

FORECAST FOR REMAINDER OF CONCESSION CONTRACT									
	2014	2015	2016	2017	2018	2019	2020	2021	2022
4000 - Income									
4010 - Public Skates	937,067	965,179	994,135	1,023,959	1,054,677	1,070,498	1,086,555	1,102,853	1,119,396
4015 - Figure Skates	329,116	338,989	349,159	359,634	370,423	375,979	381,619	387,343	393,153
4025 - Ice Hockey	1,194,459	1,212,376	1,230,562	1,249,020	1,267,755	1,274,094	1,280,465	1,286,867	1,293,301
4026 - Contract Ice	211,765	214,941	218,165	221,438	224,759	225,883	227,012	228,147	229,288
4030 - Fields	309,253	313,892	318,600	323,379	328,230	329,871	331,521	333,178	334,844
4035 - Courts	687,453	697,765	708,232	718,855	729,638	740,583	751,691	762,967	774,411
4040 - Gymnastics/Rock Climbing	1,223,397	1,235,631	1,247,987	1,260,467	1,273,072	1,285,803	1,298,661	1,311,647	1,324,764
4115 - Rock Climbing/Sky Jump	97,240	98,212	99,194	100,186	101,188	102,200	103,222	104,254	105,297
4090 - Birthdays/Hospitality	491,469	516,043	541,845	568,937	597,384	615,306	633,765	652,778	672,361
4100 - Gym Memberships	232,286	239,254	246,432	253,825	261,439	265,361	269,341	273,382	277,482
4110 - Camps & Drop	966,588	1,014,917	1,065,663	1,118,946	1,174,894	1,210,141	1,246,445	1,283,838	1,322,353
4120 - Retail/Simulators	166,749	171,751	176,904	182,211	187,677	190,492	193,350	196,250	199,194
4135 - Sports and Arts/School Groups	474,690	488,931	503,599	518,706	534,268	550,296	566,805	583,809	601,323
4136 - Sponsorships	75,000	150,000	200,000	300,000	400,000	412,000	424,360	437,091	450,204
4137 - Events	359,276	377,240	388,557	400,214	412,221	418,404	424,680	431,050	437,516
4200 Food & Beverage	1,601,448	1,633,477	1,666,146	1,699,469	1,733,459	1,750,793	1,768,301	1,785,984	1,803,844
4300 Other	156,266	160,954	165,783	170,757	175,879	178,517	181,195	183,913	186,672
4125 - Fees									
Total Income	9,513,523	9,829,554	10,120,963	10,470,004	10,826,964	10,996,220	11,168,987	11,345,352	11,525,403
	3.2%	3.3%	3.0%	3.4%	3.4%	1.6%	1.6%	1.6%	1.6%
Total Food & Beverage Cost of Goods Sold	592,536	596,219	599,813	603,312	606,711	612,778	618,905	625,095	631,345
	37%	37%	36%	36%	35%	35%	35%	35%	35%
Total Income (less F&B)	8,920,987	9,233,335	9,521,151	9,866,692	10,220,253	10,383,442	10,550,082	10,720,257	10,894,058
Cost of Service (COS)									
Total 5100 - Payroll Expenses	2,592,435	2,653,980	2,682,055	2,722,201	2,760,876	2,776,546	2,792,247	2,807,975	2,823,724
	27%	27%	27%	26%	26%	25%	25%	25%	25%
Total 5200 - Professional Fees	190,270	196,591	202,419	209,400	216,539	219,924	223,380	226,907	230,508
	2%	2%	2%	2%	2%	2%	2%	2%	2%
Total 5300 - Operating Other Expenses	808,649	810,938	809,677	837,600	866,157	879,698	893,519	907,628	922,032
	9%	8%	8%	8%	8%	8%	8%	8%	8%
COST OF GOOD/SERVICE (COS)	3,591,355	3,661,509	3,694,152	3,769,201	3,843,572	3,876,168	3,909,145	3,942,510	3,976,264
	38%	37%	37%	36%	36%	35%	35%	35%	35%

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	2014	2015	2016	2017	2018	2019	2020	2021	2022
GROSS PROFIT (MARGIN)	5,329,632 56%	5,571,826 57%	5,826,999 58%	6,097,491 58%	6,376,681 59%	6,507,275 59%	6,640,936 59%	6,777,747 60%	6,917,794 60%
G&A Expense									
Total 6100 · Payroll Expense	1,902,705 20%	1,916,763 20%	1,922,983 19%	1,936,951 19%	1,948,853 18%	1,979,320 18%	2,010,418 18%	2,042,163 18%	2,074,573 18%
Total 6200 · Professional Fees	451,892 5%	442,330 5%	404,839 4%	418,800 4%	433,079 4%	439,849 4%	446,759 4%	453,814 4%	461,016 4%
Total 6300 · Advertising Expenses	150,000 2%	172,017 2%	177,117 2%	209,400 2%	216,539 2%	219,924 2%	223,380 2%	226,907 2%	230,508 2%
Total 6400 · Office Expenses	380,541 4%	368,608 4%	354,234 4%	366,450 4%	378,944 4%	384,868 4%	390,915 4%	397,087 4%	403,389 4%
Total 6700 · Maintenance	475,676 5%	491,478 5%	506,048 5%	523,500 5%	541,348 5%	549,811 5%	558,449 5%	567,268 5%	576,270 5%
Total 6800 · Bank Fees	171,243 2%	176,932 2%	182,177 2%	188,460 2%	194,885 2%	197,932 2%	201,042 2%	204,216 2%	207,457 2%
Total 6900 · Insurance	769,119 8%	786,364 8%	809,677 8%	837,600 8%	866,157 8%	879,698 8%	893,519 8%	907,628 8%	922,032 8%
Total 7000 · Other G&A Expense	235,744 2%	242,635 2%	249,040 2%	256,607 2%	264,340 2%	268,327 2%	272,393 2%	276,540 2%	280,769 2%
Total 7100 · Utilities	971,162 10%	1,000,297 10%	1,030,306 10%	1,061,215 10%	1,093,052 10%	1,109,447 10%	1,126,089 10%	1,142,981 10%	1,160,125 10%
Total 7200 · Travel & Entertainment	23,784 0.25%	24,574 0.25%	25,302 0.25%	26,175 0.25%	27,067 0.25%	27,491 0.25%	27,922 0.25%	28,363 0.25%	28,814 0.25%
Total G&A Expenses	5,531,867 58%	5,621,998 57%	5,661,723 56%	5,825,159 56%	5,964,264 55%	6,056,666 55%	6,150,886 55%	6,246,967 55%	6,344,953 55%
EBITDA	(202,235) -2%	(50,172) -1%	165,276 2%	272,332 3%	412,417 4%	450,609 4%	490,050 4%	530,780 5%	572,841 5%

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7700 · Other Income/ Expense									
7701 · Other Income									
7702 · Other Expense									
7703 · Interest Income									
Total 7700 · Other Income/ Expense	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
7710 · Bad Debt Expense	0	0	0	0	0	0	0	0	0
7800 · Interest Expense									
7801 · Interest Expense-Loan	64,491	63,049	61,547	59,985	58,358	56,666	54,904	53,071	21,554
7802 · Interest Expense-Leases	6,450	2,388							
7803 · Interest Expense-Insurance	10,908	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
7803 · Interest Expense-Banks									
Total 7800 · Interest Expense	81,849	75,437	71,547	69,985	68,358	66,666	64,904	63,071	31,554
7810 · Valley Lease Sales Tax	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500
7900 · Taxes Expenses									
7901 · Federal Income Tax									
7902 · NYS Income Taxes									
7903 · NY Penalties & Surcharges									
Total 7900 · Taxes Expenses									
7000 · Interest and Tax Expense	105,349	98,937	95,047	93,485	91,858	90,166	88,404	86,571	55,054
8000 · Depreciation Expense									
Net Income	(307,584)	(149,108)	70,229	178,848	320,558	360,443	401,646	444,209	517,786