736,533	\$3,773,898	\$3,811,637	\$3,849,754	\$3,888,251	\$64,642,038
% of Revenue	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%
Total Operating Expenses	\$1,650,992	\$1,675,757	\$1,700,893	\$1,726,407	\$1,752,303	\$1,778,587	\$1,805,266	\$1,832,345	\$1,859,830	\$1,887,728	\$32,446,888
EBITDA	\$1,766,809	\$1,810,400	\$1,854,987	\$1,900,691	\$1,947,235	\$1,957,946	\$1,968,632	\$1,979,292	\$1,989,924	\$2,000,524	\$32,195,150
% of Revenue	30%	30%	31%	31%	31%	31%	31%	30%	30%	30%	29%

Impact Summary

Economic Impact

Number of Event Weeks per Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Spring Tournaments and Events	12	12	12	12	12
Summer Tournaments and Events	11	11	11	11	11
Fall Tournaments and Events	8	8	8	8	9
Total Event Weeks per Year	31	31	31	31	32

Number of Teams Per Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Spring Tournaments and Events	426	426	550	550	642
Summer Tournaments and Events	528	528	648	648	752
Fall Tournaments and Events	328	328	384	384	434
Total Teams Per Year	1282	1282	1582	1582	1828

Per Person Spending By Category

	Year 1	Year 2	Year 3	Year 4	Year 5
Lodging/Accommodations	\$36.67	\$37.22	\$37.77	\$38.34	\$38.92
Dining/Groceries	\$51.00	\$51.77	\$52.54	\$53.33	\$54.13
Transportation	\$8.67	\$8.80	\$8.93	\$9.07	\$9.20
Entertainment/Attractions	\$4.08	\$4.14	\$4.20	\$4.27	\$4.33
Retail	\$23.97	\$24.33	\$24.69	\$25.06	\$25.44
Miscellaneous	\$13.77	\$13.98	\$14.19	\$14.40	\$14.61
Total	\$138.16	\$140.23	\$142.33	\$144.47	\$146.63

Economic Impact Drivers

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market - Overnight	123,176	123,176	150,541	150,541	173,696
Room Nights	22,199	22,199	26,960	26,960	31,068

Sensitivity Analysis: New Economic Impact (Direct Spending per Year)

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market	123,176	123,176	150,541	150,541	173,696
\$130 Average Daily Expenditure	\$16,012,913	\$16,012,913	\$19,570,298	\$19,570,298	\$22,580,415
\$135 Average Daily Expenditure	\$16,628,794	\$16,628,794	\$20,323,001	\$20,323,001	\$23,448,893
\$140 Average Daily Expenditure	\$17,244,675	\$17,244,675	\$21,075,705	\$21,075,705	\$24,317,370
\$145 Average Daily Expenditure	\$17,860,556	\$17,860,556	\$21,828,409	\$21,828,409	\$25,185,848
\$150 Average Daily Expenditure	\$18,476,438	\$18,476,438	\$22,581,113	\$22,581,113	\$26,054,325
Cumulative 5-Year Total (at \$160 ADE)					\$100,958,130

Sensitivity Analysis: New Economic Impact (Direct Spending per Year)

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market	175,432	177,187	178,959	180,748	182,556
\$130 Average Daily Expenditure	\$22,806,219	\$23,034,281	\$23,264,624	\$23,497,270	\$23,732,243
\$135 Average Daily Expenditure	\$23,683,381	\$23,920,215	\$24,159,417	\$24,401,012	\$24,645,022
\$140 Average Daily Expenditure	\$24,560,544	\$24,806,149	\$25,054,211	\$25,304,753	\$25,557,800
\$145 Average Daily Expenditure	\$25,437,706	\$25,692,083	\$25,949,004	\$26,208,494	\$26,470,579
\$150 Average Daily Expenditure	\$26,314,868	\$26,578,017	\$26,843,797	\$27,112,235	\$27,383,357
Cumulative 10-Year Total (at \$160 ADE)					\$226,241,586

Sensitivity Analysis: New Economic Impact (Direct Spending per Year)

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market	184,381	186,225	188,087	189,968	191,868
\$130 Average Daily Expenditure	\$23,969,566	\$24,209,261	\$24,451,354	\$24,695,867	\$24,942,826
\$135 Average Daily Expenditure	\$24,891,472	\$25,140,387	\$25,391,790	\$25,645,708	\$25,902,165
\$140 Average Daily Expenditure	\$25,813,378	\$26,071,512	\$26,332,227	\$26,595,549	\$26,861,505
\$145 Average Daily Expenditure	\$26,735,285	\$27,002,637	\$27,272,664	\$27,545,390	\$27,820,844
\$150 Average Daily Expenditure	\$27,657,191	\$27,933,763	\$28,213,101	\$28,495,232	\$28,780,184
Cumulative 15-Year Total (at \$160 ADE)					\$357,915,758

Sensitivity Analysis: New Economic Impact (Direct Spending per Year)

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market	193,787	195,724	197,682	199,658	201,655
\$130 Average Daily Expenditure	\$25,192,254	\$25,444,177	\$25,698,619	\$25,955,605	\$26,215,161
\$135 Average Daily Expenditure	\$26,161,187	\$26,422,799	\$26,687,027	\$26,953,897	\$27,223,436
\$140 Average Daily Expenditure	\$27,130,120	\$27,401,421	\$27,675,435	\$27,952,190	\$28,231,712
\$145 Average Daily Expenditure	\$28,099,053	\$28,380,043	\$28,663,844	\$28,950,482	\$29,239,987
\$150 Average Daily Expenditure	\$29,067,986	\$29,358,666	\$29,652,252	\$29,948,775	\$30,248,262
Cumulative 20-Year Total (at \$160 ADE)					\$496,306,636