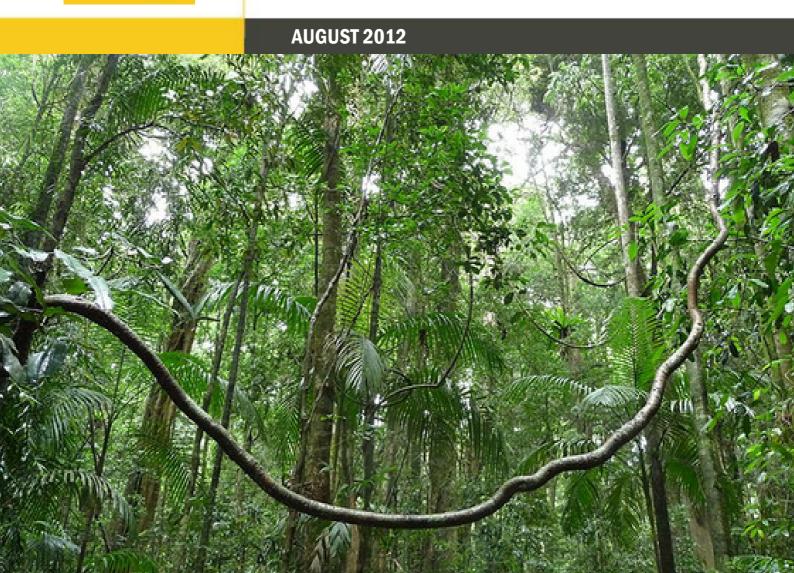




MARY CAIRNCROSS SCENIC RESERVE BUSINESS CASE ASSESSMENT

Prepared for Sunshine Coast Regional Council



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The Group's cost benefit assessments always include a residual project value for a projects asset(s) in its calculations. On this occasion, the Client (Sunshine Coast Regional Council) has specifically requested that no residual project value be included in the cost benefit assessment.

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1. EXECUTIVE SUMMARY

Mary Cairncross Scenic Reserve (MCSR) is recognised for its significant conservation values and has been a popular destination for local residents and visitors to the Sunshine Coast over the past 50 years. Sunshine Coast Regional Council (Council) has commissioned The Stafford Group (The Group) to develop a Business Case Assessment to inform the redevelopment of the built precinct of the MCSR. The assessment identifies the redevelopment scenario most likely to maximise the future viability of the building precinct, while maintaining or enhancing the environmental, social and economic values of MCSR.

As part of this Assessment, The Group utilised the four redevelopment options generated by Council and conducted a series of analyses on these options(financial, social, economic and environmental) to determine the optimal development option for MCSR.

Council has defined a number of constraints on redevelopment, including limiting building works to a tightly defined precinct which matches the already disturbed footprint and avoids adverse impacts on the surrounding rainforest. Large increases in additional visitors to the Rainforest itself and the visual impact of new buildings must be minimised and the assessment of options must also respond to the intent of the terms of the Deed of Trust for MCSR and other strategic documents.

The car park at MCSR is already at capacity during peak periods and we understand that it will not be expanded. To increase revenue for reinvestment in MCSR, Council will need to focus on increasing visitor numbers during quieter periods (i.e. cold/inclement weather, early morning and late afternoons) and increasing visitor spend (on retail and café items as well as donations) by visitors to MCSR.

The following indicates MCSR's unique selling points and why the Reserve warrants further investment and improvement to support its sustainability:

- The Reserve is one of the primary tourism attractions in the Hinterland and Sunshine Coast;
- Expansive views can be captured of the Rainforest and Glass House Mountains;
- The MCSR has an accessible rainforest, close to the car park and other facilities;
- Strong community engagement and support exists which helps foster an authentic experience for visitors;

- The MCSR has a high level of in kind staff resource and volunteer support;
- The MCSR has previously been able to attract grant funding and donations; and
- The Reserve has strong partnerships with schools, universities and other learning institutions.

The following table provides a summary of the results derived from each of the development options. These development options were pre-determined by Council and advised to the Group.

TABLE 1: SUMMARY OF DEVELOPMENT OPTIONS ATTAINMENT OF PROJECT CRITERIA

RFQ CRITERIA (OUT OF 10)	DEVELOPMENT OPTION 1	DEVELOPMENT OPTION 2	DEVELOPMENT OPTION 3	DEVELOPMENT OPTION 4
Responds to the needs of the stakeholders	4	5	8	8
Enhances and expands visitor experience and appreciation of MCSR values	4	7	9	9
Aligns with the strategic direction set by guiding documents	6	7	8	7
Maximises revenue streams for council and its third party commercial partner	4	7 8		8
Minimises whole of life costs	6	7	7	4
Provides best net outcome for the local economy	5	7	8	9
Minimises adverse environmental impacts	7	7	7	6
Optimises legibility and relationships between complimentary functions (i.e. through layout)	3	7	8	8
Maximises multifunctionality, adaptability and flexibility	3	7	8	8
TOTAL (OUT OF 90)	42/90	61/90	71/90	67/90

Whilst the above table illustrates that Option 3 is the better development option followed by Option 4, The Group considers that Option 2 should be favoured over Option 4 as a possible fall back option because it offers a better NPV result and requires a much lower capital cost (\$2.6m) than Option 4 (\$4.3m).

Key points from the analysis to note include:

- The development options range in size, expenditure, income, possible environmental impacts, social benefits and the ability to showcase the natural assets of the area;
- Visitor numbers to MCSR in the first year range from an estimated 133k (development option 1) to 158k (development option 4)and are based on anecdotal information and the market demand study undertaken by The Group as no visitor data is currently collected;
- The capital expenditure outlay ranges from an estimated \$1.4m in development option 1 to \$4.3m
 for development option 4;
- The average annual operating cost ranges from \$301k to \$474k;
- All of the Net Present Values (NPV) for the four options generate a negative result. Technically,
 each option therefore fails the requirement to show a positive NPV;
- As the development is a public good rather than a commercial project, preference should be given
 to those options which result in the less negative NPV. As both option 2 and option 3 are similar in
 their result, consideration should also be given to the option with the stronger cash flow able to be
 generated;
- Option 3, whilst generating a marginally higher negative NPV than option 2, generates a stronger annual average EBITDA (\$256k).
- Option 3 and 4, whilst they have the largest gross floor area, have the ability to have a reduced physical footprint as they are anticipated to be built over two levels. The two level design also provides an opportunity to introduce enhanced sustainable building design principles (such as solar panels and rainwater collection);
- With the increased visitation expected to the new facilities, particularly during the off peak season, development options 3 and 4 are expected to generate a greater economic contribution to the local economy through increased visitor nights, average length of stay and visitor expenditure;

- The social benefit of each of the development options outweighs the social benefit currently being achieved at MCSR. Options 3 and 4 in particular generate increased social benefit by appealing to the needs and desires of MCSR stakeholders. Social benefit is realised through the increased ability to educate and inform, greater exposure to the environment and culture, increased access to the MCSR for people with a disability and enhanced facilities for the local community and visitors to utilise for meetings/functions;
- The financial results, in conjunction with the numerous environmental, economic and social benefits that are expected to arise as a result of this development option, illustrates why option 3 is the recommended development option to achieve the criteria specified in the Tender Brief;
- Development option 3 includes the integration of a tea house-café experience. Under option 4, a restaurant was to be considered however it was determined to be in conflict with competitive neutrality principles as it would directly compete with restaurants at Cairncross Corner. Additionally, the operating hours required to run a viable restaurant would need to include operating the restaurant during evenings. Feedback received indicated that concerns exist regarding any operation of the Precinct during evenings as this could cause environmental impacts on native fauna (specifically the light sensitive pink underwing moth *Phyllodes imperialis* (southern subs) which is listed as 'Endangered' under the *Environmental Protection and Biodiversity Conservation Act 1999* and for which MCSR is the only confirmed breeding location) and be in conflict with the Deed of Trust.

The Group appreciates that there are some community members closely associated with MCSR who may want to see minimal change to the current building layout and operational model. Balanced against this however, is the need and opportunity to enhance the potential for visitor learning/educative experiences and to provide better connection between complementary site functions and to optimise financial returns for reinvestment in MCSR.

The facilitation of an integrated built development, tightly controlled within the existing built precinct, will create a more inviting and welcoming experience for locals as well as visitors. This in turn will improve understanding of the importance of MCSR and the need to protect it for future generations.

A non-integrated style of development (as per the status quo and development option 1) will limit learning and conservation experiences and reduce its appeal to a broader range of stakeholders and interest groups.



The Group therefore recommends the following:

- Sunshine Coast Regional Council note that Option 3 should be considered the preferred development option followed by Option 2 because of the greater triple bottom line benefits able to be generated and stronger delivery to the RFQ criteria stipulated in the brief;
- If however it is felt by Council that the capital cost of Option 3 is too high (noting it is estimated at \$3.5m) and there is considered limited prospect of accessing the higher quantum for Option3, then Option 2 may need to be the fall back position (with a capital cost estimated at \$2.6m). This could be supported by the slightly better NPV result achieved by Option 2, though our assessment indicates that stronger outcomes are generated by Option 3 overall;
- Stakeholders should be appropriately informed of the preferred option which Council proposes to follow, noting that there is strong community interest in the MCSR especially in the Hinterland area from local communities; and
- Overall, the development option recommended will support a variety of education, conservation and cultural enhancements. The forested area of MCSRcan remain untouched and will continue to provide an important conservation refuge and recreational attraction for local communities and visitors.

2. INTRODUCTION

The Stafford Group (The Group) was commissioned by Sunshine Coast Regional Council (Council) to develop a Business Case Assessment to inform the redevelopment of the Mary Cairncross Scenic MCSR (MCSR).

The purpose of the Business Case Assessment is to determine the most sustainable redevelopment and operating scenario for the MCSR whilst respecting the original intent of the Trust Deed by complementing the environmental, social and economic values inherent to the MCSR.

Specifically, the brief required that the development options suggested be measured against the following criteria:

- Responds to the needs of the stakeholders;
- Enhances and expands the visitor experience and appreciation of MCSR values;
- Aligns with the strategic direction set by guiding documents;
- Maximises revenue streams for Council and its third party commercial partner;
- Minimises whole of life costs:
- Provides best net outcome for the local economy;
- Minimises adverse environmental impacts;
- Optimises legibility and relationships between complimentary functions (i.e. through layout); and
- Maximises multifunctionality, adaptability and flexibility.

2.1. METHODOLOGY

The Group adopted the following approach in this Assessment:

- Initial contact was made with the Project Officer to compile documents, source relevant background information as well as to formalise site visit proceedings;
- A Market Sounding Report was developed from information sourced from the Project Officer and utilising background data found through primary and secondary data sources. This included a topline assessment of domestic and international visitor statistics to assess future trends for MCSR;



- A site visit of the area which included a detailed assessment of the current state of the MCSR;
- The Group met with the Project Steering Committee to provide an update on current progress as well as future requirements;
- Analysis of each of the pre-identified development options, including an analysis of the financial,
 economic, social, environmental impacts of each option and the associated risks;
- Functional relationship diagrams for each development option were developed with the aim to improve connectivity between key functional areas; and
- An assessment of each development option was undertaken to determine the most viable and optimal model for MCSR.



3. MARKET SOUNDING REPORT

3.1. LOCATION

MCSR is situated in the Blackall Range (East Maleny) approximately 88km north of Brisbane and 30km west of Caloundra. The MCSRis located in the Sunshine Coast and is considered to be one of the primary tourism icons of the region and one of the few remaining remnant subtropical rainforests in Australia growing in optimum conditions in deep, flat basalt soils in a high rainfall area.

The MCSR covers an area of 530,000 square meters and sits approximately 425m above sea level. It is home to a wide range of flora and fauna and has a particularly wide range of bird life, with 139 species recorded within the boundaries of the MCSR.¹

The figure below provides an overview of the MCSR location in the context of Maleny, Montville and the Glass House Mountains.

FIGURE 1: MCSR LOCATION

¹http://www.mary-cairncross.com.au/sunshine-coast-rainforest-animals.php



3.2. SITE LAYOUT

The main facilities available are located on the Southern end of the MCSR, with visitors having access to a visitor and education centre, a café with alfresco seating, a large picnic area as well as toilet facilities. The main rainforest walk is approximately 1km in length and is accessed through the visitor and education centre.

With respect to this Assessment, only the visitor and interpretation centre, the café, staff offices and the immediate surroundings were to be studied. This is classified as the Project Area (Figure 2 below demonstrates this).

FIGURE 2: SITE LAYOUT AND PROJECT AREA





3.3. MARKET DEMAND

To assess the most viable development option for MCSR, The Group has developed a top-line market demand assessment of the MCSR as a subset of the Sunshine Coast Hinterland region and the Sunshine Coast region overall.²

The market demand assessment indicates the likely level of interest from locals, regional day visitors, intrastate, interstate and potentially international visitors to the site. This is particularly important as it helps verify the size, scale, and sophistication of facilities required in order to appeal to various visitor markets. Though we note that some in the local community may prefer MCSR and the development area to remain largely unchanged, to appeal to a wider visitor market, a range of facilities of a certain standard are likely to be needed.

It is important to note that the recommended redevelopment option must achieve a critical mass of visitors to prove its viability. This is to ensure:

- The long term commercial viability of the development area as part of the MCSR to maximise returns for MCSR management and reinvestment;
- Maximum visitor spend can be achieved with secondary as well as primary attractors;
- Maximising the commercial attractiveness of future developments in and around the area; and
- Ensure long term sustainability of the MCSR as an attraction within the Sunshine Coast region.

In saying this however it must be recognised that MCSR is already at capacity during peak periods. Focus on achieving a critical mass of visitors therefore should be on increasing visitation during off-peak periods (i.e. before 10.30am, after 3.00pm, during wet/overcast days and in winter).

3.3.1. Sunshine Coast Resident Population

Sunshine Coast's resident population has experienced steady growth over the past 10 years, having increased by just over 35% (88k) from 2001–2011.³ The growth experienced by the Sunshine Coast is

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² The Reserve, Maleny, Montville and Glass House have limited visitor statistics. As a result, top line visitation data and assumptions have had to be applied to assess top line market demand.

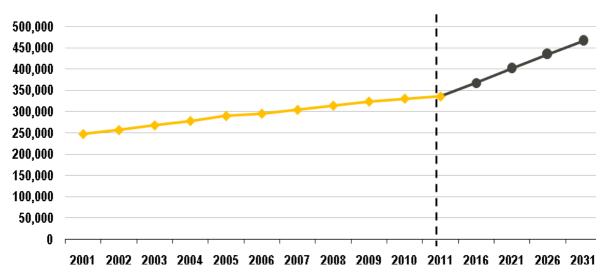
³Australian Bureau of Statistics, Cat. No. 3218.0 - Regional Population Growth, Australia, 2009

slightly higher than the growth rate experienced by Queensland over the same period (estimated at 26%).4

The Sunshine Coast is expected to experience sustained population growth over the next 20 years, with the resident population forecasted to increase by over 39% (131k residents) by 2031.⁵ The population of Queensland is estimated at over 4.5m residents, with the Sunshine Coast region comprising just over 7% of the state's population.⁶

Figure 3below illustrates this growth.

FIGURE 3: SUNSHINE COAST RESIDENT POPULATION7



As the population grows, the need for higher quality and more outdoor-open space areas becomes important. The MCSR is therefore an important regional asset to be protected and maintained so that successive generations (and a growing population base) continue to have access to it for recreational purposes.

The localities of Glass House, Maleny and Montville were identified as being the immediate localities of the MCSR. Figure 4on the following page provides an overview of the population growth experienced by these localities between 1996 and 2006, estimated at 33% (1,196 residents), 24% (903 residents) and 48% (2,266 residents) respectively.

MCSR Business Case Assessment 5 October 2012 17 P a g e

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⁴Office of economic and statistical research - Estimated resident population 2001 - 2011

⁵ Population and Dwelling Profile, Sunshine Coast Regional Council, April 2012, Office of Economic and Statistical Research, Queensland Treasury and Trade

⁶Office of economic and statistical research - Estimated resident population 2001 - 2011

⁷ Note that population forecasts for 2016, 2021, 2026 and 2031 have been provided by ABS. forecasts have not been provided for all years within this period but rather at 5 year increments.

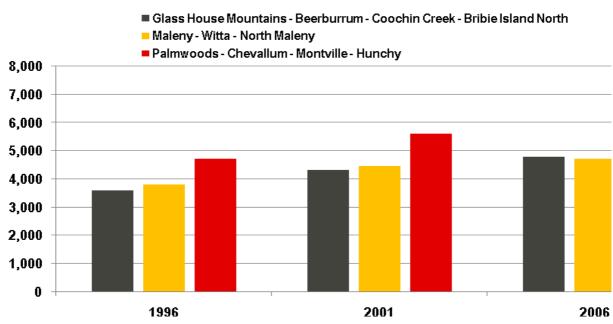


FIGURE 4: GLASSHOUSE, MALENY, MONTVILLE RESIDENT POPULATION - 1996, 2001, 2006

The growing population of both the Sunshine Coast region and the immediate localities of MCSR will be beneficial for the proposed redevelopment of the MCSR site for two primary reasons.

Firstly, the site is already a popular attraction for Sunshine Coast residents, looking to visit the Hinterland and any improvements made will further stimulate this interest as well as revive interest for repeat visitation by locals. A larger population will therefore further support the viability of the redevelopment of MCSR, helping to grow greater awareness and education regarding the ecological and historical significance of the site.

Secondly, locals play an important role in referring visiting friends and relatives to key attractions within their locality and consequently, a larger resident population is more like to generate a greater number of visitor referrals to the site.

It is important to note that although the redevelopment of the built precinct of the MCSR is likely to result in higher visitor numbers, it is the intention that not all of these visitors will necessarily visit the Rainforest, but rather will be attracted to utilise the new facilities (such as the viewing platform and enhanced education centre and café) to obtain an interactive and educative experience. The human footprint on the rainforest therefore is not anticipated to significantly increase.



3.3.2. Historic Visitation to Sunshine Coast

Overall, tourism with the Sunshine Coast region, in line with state trends,has been in decline over the last few years and up until recently. Over the past 4 years, the region has experienced a 10% decline in total visitation⁸, falling from 8.8m in 2007 to 7.9m in 2011.⁹

The drop in visitation has been evident across domestic day, domestic overnight and international overnight visitor source markets, falling by 10% (298k visitors), 10.5% (574k visitors) and 18% (53k visitors) respectively.

This decrease in visitation has been driven by broader macro-economic issues, such as the recession which impacted visitation from Europe and North America especially, gradually slowing economies in Asia and the high Australian dollar in conjunction with budget air carriers encouraging Australians to travel abroad.

Figure 5below provides an overview of this decline in visitation.

Domestic Overnight Visitors ■ Domestic Day Visitors International Overnight Visitors 6,000,000 5.507.000 5.013.000 4,933,000 4.738,000 5,000,000 4,515,000 4,000,000 3.025.000 2,800,000 2,727,000 2,680,000 2.604.000 3,000,000 2,000,000 1,000,000 289,000 283,000 279,000 277,000 236 000 0

FIGURE 5: HISTORIC VISITATION (2007-2011) TO SUNSHINE COAST REGION¹⁰

MCSR has not historically recorded visitation numbers. As a result, it is difficult to assess whether visitation to MCSR has declined in line with in visitation to the Sunshine Coast region.

2009

2010

2011

2008

2007

⁸ Source markets include domestic overnight visitors, domestic day visitors and international overnight visitors

⁹ Note that Tourism Queensland (TQ) figures have been used over Sunshine Coast Destination Limited (SCDL) figures provided in their December 2011 Quarter Report, because TQ figures are a December Year End as opposed to SCDL figures which were a September year end.

¹⁰Sunshine Coast Regional Snapshot, YE December 2007 - 2011, Tourism QLD



3.3.3. Historic Visitation to Hinterland Region

Visitation to the Hinterland region over the past 5 years has grown by 26%, increasing from 264k in 2007 to 333k in 2011.¹¹This growth has been driven by the cooler climate and appeal of product and experiences that the Hinterland offers.

The figure below illustrates the growth experienced in visitation to the Hinterland region from 2007-2011.

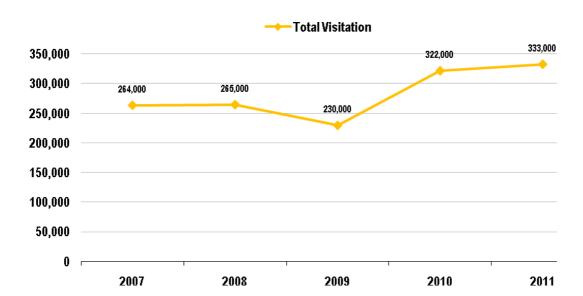


FIGURE 6: HISTORIC VISITATION (2007-2011) TO HINTERLAND REGION¹²

3.3.4. Forecasted Visitation to Sunshine Coast

Based on forecasts provided in the Sunshine Coast Tourism Opportunity Plan, visitation to the Sunshine Coast Region is expected to growto 9.5m visitors by 2017.¹³ The table below illustrates where this growth is expected.

TABLE 2: SUNSHINE COAST FORECASTED VISITATION TO 2017

SUNSHINE COAST FORECASTED VISITATION							
2006 2012 2017 Total Change							
Domestic Overnight Visitors	2,655,000	3,028,000	3,197,000	1 20%			
Domestic Day Visitors	4,490,000	5,031,660	5,812,000	1 29%			
International Visitors	268,000	360,000	446,000	1 66%			
Total	7,413,000	8,419,660	9,455,000	1 28%			

¹¹ Note these are September YE figures as provided by Sunshine Coast Destination Limited

¹² December 2011 Quarter Report, Sunshine Coast Destination Limited, page 25.

¹³ Sunshine Coast Tourism Opportunity Plan, 2009-2017, page 9.

It is important to note that this is a conservative forecast and does not take into account increased visitation as a result of the development of new and the enhancement of existing attractors in the region. As MCSR is viewed as being one of the Sunshine Coast's most iconic tourism products, its redevelopment may have the potential to help boost future visitation figures.

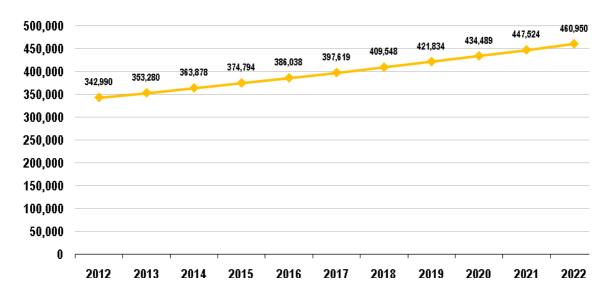
The Sunshine Coast, as one of Queensland's largest four tourism regions, has a pivotal role to play in stimulating interstate and international visitation growth especially. The redevelopment proposed for the MCSR is therefore of strategic value not only to the Sunshine Coast but also to the State in strengthening overall visitor appeal. Tourism Queensland has been supportive of the redevelopment of the MCSR as evidenced in the Tourism Opportunity Plan for the Sunshine Coast, which highlights the MCSR as a catalyst project for development across the region.

3.3.5. Forecasted visitation to Hinterland Region

Based on historic visitation to the Hinterland Region, it is anticipated that visitation to the region will experience a steady increase growing from just under 343k in 2012 to just under 461k by 2022.

It is anticipated that in the short term, a large part of this growth will be stimulated through increases in domestic visitation as opposed to international visitation.¹⁴





¹⁴ The outlook is better for visitor numbers to the Sunshine Coast domestically. The International market is now forecast to be weaker in 2012 due to the European debt woes." - December 2011 Quarter Report, Sunshine Coast Destination Limited, page 56.

¹⁵ Based on historic visitation growth 2010-2011 indicated in December 2011 Quarter Report, Sunshine Coast Destination Limited, page 25.



3.3.6. Visitor Profile

The majority of visitors to the Sunshine Coast region are domestic day trippers (62%) and while The Group does not discount the important role domestic day trippers play, it is important that strategies are considered to convert a portion of these day trippers to overnight visitors, as generally overnight visitors contribute far more to the overall economy. ¹⁶

Whilst the direct aim of this Assessment is not to increase visitation to MCSR during peak periods particularly, it is important to recognise the vital role MCSR plays in dispersing visitors throughout the Sunshine Coast region, increasing overall length of stay as well as generating higher visitor expenditure.

The figure below demonstrates the average visitor breakdown for the Sunshine Coast in 2011.

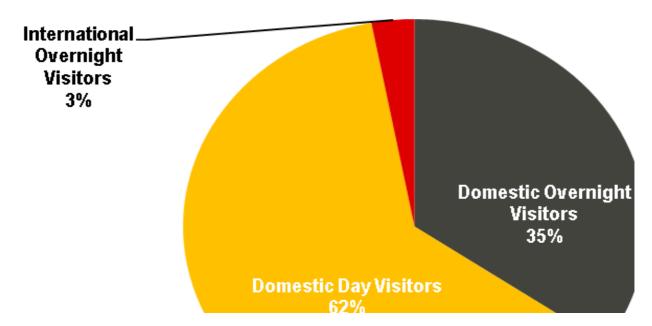


FIGURE 8: VISITOR TYPE TO SUNSHINE COAST

3.3.7. Motivation to Visit

Across all visitor source markets, the primary reason for visitation to the Sunshine Coast was holiday, followed by visiting friends and relatives. 17The redevelopment of MCSR will particularly appeal to this large holiday and VFR market especially, as many visitors are keen to explore the region even if they have primarily visited for a beach holiday. The scenically attractive hinterland and its towns offer an important product to compliment the beach destinations. The MCSR is an important part of this product mix.

¹⁶Sunshine Coast Regional Snapshot, YE December 2007 - 2011, Tourism QLD

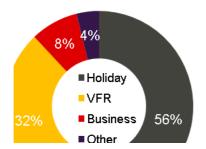
¹⁷Sunshine Coast Regional Snapshot, YE December 2007 - 2011, Tourism QLD



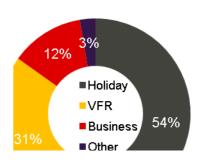
Figure 9on the following page demonstrates the motivation for visit the Sunshine Coast from domestic intrastate, interstate and international source markets.

FIGURE 9: REASON FOR VISITATION

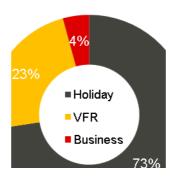
Domestic Intrastate Visitation



Domestic Interstate Visitation



International Visitation



3.3.8. Average Length of Stay and Visitor Expenditure

International visitors to the Sunshine Coast spend the longest time within the region, at approximately 10.6 nights per trip.On average, international overnight visitors to the Sunshine Coast region spend \$906 per trip.

Domestic visitors, whilst they do not stay in the region for as long as international visitors spend the most per night at \$93 per night (in comparison to international visitors who spend \$85 per night).¹⁸

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¹⁸Domestic Tourism Snapshot, YE December 2011, Tourism QLD and International Tourism Snapshot, YE December 2011, Tourism QLD

TABLE 3: VISITOR SPEND AND ALOS

SUNSHINE COAST VISITOR SPEND AND ALOS				
December 20				
Domestic Visitors				
Average Length of Stay	6.5 nights			
Average Spend Per Trip Per Visitor	\$606			
Average Spend Per Night Per Visitor	\$93			
International Overnight				
Average Length of Stay	10.6 nights			
Average Spend Per Trip Per Visitor	\$906			
Average Spend Per Trip Per Visitor	\$85			

3.4. SWOT ANALYSIS

The following table provides a SWOT analysis, highlighting strengths and opportunities to build on as well as weaknesses and threats to address to improve the future potential of the MCSR as a location which contributes to the local economy, maximises the visitor experience and fosters environmental learning, community values and partnerships.

TABLE 4: SWOT ANALYSIS

STRENGTHS

- 1. Rainforest valued for conservation significance, natural values and scenery
- 2. Reserve is viewed as one of the primary iconic attractions of the Sunshine Coast
- 3. Community support for Reserve
- 4. Local knowledge of volunteers and community focus provides authentic visitor experience
- 5. Partnerships with learning institutes (e.g. University of Sunshine Coast)
- 6. Strong local utilisation of the Reserve with schools recognising educational values
- 7. Stunning scenery and vistas overlooking the Glass House Mountains
- 8. Proximity to Brisbane and the wider Sunshine Coast region
- 9. Green landscape which is an attractive juxtaposition to the coastal landscape
- 10. Cooler climate, particularly during summer, which attracts those after a slightly cooler experience

WEAKNESSES

- 11. Facilities have a lack of connectivity and flow and fail to capitalise on positive interactions between retail/education, staff/volunteers
- 12. Buildings and interpretative materials are dated and in need of renovation to keep up with consumer expectations
- 13. Despite the parking lot being redeveloped in 2011, parking is limited to 70 cars and 3-4 coaches. During peak periods the car park is at capacity and on the street parking is dangerous.
- 14. Lack of leveraging off the views that can be captured of the Glass House Mountains
- 15. Outdoor café seating limits use it wet and cold weather
- 16. Adverse weather conditions severely impact visitation to the site with limited wet weather activities

OPPORTUNITIES

- Creation of an integrated café/visitor centre/interpretation centre to improve connectivity and flow
- Development of multi-level viewing platform (built into integrated centre) to capture views of both the Glass House Mountains and into the canopy (level 1) and on top of the canopy (level 2)
- Build understanding and appreciation of existing 'points of difference' e.g. authentic local knowledge, community focus or 'heart', learning and partnerships, better and more interactive interpretation of values.
- Increase education / extension into broader community and schools.
- Potential to utilise new technologies (e.g. mobile application) in the future to provide interactive and contemporary interpretation and other information
- Development of a tea house café to capitalise on the authentic nature of the Reserve

THREATS

- Industry ambivalence to participation
- Some community concern over change/development at MCSR which could lead to loss of support and some 'points of difference'
- Inappropriate development and overcrowding impacting on landscape character and visitor experience
- Weaker economic conditions restricting travel
- Inability to attract new tourism investment
- Lack of new products nation-wide impacting international interest in Australia
- Second recession wave
- Low cost air travel in conjunction with the high Australian dollar encouraging Australian residents to travel internationally

3.5. EXPECTATIONS

The tourism market is constantly evolving. This, in conjunction with constant growth and innovation in the technology sector, is altering and driving higher visitor expectations.

The following section outlines top line market trends evident in the current national and international tourism markets as well as market opportunities that could be valuable for facilitating growth in the MCSR and Sunshine Coast visitor markets.

3.5.1. Emerging market trends

The following table highlights current market trends, and the implications for MCSR.

TABLE 5: EMERGING MARKET TRENDS

MARKET TRENDS	DESCRIPTION AND IMPLICATION FOR MCSR
INCREASING USE OF AIR TRANSPORT	 Increasing use of air transport (including low-cost carriers) as an alternative to long-haul drive holidays Visitors often do not have cars with them and therefore, covering large distances is difficult. These visitors tend to stay in resort style hubs where attractions/facilities are close together or where transport is provided. MCSR, in conjunction with other attractions, needs to consider developing packages so that visitors can undertake multiple experiences. Not everyone is or will be self-drive.
HIGH AUSTRALIAN DOLLAR	 The high Australian Dollar and competitively priced international flights leads to flat domestic and growing international travel An increasing number of Australian's are travelling overseas and as a result overnight visitation demand for destinations and attractions is threatened
SHORT-BREAK TREND	 Increasing trend towards short-breaks (including an increase in fly-drive) The Hinterland and MCSR are located close to Brisbane and Caloundra and could capitalise on this market by introducing a range of marketing initiatives to encourage weekend, short-break visitation.
VALUE OVER PRICE	 Experience Seekers looking for 'value' not price These travellers are looking for experiences of value and if an experience is high quality and presents a wow factor, price is not a major determining factor.
MEDIA FRAGMENTATION AND TECHNOLOGY PUSHING ONLINE BOOKINGS	 Media Fragmentation and Technology pushing online bookings MCSR should note that consumer preference for gathering information and booking is moving away from its traditional method, to online. The introduction of a mobile app which not only provides visitors with information about the MCSR but which also provides interpretative and interactive experiences.
INCREASING COMPETITION	 Increasing competition in the tourism market – visitors see \$6m in advertising daily and over 100 destinations and attractions per week A strong marketing campaign is needed which clearly differentiates MCSR from its regional and state-wide competitors.



3.5.2. Emerging Social Trends

The following table provides an analysis of emerging top-level social trends that are noted to be driving changes in the current national and international tourism market. Entrepreneurial attractions and destinations are taking note of these trends, and adapting their offerings and marketing to suit changing needs.

TABLE 6: ANALYSIS OF EMERGING SOCIAL TRENDS

EMERGING TREND		DESCRIPTION OF TREND		IMPLICATION FOR MCSR
ADVENTURE/ADRENALIN	•	Identified as	•	The Sunshine Coasts
-		one of the fastest growing tourism segments worldwide		Hinterland and its diverse landscapes and natural areas are well positioned
	ŀ.	Occurs in a		for growth in adventure tourism
		natural environment or exotic outdoor setting	•	The MCSR will be a
	ŀ٠	Skywalks,		passive visitor experience
		aerial highways, zip lines,		
	ŀ	Adventure		
		with different levels of adrenaline		
	ŀ	A 'bird's eye		
		view' experience is being demanded offering spectacular		
		scenery		
	١.	Can allow for		
		exploration with a limited individual footprint		
INSTANTANEOUS	ŀ	Social	•	Currently, the MCSR has
TECHNOLOGY		Media: a key to our advertising future, advice from friends via		a very limited online presence, particularly in regards to social media. To
		Facebook and TripAdvisor is increasing in importance		attract and encourage generation Y and Z to visit the MCSR and to learn
	١.	Mobile		more about the environment, the MCSR and the surrounding region, there
		Phones: booking online, a large percentage of travellers use		is a need to increase the MCSR social media presence. This could be
		smart phones for travel and destination information. Up to 37%		through the development of a social media strategy which looks at the best

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	of international travellers accessed social media via their	ways to introduce and utilise technologies such as Facebook and twitter.
	mobile phone ¹⁹	Potential also exists to
		develop a smart phone app focused on the MCSR, providing visitors with an
		educative experience about the MCSR as well as other information (such as
		maps and brochures). This will help reduce the MCSRreliance on paper
		brochures. Increasingly, Generation Y and Z view the provision of mobile
		applications as a necessary component of an experience.
VOLUNTOURISM	■ Holidays	Potential exists to link in
	where you feel like you are making a difference	with current voluntourism programs and enable volunteers to participate in
	Increasing in	
		of the MCSR.
	popularity particularly with recent university graduates who	of the Work.
	seek real-world experience	
	■ Range in	
	duration from very short (e.g. coral watch) up to a year (gap	
	year experiences)	
	■ Fees	
	generally cover food, entrance fees, campsite/cabin, tools for	
	volunteer activity	
BESPOKE DESIRE	■ Money rich,	■ Increasingly, individuals
	time poor seeking more frequent, indulgent and luxurious short	are time poor. Therefore, attractions which provide visitors with quick but
	break vacations	quality experiences are growing in popularity. The development of a viewing
	■ It is 'okay' to	
	want luxury items again	still obtain a view of the rainforest without having to undertake an entire
	Focus on	walk and by doing so, they also will reduce the human footprint impact on
	seeking out good food and wine driven by celebrity chefs and	the rainforest.
	reality television crazes	and rainforce.
	Desire for	
	tailored, boutique products	

¹⁹Source: Mobile Technology in World Tourism, World Travel Monitor

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CULTURAL AND HERITAGE	•	Cultural and	•	There is a need for the
TRAVEL		heritage activities, for example, will have the largest growth rate		MCSR to more cleverly and interestingly develop interpretation which
'		of all visitor activities with an expected growth rate of up to		delves into the cultural history of the MCSR and the surrounding Sunshine
		1.7% per annum by 2020.		Coast region. Static interpretation, whilst it is important, does not always
	•	Increased		appeal to the majority of younger visitors.
		interest by Gen Y & Z largely account for this growth.20		
HEALTHY LIFESTYLE	•	Scepticism	•	Potential exists for the
		around orthodox biomedicine and swing towards alternative		MCSR to link in with health and well-being operators to provide a packaged
		and more holistic therapies		experience in which visitors can undertake a trip to the MCSR. This could
	•	Health care		be packaged with a walking/cycling experience for those after a health
		has become more consumer directed		active experience.
	•	People are	•	Additionally, potential
		more health conscious and interested in how they lead their		exists to introduce programs such as yoga to encourage visitors and locals
		lifestyles		to the MCSR.
	•	Pressure to		
		conform to images of bodily perfection and eternal youth		
	•	People are		
		willing to spend on their health and wellbeing ²¹		

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²⁰Source: Cultural and Heritage Tourism in Australia 2007, Tourism Research Australia

²¹Health Tourism in Australia: Supply, Demand and Opportunities, Voight et. al, 2010



3.5.3. Creating places that attract

In order to provide an assessment of how MCSR performs in regards to visitor appeal and to identify opportunities that exist, best practice visitor educative and interpretive centres have been assessed. The figure below provides a summary of these features which distinguish these centres as best practice.

FIGURE 10: FEATURES THAT ATTRACT

 A sculptural object within the surrounding landscape. Unique AN ICONIC in its form that challenges architectural expectations. BUILDING A CELEBRATION Elements such as viewing platforms and walkways that OF SITE encourage the user to appreciate and reflect on their surroundings. Submerging the building, transitional spaces where walls are SITE not always static and solid; and boardwalks. INTEGRATION AN IMPRESSIVE That helps as a way finder and notifies the building user of **ENTRY** the beginning of their journey of discovery. Creating an educational journey of exploration through the A JOURNEY FOR attraction, further enhancing their experience THE VISITOR

In relation to MCSR we note the following:

- The existing MCSR visitor education centre was developed some time ago and is dated and consequently not considered "a sculptural object". Whilst the focus of the MCSR will continue to be the Rainforest, views and environmental learning, there is a need to recognise that visitor expectations are changing and the importance of having a built environment which directly complements the attractiveness of the natural environment must not be understated. The built environment need not be large scale but rather, the sculptural component could include serene and attractive interior spaces, entry elements which directly complement the natural environment and attractive interpretation;
- The existing visitor education centrehas limitations particularly regarding visitor flow and connectivity to the café is not optimal for interpretative displays and could better connect the interior and exterior environment;



- The rainforest walk is a good walk, however it is quite a static experience with limited interpretation;
- There are limited interactive experiences that visitors are able to undertake; and
- The creation of an integrated discovery centre, which could provide interactive innovative interpretation components, a café and a retail and learning space would help stimulate greater interest in the MCSR, maximise visitor experience and promote up take of key messages associated with the Reserves natural and cultural significance. The 'journey' for visitors should begin at the car park and include common 'threads' that promote a sense discovery, continuity and integration.

3.5.4. Creating attractions and experiences

Case studies of experiential attractions show that interactive exhibits draw a positive reaction from the family market. Families are drawn by interactive, hands-on features and a focus on science which is both educational and entertaining.

A balance of attractions which maximises the interactive, high energy exhibits and minimises the focus on static displays and historical facts is important. Providing a clear cause and effect – when I do this, I get this reaction – is what children and teenagers look for.

Queensland and the Sunshine Coast region attract a large proportion of the family market. In order for the Hinterland and MCSR in particular to capture a greater share of this market, it is important that interactive exhibits and displays are developed which directly appeal to this family market.

Research indicates that parents and their children want to explore and participate in activities which allow them to be creative. Having group activities and opportunities to mix with other children is also important. An important part of visiting attractions is being part of a space that is being enjoyed by others in their age group. The key point here is that for MCSR to attract more interstate, intra state and international visitors and especially the family market segment the built facilities would need to cater for more interactive creative activity to help explain the importance of the MCSR and what it stands for.

In regards to video/audio experiences, families expect an audio program to last no more than 30 minutes (the length of an average TV show) and to run frequently through the day so they do not have to plan their day around seeing the show.

At MCSR, interactive displays have the potential to attract visitors during wet weather, and programs and events may be scheduled to increase visitation during currently quieter periods (e.g. early morning and late afternoon).

Wery Important Important

10%

10%

10%

Hands-on displays New exhibits Regular everitatrong them Seekingsomething differential ay activities and ay technolog

FIGURE 11: IMPORTANCE OF ELEMENTS IN VISITOR ATTRACTIONS TO THE FAMILY MARKET

3.5.5. Technology in Visitor Interpretative and Educative Centres

Consumer demand and expectations for visitor experiences which incorporate interactive experiences is growing. A large portion of these experiences incorporate innovative technology. Today, visitor interpretative and educative centres do not simply exist to generate revenue, but rather primarily to improve the public's understanding about an attraction (its history, flora and fauna and culture). Innovative technologies are able to be utilised to present this information in an exciting and interesting way.

Successful visitor interpretative and educative centres are currently utilising the following technologies in delivering visitor services:

•	Internet;
•	Destination Marketing Systems;
•	Web-Based Information/Interactive Kiosks;
•	Email and Mailing Lists;
•	Call Centres/Telephone Information lines;

•	Television/Video presentations;

- Web-Based Tourist Guides; and
- Mobile/Wireless Devices/Solution (PDAs, Mobile Phones, WAP, Wi-Fi and Hotspots).
- These tools offer best practice examples and provide some valuable learning experiences for MCSR:
- Be clear on what the market wants and how you can deliver it;
- Have a clear and central theme that unifies the site;
- Be flexible so that the site can meet the needs of various groups for many needs;
- Avoid over-capitalising, this creates a need to generate revenue that begins a continuouspattern of development; and
- Ensure the site is linked to the neighbourhood and surrounding attractions to increase the chance of local support and custom

3.6. NICHE MARKETS

Currently, the MCSR is targeting primarily those visitors interested in ecotourism or thosewho are self-drive. Through the redevelopment of the MCSR, potential exists to capture a wider range of niche market segments, including the adventure, arts and culture, small events, food and wine²² and indigenous markets.

3.6.1. Current markets captured comparison

Table 7 on the following page provides an overview of markets currently being captured by the MCSR and its competitors, such as Australia Zoo and Underwater World, and the future potential of the Reserve following redevelopment to capture additional markets.²³

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²² Specifically focusing on those visitors after a bush food and local food experience

²³ Under development option 3.



TABLE 7: NICHE MARKET MATRIX

NICHE MARKETS	MCSR – CURRENT NICHE MARKETS TARGETED	MCSR – MARKETS TARGETED AFTER REDEVELOPMENT	AUSTRALIA ZOO - BEERWAH	UNDERWATER WORLD - MOOLOOLABA	MT TIBROGARGAN - GLASS HOUSE MOUNTAINS	NOOSA HEADS COASTAL TRACK - NOOSA HEADS
	*	✓	✓	✓	✓	✓
	×	✓	×	×	×	✓
	×	×	✓	✓	✓	✓
	*	×	×	×	×	×
	*	*	*	×	*	×
	✓	✓	✓	✓	✓	*
	✓	✓	✓	✓	✓	✓
	×	√	✓	×	×	×
	×	√	×	×	×	×
	×	√	✓	*	✓	√
	2	7	6	4	5	5

²⁴ Food and wine niche market includes the bush food experiences including tastings, bush food discovery walks, cooking classes.



3.6.2. Markets captured by development option

The table belowidentifies the Reserve's current position as well as future potential markets that the MCSR could capture under each development option. Development options 3 and 4 are able to capture the most markets as a result of increased capital expenditure enabling a larger facility to be developed and greater services being offered. These options therefore present a larger social opportunity, capturing markets that may not have been targeted had the MCSR redevelopment not occurred.

TABLE 8: NICHE MARKET MATRIX - DEVELOPMENT OPTION SPECIFIC

	CURRENT SCENARIO		POST REDE	VELOPMENT	
NICHE MARKETS	MCSR -NICHE MARKETS TARGETED	DEVELOPMENT OPTION 1	DEVELOPMENT OPTION 2	DEVELOPMENT OPTION 3	DEVELOPMENT OPTION 4
	*	*	✓	✓	✓
	*	*	*	✓	✓
	*	*	*	*	*
	*	*	*	*	*
	×	*	*	*	*
	✓	✓	✓	✓	✓
	✓	✓	✓	✓	✓
	*	*	✓	√	✓
	*	*	✓	✓	✓
	*	✓	✓	✓	✓
	2	3	6	7	7



4. POTENTIAL CONSTRAINTS

The following table outlines constraints on redevelopment which have been set by Council based on strategic documents associated with MCSR, and a Building Development Prospectus 2011. These constraints have potential to limit growth in visitor numbers and ultimately impact on visitor education and economic returns.

TABLE 9: POTENTIAL CONSTRAINTS

CONSTRAINT	DESCRIPTION
	The car park was recently redeveloped in 2011 and provides 72 car spaces, 2 coach and 3 small bus spaces. There is also a loading zone/bus set-down zone. The Group understands that the car park is not able to be expanded any further. During peak periods, the car park is full and street parking is restricted and dangerous. Given that the majority of visitors arrive by car, the size of the car park is an important constraint to increase visitation to the MCSR during peak periods. The need exists therefore to encourage visitation during non-peak periods (morning, afternoons, wet weather and during winter). An integrated, all-weather facility will help to encourage non-peak visitation. Potential shuttle services and the recently completed cycle path to Maleny provide some limited opportunities to enhance visitation.
	The footprint of redevelopment is limited to the existing disturbed area (i.e. area currently covered by buildings, rear of café car park, pedestrian areas, and gardens to café courtyard). Additional building levels would provide an opportunity to increase floor space while avoiding expanding the built footprint, and may also allow for some revegetation of former site.
	Given the potential for increased visitation to impact on the rainforest, it is our understanding that Council are seeking to minimise large increases in visitation to the Rainforest itself. This however does not preclude increased visitation to other facilities on the site, for example, the learning and interpretation centre, café and picnic areas. For a segment of visitors, a highly interactive and innovative interpretation Centre could provide a stand-alone attraction. Additionally, the development of a viewing platform would enable visitors to experience the rainforest environs, without having to enter the rainforest.
	Without further application, the current planning scheme limits buildings to 8.5m in height. Additionally, visual impacts of development must be minimised when viewed from the grassed forecourt to Education Centre, picnic areas, car park, walking tracks and other view points within the MCSR. This may be achieved through the form or finish of the building, preferably by maintaining a significant vegetative screening. Some impacts on the views from Mountain View Road may be acceptable (e.g. two story development).



5. SUPPLIER INTEREST

As a result of visitation numbers to MCSR, The Group considers that there should be greater interest for retail suppliers at MCSR. Currently, this interest is very limited. There is preliminary interest however, for a good quality café-tea house facility, especially if there is catering opportunities associated with functions and small events to provide additional income streams.²⁵

Initial research indicates the following:

- There is limited interest in retailing (e.g. educational products and souvenirs) and this should be undertaken in house by Council (or its community partners). The forecasted revenue in all development options shows fairly attractive returns and it therefore provides an important revenue stream to the MCSR following redevelopment. If this function were to be contracted out, the return to an operator would most likely offer little residual return to the MCSR by way of a rental arrangement for space within the visitor interpretative centre. Though the risk to the MCSR from contracting out retail services would be reduced, the commensurate return would be unlikely to compensate for this;
- In the current economic climate it may be challenging attracting a well experienced café-tea house operator without offering a rent holiday for 1-2 years to compensate for the risks associated in investing in a fit-out at a new café structure at MCSR. The less flexibility offered, the greater the challenge; and
- The visitor interpretative centre/education centre should be operated by Council (or its community partners) as the expected revenue and limited size would not sustain a commercial operator's fee. Furthermore, the running of the centre should also include the retail-merchandise area which is integrated within it.

It is important to note that requirements which prevent the cafe/teahouse operator operating past 6pm and limitations on scale etc. reduce the commercial attractiveness to some operators. In essence the tea house concept would work best offering mostly morning teas, lunches and afternoon teas along with catering for the meeting/function room.

The tea house concept would also need to avoid offering a more extensive menu as the restaurants at Cairncross corner already do. There is a need for a clear point of difference particularly as there may be concern about Council introducing further competition into an already tough market.

²⁵ The Group spoke with a number of retail, café and tourism operators on a confidential basis to ascertain their interest in potentially being involved in the new facility.



6. DEVELOPMENT OPTION ANALYSIS

The following section provides an overview and analysis of the four development options for the MCSR. It is important to note that these development options were predetermined by Council and have been provided to The Group (however certain attributes of the development options were able to be modified).

6.1. DEVELOPMENT OPTION ELEMENTS²⁶

The following subsections detail each of the various elements which are included in the development options.

6.1.1. Food/drink services

This functional area includes all aspects of the MCSR which relate to the provision of food and beverages to visitors. Across all development options, this includes:

- The development of a kiosk/café, commercial kitchen, cold room and servery area;
- Undercover elevated seating ranging from seating 60 (option 2) to 80 (options 1, 3 and 4);
- Variable operating hours, with options 1 and 2 opening from 9am 5pm (6pm in summer) and options 3 and 4 operating from 7am 6.30pm to capitalise on the bird watchers and early riser markets as well as the afternoon tea market;
- No provision of alcohol (option 1), BYO (option 2) or a full licensed operation (options 3 and 4).
 Within options 3 and 4, it is up to the lessee's discretion whether they will allow diners to bring BYO. Generally, this would attract a corkage fee; and
- At this stage, the café operation will not allow for the closing of areas for private functions as during peak periods, the café is likely to be full. If the MCSR wanted to allow for private functions, a separate enclosed space would need to be designated.²⁷

Based on the MCSR's stunning scenery, the current clientele, as well as the size limitations based on the predetermined development options, The Group recommends that a teahouse style café be developed for options 2-4. The relaxing and clean characteristics of the teahouse will directly

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²⁶ Note that The Group also conducted a workshop with Council personnel to discuss the development options and additional development components which could be investigated/adopted in the future. The findings of this workshop are included in Appendix 2.

²⁷ Note that if the MCSR wishes to have commercial functions held in this area, a separate semi-enclosed space will need to be designated to create a level of privacy as anyone prepared to pay for a commercial function in this area will expect a degree of exclusivity so there is no conflict between public users and those paying for a specific commercial or related purpose.

complement the MCSR. The tea house would be serving a 'Devonshire tea experience' including scones, cakes and other light meals. This would help ensure that the tea house is not competing with other restaurants on Cairncross corner. Additionally, the meals offered in the tea house should not need a large kitchen for preparation.

Figure 12 below illustrates best practice examples of successful teahouses.

FIGURE 12: BEST PRACTICE TEA HOUSES²⁸



Whilst a restaurant could have been considered for development options 3 and 4, the space allocated to the food/drink services functional area under the predetermined development options would not allow the creation of a commercial kitchen large enough to operate an 80-100 seat restaurant operation.

Additionally, the immediate locality of Mountain View Road has a number of restaurants (8 are listed within a 3km radius of the MCSR). Resulting from the Global Financial Crisis, many businesses are finding it increasingly difficult financially due to decreased consumer discretionary spending. The Group therefore considers that if Council were to open or facilitate the venture of a large restaurant and evening dining experience, this may be in direct competition with local businesses and therefore may meet resistance from the local community.

The development of a restaurant would also attract a different segment of visitors to MCSR, specifically those after a dining experience and not an educative one. The introduction of a restaurant therefore may not complement other experiences at the Reserve (educative experiences, interpretation, walks).

6.1.2. Covered picnic area/outdoor classroom

The covered picnic area/outdoor classroom across all options will be a new area which will principally cater for the large numbers of school groups who visit MCSR and require shelter for group activities. If the MCSR wishes to have commercial functions held in this area, a separate semi-enclosed space will need to be designated to create a level of privacy as anyone prepared to pay for a commercial function

²⁸ Houhai, China; Santa Fe, New Mexico; Boulder, Colorado

in this area will expect a degree of exclusivity so there is no conflict between public users and those paying for a specific commercial or related purpose.

FIGURE 13: BEST PRACTICE OUTDOOR CLASSROOMS²⁹



The outdoor classroom will enable parents and children to participate in a range of activities, all aimed at providing an educational experience in an interesting and engaging format.

6.1.3. Conference/meeting room/learning space

The meeting room across all development options will provide a small theatrette style room for both MCSR visitors and varying degrees of commercial use. The room will be designed to allow for meetings of up to 40 individuals (seated).

The meeting room will be fitted out with a range of audio/video equipment to cater for small conferences and presentations.

6.1.4. Retail

The retail component of the Centre, if undertaken successfully, will be an important revenue generator for the MCSR. Development option 1 includes the provision of local produce/crafts and educational material, displayed in a small area within the kiosk and/or education centre. This space would be constrained due to its small size, which would ultimately impact on the number of items able to be stored and displayed. Given the café remains largely separate from the education centre under this development option, it would not capitalise on cross-patronage between the café and the retail in the education centre.

Development options 2-4 however include a larger separate space, allowing for a much more diverse range of products (local and regional) to be displayed and directly promotes cross-patronage between the food/beverage and interpretativecentre (which includes retail) functions. Additionally, the multi-level facility which would be developed in options 3 and 4could include the display of higher price point retail

²⁹San Diego Cooperative Charter School, USA; Crompton Primary School, UK; Avom Grove Charter School, USA

items (particularly photographs, sculptures and paintings/artwork) throughout the entire complex rather than just being displayed in the one area.

The following table illustrates the different retail mix focused on for each development option.

TABLE 10: RETAIL MIX

RETAIL MIX ELEMENT	OPTION 1	OPTION 2	OPTION 3	OPTION 4
	Local produce/crafts Basic educational material	 Local produce/crafts Regional produce and souvenirs Basic educational material 	 Local produce/crafts Regional produce and souvenirs Bush foods, particularly focusing on region specific bush foods. Extensive educational material (DVDs, books, educational games, brain teasers) Eco-friendly products (natural soaps, perfumes, moisturisers, reusable bags) Paintings, artwork and sculptures 	 Local produce/crafts Regional produce and souvenirs Bush foods, particularly focusing on region specific bush foods. Extensive educational material (DVDs, books, educational games, brain teasers) Eco-friendly products (natural soaps, perfumes, moisturisers, reusable bags) Paintings, artwork and sculptures
	Basic – separate from kiosk and education centre	Basic – integrated with education centre staff	Dedicated customer service staff/volunteer for retail, with extensive local and regional knowledge	Dedicated customer service staff/volunteer for retail, with extensive local and regional knowledge
	\$2.25	\$4.50	\$4.50-\$10.00	\$4.50-\$10.00

6.1.5. Discovery Centre

The visitor interpretation of 'discovery' centre will be the primary point of interpretation for the MCSR. Under development options 2-4, this will include an entirely new education centre, whilst under development option 1 it involves the refurbishment of the existing education centre.

The centre will feature a range of interactive and learning experiences; keeping families engaged and enthused to learn about MCSR's natural and cultural values. Technologies which could be implemented include:



• Interactive floors (see Figure 14on the following page for best practice examples): This could potentially be designed to simulate the Rainforest environment, allowing visitors to see how the rainforest changes as a result of human footprint.

FIGURE 14: BEST PRACTICE INTERACTIVE FLOORS³⁰



Projected and/or touch screen tables: These tables can either be projected onto to create the scene or be an actual touch screen (see Figure 15below for best practice examples). Touch tables create social interaction between people and are a platform for lively learning, conservation and engagement. The tables could tell a range of story's such as the history of the Rainforest and descriptions on the flora and fauna that live within.

FIGURE 15: BEST PRACTICE TOUCH TABLES³¹



• Interactive walls: These walls can be customised to feature a wide range of different scenarios (Figure 16 on the following page demonstrates some of these). For example, they can project a figure which mimics the actions of the person utilising the interactive wall or have the participant move and drags things along the wall. The MCSR could potentially install a "word wall" which allows people to collect words and images, or they could use a movie wall to create their own simple movie, which replays on the projected wall for them.

³⁰http://www.snibbeinteractive.com/platforms/socialfloor/products/bug_rug

³¹http://www.snibbeinteractive.com/platforms/socialtable/products/socialtable-touch/photos/

FIGURE 16: INTERACTIVE WALLS³²



Importantly, we consider that the centre be branded as a "Discovery" centre rather than an education centre. It needs to motivate, entice and engage visitors through a sense of discovering more about MCSR's natural and cultural features. The branding of the Centre will have a direct correlation with this.

6.1.6. Viewing platform

To capitalise on the views that can be captured from MCSR of the Glass House Mountains and Rainforest, the development of a viewing platform has been proposed. The viewing platform would include:

- Development option 1: A basic 2 metre elevated platform with a ramp leading up to the main viewing deck for disabled access. This viewing platform would minimal provide views of the Glass House Mountains and views into the Rainforest; and
- Development options 2-4: A multi-level viewing platform in which the first level of the viewing platform is incorporated into the integrated building structure (discovery centre, tea house, meeting room). The platform could feature 2 separate levels the first of which provides a view of the Glass House Mountains and into of the Rainforest, the second level provides views of therainforest canopy as well as the Glass House Mountains.

6.1.7. Canopy walk

The canopy walk, due to the amount of capital expenditure required to develop and the associated ongoing maintenance cost, is only included in development option 4.

The canopy walk proposed would be limited to the front of the MCSR, running between an integrated building fronting Mountain View Rd and the current beginning of the rainforest walk. The walk would not run through the existing Rainforest due to potential adverse environmental impacts.

³²http://www.snibbeinteractive.com/downloads/Snibbe_Interactive_Catalog.pdf

To provide a passive-thrill and learning experience, the canopy walk could be a suspended walk linked to several viewing platform/towers which feature interpretation.

The figure below provides an example of a best practice canopy walk which is located in Sandakan Rainforest Discovery Centre, Sabah.

FIGURE 17: BEST PRACTICE CANOPY WALK



6.1.8. General building structure

The building structure across the four development option differs significantly. The following provides an overview of the included building structures:

- Elevated light timber structure with separate pavilions: Development option 1 includes this style of development and involves a rebuild of the kiosk/café and refurbishment of the existing education centre as well as the development of some new buildings. Whilst this option is not the most ideal in terms of long term financial viability and the ability to educate and provide an interesting and engaging experience, it involves the least capital expenditure (\$1.4m);
- One level, slab on ground, integrated development: Development option 2 includes this form of development and involves the construction of an entirely new facility/structure. An engineer will be required to determine whether slab on ground would be appropriate in comparison to an elevated structure and to confirm there are no geotechnical problems; and
- Two level, slab on ground, integrated development: Development options 3 and 4 includes this style of development, with the primary retail, discovery centre and meeting rooms being located on level 1 and the primary food/drink area and viewing platform being situated on level two to capitalise on the views provided. Again, an engineer will be required to determine whether slab on ground would be appropriate in comparison to an elevated structure.

6.1.9. Other elements

Additional to the above mentioned functional areas and building attributes, all development options will include the following:

- The inclusion of offices:
- A research area;
- A non-commercial staff kitchen;
- Toilets for staff and café patrons;
- A verandah for staff use;
- Car parking and service deliveries (8 vehicles);
- Work shed for Reserve use only; and
- Water and wastewater treatment facilities.

6.2. DEVELOPMENT OPTION 1

Development option 1 is the most basic development option proposed. The option involves keeping the existing education centre, rebuilding the kiosk/cafe on its current site and building new pavilions for a meeting space and staff offices. Table 11 below provides an overview of the development and its associated components.

TABLE 11: DEVELOPMENT OPTION 1 OVERVIEW

COMPONENT	SIZE	DESCRIPTION						
	40m ²	Basic kiosk/café development						
	220m ²	Area provides seating for 80 (20 tables)						
	-	9am – 5pm (6pm in summer)						
	-	Not allowed under development option.						
	-	No private functions.						
	100m ²	New area developed. No commercial use, only use allowed is MCSR use.						
	80m ²	No commercial use, only use allowed is MCSR use.						
	15m ²	Local produce/crafts and education material in existing kiosk/education area						
	110m ²	Refurbish existing education centre						
	50m ²	2m elevation with ramp						

-	Not considered under development option.
-	Elevated light timber structure One level Separate pavilion style development Mixture of refurbishment of existing buildings and new development
697m ²	

6.3. DEVELOPMENT OPTION 2

Development option 2 involves construction of a completely new facility. The development would include an integrated building, comprising of a café, meeting room/theatrette, retail shop, discovery centre, an undercover outdoor picnic area/outdoor classroom and an integrated viewing platform. The development would be single storey and based on engineering approval, would be constructed on slab.

Opportunity exists to retain/remodel part of the existing Education Centre to serve as part of the new integrated centre. The cost benefit of undertaking an entirely new structure or retaining part of the existing building would however need to be assessed.

The table below provides a detailed overview of development option 2 and its included elements.

TABLE 12: DEVELOPMENT OPTION 2 OVERVIEW

COMPONENT	SIZE	DESCRIPTION
	40m ²	Café/teahouse style of development
	200m ²	Area provides seating for 60 (approximately 15 tables). The size (200m²) has been assigned in this option.
	-	9am – 5pm (6pm in summer)
	-	BYO alcohol license only
	-	No private functions (booking out of space) as this would impede public use of the space. If the MCSR was looking to lease out for function space, a separate function area/room would need to be developed under a new or additional development scenario as anyone prepared to pay for a commercial function in this area will expect a degree of exclusivity so there is no conflict between public users and those paying for a specific commercial or related purpose. If the food and beverage area is not available to the public at all times, there is likely to be strong market resistance and negative feedback to Council. Operators interested in leasing the café will expect to be able to access all visitor markets especially the public

³³ Please note that total floor space includes additional floor space included in Tender Brief under Table 1, but for which no functional area has been assigned.

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		at large.
100	Om²	Component separate to integrated development structure.
80r	m²	Full commercial use. Theatrette however must be available for general visitor/community use for at least 20% of the MCSR's scheduled opening hours during the business week
30r	n ²	Regional produce and souvenirs
80r	m ²	Entirely new facility, developed in the new integrated facility
180	Om ²	Multi-storey viewing platform 3 different levels: First level provides overview of site, Second level provides view of below the canopy and the Glass House Mountains and Top level provides view over and above the canopy as well as the Glass House Mountains. Multi-level viewing platform will provide MCSR with a unique selling point.
-		Not considered under development option
-		One level New development Slab on ground (subject to engineering advice) ³⁴
818	3m ²	-

6.4. DEVELOPMENT OPTION 3

Development option 3 comprises a new, integrated facility which spans over two levels. The facility would include a café/teahouse, meeting room/theatrette, retail shop, discovery centre, an undercover outdoor picnic area/outdoor classroom and an integrated viewing platform.

The key differences between development option 2 and 3 lie in the size of the facility and the services offered under this option. Operating hours, particularly during summer months, will run from 7am – 6.30pm, with the facility operating for 2.5 hours more per day than in development option 2. It is envisaged that the MCSR will be able to capture morning and afternoon visitor markets and consequently, spread visitation throughout the duration of the day rather than concentrating on the peak midday period. In particular, there are several markets which could be captured including the early morning bird market, the cycling market as well as the walking/running market.

The facility constructed will span two levels, compared with development options 1 and 2 which are single-storey developments. Two levels, whilst it may be more capital intensive to construct, will

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³⁴ Rationale is the viewing tower will need extensive footings which will necessitate some earth excavation and engineering advice.

³⁵ Please note that total floor space includes additional floor space included in Tender Brief under Table 1, but for which no functional area has been assigned.

capitalise on the views which can be captured of the Glass House Mountains from the MCSR. Additionally, it may provide opportunity to reduce environmental impact through a smaller building footprint and increased potential to integrate solar energy and rainwater collection practices.

Development option 3 also features a much larger undercover seating area than development option 2 (400m² compared with 200m²) allowing for larger numbers of visitors to use the café/teahouse facility. During lunch time and late afternoon, the café/teahouse will able to provide liquor as development option 3 includes the provision of a liquor license.³⁶ It is up to the lessee's discretion whether they will also allow BYO.

The discovery centre, an integral component of the facility to provide education and interpretation, under development option 3, receives a larger interpretation fit out budget (\$200k compared to \$130k in development option 2). This will allow the MCSR to fit the centre out with more interactive and interesting exhibits.

Opportunity exists to retain/remodel part of the existing Education Centre to serve as part of the new integrated centre. The cost benefit of undertaking an entirely new structure of retaining part of the existing building would however need to be assessed.

TABLE 13: DEVELOPMENT OPTION 3 OVERVIEW

COMPONENT	SIZE	DESCRIPTION
	40m ²	Café/teahouse style of development
	400m ²	The maximum size (400m²) has been assigned in this option to allow for greater visitor penetration of the café.
	-	7am – 6.30pm. Operating hours have been extended to capture the morning and afternoon visitor markets. This is particularly important throughout summer.
	-	Fully licensed (however may allow for BYO – up to lessee's discretion).
	-	No private functions (booking out of space) as this would impede public use of the space. If the MCSR was looking to lease out for function space, a separate function area/room would need to be developed under a new or additional development scenario as anyone prepared to pay for a commercial function in this area will expect a degree of exclusivity so there is no conflict between public users and those paying for a specific commercial or related purpose.

³⁶ Note that liquor consumption at restaurants/cafes etc. tends to occur more often during evenings. As the café/tea house will not be operating for a dinner experience, it is expected that liquor consumption will be minimal.

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	If the food and beverage area is not available to the public at all times, there is likely to be strong market resistance and negative feedback to Council. Operators interested in leasing the café will expect to be able to access all visitor markets especially the public at large.
100m ²	Component separate to integrated development structure.
80m ²	Full commercial use. Theatrette however must be available for general visitor/community use for at least 20% of the MCSR's scheduled opening hours during the business week
30m ²	Regional produce and souvenirs.
80m ²	Entirely new facility, developed in the new integrated facility.
180m ²	Multi-storey viewing platform 3 different levels: First level provides overview of site, Second level provides view of below the canopy and the Glass House Mountains and Top level provides view over and above the canopy as well as the Glass House Mountains. Multi-level viewing platform will provide MCSR with a unique selling point.
-	Not considered under development option
-	Two levels New development Slab on ground (subject to engineering advice) ³⁷
1018m ²	

6.5. DEVELOPMENT OPTION 4

Development option 4 also includes the development of a new, integrated facility which spans across two levels. The facility would include a café/teahouse, meeting room/theatrette, retail shop, discovery centre, an undercover outdoor picnic area/outdoor classroom and an integrated viewing platform. It is important to note that whilst a restaurant was initially included in this development option, The Group considers that the most optimal use for the space is to develop a café/teahouse style experience. This consideration is based on competitive neutrality as well as the small size of the space allocated to the food/drink services functional area which would not allow for the creation of a commercial kitchen large enough to operate an 80-100 seat restaurant operation.

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³⁷ Rationale is the viewing tower will need extensive footings which will necessitate some earth excavation and engineering advice.

³⁸ Please note that total floor space includes additional floor space included in Tender Brief under Table 1, but for which no functional area has been assigned.

As with the facility constructed in development option 3, development option 4 includes a two-storey facility capturing the views from the Glass House Mountains, a larger undercover seating area, longer trading hours as well as a full liquor license.

Opportunity exists to retain/remodel part of the existing Education Centre to serve as part of the new integrated centre. The cost benefit of undertaking an entirely new structure of retaining part of the existing building would however need to be assessed

The primary difference between development option 3 and 4 is the provision of a canopy walkway. The walkway itself will feature a 120m suspended experience allowing visitors to capture views of both the rainforest and the Glass House Mountains.

TABLE 14: DEVELOPMENT OPTION 4 OVERVIEW

COMPONENT	SIZE	DESCRIPTION
	60m ²	Café/teahouse style of development due to size limitation39
	400m ²	The maximum size (400m²) has been assigned in this option to allow for greater visitor penetration of the café.
	-	7am – 6.30pm Operating hours have been extended to capture the morning and afternoon visitor markets. This is particularly important throughout summer.
	-	Fully licensed (however may allow for BYO – up to lessee's discretion).
	-	No private functions (booking out of space) as this would impede public use of the space. If the MCSR was looking to lease out for function space, a separate function area/room would need to be developed under a new or additional development scenario as anyone prepared to pay for a commercial function in this area will expect a degree of exclusivity so there is no conflict between public users and those paying for a specific commercial or related purpose. If the food and beverage area is not available to the public at all times, there is likely to be strong market resistance and negative feedback to Council. Operators interested in leasing the café will expect to be able to access all visitor markets especially the public at large.
	100m ²	Component separate to integrated development structure.
	80m ²	Full commercial use. Theatrette however must be available for

³⁹ The minimum requirement for a restaurant commercial kitchen is generally around 60m²-90m². If Council would like the inclusion of a restaurant rather than a café/teahouse style of development, a larger amount of space will need to be designated.

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		general visitor/community use for at least 20% of the MCSR's scheduled opening hours during the business week
3	30m ²	Regional produce and souvenirs.
8	30m ²	Entirely new facility, developed in the new integrated facility.
1	180m²	Multi-storey viewing platform up to 8.5m 2 different levels: First level provides view of below the canopy and the Glass House Mountains and Top level provides view over and above the canopy as well as the Glass House Mountains. Multi-level viewing platform will provide MCSR with a unique selling point.
1	180m²	Suspended canopy walk included to provide MCSR with a passive recreational experience.
-		Two levels New development Slab on ground (subject to engineering advice) ⁴⁰
1	1,218m ²	

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⁴⁰ Rationale is the viewing tower will need extensive footings which will necessitate some earth excavation and engineering advice.

⁴¹ Please note that total floor space includes additional floor space included in Tender Brief under Table 1, but for which no functional area has been assigned.



The matrix below provides an updated overview of each development option, benchmarking these against the existing situation.⁴²

TABLE 15: DEVELOPMENT CONCEPTS FOR BUSINESS CASE ASSESSMENT

Functional areas	Existing Situation	Development Option 1		Development Option 2		Development Option 3		Development Option 4		
	descpription	m ²	descpription	m ²	descpription	m ²	descpription	m ²	descpription	m ²
	kiosk/café		kiosk/café		kiosk/café		kiosk/café		combined restaurant and café	
	commercial kitchen, cold room, servery (caretaker's residence)	160	commercial kitchen (incl cold room and servery area)	40	commercial kitchen (incl cold room and servery area)	40	commercial kitchen (incl cold room and servery area)	40	commercial kitchen (incl cold room and servery area)	60
	undercover seating for 80 (20 tables)	220	undercover elevated seating for 80 (20 tables)	220	as most optimal (up to 400 m ² if over two levels); all undercover	200	as most optimal (up to 400 m ² if over two levels); all undercover	400	as most optimal (up to 400 m ² if over two levels); all undercover	400
food/drink services	opening hours 9am to 5pm		opening hours 9am to 5pm (6pm in summer)		opening hours 9am to 5pm (6pm in summer)		as commercially optimal	7am 6.30pm		7am- 6.30pm
	no alcohol		no alcohol		BYO / fully licenced -as optimal	вуо	BYO / fully licenced - as optimal	Licen- sed	BYO / fully licenced - as optimal	Licen- sed
	no private functions		no private functions		full private use, but no full exclusion of public during park visiting hours		full private use, but no full exclusion of public during park visiting hours		full private use, but no full exclusion of public during park visiting hours	
covered picnic area/ outdoor classroom	none		new area, for Reserve use only, no private functions	100	new area, available for full commercial use (extension of café seating for functions)	100	new area, available for full commercial use (extension of café seating for functions)	100	new area, available for full commercial use (extension of café seating for functions)	100
conference/meeting room (learning space) seat 50 theatre style	no commercial use, Reserve use only	80	no commercial use, Reserve use only	80	full commercial use, but 20% availability for Reserve use on weekdays	80	full commercial use, but 20% availability for Reserve use on weekdays	80	full commercial use, but 20% availability for Reserve use on weekdays	80
retail	basic retail with souvenirs and educative material in kiosk/Ed Centre	15	local produce/crafts and educational material in kiosk/Ed Centre	15	regional produce and souvenirs, up to 30 m2	30	regional produce and souvenirs, up to 30 m2	30	regional produce and souvenirs, up to 30 m2	30
education centre	Part of existing Education Centre	110	refurbish	110	build new	80	build new	80	build new	80
viewing platform	none		2 metre elevation with ramp	50	integrate with structure	180	integrate with structure	180	integrate with structure	180
canopy walk (120 m)	none		not considered	X	with/without as optimal	Х	with/without as optimal	Х	with/without as optimal	180
general building	mixed		elevated light timber structure		slab on ground/elevated floor, to be defined	Slab	to be defined	Slab	slab on ground/elevated floor; to be defined	Slab
general building structure	one level		one level		one or two levels - as most optimal	One	one or two levels - as most optimal	Two	one or two levels - as most	Two
	depot style		depot style development		fully integrated structure		fully integrated structure		fully integrated structure	
TOTAL GFA	654 m ²		69	97 m²	8	18 m²	10	18 m²	1,2	218 m ²

⁴² Please note "TOTAL GFA" has been updated to include viewing platform and canopy walk (where applicable) floor space size.



7. FINANCIAL ANALYSIS

The following section comprises of a financial analysis of the four development options to ascertain which offers the most viable and sustainable operating model over the next 25 years. This analysis includes examination of potential cash flow, expected capital expenditure, revenue streams that could potentially be generated as well as a top line cost benefit analysis of each development option.

7.1. CASH FLOW ANALYSIS

Table 16-Table 19 on the following pages includes a detailed cash flow analysis for each of the four development options. This includes expenses incurred and revenue expected to be generated over the 25 year period assessed. The analysis also includes provision for major refurbishment every 7 years as the discovery centre in particular will need to be refreshed in order to maintain market appeal.

Points to note include:

- For development option 1, expenditure as a percentage of revenue, equates to 126% in year one and 87% by year 25;
- For development option 2, expenditure as a percentage of revenue, equates to 96% in year one and 65% by year 25;
- For development option 3, expenditure as a percentage of revenue, equates to 97% in year one and 42% by year 25;
- For development option 4, expenditure as a percentage of revenue, equates to 102% in year one and 61% by year 25;
- Salaries make up the largest portion of operating costs, accounting for 46%, 35%, 34% and 32% of total operating costs in year 1, for each development option respectively; and
- The largest source of revenue across all development options comprises of retail revenue, accounting for 48%, 63%, 63% and 63% of all revenue in year 1, for each development option respectively.



TABLE 16: CASH FLOW ANALYSIS - DEVELOPMENT OPTION 1

OPTION 1	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
												REVENUE													
Café lessee rent	\$5,000	\$10,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Café lessee portion of turnover	-	-	\$26,591	\$27,123	\$26,310	\$25,520	\$24,755	\$30,961	\$31,890	\$32,846	\$33,832	\$32,817	\$31,832	\$30,877	\$32,421	\$42,052	\$44,155	\$45,480	\$46,844	\$48,249	\$49,697	\$51,188	\$52,723	\$54,305	\$55,934
Retail revenue	\$74,685	\$76,179	\$77,702	\$79,256	\$76,878	\$74,572	\$72,335	\$115,897	\$119,374	\$122,955	\$126,643	\$122,844	\$119,159	\$115,584	\$121,363	\$163,840	\$172,032	\$177,193	\$182,509	\$187,984	\$193,624	\$199,433	\$205,416	\$211,578	\$217,925
Gold coin donations	\$74,353	\$75,840	\$77,357	\$78,904	\$76,537	\$74,241	\$72,013	\$74,174	\$76,399	\$78,691	\$81,052	\$78,620	\$76,262	\$147,947	\$155,345	\$163,112	\$171,268	\$176,406	\$181,698	\$187,149	\$192,763	\$198,546	\$204,503	\$210,638	\$216,957
Total Revenue	\$154,038	\$162,018	\$196,650	\$200,283	\$194,725	\$189,333	\$184,103	\$236,031	\$242,662	\$249,492	\$256,527	\$249,281	\$242,253	\$309,409	\$324,129	\$384,005	\$402,455	\$414,079	\$426,051	\$438,383	\$451,084	\$464,167	\$477,642	\$491,521	\$505,816
											E	XPENDITURE													
Salaries (2 part time)	\$90,000	\$92,700	\$95,481	\$98,345	\$101,296	\$104,335	\$107,465	\$110,689	\$114,009	\$117,430	\$120,952	\$124,581	\$128,318	\$132,168	\$136,133	\$140,217	\$144,424	\$148,756	\$153,219	\$157,816	\$162,550	\$167,427	\$172,449	\$177,623	\$182,951
Cost of goods sold (retail)	\$33,608	\$34,280	\$34,966	\$35,665	\$34,595	\$33,557	\$32,551	\$52,153	\$53,718	\$55,330	\$56,990	\$55,280	\$53,621	\$52,013	\$54,613	\$73,728	\$77,415	\$79,737	\$82,129	\$84,593	\$87,131	\$89,745	\$92,437	\$95,210	\$98,066
Utilities	\$45,000	\$46,800	\$48,672	\$50,619	\$52,644	\$54,749	\$56,939	\$59,217	\$61,586	\$64,049	\$66,611	\$69,275	\$72,046	\$74,928	\$77,925	\$81,042	\$84,284	\$87,656	\$91,162	\$94,808	\$98,601	\$102,545	\$106,646	\$110,912	\$115,349
Signage (interp and directional)																									
maintenance	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230	\$1,267	\$1,305	\$1,344	\$1,384	\$1,426	\$1,469	\$1,513
Site maintenance	\$21,000	\$21,630	\$22,279	\$22,947	\$23,636	\$24,345	\$25,075	\$25,827	\$26,602	\$27,400	\$28,222	\$29,069	\$29,941	\$30,839	\$31,764	\$32,717	\$33,699	\$34,710	\$35,751	\$36,824	\$37,928	\$39,066	\$40,238	\$41,445	\$42,689
		****							****														****	*****	4444
Total Expenditure	\$194,608	\$200,560	\$206,702	\$213,040	\$217,798	\$222,783	\$228,000	\$254,036	\$262,249	\$270,732	\$273,775	\$279,235	\$284,988	\$291,041	\$301,562	\$328,864	\$341,015	\$352,088	\$363,528	\$375,345	\$387,554	\$400,166	\$413,197	\$426,659	\$440,568
Expenditure as a % of revenue	126%	124%	105%	106%	112%	118%	124%	108%	108%	109%	107%	112%	118%	94%	93%	86%	85%	85%	85%	86%	86%	86%	87%	87%	87%



TABLE 17: CASH FLOW ANALYSIS - DEVELOPMENT OPTION 2

OPTION 2	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
												REVENUE													
Café lessee rent	\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Café lessee portion of turnover	-	-	\$61,529	\$63,375	\$61,474	\$59,630	\$57,841	\$72,342	\$74,513	\$76,748	\$79,050	\$76,679	\$74,379	\$72,147	\$75,755	\$98,258	\$103,171	\$106,266	\$109,454	\$112,738	\$116,120	\$119,604	\$123,192	\$126,887	\$130,694
Retail revenue	\$166,245	\$174,557	\$179,794	\$185,187	\$179,632	\$174,243	\$169,016	\$270,800	\$278,924	\$287,292	\$295,911	\$287,034	\$278,423	\$270,070	\$283,573	\$382,824	\$401,965	\$414,024	\$426,445	\$439,238	\$452,415	\$465,988	\$479,968	\$494,367	\$509,198
Gold coin donations	\$82,753	\$86,891	\$89,497	\$92,182	\$89,417	\$86,734	\$84,132	\$86,656	\$89,256	\$91,933	\$94,691	\$91,851	\$89,095	\$172,845	\$181,487	\$190,561	\$200,089	\$206,092	\$212,275	\$218,643	\$225,202	\$231,958	\$238,917	\$246,085	\$253,467
Theatrette Hire	\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Total Revenue	\$263,998	\$286,747	\$366,429	\$376,672	\$366,778	\$357,199	\$347,929	\$467,098	\$480,361	\$494,021	\$508,092	\$494,406	\$481,154	\$554,747	\$580,941	\$712,223	\$746,273	\$767,911	\$790,198	\$813,154	\$836,799	\$861,153	\$886,237	\$912,075	\$938,687
	EXPENDITURE																								
Salaries (2 part time)	\$90,000	\$92,700	\$95,481	\$98,345	\$101,296	\$104,335	\$107,465	\$110,689	\$114,009	\$117,430	\$120,952	\$124,581	\$128,318	\$132,168	\$136,133	\$140,217	\$144,424	\$148,756	\$153,219	\$157,816	\$162,550	\$167,427	\$172,449	\$177,623	\$182,951
Cost of goods sold (retail)	\$74,810	\$78,551	\$80,907	\$83,334	\$80,834	\$78,409	\$76,057	\$121,860	\$125,516	\$129,281	\$133,160	\$129,165	\$125,290	\$121,531	\$127,608	\$172,271	\$180,884	\$186,311	\$191,900	\$197,657	\$203,587	\$209,695	\$215,985	\$222,465	\$229,139
Utilities	\$45,000	\$46,800	\$48,672	\$50,619	\$52,644	\$54,749	\$56,939	\$59,217	\$61,586	\$64,049	\$66,611	\$69,275	\$72,046	\$74,928	\$77,925	\$81,042	\$84,284	\$87,656	\$91,162	\$94,808	\$98,601	\$102,545	\$106,646	\$110,912	\$115,349
Liquor License Annual Fee	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$6,720	\$6,921	\$7,129	\$7,343	\$7,563
Signage (interp and directional)																									
maintenance	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230	\$1,267	\$1,305	\$1,344	\$1,384	\$1,426	\$1,469	\$1,513
Site maintenance	\$24,646	\$25,385	\$26,147	\$26,931	\$27,739	\$28,571	\$29,428	\$30,311	\$31,220	\$32,157	\$33,122	\$34,115	\$35,139	\$36,193	\$37,279	\$38,397	\$39,549	\$40,735	\$41,958	\$43,216	\$44,513	\$45,848	\$47,224	\$48,640	\$50,099
Elevator Maintenance	\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
												•								•		•		•	
Total Expenditure	\$254,456	\$264,036	\$272,425	\$281,084	\$285,023	\$289,250	\$293,770	\$346,674	\$357,667	\$369,013	\$373,284	\$377,159	\$381,417	\$386,062	\$400,824	\$454,463	\$472,352	\$487,366	\$502,863	\$518,861	\$535,375	\$552,422	\$570,020	\$588,187	\$606,942
Expenditure as a % of revenue	96%	92%	74%	75%	78%	81%	84%	74%	74%	75%	73%	76%	79%	70%	69%	64%	63%	63%	64%	64%	64%	64%	64%	64%	65%



TABLE 18: CASH FLOW ANALYSIS - DEVELOPMENT OPTION 3

OPTION 3	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
												REVENUE													
Café lessee rent	\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Café lessee portion of turnover	-	-	\$67,934	\$69,972	\$68,573	\$67,201	\$65,857	\$83,968	\$88,167	\$90,812	\$93,536	\$91,665	\$89,832	\$87,137	\$91,494	\$118,673	\$124,607	\$128,345	\$132,195	\$136,161	\$140,246	\$144,453	\$148,787	\$153,250	\$157,848
Retail revenue	\$171,870	\$189,057	\$198,509	\$204,465	\$200,375	\$196,368	\$192,441	\$314,320	\$330,036	\$339,937	\$350,135	\$343,132	\$336,269	\$326,181	\$342,490	\$359,615	\$377,596	\$388,923	\$400,591	\$412,609	\$424,987	\$437,737	\$450,869	\$464,395	\$478,327
Gold coin donations	\$85,553	\$94,108	\$98,814	\$101,778	\$99,742	\$97,748	\$95,793	\$100,582	\$105,611	\$108,780	\$112,043	\$109,802	\$107,606	\$208,756	\$219,194	\$230,154	\$241,661	\$248,911	\$256,378	\$264,070	\$271,992	\$280,152	\$288,556	\$297,213	\$306,129
Theatrette Hire	\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Total Revenue	\$272,423	\$308,465	\$400,866	\$412,142	\$404,946	\$397,910	\$391,031	\$536,169	\$561,481	\$577,576	\$594,153	\$583,442	\$572,965	\$661,760	\$693,304	\$749,021	\$784,910	\$807,708	\$831,189	\$855,375	\$880,286	\$905,944	\$932,373	\$959,594	\$987,632
												XPENDITURE													
Salaries (2 part time)	\$90,000	\$92,700	\$95,481	\$98,345	\$101,296	\$104,335		\$110,689	\$114,009	\$117,430	\$120,952	\$124,581	\$128,318					\$148,756	\$153,219	\$157,816	\$162,550	\$167,427	\$172,449	\$177,623	\$182,951
Cost of goods sold (retail)	\$77,341	\$85,075	\$89,329	\$92,009	\$90,169	\$88,366	\$86,598	\$141,444	\$148,516	\$152,971	\$157,561	\$154,409	\$151,321	\$146,782	\$154,121	\$161,827	\$169,918	\$175,016	\$180,266	\$185,674	\$21,249	\$21,887	\$22,543	\$23,220	\$23,916
Utilities	\$45,000	\$46,800	\$48,672	\$50,619	\$52,644	\$54,749	\$56,939	\$59,217	\$61,586	\$64,049	\$66,611	\$69,275	\$72,046	\$74,928	\$77,925	\$81,042	\$84,284	\$87,656	\$91,162	\$94,808	\$98,601	\$102,545	\$106,646	\$110,912	\$115,349
Liquor License Annual Fee	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$6,720	\$6,921	\$7,129	\$7,343	\$7,563
Signage (interp and directional)																									
maintenance	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230	\$1,267	\$1,305	\$1,344	\$1,384	\$1,426	\$1,469	\$1,513
Site maintenance	\$30,671	\$31,592	\$32,539	\$33,516	\$34,521	\$35,557	\$36,623	\$37,722	\$38,854	\$40,019	\$41,220	\$42,456	\$43,730	\$45,042	\$46,393	\$47,785	\$49,219	\$50,695	\$52,216	\$53,783	\$55,396	\$57,058	\$58,770	\$60,533	\$62,349
Elevator Maintenance	\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Total Expenditure	\$263,013	\$276,767	\$287,240	\$296,343	\$301,140	\$306,192	\$311,507	\$373,669	\$388,300	\$400,565	\$405,783	\$410,745	\$416,039	\$420,162	\$436,451	\$453,407	\$471,056	\$486,030	\$501,488	\$517,444	\$363,921	\$375,824	\$388,124	\$400,835	\$413,969
Expenditure as a % of revenue	97%	90%	72%	72%	74%	77%	80%	70%	69%	69%	68%	70%	73%	63%	63%	61%	60%	60%	60%	60%	41%	41%	42%	42%	42%



TABLE 19: CASH FLOW ANALYSIS - DEVELOPMENT OPTION 4

OPTION 4	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
												REVENUE													
Café lessee rent	\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Café lessee portion of turnover	-		\$70,158	\$72,262	\$70,817	\$69,401	\$68,013	\$86,716	\$91,052	\$93,784	\$96,597	\$94,665	\$92,772	\$89,989	\$94,488	\$122,557	\$128,685	\$132,545	\$136,522	\$140,617	\$144,836	\$149,181	\$153,656	\$158,266	\$163,014
Retail revenue	\$177,495	\$195,244	\$205,006	\$211,156	\$206,933	\$202,795	\$198,739	\$324,607	\$340,837	\$351,062	\$361,594	\$354,362	\$347,275	\$336,857	\$353,699	\$477,494	\$501,369	\$516,410	\$531,902	\$547,859	\$564,295	\$581,224	\$598,661	\$616,621	\$635,119
Gold coin donations	\$88,353	\$97,188	\$102,048	\$105,109	\$103,007	\$100,947	\$98,928	\$103,874	\$109,068	\$112,340	\$115,710	\$113,396	\$111,128	\$215,588	\$226,368	\$237,686	\$249,570	\$257,057	\$264,769	\$272,712	\$280,894	\$289,320	\$298,000	\$306,940	\$316,148
Theatrette Hire	\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Total Revenue	\$280,848	\$317,732	\$412,821	\$424,455	\$417,012	\$409,735	\$402,620	\$552,496	\$578,625	\$595,233	\$612,340	\$601,266	\$590,432	\$682,119	\$714,681	\$878,317	\$920,671	\$947,541	\$975,217	\$1,003,724	\$1,033,086	\$1,063,328	\$1,094,478	\$1,126,562	\$1,159,609
	EXPENDITURE																								
Salaries (2 part time)	\$90,000	\$92,700	\$95,481	\$98,345	\$101,296	\$104,335	\$107,465	\$110,689	\$114,009	\$117,430	\$120,952	\$124,581	\$128,318	\$132,168	\$136,133	\$140,217	\$144,424	\$148,756		\$157,816	\$162,550	\$167,427	\$172,449	\$177,623	\$182,951
Cost of goods sold (retail)	\$79,873	\$87,860	\$92,253	\$95,020	\$93,120	\$91,258	\$89,432	\$146,073	\$153,377	\$157,978	\$162,717	\$159,463	\$156,274	\$151,585	\$159,165	\$214,872	\$225,616	\$232,385	\$239,356	\$246,537	\$253,933	\$261,551	\$269,397	\$277,479	\$285,804
Utilities	\$45,000	\$46,800	\$48,672	\$50,619	\$52,644	\$54,749	\$56,939	\$59,217	\$61,586	\$64,049	\$66,611	\$69,275	\$72,046	\$74,928	\$77,925	\$81,042	\$84,284	\$87,656	\$91,162	\$94,808	\$98,601	\$102,545	\$106,646	\$110,912	\$115,349
Liquor License Annual Fee	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$6,720	\$6,921	\$7,129	\$7,343	\$7,563
Signage (interp and directional)																									
maintenance	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230	\$1,267	\$1,305	\$1,344	\$1,384	\$1,426	\$1,469	\$1,513
Site maintenance	\$36,697	\$37,798	\$38,932	\$40,100	\$41,303	\$42,542	\$43,818	\$45,133	\$46,487	\$47,882	\$49,318	\$50,798	\$52,322	\$53,891	\$55,508	\$57,173	\$58,888	\$60,655	\$62,475	\$64,349	\$66,279	\$68,268	\$70,316	\$72,425	\$74,598
Elevator Maintenance	\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Canopy walkway maintenance	\$14,000	\$14,140	\$14,281	\$14,424	\$14,568	\$14,714	\$14,861	\$15,010	\$15,160	\$15,312	\$15,465	\$15,619	\$15,776	\$15,933	\$16,093	\$16,254	\$16,416	\$16,580	\$16,746	\$16,914	\$17,083	\$17,253	\$17,426	\$17,600	\$17,776
Total Expenditure	\$285,570	\$299,898	\$310,837	\$320,364	\$325,441	\$330,783	\$336,397	\$400,719	\$415,954	\$428,745	\$434,503	\$439,759	\$445,359	\$449,748	\$466,703	\$532,094	\$552,840	\$569,939	\$587,582	\$605,787	\$624,570	\$643,951	\$663,950	\$684,587	\$705,882
Expenditure as a % of revenue	102%	94%	75%	75%	78%	81%	84%	73%	72%	72%	71%	73%	75%	66%	65%	61%	60%	60%	60%	60%	60%	61%	61%	61%	61%



7.2. CAPITAL EXPENDITURE

7.2.1. Overview

The table on the following pagereflects the top-line capital expenditure assessment of the development options proposed by Council. Capital expenditure required for the development options ranges from \$1.4m for option 1 to \$4.3m for option 4.43 These cost estimates should be considered indicative only as full engineering and geotechnical studies would be required to refine costs and identify underlying soil and related possible issues. For this reason a 30% contingency provision has been included in each development option.

Points to note include:

- Development options 1 and 2 have a lower interpretation fit out cost within the discovery centre (\$130k as opposed to \$200k) because these options are modelled off a cost minimisation scenario. As these options have lower visitation and revenue generation potential, costs and overheads need to be minimised. Development options 3 and 4 illustrate what is possible with a higherinitial investment;
- Development options 3 and 4 have a more expensive construction rate for the integrated facility because this is a two-level facility and will consequently incur a higher construction rate; and
- In order to continue to attract new and repeat visitors, there is a need to ensure the MCSR is meeting changing consumer needs and expectations. Over the next 25 year period, \$1.2m has been allocated to allow for refurbishment costs (this includes building, interpretation and landscaping costs) across all options.

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⁴³ Please note that in the current economic climate, whilst small increases in materials are expected, competitive labour costs for construction should create minimal, if no change, in the cost of construction between now and 2014.



TABLE 20: CAPITAL EXPENDITURE

CAPITAL EXPENDITURE ood/Drink Services	OPTION 1	OPTION 2	OPTION 3	OPTION 4
Size of kiosk/café (including kitchen) (m ²)	40	40	40	60
Size of kioskicale (including kilcheri) (iii) Size of undercover seating (m ²)	220	200	400	400
Construction rate (per sqm)	\$1,500	\$2,300	\$2,500	\$2,500
Construction Cost	\$390,000	\$552,000	\$1,100,000	\$1,150,000
Commercial Kitchen Fitout	\$100,000	\$100,000	\$120,000	\$120,000
Liquor License	-	\$1,200	\$1,200	\$1,200
Capital Expenditure	\$490,000	\$653,200	\$1,221,200	\$1,271,200
overed Picnic Area/Outdoor Classroom	ψ+30,000	ψ000,200	Ψ1,221,200	Ψ1,271,200
Size of picnic area/classroom (m ²)	100	100	100	100
Construction rate (per sqm)	\$800	\$800	\$800	\$800
Capital Expenditure	\$80,000	\$80,000	\$80,000	\$80,000
onference/Meeting room (learning space)		ı	l .	
		80	80	80
Size of conference/meeting room (m ²) Construction rate (per sqm)		\$2,300	\$2,500	\$2,500
Construction Cost		\$184,000	\$200,000	\$200,000
Refurb Cost	\$20,000	ψ104,000	Ψ200,000	Ψ200,000
	\$20,000	\$15,000	\$15,000	\$15.000
Technology/Equipment Fitout Furniture Fitout	\$15,000	\$15,000	\$15,000	\$15,000
Furniture Fitout Capital Expenditure	\$20,000	\$20,000	\$20,000	\$20,000
etail	φυυ,000	\$219,000	\$235,000	\$233,000
	_	30	30	30
Size of retail (m ²) Construction rate (per sqm)	-	\$2,300	\$2,500	\$2,500
Construction rate (per sqrii) Construction Cost		\$69,000	\$75,000	\$75,000
Furniture Fitout	\$10,000	\$20,000	\$20,000	\$20,000
Capital Expenditure	\$10,000	\$89,000	\$95,000	\$95,000
ducation Centre	Ψ10,000	ψ00,000	ψ55,000	ψ33,000
Size of education centre (m ²)	-	80	80	80
Construction rate (per sqm)	-	\$2,300	\$2,500	\$2,500
Construction Cost	-	\$184,000	\$200,000	\$200,000
Refurbishment Cost	\$50,000	-	-	-
Technology/Equipment Fitout	\$100,000	\$100,000	\$100,000	\$100,000
Furniture Fitout	\$15,000	\$20,000	\$20,000	\$20,000
Interpretation Fitout	\$130,000	\$130,000	\$200,000	\$200,000
Capital Expenditure	\$295,000	\$434,000	\$520,000	\$520,000
iewing Platform	+	* *** *,****	** ,****	70-0,000
Size of viewing platform (m ²)	50	180	180	180
Construction rate (per sqm)	\$500	\$1,500	\$1,500	\$1,500
Construction Cost	\$25,000	\$270,000	\$270,000	\$270,000
elevator to levels 1 and 2 from ground	-	\$70,000	\$70,000	\$70,000
Interpretation signage	\$15,000	\$15,000	\$15,000	\$15,000
Capital Expenditure	\$40,000	\$355,000	\$355,000	\$355,000
anopy Walk	, , , , , , , , , , , , , , , , , , ,	, , , , , , , , , , , , , , , , , , ,	,,,,,,	4000,000
Size of canopy walk (m ²)	-	-	-	180
Construction rate (per sqm)	-	-	-	\$3,000
Foundations(m ²)	-	_	-	100
Construction rate (per sqm)	_	-	-	\$2,000
Construction Cost		_	_	\$740,000
Interpretation signage	-	_	-	\$25,000
nnerpretation signage Capital Expenditure	-	-	-	\$765,000
ENERAL	-	_	-	ψ1 00,000
Contingencies (30%)	\$291,000	\$549,060	\$751,860	\$766,860
Fees (10%)	\$97,000	\$183,020	\$250,620	\$255,620
1 000 (1070)	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	Ų 103,020	4200,020	7230,020
OTAL CAPITAL EXPENDITURE	\$1,358,000	\$2,562,280	\$3,508,680	\$4,343,680



7.2.2. Assumptions

The table included on the following page provides a summary of all assumptions utilised for determining the capital expenditure and cost benefit of each option.

Points to note include:

- Theatrette hire is based on 50 public meetings/events being held throughout the year, at a charge of \$200 for the lease of the room;
- Average spend for café differs between option 1 and options 2-4 as option 1 is anticipated to include a simple kiosk operation whilst options 2-4 includes a tea house/café operation;
- Average spend for retail also differs between option 1 and options 2-4 because option 1's retail shop is expected to be small with limited stock on sale (primarily only local handicrafts);
- The MCSR is operational 7 days per week. Due to potential increases in the complexity of site management, it is recommended that in addition to volunteers, a Council employee should be on duty at all times. The Group has included wages for 2 part time employees to be on duty 7 days per week (total salaries of \$90k inclusive of on costs in year 1). These staff members will work in conjunction with MCSR Volunteers;
- Cost of goods sold is set at 45% across all development options and is based on industry norm;
 and
- It is important to note that part of the challenge with this location is the bordering rainforest environment. The impact on building material is harsher than if built away from the canopy of the forest. Maintenance costs in year 1 are based on the square metre size of the development option, calculated at \$30.00 per square metre.⁴⁴

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⁴⁴ Based on the current market and previous projects The Group has been involved with.



TABLE 21: ASSUMPTIONS

ASSUMPTIONS	OPTION 1	OPTION 2	OPTION 3	OPTION 4
Food/Drink Services				
Kiosk/café including commerical kitchen size (m²)	40	40	40	60
Undercover seating for 80 patrons size (m ²)	220	200	400	400
	9am - 5pm (6pm in	9am - 5pm (6pm in	400	400
Opening hours	summer)	summer)	7am - 6.30pm	7am - 6.30pm
Operator Control of the Control of t	Lessee	Lessee	Lessee	Lessee
Provision of alcoholic beverages	No	BYO	Fully Licensed	Fully Licensed
Average spend at café per person years 1-7	\$7.00	\$14.00	\$14.00	\$14.00
Average spend at café per person years 8-15	\$8.50	\$17.00	\$17.00	\$17.00
Average spend at café per person years 16-25	\$10.50	\$21.00	\$21.00	\$21.00
% of visitors who purchase café items	55%	55%	55%	55%
Covered Picnic Area/Outdoor Classroom				
Туре	Yes	Yes	Yes	Yes
Size (m ²)	100	100	100	100
Lease fee		\$0 lease fee due to r		s public area durin
Conference/Meeting room (learning space)			operating hours	
Commercial Use?		.,	V	
Number of conferences held annually (year 1)	No	Yes	Yes	Yes
Lease fee	-	50	50	50
Size (m ²)	- -	\$200	\$200	\$200
Retail	80	80	80	80
Structure				
	Living depotition	Integrated	Integrated	Integrated
Operator	In-house	In-house	In-house	In-house
Size (m²)	15	15	30	30
Average spend at retail per person (years 1-7)	\$2.25	\$4.50	\$4.50	\$4.50
Average spend at retail per person (years 8-15)	\$3.50	\$7.00	\$7.00	\$7.00
Average spend at retail per person (years 16-25)	\$4.50	\$9.00	\$9.00	\$9.00
% of visitors who purchase retail items	25%	25%	25%	25%
Cost of goods sold	45%	45%	45%	45%
Type of building for Centre		Build New	Build New	Build New
Size (m ²)	110	80	80	80
Viewing Platform				
Туре	2 metre elevation with ramp	Integrated	Integrated	Integrated
Size (m ²)	50	180	180	180
Entry Fee	\$0	\$0	\$0	\$0
Canopy Walk				
Туре				Suspended
	- I	-	-	canopy walk
Length (m)	- I	-	-	120
Width (m)	-	-	-	1.5
Size (m²)		-	-	180
Entry Fee General Building Structure and other	\$0	\$0	\$0	\$0
beneral building Sudcture and other				
Туре] ,	one level,	two levels,	two levels,
	one level, depot style	integrated	integrated	integrated
Size (m²)	697m ²	818m ²	1,018m ²	1,218m ²
Maintenance costs per sqm	***	\$30	\$30	\$30
% of visitors who will donate	56%	56%	56%	56%
Average donation per person (years 1 - 13)	\$1.00	\$1.00	\$1.00	\$1.00
Average donation per person (years 1 - 13)	\$2.00	\$2.00	\$2.00	\$2.00



7.3. POTENTIAL REVENUE STREAMS

Table 22includes potential revenue streams which could be developed in order to increase the financial viability of the MCSR operation for Council, and the amount generated through each revenue stream in years 1, 10 and 25, under each development option.

Revenue streams include:

- Café lessee rental income: An annual fee charged to the café operator for use of the Centre. To encourage the right operator, this could be based on a peppercorn rental rate in years 1 and 2, allowing the operator to establish operations and helping to mitigate the risk associated with a start-up. For the cost benefit assessment, this was calculated at \$5k for year 1, \$10k for year 2 and \$15k for year 3 onwards for development option 1 and \$5k for year 1, \$15k for year 2 and \$25k for all subsequent years for development options 2-4.45 Note that the lessee operator will be expected to fitout the café (chairs, tables, lighting and decorative walls), however a basic commercial kitchen fit out will need to be undertaken by Council46;
- Café lessee proportion of turn over (from year 3 on): Once the lessee has established operations, a proportion of their turnover could be allocated to MCSR for reinvestment. For the cost benefit assessment conducted, the Group has assumed that 5% of total turnover will be allocated.⁴⁷ Whilst this may seem low, in the current economic climate it is realistic;
- Retail revenue: Includes revenue generated through the shop that will be developed in the Centre. For the cost benefit assessment, it has been assumed that 25% of all visitors will purchase an item, spending on average \$2.25 each in year 1 for development option 1 and \$4.50 each for development options 2-448, which is a conservative assumption. We note that a large number of current visitors visit the MCSR but don't enter the current building so the new facility would need to act as a drawcard to attract a stronger visitor market into the facility which could potentially result in a greater proportion of visitors purchasing items;
- Gold coin donations: MCSR already has a gold coin donation program in place whereby visitors
 are able to donate to the MCSR upon entry to the rainforest. With the redevelopment of MCSR and
 the increased visitation that is expected to result, it is anticipated that donations will increase. The

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⁴⁵ Development option 1 has a smaller rental rate as it is expected that this will simply be a kiosk operation

⁴⁶ A commercial kitchen fit out has been included in the capital expenditure for all development options at a cost of \$100k for development options 1 and 2, and \$120k for development options 3 and 4.

⁴⁷ Note that with increased visitation, a greater turnover is expected to be achieved. This in turn will result in a greater proportion of turnover being allocated to MCSR Management. It has been assumed that 55% of visitors will purchase food/beverages from the café/tea house.

⁴⁸ There is a difference in assumed average spend per visitor for development option 1 as the retail operation is anticipated to be smaller and have a smaller variety of product for sale.



- Group has assumed that 56% of all visitors to the MCSR will donate⁴⁹, with the average donation per head being \$1.00 for year 1.
- Theatrette hire: The Group understands that demand does exist for a function and meeting space. With the redevelopment of the site, a dedicated theatrette space (with potential for commercial rental) is expected to be included for development options 2-4.50 The Group has assumed that there will be on average, 50 private meetings annually at a cost of \$200 for venue hire. In year one, revenue generated from theatrette hire equals \$10k.

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⁴⁹ Based on anecdotal feedback as well as The Group's experience gained from prior projects.

⁵⁰ Note that a theatrette space has been included in development option 1, however, this is not available for commercial rental.



TABLE 22: POSSIBLE REVENUE STREAMS FOR MCSR

REVENUE STREAMS		YEA	R1			YEA	R 10			YE	AR 25	
		Developme	nt Option			Developm	ent Option			Develop	ment Option	
	1	2	3	4	1	2	3	4	1	2	3	4
Café lessee rent	\$5,000	\$5,000	\$5,000	\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$15,000	\$25,000	\$25,000	\$25,000
Café lessee portion of turnover	-	-	-	-	\$32,846	\$76,748	\$90,812	\$93,784	\$55,934	\$130,694	\$157,848	\$163,014
Retail revenue	\$74,685	\$166,245	\$171,870	\$177,495	\$122,955	\$287,292	\$339,937	\$351,062	\$217,925	\$509,198	\$478,327	\$635,119
Gold coin donations	\$74,353	\$82,753	\$85,553	\$88,353	\$78,691	\$91,933	\$108,780	\$112,340	\$216,957	\$253,467	\$306,129	\$316,148
Theatrette Hre	-	\$10,000	\$10,000	\$10,000	-	\$13,048	\$13,048	\$13,048	-	\$20,328	\$20,328	\$20,328
TOTAL	\$154,038	\$263,998	\$272,423	\$280,848	\$249,492	\$494,021	\$577,576	\$595,233	\$505,816	\$938,687	\$987,632	\$1,159,609



7.4. COST BENEFIT ANALYSIS

The cost benefit undertaken shows the financial opportunities of the development, based on a number of assumptions. The Group has used its market demand assessment to form the basis of the cash-flow and cost benefit assessment. When comparing the results, The Group considers the net present value to be the most accurate comparative tool.⁵¹

All of the Net Present Values (NPV) for the four options generate a negative result. Technically, each option will therefore fail the NPV test.

As the development is a public good rather than a commercial project, preference should be given to those options which result in the less negative NPV. As both option 2 and option 3 are similar in their result, consideration should also be given to the option with the stronger cash flow able to be generated.

Option 3, whilst generating a marginally higher negative NPV than option 2, nevertheless, generates a stronger annual EBITDA. As a result of this, other factors (such as social, economic and environmental factors) need to be considered when assessing the viability of options.⁵²

⁵¹The Group's cost benefit assessments always include a residual project value for a projects asset(s) in its calculations. On this occasion, the Client (Sunshine Coast Regional Council) has specifically requested that no residual project value be included in the cost benefit assessment.

⁵² The social, economic and environmental benefits/risks are also important to consider when assessing the viability of the development options. This has been undertaken in Sections 6-8. These benefits/risks have been taken into consideration by The Group when recommending the most optimal development option.

TABLE 23: COST BENEFIT - DEVELOPMENT OPTION 1

										Coo	st Benefit - O	ntion 1														
Assumptions										CUS	ot beliefit - O	ption i														
Assumptions		4																								
h 1 7	\$7.00	2																								
Average spend at café per person operating years 1-7																										
Average spend at café per person operating years 8-15	\$8.50																									
Average spend at café per person operating years 16-25	\$10.50 5.0%																									
From year 3, café revenue turnover allocated to Council	\$2.25																									
Average spend at retail per person (operating years 1-7)	\$3.50																									
Average spend at retail per person (operating years 8-15)																										
Average spend at retail per person (operating years 16-25)	\$4.50 56%																									
Assumed % of visitors contributing donation	\$1.00																									
Average donation per visitor (operating years 1-13)	\$2.00																									
Average donation per visitor (operating years 14-25)																										
Cost of goods sold	45%	0																								
		_																								
Inflation	3%	0																								
Maintenance costs per sqm	\$30 4%	4																								
Utility Overheads increase pa																										
Discount rate	6.5%																									
Required yield	5.5%	<u> </u>																								
V								q	40	44	1 40	- 40	- 44	45	1 40	42	40	40				00		05	00	07
Years	2	3	4	5	6	7	8	٠	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
	****	****		****	****		****	****		****			****	****	****		****	****	****					****	****	****
V. 0	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Visitors		132,773	135,428	138,137	140,900	136,673	132,573	128,595	132,453	136,427	140,520	144,735	140,393	136,181	132,096	138,701	145,636	152,918	157,505	162,230	167,097	172,110	177,273	182,592	188,069	193,711
REVENUE																										
Café lessee rent		\$5,000	\$10,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Café lessee portion of turnover		-	-	\$26,591	\$27,123	\$26,310	\$25,520	\$24,755	\$30,961	\$31,890	\$32,846	\$33,832	\$32,817	\$31,832	\$30,877	\$32,421	\$42,052	\$44,155	\$45,480	\$46,844	\$48,249	\$49,697	\$51,188	\$52,723	\$54,305	\$55,934
Retail revenue		\$74,685	\$76,179	\$77,702	\$79,256	\$76,878	\$74,572	\$72,335	\$115,897	\$119,374	\$122,955	\$126,643	\$122,844	\$119,159	\$115,584	\$121,363	\$163,840	\$172,032	\$177,193	\$182,509	\$187,984	\$193,624	\$199,433	\$205,416	\$211,578	\$217,925
Gold coin donations		\$74,353	\$75,840	\$77,357	\$78,904	\$76,537	\$74,241	\$72,013	\$74,174	\$76,399	\$78,691	\$81,052	\$78,620	\$76,262	\$147,947	\$155,345	\$163,112	\$171,268	\$176,406	\$181,698	\$187,149	\$192,763	\$198,546	\$204,503	\$210,638	\$216,957
Total Revenue		\$154,038	\$162,018	\$196,650	\$200,283	\$194,725	\$189,333	\$184,103	\$236,031	\$242,662	\$249,492	\$256,527	\$249,281	\$242,253	\$309,409	\$324,129	\$384,005	\$402,455	\$414,079	\$426,051	\$438,383	\$451,084	\$464,167	\$477,642	\$491,521	\$505,816
EXPENDITURE																										
Salaries (2 part time)		\$90,000	\$92,700	\$95,481	\$98,345	\$101,296	\$104,335	\$107,465	\$110,689	\$114,009	\$117,430	\$120,952	\$124,581	\$128,318	\$132,168	\$136,133	\$140,217	\$144,424	\$148,756	\$153,219	\$157,816	\$162,550	\$167,427	\$172,449	\$177,623	\$182,951
Cost of goods sold (retail)		\$33,608	\$34,280	\$34,966	\$35,665	\$34,595	\$33,557	\$32,551	\$52,153	\$53,718	\$55,330	\$56,990	\$55,280	\$53,621	\$52,013	\$54,613	\$73,728	\$77,415	\$79,737	\$82,129	\$84,593	\$87,131	\$89,745	\$92,437	\$95,210	\$98,066
Utilities		\$45,000	\$46,800	\$48,672	\$50,619	\$52,644	\$54,749	\$56,939	\$59,217	\$61,586	\$64,049	\$66,611	\$69,275	\$72,046	\$74,928	\$77,925	\$81,042	\$84,284	\$87,656	\$91,162	\$94,808	\$98,601	\$102,545	\$106,646	\$110,912	\$115,348.69
Signage (interp and directional) maintenance		\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230	\$1,267	\$1,305	\$1,344	\$1,384	\$1,426	\$1,469	\$1,513
Site maintenance		\$21,000	\$21,630	\$22,278.90	\$22,947	\$23,636	\$24,345	\$25,075	\$25,827	\$26,602	\$27,400	\$28,222	\$29,069	\$29,941	\$30,839	\$31,764	\$32,717	\$33,699	\$34,710	\$35,751	\$36,824	\$37,928	\$39,066	\$40,238	\$41,445	\$42,689
Total Costs		\$194,608	\$200,560	\$206,702	\$213,040	\$217,798	\$222,783	\$228,000	\$254,036	\$262,249	\$270,732	\$273,775	\$279,235	\$284,988	\$291,041	\$301,562	\$328,864	\$341,015	\$352,088	\$363,528	\$375,345	\$387,554	\$400,166	\$413,197	\$426,659	\$440,568
		+111,130	+===,===	+=,· ->=	,,		,,	,,	, <u>,</u>	,,	+=,	,,	,,	,== .,==0	,,	+,	,,	,,	,,	+,	+=,=0	**************************************	+,	, ,	,,	, ,
EBITDA		-\$40,570	-\$38,542	-\$10,052	-\$12,757	-\$23,073	-\$33,450	-\$43,897	-\$18,004	-\$19,587	-\$21,240	-\$17,248	-\$29,954	-\$42,735	\$18,368	\$22,568	\$55,140	\$61,440	\$61,990	\$62,523	\$63,037	\$63,530	\$64,000	\$64,445	\$64,862	\$65,249
Capital Expenditure		+,	+,	,	Ţ.=,,·	,,	,	,	,	,				7,0	7.0,000	1,	722,2	,,	,	+,	****	,,,	************	***,***	,,	****
Food/Drink Senices	\$490.000	 	!	1		1	l		-		1	l			1	1		l	-	l -			-			\vdash
Covered Picnic Area/Outdoor Classroom	\$80,000	-	 	-		1	-		-		-	-			-	1				-						\vdash
Conference/Meeting room (learning space)	\$55,000			 		 	 		 		 	 	-		 	 		 		 		-				\vdash
Retail	\$10,000	-	<u> </u>	1		1					1	-			1	1				-	-	1				
		-	 	-		 			-		 	-			ļ	 				-		1				\vdash
Education Centre	\$295,000		_																							\vdash
Viewing Platform	\$40,000	<u> </u>	<u> </u>																							
Canopy Walk																										
Contingencies and Fees	\$388,000															ļ										
Facility Reburbishment								-\$400,000							-\$400,000						-\$400,000					
Total Capital Expenditure	\$1,358,000																									
Cash Flow	-\$1,358,000	-\$40,570	-\$38,542	-\$10,052	-\$12,757	-\$23,073	-\$33,450	-\$443,897	-\$18,004	-\$19,587	-\$21,240	-\$17,248	-\$29,954	-\$42,735	-\$381,632	\$22,568	\$55,140	\$61,440	\$61,990	\$62,523	-\$336,963	\$63,530	\$64,000	\$64,445	\$64,862	\$65,249
Discounted Cash Flow	-\$1,197,293	-\$33,586	-\$29,959	-\$7,337	-\$8,743	-\$14,848	-\$20,211	-\$251,846	-\$9,591	-\$9,797	-\$9,976	-\$7,607	-\$12,404	-\$16,617	-\$139,332	\$7,736	\$17,749	\$18,570	\$17,593	\$16,661	-\$84,312	\$14,926	\$14,119	\$13,349	\$12,615	\$11,916



TABLE 24: COST BENEFIT - DEVELOPMENT OPTION 2



										С	ost Benefit -	Option 2														
Assumptions	1											•														
Conference/Meeting Space Hire Fee	\$200																									
Number of times conference/meeting room hired p/a	50	İ																								
· ·																										
Average spend at café per person operating years 1-7	\$14.00																									
Average spend at café per person operating years 8-15	\$17.00	İ																								
Average spend at café per person operating years 16-25	\$21.00	İ																								
From year 3, café revenue turnover allocated to Council	5.0%	1																								
Average spend at retail per person (operating years 1-7)	\$4.50	1																								
Average spend at retail per person (operating years 8-15)	\$7.00																									
Average spend at retail per person (operating years 16-25)	\$9.00																									
Picnic Area Hire Fee	\$0.00																									
Assumed % of visitors contributing donation	56%																									
Average donation per visitor (operating years 1-13)	\$1.00																									
Average donation per visitor (operating years 14-25)	\$2.00																									
Cost of goods sold	45%																									
Inflation	3%																									
Maintenance costs per sqm	\$30 4%																									
Utility Overheads increase pa	6.5%																									
Discount rate Required yield	5.5%																									
required yield	5.5%	1																								
Years	1 2	3	1 4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
Allida Discodiiti actor	0.002	0.020	0.111	0.730	0.000	0.011	0.004	0.501	0.000	0.500	0.410	0.441	0.414	0.000	0.000	0.040	0.022	0.002	0.204	0.200	0.230	0200	0.221	0.201	0.104	0.100
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Visitors		147,773	155,162	159,816	164,611	159,673	154,882	150,236	154,743	159,385	164,167	169,092	164,019	159,099	154,326	162,042	170,144	178,651	184,011	189,531	195,217	201,074	207,106	213,319	219,718	226,310
REVENUE		,	,	,	101,011	,	,	,	,	100,000	,	,	,	,	,	,	,	,	,	120,000	,	,	,	,	2.0,0.0	
Café lessee rent		\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Café lessee portion of turnover				\$61,529	\$63,375	\$61,474	\$59,630	\$57,841	\$72,342	\$74,513	\$76,748	\$79,050	\$76,679	\$74,379	\$72,147	\$75,755	\$98,258	\$103,171	\$106,266	\$109,454	\$112,738	\$116,120	\$119,604	\$123,192	\$126,887	\$130,694
Retail revenue		\$166,245	\$174,557	\$179,794	\$185,187	\$179,632	\$174,243	\$169,016	\$270,800	\$278,924	\$287,292	\$295,911	\$287,034	\$278,423	\$270,070	\$283,573	\$382,824	\$401,965	\$414,024	\$426,445	\$439,238	\$452,415	\$465,988	\$479,968	\$494.367	\$509,198
Gold coin donations		\$82,753	\$86,891	\$89,497	\$92,182	\$89.417	\$86,734	\$84 132	\$86,656	\$89,256	\$91,933	\$94.691	\$91.851	\$89,095	\$172.845	\$181,487	\$190.561	\$200,089	\$206,092	\$212,275	\$218.643	\$225,202	\$231,958	\$238.917	\$246.085	\$253,467
Theatrette Hire		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
THOUSENED		\$10,000	\$10,000	\$10,000	V10,021	\$11,E00	\$11,000	V11,011	V12,200	\$12,000	\$10,010	\$10,100	ψ10,01L	\$11,E00	\$11,000	\$10,120	\$10,000	\$10,011	\$10,0E0	\$11,0E1	\$11,000	\$10,001	\$10,000	\$10,101	\$10,100	\$20,020
Total Revenue		\$263,998	\$286,747	\$366,429	\$376,672	\$366,778	\$357,199	\$347,929	\$467,098	\$480,361	\$494,021	\$508,092	\$494,406	\$481,154	\$554,747	\$580,941	\$712,223	\$746,273	\$767,911	\$790,198	\$813,154	\$836,799	\$861,153	\$886,237	\$912,075	\$938,687
		7 200,000	4223,111	*****	*****	4000,000	4.0.,	¥ 0 11 ,0 2 0	*****	*,	V 10 1,021	****	*,	¥101,101	444 ()	7223,011	¥1.1=,===	4,	*****	4.00,.00	40.0,.01	4000,000	*****	V	40.12,010	V
EXPENDITURE	1		1			I	l .			l .		1			1	1		I		1						
Salaries (2 part time)		\$90,000	\$92,700	\$95,481	\$98,345	\$101,296	\$104,335	\$107,465	\$110,689	\$114,009	\$117,430	\$120,952	\$124,581	\$128,318	\$132,168	\$136,133	\$140,217	\$144,424	\$148,756	\$153,219	\$157,816	\$162,550	\$167,427	\$172,449	\$177,623	\$182,951
Cost of goods sold (retail)		\$74,810	\$78,551	\$80,907	\$83,334	\$80,834	\$78,409	\$76,057	\$121,860	\$125,516	\$129,281	\$133,160	\$129,165	\$125,290	\$121,531	\$127,608	\$172,271	\$180,884	\$186,311	\$191,900	\$197,657	\$203,587	\$209,695	\$215,985	\$222,465	\$229,139
Utilities		\$45,000	\$46,800	\$48.672	\$50,619	\$52.644	\$54,749	\$56,939	\$59.217	\$61,586	\$64,049	\$66,611	\$69,275	\$72,046	\$74.928	\$77.925	\$81.042	\$84,284	\$87.656	\$91,162	\$94.808	\$98.601	\$102.545	\$106,646	\$110.912	\$115.349
Liquor License Annual Fee		\$5,000	\$5,150	\$5.305	\$5,464	\$5,628	\$5,796	\$5,970	\$6.149	\$6,334	\$6,524	\$5,000	\$5,150	\$5,305	\$5,464	\$5.628	\$5,796	\$5,970	\$6.149	\$6.334	\$6.524	\$6,720	\$6,921	\$7.129	\$7.343	\$7.563
Signage (interp and directional) maintenance	 	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230	\$1,267	\$1,305	\$1,344	\$1,384	\$1,426	\$1,469	\$1,513
Site maintenance		\$24.646	\$25,385	\$26.147	\$26,931	\$27,739	\$28,571	\$29,428	\$30,311	\$31,220	\$32,157	\$33,122	\$34,115	\$35,139	\$36.193	\$37,279	\$38,397	\$39,549	\$40,735	\$41,958	\$43,216	\$44,513	\$45,848	\$47,224	\$48,640	\$50,099
Elevator Maintenance	 	\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Total Costs		\$254,456	\$264,036	\$272,425	\$281,084	\$285,023	\$289,250	\$293,770	\$346,674	\$357,667	\$369,013	\$373,284	\$377,159	\$381,417	\$386,062	\$400,824	\$454,463	\$472,352	\$487,366	\$502,863	\$518,861	\$535,375	\$552,422	\$570,020	\$588,187	\$606,942
		9204,400	\$204,000	₩E1 E,7E3	\$201,004	\$200,020	\$200,E00	\$250,FT0	4040,014	\$301,001	\$505,013	4010,204	\$011,100	9001,411	\$000,002	\$400,024	\$707,700 607,700	971 Z,00Z	\$401,000	\$00Z,003	4010,001	\$000,010	\$552,7EZ	4010,020	\$500,107	V000,072
EBITDA	1	\$9,542	\$22,712	\$94.005	\$95,588	\$81,755	\$67,950	\$54,159	\$120,423	\$122,694	\$125,009	\$134,808	\$117,246	\$99,737	\$168.685	\$180,117	\$257,761	\$273,920	\$280.545	\$287,335	\$294,293	\$301,424	\$308.731	\$316,217	\$323,887	\$331,745
Capital Expenditure	 	\$0,0 IL	V-L,1.12	40 1,000	400,000	\$0.,.00	Q07,500	401,100	J.20,120	V.EE,007	\$120,000	\$101,000	<u>.</u>	400,101	\$100,000	Ų.00,1.17	#E01,101	Q2.10,020	\$200,070	\$201,000	#20 1,200	\$001,1ET	\$000,101	\$0.0,2.7	\$020,007	,001,110
Food/Drink Senices	\$653,200		1			l	-							1	1	1				1						
Covered Picnic Area/Outdoor Classroom	\$80,000		1			-	-							1	1	1				1						
Conference/Meeting room (learning space)	\$219,000		1			l	-							1	1	1		-		1			-			
Retail	\$89,000		1			l	-							1	1	1				1						
Education Centre	\$434,000	l	1	-		l	l			-	-			1	1	1		-	-	1		l	-		l	
Viewing Platform	\$355,000	l	1	-		-	l			-	-			1	1	1		l	-	1		l	-		l	
Canopy Walk	4000,000		1	-		-	-				-			1	1	1				1						\vdash
Contingencies and Fees	\$732,080		1			-	-				-			1	1	 				1						——
Facility Reburbishment	\$132,000		1			-	-	-\$400,000			-			1	-\$400,000	 				1	-\$400,000					——
Total Capital Expenditure	\$2,562,280		-					-9400,000						-	*\$400,000	-				-	-9400,000					
Cash Flow	\$2,502,200	\$9,542	\$22,712	\$94,005	\$95,588	\$81,755	\$67,950	-\$345.841	\$120,423	\$122.694	\$125.009	\$134,808	\$117,246	\$99,737	_\$231.31E	\$180,117	\$257,761	\$273,920	\$280.545	\$287,335	-\$105.707	\$301,424	\$308,731	\$316.217	\$323,887	\$331,745
Discounted Cash Flow	-\$2,002,200 -\$2,259,058	\$7,899	\$17,654	\$68,612	\$65,510	\$52,610	\$41,057	-\$196.21 <i>d</i>	\$64,153	\$61,373	\$58,715	\$59,453	\$48,552	\$38,780	-\$84.452	\$61,746	\$82,970	\$82,791	\$79,618	\$76,568	-\$26,449	\$70,817	\$68,107	\$65,501	\$62,995	\$60,585
Sissonia Casi i ion	42,200,000	91,000	V11,004	900,012	900,010	902,010	941,007	\$100,214	907,100	Ψ01,013	900,110	\$00,T00	ψτ0,002	\$00,F00		Ψ01,140	ψ02,510	902,701	Ψ13,010	Ψ10,000	·Ψ20,773	ψ10,011	900,107	900,001	Ψ02,000	\$00,000
Net Present Value (NPV)	-\$1 270 100	I																								
Hotel Cook Falue (Hi 1)	41,210,103	l																								

TABLE 25: COST BENEFIT - DEVELOPMENT OPTION 3

Name Service 6.80 0.35 0.577 0.750 0.566 0.544 0.544 0.565 0.540 0.547 0.544 0.544 0.565 0.547 0.545 0.546 0.557 0.546 0.547 0.547 0.546 0.547 0											٠.	ot Ponoft	Ontion 2														
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Segregation (1986) - Company of	rvanioer or arries conference/meeting room filled pia	50	Ĥ																								
Segregation (1986) - Company of	Average spend at café per person operating years 1-7	\$14.00)																								
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Kny of Control Anne Alexand Scientific State 1																											
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200 201		0.000	-			0.005	0.644	_	0.567								**										27 0.183
Fig. 1. 19.77 19.00 19.78	Annual Discount Factor	0.882	0.828	0.777	0.730	0.085	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.305	0.343	0.322	0.302	0.284	0.200	0.250	0.235	0.221	0.207	0.194	0.183
Fig. 1. 19.77 19.00 19.78			0045	0040	00.47	0040	0040	0000	0004	2222	0000	0004	2225	0000	0007	2222	2222	0000	0004	0000	0000	0004	2225	0000	2007	0000	2000
FIRSHIE 15,000 1																											2039
Section Sect			152,773	168,050	1/6,453	181,/46	1/8,111	1/4,549	1/1,058	1/9,611	188,592	194,249	200,077	196,075	192,154	186,389	195,709	205,494	215,769	222,242	228,909	235,777	242,850	250,135	257,639	265,369	273,330
Cell interse performed remove	M-1-1-1-1																										
Name Stratum	Café lessee rent		\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	,	\$25,000		\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000		,	\$25,000	\$25,000	,		\$25,000	\$25,000	\$25,000
Section Sect	Café lessee portion of turnover		-	-	\$67,934	\$69,972	\$68,573	\$67,201	\$65,857	\$83,968	\$88,167	\$90,812	\$93,536	\$91,665	\$89,832	\$87,137	\$91,494	\$118,673	\$124,607	\$128,345	\$132,195	\$136,161	\$140,246	\$144,453	\$148,787	\$153,250	\$157,848
Teacher \$10,000 \$1	Retail revenue		\$171,870	\$189,057	\$198,509	\$204,465	\$200,375	\$196,368	\$192,441	\$314,320	\$330,036	\$339,937	\$350,135	\$343,132	\$336,269	\$326,181	\$342,490	\$359,615	\$377,596	\$388,923	\$400,591	\$412,609	\$424,987	\$437,737	\$450,869	\$464,395	\$478,327
Section Sect	Gold coin donations		\$85,553	\$94,108	\$98,814	\$101,778	\$99,742	\$97,748	\$95,793	\$100,582	\$105,611	\$108,780	\$112,043	\$109,802	\$107,606	\$208,756	\$219,194	\$230,154	\$241,661	\$248,911	\$256,378	\$264,070	\$271,992	\$280,152	\$288,556	\$297,213	\$306,129
Selector Tubes 19,000 592,700 586,481 589,305 510,288	Theatrette Hire		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Selector Tubes 19,000 592,700 586,481 589,305 510,288																											
States of Capatisms \$80,000 \$82,700 \$80,481 \$80,005 \$80,	Total Revenue		\$272,423	\$308,465	\$400,866	\$412,142	\$404,946	\$397,910	\$391,031	\$536,169	\$561,481	\$577,576	\$594,153	\$583,442	\$572,965	\$661,760	\$693,304	\$749,021	\$784,910	\$807,708	\$831,189	\$855,375	\$880,286	\$905,944	\$932,373	\$959,594	\$987,632
States of Capatisms \$80,000 \$82,700 \$80,481 \$80,005 \$80,																											
States of Capatisms \$80,000 \$82,700 \$80,481 \$80,005 \$80,	EXPENDITURE		1		1		1	1		1				1	1									1	1		
Control operation ST-7441 Selection			\$90,000	\$92,700	\$95.481	\$98.345	\$101.296	\$104.335	\$107.465	\$110,689	\$114,009	\$117.430	\$120,952	\$124.581	\$128.318	\$132.168	\$136.133	\$140.217	\$144 424	\$148,756	\$153,219	\$157.816	\$162.550	\$167.427	\$172 449	\$177.623	\$182,951
United 945,000 946,0			,	,	, .	1		,	,		. ,	, ,		. ,		,		,	. ,	,		,	,				\$23,916
Laper Lape				,.		,	,	, ,	,		,			,		, ., .,					,	, .					\$115,349
Sympo First part directionily maintenance Symbol System Symbol Symbol System System Symbol System																											
Sign maintenance S30,671 S31,562 S32,569 S32,5																											\$7,563
Elevitor Maintenance \$10,000 \$10,300 \$10,609 \$10,927 \$11,255 \$11,558 \$11,541 \$12,299 \$12,668 \$13,048 \$13,439 \$13,842 \$14,268 \$14,685 \$15,526 \$15,580 \$16,047 \$17,535 \$18,061 \$18,603 \$19,161 \$19,736 \$20,700 \$20,738 \$20,740 \$																											\$1,513
Folia Cosis S26,013 S276,767 S287,240 S295,343 S301,440 S306,192 S315,897 S315,89			,.		,	1	7. 7	1,	,	,	,	,	. , .	. ,	7 17 11	,.	,	. ,		1 1		,		,	,	,	\$62,349
EBIT DA \$9,410 \$31,698 \$113,627 \$115,799 \$103,806 \$91,718 \$79,524 \$162,500 \$173,181 \$177,011 \$188,370 \$172,897 \$156,926 \$241,998 \$256,852 \$295,614 \$313,855 \$321,677 \$329,701 \$337,931 \$516,055 \$330,120 \$544,248 \$558,759 \$577. Capital Expenditure																											\$20,328
Capital Expenditure	Total Costs		\$263,013	\$276,767	\$287,240	\$296,343	\$301,140	\$306,192	\$311,507	\$373,669	\$388,300	\$400,565	\$405,783	\$410,745	\$416,039	\$420,162	\$436,451	\$453,407	\$471,056	\$486,030	\$501,488	\$517,444	\$363,921	\$375,824	\$388,124	\$400,835	\$413,969
Capital Expenditure																											
FoodDrink Senices \$1,221,200			\$9,410	\$31,698	\$113,627	\$115,799	\$103,806	\$91,718	\$79,524	\$162,500	\$173,181	\$177,011	\$188,370	\$172,697	\$156,926	\$241,598	\$256,852	\$295,614	\$313,855	\$321,677	\$329,701	\$337,931	\$516,365	\$530,120	\$544,248	\$558,759	\$573,663
Contered Pictric Area Outdoor Classroom \$80,000	Capital Expenditure																										
Conference Meeting room (learning space) 8235,000	Food/Drink Services	\$1,221,200																									
Conference Meeting room (learning space) 8235,000	Covered Picnic Area/Outdoor Classroom	\$80,000			1																						
Rebil \$95,000		\$235,000	1	1	1					İ			İ	İ							İ				İ		
Education Centre			†		†																						
Viewing Platform	Education Centre		l	1	t					l			l	l			1				l				l		
Cancipy Walk - S1,002,480 - S1,			 	+	 	 		-	 	-	-	-	-	-			+ -				-		 	-	-		
Confingencies and Fees \$1,002,400 \$1,002,400 \$1,002,400 \$1,002,400 \$1,002,400 \$1,002,400 \$1,002,400 \$1,002,400 \$1,002,400 \$1,002,400 \$1,002,400,400,400 \$1,002,400,400 \$1,002,400,400 \$1,002,400,400 \$1,002,400,400,400 \$1,002,400,400,400 \$1,002,400,400 \$1,002,400,400 \$1,002,400,400 \$1,002,400,400 \$1,002,400,400 \$1,002,400,400 \$1,002,400,400,400 \$1,002,400,400 \$1,002,400,400 \$1,002,400,400 \$1,002,400,400,400 \$1,002,400,400 \$1,002,400,400 \$1,002,400,400 \$1,002,400,400,400 \$1,002,400,400 \$1,002,400,400 \$1,002,400,400 \$1,002,400,400,400 \$1,002,400,400,400 \$1,002,400,400,400 \$1,002,400,400,400,400,400,400,400,400,400			 	+	1	 				-			-	l			+				-		 	1	l	-	†
Facility Reburbishment \$3,508,680 \$\$400,000 \$\$400,000 \$\$400,000 \$\$400,000 \$\$400,000 \$\$53,008,680 \$\$400,000 \$\$53,008,680 \$\$9,410 \$\$31,698 \$\$113,627 \$\$115,799 \$\$103,806 \$\$91,718 \$\$432,476 \$\$162,500 \$\$173,181 \$\$177,011 \$\$188,370 \$\$172,697 \$\$156,926 \$\$158,402 \$\$256,852 \$\$295,614 \$\$313,855 \$\$321,677 \$\$329,701 \$\$62,069 \$\$163,655 \$\$530,120 \$\$544,248 \$\$553,759 \$\$575. Discounted Cash Flow \$\$3,003,460 \$\$7,790 \$\$24,639 \$\$62,934 \$\$79,361 \$\$66,800 \$\$55,419 \$\$181,823 \$\$86,568 \$\$86,627 \$\$33,139 \$\$33,074 \$\$71,514 \$\$61,017 \$\$57,832 \$\$88,062 \$\$95,155 \$\$94,861 \$\$91,291 \$\$87,857 \$\$155,310 \$\$121,315 \$\$116,946 \$\$112,735 \$\$108,676 \$\$104,000 \$\$112,000			 	+	 	-				\vdash			 	 			_				\vdash		-		\vdash	-	
Total Capital Expenditure \$3,508,680 \$9,410 \$31,698 \$113,627 \$115,799 \$103,806 \$91,718 \$320,476 \$182,500 \$173,181 \$177,011 \$188,370 \$172,697 \$156,926 \$158,402 \$256,852 \$295,614 \$313,855 \$321,677 \$329,701 \$62,069 \$516,365 \$530,120 \$544,248 \$558,799 \$577, Discounted Cash Flow \$43,093,460 \$7,790 \$24,639 \$82,834 \$79,361 \$66,800 \$55,419 \$188,370 \$86,668 \$86,627 \$83,139 \$83,074 \$71,514 \$61,017 \$57,832 \$88,062 \$95,155 \$94,861 \$91,291 \$87,857 \$415,311 \$112,315 \$116,346 \$112,735 \$108,676 \$108,700 \$108,		φ1,UU2,40U	 	+	!	-	-		6400.000	 			-	 	-	6400.000	+				 	6400.000	-	-	 	-	
Cash Flow 53.508.680 59.410 \$31.998 \$119.827 \$115.799 \$103.806 \$91.718 \$320.476 \$162.500 \$173.181 \$177.011 \$188.370 \$172.697 \$159.266 \$198.402 \$256.852 \$295.614 \$313.855 \$321.677 \$329.701 \$62.089 \$556.355 \$320.677 \$329.701 \$62.089 \$558.759 \$577.0150.00160 \$100.001		62 500 000	<u> </u>	1	 	 			-\$400,000							-\$400,000	1					-\$400,000	 				
Discounted Cash Flow -\$3,093,460 \$7,790 \$24,639 \$82,934 \$79,061 \$66,800 \$55,419 \$181,823 \$86,568 \$86,627 \$83,139 \$83,074 \$71,514 \$61,017 \$57,832 \$88,052 \$95,155 \$94,861 \$91,291 \$87,857 \$515,531 \$121,315 \$116,946 \$112,735 \$108,676 \$100,000 \$100,00		\$3,508,680	****	00100	0.110.00=		0100.00	****	4000 18	A 100 E0.	0.000.00	A 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	0.400.000	A 4 H 0 00 T	015000	0.000.00	*****	A00E 04	4010.005	A004 00-	4000 00	000.000		0000 107	A	4550 75	A
		-\$3,508,680			4 - 151				-\$320,476		, .					-\$158,402						-\$62,069					\$573,663
	Discounted Cash Flow	-\$3,093,460	\$7,790	\$24,639	\$82,934	\$79,361	\$66,800	\$55,419	-\$181,823	\$86,568	\$86,627	\$83,139	\$83,074	\$71,514	\$61,017	-\$57,832	\$88,052	\$95,155	\$94,861	\$91,291	\$87,857	-\$15,531	\$121,315	\$116,946	\$112,735	\$108,676	\$104,765
			_																								

TABLE 26: COST BENEFIT - DEVELOPMENT OPTION 4

											Cost Benef	it - Ontion														
Assumptions											COSt Delle	it - Option -	•													
Conference/Meeting Space Hire Fee	\$200																									
	\$200																									
Number of times conference/meeting room hired p/a	50																									
Average spend at café per person operating years 1-7	\$14.00																									
Average spend at café per person operating years 8-15	\$17.00	i																								
Average spend at café per person operating years 16-25	\$21.00																									
From year 3, café revenue turnover allocated to Council	5.0%																									
	\$4.50																									
Average spend at retail per person (operating years 1-7)	\$4.50																									
Average spend at retail per person (operating years 8-15)	\$9.00																									
Average spend at retail per person (operating years 16-25)																										
Picnic Area Hire Fee	\$0.00																									
Assumed % of visitors contributing donation	56%																									
Average donation per visitor (operating years 1-13)	\$1.00																									
Average donation per visitor (operating years 14-25)	\$2.00																									
Cost of goods sold	45%																									
Inflation	3%																									
Maintenance costs per sqm	\$30																									
Utility Overheads increase pa	4%																									
Discount rate	6.5%																									
Required yield	5.5%																									
Years	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Visitors		157,773	173,550	182,228	187,695	183,941	180,262	176,657	185,490	194,764	200,607	206,625	202,493	198,443	192,490	202,114	212,220	222,831	229,516	236,401	243,493	250,798	258,322	266,071	274,054	282,275
REVENUE																							1			
Café lessee rent		\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Café lessee portion of turnover				\$70,158	\$72,262	\$70,817	\$69,401	\$68,013	\$86,716	\$91,052	\$93,784	\$96,597	\$94,665	\$92,772	\$89,989	\$94,488	\$122,557	\$128,685	\$132,545	\$136,522	\$140,617	\$144,836	\$149,181	\$153,656	\$158,266	\$163,014
Retail revenue		\$177,495	\$195,244	\$205,006	\$211,156	\$206,933	\$202,795	\$198,739	\$324,607	\$340,837	\$351,062	\$361,594	\$354,362	\$347,275	\$336,857	\$353,699	\$477,494	\$501,369	\$516,410	\$531,902	\$547,859	\$564,295	\$581,224	\$598,661	\$616,621	\$635,119
Gold coin donations	-	\$88,353	\$97,188	\$102,048	\$105,109	\$103,007	\$100,947	\$98,928	\$103,874	\$109,068	\$112,340	\$115,710	\$113,396	\$111,128	\$215,588	\$226,368	\$237,686	\$249.570	\$257,057	\$264,769	\$272,712	\$280,894	\$289,320	\$298,000	\$306,940	\$316,148
Theatrette Hire		\$10,000	\$10,300	\$102,048	\$103,103	\$103,007	\$11,593	\$11,941	\$103,074	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Theatrewe time		\$10,000	φ10,300	\$10,003	\$10,521	φ11,233	φ11,J3J	g11,541	Ø12,233	\$12,000	φ13,0 4 0	\$10, 4 00	Ø13,042	φ14,230	φ14,000	\$13,120	\$10,000	φ10,047	φ10,320	\$17,02 4	\$17,000	\$ 10,00 I	\$10,003	\$15,101	Ø15,730	920,320
Total Passassa		6000.040	6247722	6442.024	0101.155	6447.040	£400.725	6402.620	0550 400	6570.005	6505 222	0042.240	0004.000	0500 422	0000 440	674 4 604	6070 247	6020.674	60.47.544	607E 047	64 002 724	64 022 000	64.062.220	64 004 470	64 426 562	64.450.600
Total Revenue		\$280,848	\$317,732	\$412,821	\$424,455	\$417,012	\$409,735	\$402,620	\$552,496	\$578,625	\$595,233	\$612,340	\$601,266	\$590,432	\$682,119	\$714,681	\$878,317	\$920,671	\$947,541	\$975,217	\$1,003,724	\$1,033,086	\$1,063,328	\$1,094,478	\$1,126,562	\$1,159,609
EXPENDITURE																							1			
		\$90,000	\$92,700	\$95,481	\$98,345	\$101,296	\$104,335	\$107,465	\$110,689	\$114,009	\$117,430	\$120,952	\$124,581	\$128,318	\$132,168	\$136,133	\$140,217	\$144,424	\$148,756	\$153,219	\$157,816	\$162,550	\$167,427	\$172,449	\$177,623	\$182,951
Salaries (2 part time)																										
Cost of goods sold (retail)		\$79,873	\$87,860	\$92,253	\$95,020	\$93,120	\$91,258	\$89,432	\$146,073	\$153,377	\$157,978	\$162,717	\$159,463	\$156,274	\$151,585	\$159,165	\$214,872	\$225,616	\$232,385	\$239,356	\$246,537	\$253,933	\$261,551	\$269,397	\$277,479	\$285,804
Utilities		\$45,000	\$46,800	\$48,672	\$50,619	\$52,644	\$54,749	\$56,939	\$59,217	\$61,586	\$64,049	\$66,611	\$69,275	\$72,046	\$74,928	\$77,925	\$81,042	\$84,284	\$87,656	\$91,162	\$94,808	\$98,601	\$102,545	\$106,646	\$110,912	\$115,349
Liquor License Annual Fee		\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$6,720	\$6,921	\$7,129	\$7,343	\$7,563
Signage (interp and directional) maintenance		\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230	\$1,267	\$1,305	\$1,344	\$1,384	\$1,426	\$1,469	\$1,513
Site maintenance		\$36,697	37,798	38,932	40,100	41,303	42,542	43,818	45,133	46,487	47,882	49,318	50,798	52,322	53,891	55,508	57,173	58,888	60,655	62,475	64,349	66,279	68,268	70,316	72,425	74,598
Elevator Maintenance	1	\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Canopywalkwaymaintenance		\$14,000	\$14,140	\$14,281	\$14,424	\$14,568	\$14,714	\$14,861	\$15,010	\$15,160	\$15,312	\$15,465	\$15,619	\$15,776	\$15,933	\$16,093	\$16,254	\$16,416	\$16,580	\$16,746	\$16,914	\$17,083	\$17,253	\$17,426	\$17,600	\$17,776
Total Costs		\$285,570	\$299,898	\$310,837	\$320,364	\$325,441	\$330,783	\$336,397	\$400,719	\$415,954	\$428,745	\$434,503	\$439,759	\$445,359	\$449,748	\$466,703	\$532,094	\$552,840	\$569,939	\$587,582	\$605,787	\$624,570	\$643,951	\$663,950	\$684,587	\$705,882
EBITDA		-\$4,722	\$17,834	\$101,983	\$104,092	\$91,571	\$78,951	\$66,223	\$151,777	\$162,671	\$166,488	\$177,838	\$161,507	\$145,074	\$232,371	\$247,979	\$346,223	\$367,831	\$377,602	\$387,635	\$397,937	\$408,516	\$419,377	\$430,528	\$441,976	\$453,728
Capital Expenditure																										
Food/Drink Services	\$1,271,200																					1	1			
Covered Picnic Area/Outdoor Classroom	\$80,000																						†			
Conference/Meeting room (learning space)	\$235,000																						†			
Retail	\$95,000		-	1					 							1						 	 	t		
Education Centre	\$520,000	-	-	 	-	-			-	-						 	-	-				 	 	 	 	
Viewing Platform	\$355,000		l	 	-				 							 		-				 	 	 	 	
	\$765,000	-	-	 	-	-				-						 		-	-			 	 	-	1	
Canopy Walk		ļ	 	1	ļ	ļ			ļ	ļ	ļ					1		 				ļ	1	 	ļ — ļ	
Contingencies and Fees	\$1,022,480			-				****							****	-					****				\vdash	
Facility Reburbishment			 	ļ	ļ			-\$400,000							-\$400,000	ļ		 			-\$400,000		1	L		
Total Capital Expenditure	\$4,343,680																						<u> </u>			
Cash Flow	-\$4,343,680	-\$4,722		\$101,983	\$104,092	\$91,571	\$78,951	-\$333,777	\$151,777	\$162,671	\$166,488	\$177,838	\$161,507	\$145,074	-\$167,629		\$346,223		11 211	\$387,635	-\$2,063	\$408,516	\$419,377	\$430,528	\$441,976	\$453,728
Discounted Cash Flow	-\$3,829,646	-\$3,909	\$13,863	\$74,436	\$71,338	\$58,927	\$47,705	-\$189,370	\$80,856	\$81,370	\$78,197	\$78,429	\$66,880	\$56,409	-\$61,201	\$85,010	\$111,446	\$111,175	\$107,162	\$103,295	-\$516	\$95,977	\$92,515	\$89,179	\$85,962	\$82,862

Net Present Value (NPV) -\$2,411,650

7.5. MARKET PENETRATION TO VARIOUS DEVELOPMENT OPTIONS

To determine market penetration to the various development options, The Group has assumed various visitor numbers based on the options presented. It is important to generate sufficient critical mass of visitors to the MCSR in order to ensure its long term sustainability.

Once again, it is important to note that The Group understands that it is not the intention of the Assessment to increase visitor numbers into the rainforest due to potential impacts on the environment. Rather, this Assessment seeks to encourage and disperse visitation to the new development at the MCSR (such as the viewing platform and integrated building).

7.5.1. Base visitor numbers

Currently, the MCSR does not have any reliable historical visitation numbers to provide an accurate representation of the number of visitors to the site and how these visitors are arriving. The Group has therefore utilised higher level visitor statistics (to the Sunshine Coast), anecdotal feedback from staff, the number of car spots available and donations received as well as industry norms to provide an overview of visitors numbers based on car and coach visitors. The following table provides an overview of the results of this analysis.

TABLE 27: BASE VISITATION TO MCSR

	VISITORS	TRAVELLING	BY COACH			VIS	SITORS TRAV	ELLING BY C	AR	
	Davis	No of	No ppl per	Number of Coach		Davis	Number of Car Turn	Number of	Number of	Total Number of Visitors by
	Days	Coaches	coach	Travellers Yrly		Days	Overs	Car Spots	people per car	Car
Peak	30	3	130	11,700	Peak	30	2	70	2.7	11,340
Mid	100	2	130	26,000	Mid	100	1.5	70	2.7	28,350
Low	235	1	130	30,550	Low	235	0.5	70	2.7	22,208
			TOTAL	68,250					TOTAL	61,898
								TOT	AL VISITORS	130,148



7.5.2. Penetration to development options

Based on the above base visitation figures calculated, the chart below illustrates the anticipated number of visitors expected to MCSR under each development option in Years 1, 10 and 25.53

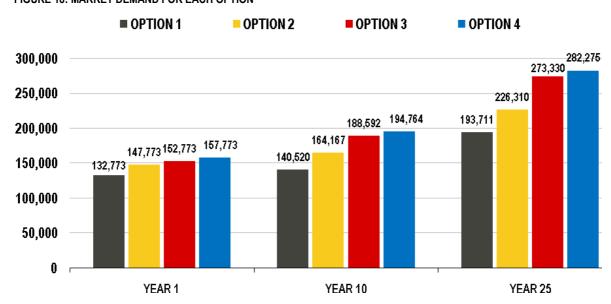


FIGURE 18: MARKET DEMAND FOR EACH OPTION

Points to note include:

- Development option 1 attracts the base level visitation, with total visitors to the site in year 1 expected to reach just under 133k, comprising of just under 2% of total visitors to the Sunshine Coast:⁵⁴
- Development option 2 is anticipated to attract just under 148k visitors in year 1;
- Development option 3 is expected to receive 153k visitors in year 1, capturing 3% of the visitor market to the Sunshine Coast;
- Development option 4, which includes the most visitor drawcards (canopy walkway and multi-level viewing platform), generates the highest visitation, with 158k visitors expected in year 1 of operation;
- By Year 25, visitation is expected to increase by 46% (61k) for Option 1, 53% (79k) for Option 2, 79% (121k) for Option 3 and 79% (125k) for Option 4⁵⁵;

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⁵³ Appendix 3 contains a detailed annual breakdown of visitation.

⁵⁴ As no historical visitation has been recorded, the annual percentage change in visitation has been based on based on The Groups' work in the Sunshine Coast, specifically looking at tourism and for the State Government, looking at visitor trends.

- The viewing platform and potential canopy walkway are considered to be the primary built attractors to MCSR, whereas others are secondary and therefore complement the primary attraction (café, retail space, function meeting room, theatrette). Whilst the discovery centre, particularly under development options 3-4, offers a much improved enhanced experience it is unlikely to be a major drawcard on its own because of its small size and scale in comparison to other major visitor experiences;
- It is important to note that it is anticipated that these increased visitation numbers to the Reserve will be dispersed primarily across the new development and not the rainforest itself. The human footprint on the rainforest will be minimised by creating other attractions and facilities that visitors are able to utilise (for example, the viewing platform and education room); and
- Once the redevelopment occurs, there is a need to ensure that regular data is captured regarding visitation patterns and visitor spends. This will help with optimising business functions and for any future modelling which may occur.

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⁵⁵ This increase is visitation is facilitated by the redevelopment of the Reserve, along with continued site upgrades/refreshes which has been accounted for in the cost benefits, with \$1.2m being allocated over the 25 year period for facility refurbishment/upgrades in years 7, 14 and 20.

8. ECONOMIC ANALYSIS

The economic value of additional visitors to new parts of the MCSR (the integrated complex, viewing platform) will have significant flow on effects for the Sunshine Coast economy. These benefits will be seen through:

- Higher levels of visitor expenditure at the MCSR;
- Greater length of stay in the Hinterland overall and associated higher spend;
- Greater advertorial coverage from journalists and visiting media who are actively encouraged to visit MCSR as an icon destination within the Sunshine Coast and which is promoted by Destination Sunshine Coast and Tourism Queensland;
- Interest generated in the education market from university groups, school groups and interest groups generally focussed on fauna and flora studies, socio-cultural studies and from a wider South East Queensland catchment area;
- Indirect spend and employment associated with the supply of goods and services by other businesses to the café, retail space etc. at MCSR; and
- The stimulation of new investment into other existing hinterland businesses as improved trading conditions partly generated by the new facilities at MCSR.

8.1. ECONOMIC ASSESSMENT MATRIX

The matrix on the following page provides a top line economic analysis of each of the development options. This is followed by a more detailed matrix, outlining the economic impact of increased visitor spend in the region as a result of undertaking development option 3, the preferred option.

TABLE 28: TOP LINE ECONOMIC ANALYSIS

IMPACT	Development Option 1	Development Option 2	Development Option 3	Development Option 4
	 Montville and Glasshous There will be direct and employment generation. which wouldn't happen in 	se as well as the wider Sunshird indirect net injection into the This is due to the generation of the development didn't procedure.	ne Coast region. e local and regional domestio of new trips, longer trips or a ed. Essentially it is the opportu	ture in the primary regions of Maleny, c product as well as indirect and direct greater number of higher spending trips unity cost of not pursuing each option
	133k in year 1 194k in year 25	148k in year 1 226k in year 25	153k in year 1 273k in year 25	158k in year 1 282k in year 25
	Redevelopment is minimal and therefore employment generated through construction works will be minimal	new, integrated facility.	s development of entirely This will result in employment in the short term through the	Redevelopment involves development of entirely new, integrated facility. This will result in employment outcomes for the region in the short term. This option also involves the construction of a canopy walkway which will require additional construction capacity.
	 Redevelopment is minimal and does not allocate space for private functions. The impact of this option on local businesses is anticipated to be minimal 	This is likely to operate f experience and is unlike particularly those that op from those provided in n The redevelopment, and attract a greater number well as visitor expenditure.	for early mornings, lunch and a ly to have a significant impact perate of an evening. It is imposearby restaurants/cafes so as I the creation of an integrated of visitors to the region. It is a re will increase as a result. This	le the inclusion of a new café/tea house. Internoon tea. This will provide a unique on the surrounding café's/restaurants, rtant that the experience is different to ensure competitive neutrality. If acility under options 2-4 is believed to nticipated that visitor length of stay as s increased visitation will have flow on ecommodation, dining and retail spend.



8.2. ESTIMATED DIRECT AND INDIRECT VISITOR SPEND

Table 29 on the following page provides an overview of the estimated direct and indirect visitor spend that will be generated as a result of the redevelopment of MCSR under option 3.56

Points to note include:

- It is estimated that the higher visitation generated by option 3 will generate \$9.5m in additional direct and indirect visitor spend in the Sunshine Coast in year 1 of operation than the status quo scenario;
- By year 25, it is estimated that development option 3 will generate a further \$41.5m in additional direct and indirect visitor spend. It is important to note that this is not all visitors, just the incremental increase which Option 3 is able to generate over the status quo option;
- This in turn would lead to stronger growth in overnight visitor numbers within the region as well as day trippers. The Hinterland area and its tourism operators (accommodation provides, retail operators, restaurants/cafes and other tourism attractions) would potentially be major beneficiaries of this visitor group; and
- The above increase in visitor numbers and associated visitor expenditure attributed to Option 3 will also have a flow on effect into the Sunshine Coast generally. Many visitors may prefer to stay on the coast (as per currently) and visit the hinterland (and MCSR) as a day trip so the visitor impacts will be felt regionally as well as locally.

⁵⁶ Note that this compares visitation under the status quo scenario (that is, no development occurring) and development option 3. This therefore provides an indication of the additional visitor spend that may occur as a result of the redevelopment of the Reserve.



TABLE 29: ECONOMIC IMPACT – VISITOR SPEND⁵⁷

Sunshine Coast	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038
Domestic Overnight Visitors	3,088,863	3,119,751	3,150,949	3,197,000	3,228,970	3,261,260	3,293,872	3,326,811	3,360,079	3,393,680	3,427,617	3,461,893	3,496,512	3,531,477	3,566,792	3,602,460	3,638,484	3,674,869	3,711,618	3,748,734	3,786,221	3,824,083	3,862,324	3,900,948	3,939,957
Growth	30,583	30,889	31,198	46,051	31,970	32,290	32,613	32,939	33,268	33,601	33,937	34,276	34,619	34,965	35,315	35,668	36,025	36,385	36,749	37,116	37,487	37,862	38,241	38,623	39,009
% Change	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
to Mary Caincross Reseve	45,832	50,415	52,936	54,524	53,433	52,365	51,317	53,883	56,578	58,275	60,023	58,823	57,646	55,917	58,713	61,648	64,731	66,673	68,673	70,733	72,855	75,041	77,292	79,611	81,999
Domestic Day Visitors	5,234,939	5,339,638	5,446,431	5,812,000	5,870,120	5,928,821	5,988,109	6,047,991	6,108,470	6,169,555	6,231,251	6,293,563	6,356,499	6,420,064	6,484,264	6,549,107	6,614,598	6,680,744	6,747,552	6,815,027	6,883,177	6,952,009	7,021,529	7,091,745	7,162,662
Growth	102,646	104,699	106,793	365,569	58,120	58,701	59,288	59,881	60,480	61,085	61,696	62,313	62,936	63,565	64,201	64,843	65,491	66,146	66,807	67,476	68,150	68,832	69,520	70,215	70,917
% Change	2%	2%	2%	7%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
to Mary Caincross Reseve	102,358	112,594	118,223	121,770	119,335	116,948	114,609	120,339	126,356	130,147	134,052	131,371	128,743	124,881	131,125	137,681	144,565	148,902	153,369	157,970	162,709	167,591	172,618	177,797	183,131
International Overnight Visitors	381,924	393,382	405,183	446,000	450,460	454,965	459,514	464,109	468,750	473,438	478,172	482,954	487,784	492,661	497,588	502,564	507,590	512,665	517,792	522,970	528,200	533,482	538,817	544,205	549,647
Growth	11,124	11,458	11,801	40,817	4,460	4,505	4,550	4,595	4,641	4,688	4,734	4,782	4,830	4,878	4,927	4,976	5,026	5,076	5,127	5,178	5,230	5,282	5,335	5,388	5,442
% Change	3%	3%	3%	10%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
to Mary Caincross Reseve	4,583	5,042	5,294	5,452	5,343	5,236	5,132	5,388	5,658	5,827	6,002	5,882	5,765	5,592	5,871	6,165	6,473	6,667	6,867	7,073	7,285	7,504	7,729	7,961	8,200
Total Visitation to Sunshine Coast	8,705,726	8,852,771	9,002,563	9,455,000	9,549,550	9,645,046	9,741,496	9,838,911	9,937,300	10,036,673	10,137,040	10,238,410	10,340,794	10,444,202	10,548,644	10,654,131	10,760,672	10,868,279	10,976,961	11,086,731	11,197,598	11,309,574	11,422,670	11,536,897	11,652,266
Total Mary Caincross Reserve Option 3	152,773	168,050	176,453	181,746	178,111	174,549	171,058	179,611	188,592	194,249	200,077	196,075	192,154	186,389	195,709	205,494	215,769	222,242	228,909	235,777	242,850	250,135	257,639	265,369	273,330
Status quo scenario no development	130,000	131,300	132,613	133,939	135,279	133,926	132,586	139,216	146,177	153,485	161,160	159,548	157,953	156,373	164,192	172,401	181,021	179,211	177,419	175,645	184,427	193,648	203,331	213,497	211,362
Incremental visitor growth from development	22,773	36,750	43,840	47,807	42,833	40,624	38,472	40,395	42,415	40,764	38,917	36,527	34,201	30,016	31,517	33,093	34,748	43,031	51,490	60,132	58,423	56,487	54,308	51,871	61,967
Average Daily Spend O/N Domestic Visitors	\$97	\$99	\$101	\$103	\$105	\$107	\$109	\$111	\$113	\$116	\$118	\$120	\$123	\$125	\$128	\$130	\$133	\$135	\$138	\$141	\$144	\$147	\$150	\$153	\$156
Average Daily Spend Day Domestic Visitors	\$62	\$64	\$65	\$66	\$68	\$69	\$70	\$72	\$73	\$75	\$76	\$78	\$79	\$81	\$82	\$84	\$86	\$87	\$89	\$91	\$93	\$95	\$97	\$98	\$100
Average Daily Spend O/N Internationalvisitors	\$88	\$90	\$92	\$94	\$96	\$98	\$100	\$102	\$104	\$106	\$108	\$110	\$112	\$114	\$117	\$119	\$121	\$124	\$126	\$129	\$131	\$134	\$137	\$139	\$142
Domestic Overnight Additional Spend	\$2,203,452	\$3,626,973	\$4,413,187	\$4,908,827	\$4,486,028	\$4,339,718	\$4,192,051	\$4,489,687	\$4,808,455	\$4,713,703	\$4,590,155	\$4,394,436	\$4,196,894	\$3,757,002	\$4,023,749	\$4,309,435	\$4,615,405	\$5,829,960	\$7,115,586	\$8,475,973	\$8,399,787	\$8,283,885	\$8,123,713	\$7,914,303	\$9,643,813
Domestic Day Spend Additional	\$1,421,582	\$2,339,983	\$2,847,218	\$3,166,985	\$2,894,212	\$2,799,818	\$2,704,549	\$2,896,572	\$3,102,229	\$3,041,099	\$2,961,391	\$2,835,120	\$2,707,673	\$2,423,872	\$2,595,967	\$2,780,281	\$2,977,680	\$3,761,265	\$4,590,701	\$5,468,370	\$5,419,217	\$5,344,442	\$5,241,105	\$5,106,002	\$6,221,815
International Overnight Additional Spend	\$2,013,907.48	\$3,314,976	\$4,033,558	\$4,486,563	\$4,100,133	\$3,966,409	\$3,831,445	\$4,103,477	\$4,394,824	\$4,308,224	\$4,195,303	\$4,016,420	\$3,835,871	\$3,433,819	\$3,677,620	\$3,938,731	\$4,218,381	\$5,328,458	\$6,503,493	\$7,746,857	\$7,677,224	\$7,571,293	\$7,424,899	\$7,233,503	\$8,814,238
Total Estimated Direct Aditional Spend	\$5,638,941	\$9,281,932	\$11,293,963	\$12,562,375	\$11,480,372	\$11,105,946	\$10,728,045	\$11,489,736	\$12,305,508	\$12,063,026	\$11,746,849	\$11,245,975	\$10,740,438	\$9,614,692	\$10,297,335	\$11,028,446	\$11,811,466	\$14,919,683	\$18,209,780	\$21,691,200	\$21,496,228	\$21,199,620	\$20,789,717	\$20,253,807	\$24,679,865
Indirect Expenditure Multiplier 0.68	\$3,834,480	\$6,311,713	\$7,679,895	\$8,542,415	\$7,806,653	\$7,552,043	\$7,295,071	\$7,813,021	\$8,367,745	\$8,202,858	\$7,987,858	\$7,647,263	\$7,303,498	\$6,537,991	\$7,002,188	\$7,499,343	\$8,031,797	\$10,145,385	\$12,382,650	\$14,750,016	\$14,617,435	\$14,415,742	\$14,137,007	\$13,772,589	\$16,782,308
Total estimated direct and indirect visitor spend	\$9,473,421	\$15,593,645	\$18,973,858	\$21,104,790	\$19,287,026	\$18,657,989	\$18,023,116	\$19,302,757	\$20,673,253	\$20,265,883	\$19,734,707	\$18,893,238	\$18,043,936	\$16,152,683	\$17,299,524	\$18,527,790	\$19,843,263	\$25,065,068	\$30,592,430	\$36,441,216	\$36,113,663	\$35,615,361	\$34,926,724	\$34,026,396	\$41,462,174

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⁵⁷Please note, for both development option 3 and the status quo option, a refurbishment will take place in years 7, 14 and 20.

8.3. COMPETITION⁵⁸

The table below provides a summary of the 29 restaurants/cafes within the catchment areas of Maleny, Montville and Glass House. Research was undertaken to ascertain seating capacity, average main meal costs and to gather feedback on trends, financial and market related.

The average main meal prices are as follows:

Maleny: \$30.00;Montville: \$32.00;

Glass House: \$21.00; and

All areas: \$31.00

The average meal price for all areas is quite high reflecting full dining restaurant style eateries rather than more simple café style meals. We therefore consider that the positioning of the facility at MCSR as a tea-house style café (rather than a full dining restaurant) creates a point if difference in the market place. This is particularly important as any new food outlet at MCSR will be viewed as further competition by the existing cafes and restaurants in the region.

With respect to overall trends which restaurants and cafes are confronting the following anecdotal feedback was gathered:

- Whilst visitor numbers to the Sunshine Coast generally and the hinterland region specifically have shown marginal growth, average visitor spend is down;
- Visitors appear to be browsing rather than buying, and are far more price conscious;
- Concerns around profitability and higher operating costs were noted;
- Staffing costs and especially weekend pay rates were mentioned; and
- Function business was seen to be constant.

For MCSR, we consider that though the above comments reflect a challenging economic environment, there is scope to offer a food and beverage outlet with a clear point of difference and one where operating costs can be tightly controlled. For this reason we consider that the competitive operating environment within the Hinterland could sustain a tea house style café outlet at MCSR based on:

 Restricted operating hours (closing at 6pm in summer so there would be no evening service) and opening at 7am in Summer and 8.30am in other periods);

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⁵⁸ Restaurant/café data gathered from: maps.google.com; http://www.yourrestaurants.com.au; http://www.agfg.com.au; http://www.eatability.com.au

- Offering a limited menu of snacks, coffees, scones, cakes and Devonshire style teas, salads and with an average spend between \$9-\$16 which assumes consumers would only be having one course (coffee and cake or salad and a drink) as opposed to a restaurant offering entrees, mains and deserts and as evidenced in the research which indicates a higher spend; and
- Offering take away food as well to service those who may want to use the picnic facilities rather than the tea house.

The Tea House operator is expected to be paying a lease fee which starts low but increases to an accepted commercial level in year 3 of the lease, along with paying a percentage of turn over. We have estimated that Tea House visitor numbers in option 3 would be 84k in year 1 with an average spend of \$14 for years 1-7. The penetration rate of those using the Tea House is estimated at 55% of total visitors to MCSR. This penetration rate is realistic considering that many visitors would use the Tea House to refresh and replenish after going for a walk in the Reserve.

The market segmentation for the Tea House is forecasted as follows:

- 15% being locals (Hinterland residents) using MCSR for regular walks and also taking visiting friends and relatives along;
- 20% being other visitors from the Sunshine Coast catchment area particularly taking visiting friends and relatives to show them MCSR;
- 32% being day visitors from a wider catchment including SE Queensland and including tour groups (Probus Clubs, school groups etc.); and
- 33% being overnight visitors and including domestic and international visitors to the Sunshine Coast who are doing day trip excursions and including a visit to MCSR.

It is important to note that the above levels of forecasted market penetration do not match the percentage breakdown of estimated visitors to MCSR overall. This is because there are thought to be far more locals using the Reserve but not using the Tea House, for example.

Based on creating a Tea House style café facility at MCSR rather than a restaurant style facility or a café with a more extensive menu, we are confident that there should not be negative impacts associated with the establishment of the Tea House as it will fill a gap in the market place. In the current economic environment there should also be no negative impacts associated with securing staff for the Tea House, getting supplies of goods and services etc.

	Maleny										
Name	Avg main meal \$	Location	Capacity								
Key Restaurant	\$23	10 Mountain View Road Maleny QLD	120								
Pomodoras on Obi Restaurant	\$28	18 Lawyer St Maleny QLD	30								
Reserve Restaurant Maleny	\$36	840 Landsborough-Maleny Road Maleny QLD	52								
The Tamarind Restaurant	\$65	88 Obi Lane South Maleny QLD	60								
The Terrace of Maleny	\$38	cnr Mountain View and Landsborough-Maleny Roads Maleny QLD	80								
Bombay Mahal	\$25	6 Maple Street Maleny QLD	50								
Cappriccio's Italian Restaurant	\$50	Riverside Centre, Maple Street Maleny QLD	85								
Celtic Tearoom of Maleny	\$20	34 Mountain View Road Maleny QLD	15								
Hotel Maleny	\$35	6 Bunya Street Maleny QLD	-								
Kind Living Café	\$20	1/25 Maple Street Maleny QLD	35								
King Ludwigs Restaurant	\$43	401 Mountain View Road Maleny QLD	50								
Maudy's	\$27	466 Maleny-Kenilworth Rd, Witta Maleny QLD	50								
Muang thai restaurant	\$15	3 panorama pde Maleny QLD	-								
Patrick's Irish Bar & Restaurant	\$23	83 Mountain View Rd Maleny QLD	70								
Maple 3 café	\$20	3 Maple st, Maleny QLD	-								
Up Front Club	\$20	31 Maple st, Maleny QLD	75								
		Montville									
Name	Avg main meal \$		Capacity								
Flame Hill Vineyard Restaurant	ሰ ጋ 7	249 Western Avenue Montville QLD	50								
rianie nili vineyaru Kesiaufani	\$37	243 Western Avenue Wortkille QED	00								
The Edge Restaurant	\$35	Mayfield on Montville, 127 Main Street Montville QLD	300								
·	* *										
The Edge Restaurant	\$35 \$60 \$25	Mayfield on Montville, 127 Main Street Montville QLD	300								
The Edge Restaurant The Long Apron	\$35 \$60 \$25 \$45	Mayfield on Montville, 127 Main Street Montville QLD 68 Balmoral Road Montville QLD	300 50								
The Edge Restaurant The Long Apron Elements at Montville	\$35 \$60 \$25	Mayfield on Montville, 127 Main Street Montville QLD 68 Balmoral Road Montville QLD 38 Kondalilla Falls Road Montville QLD	300 50 30								
The Edge Restaurant The Long Apron Elements at Montville Gypsy's Table	\$35 \$60 \$25 \$45	Mayfield on Montville, 127 Main Street Montville QLD 68 Balmoral Road Montville QLD 38 Kondalilla Falls Road Montville QLD 128 Main Street Montville QLD	300 50 30 40								
The Edge Restaurant The Long Apron Elements at Montville Gypsy's Table Montville Cafe Bar and Grill	\$35 \$60 \$25 \$45 \$27	Mayfield on Montville, 127 Main Street Montville QLD 68 Balmoral Road Montville QLD 38 Kondalilla Falls Road Montville QLD 128 Main Street Montville QLD 126 Main st Montville QLD	300 50 30 40 240								
The Edge Restaurant The Long Apron Elements at Montville Gypsy's Table Montville Cafe Bar and Grill Montville Coffee Pot	\$35 \$60 \$25 \$45 \$27 \$25	Mayfield on Montville, 127 Main Street Montville QLD 68 Balmoral Road Montville QLD 38 Kondalilla Falls Road Montville QLD 128 Main Street Montville QLD 126 Main st Montville QLD 168 Main Rd Montville QLD	300 50 30 40 240 30								
The Edge Restaurant The Long Apron Elements at Montville Gypsy's Table Montville Cafe Bar and Grill Montville Coffee Pot Montville Gourmet Pizzeria	\$35 \$60 \$25 \$45 \$27 \$25 \$25	Mayfield on Montville, 127 Main Street Montville QLD 68 Balmoral Road Montville QLD 38 Kondalilla Falls Road Montville QLD 128 Main Street Montville QLD 126 Main st Montville QLD 168 Main Rd Montville QLD 2/202 Main Street Montville QLD	300 50 30 40 240 30 80								
The Edge Restaurant The Long Apron Elements at Montville Gypsy's Table Montville Cafe Bar and Grill Montville Coffee Pot Montville Gourmet Pizzeria Poets Cafe	\$35 \$60 \$25 \$45 \$27 \$25 \$25 \$25 \$25	Mayfield on Montville, 127 Main Street Montville QLD 68 Balmoral Road Montville QLD 38 Kondalilla Falls Road Montville QLD 128 Main Street Montville QLD 126 Main st Montville QLD 168 Main Rd Montville QLD 2/202 Main Street Montville QLD 167 Main Street Montville QLD	300 50 30 40 240 30 80								
The Edge Restaurant The Long Apron Elements at Montville Gypsy's Table Montville Cafe Bar and Grill Montville Coffee Pot Montville Gourmet Pizzeria Poets Cafe The Sambuca Cafe	\$35 \$60 \$25 \$45 \$27 \$25 \$25 \$25 \$25 \$11 \$40	Mayfield on Montville, 127 Main Street Montville QLD 88 Balmoral Road Montville QLD 38 Kondalilla Falls Road Montville QLD 128 Main Street Montville QLD 126 Main st Montville QLD 168 Main Rd Montville QLD 2/202 Main Street Montville QLD 167 Main Street Montville QLD 4/184 Main Road Montville QLD 142 Main Street Montville QLD Glass House	300 50 30 40 240 30 80 150 50								
The Edge Restaurant The Long Apron Elements at Montville Gypsy's Table Montville Cafe Bar and Grill Montville Coffee Pot Montville Gourmet Pizzeria Poets Cafe The Sambuca Cafe	\$35 \$60 \$25 \$45 \$27 \$25 \$25 \$25 \$25 \$11	Mayfield on Montville, 127 Main Street Montville QLD 88 Balmoral Road Montville QLD 38 Kondalilla Falls Road Montville QLD 128 Main Street Montville QLD 126 Main st Montville QLD 168 Main Rd Montville QLD 2/202 Main Street Montville QLD 167 Main Street Montville QLD 4/184 Main Road Montville QLD 142 Main Street Montville QLD Glass House	300 50 30 40 240 30 80 150								
The Edge Restaurant The Long Apron Elements at Montville Gypsy's Table Montville Cafe Bar and Grill Montville Coffee Pot Montville Gourmet Pizzeria Poets Cafe The Sambuca Cafe Wild Rocket@Misty's	\$35 \$60 \$25 \$45 \$27 \$25 \$25 \$25 \$25 \$11 \$40	Mayfield on Montville, 127 Main Street Montville QLD 88 Balmoral Road Montville QLD 38 Kondalilla Falls Road Montville QLD 128 Main Street Montville QLD 126 Main st Montville QLD 168 Main Rd Montville QLD 2/202 Main Street Montville QLD 167 Main Street Montville QLD 4/184 Main Road Montville QLD 142 Main Street Montville QLD Glass House	300 50 30 40 240 30 80 150 50 120								

The figures on the following pages illustrate the geographical location of cafés/restaurants in the three surrounding catchments (Maleny, Montville and Glass House).

FIGURE 19: COMPETITION ANALYSIS - MALENY

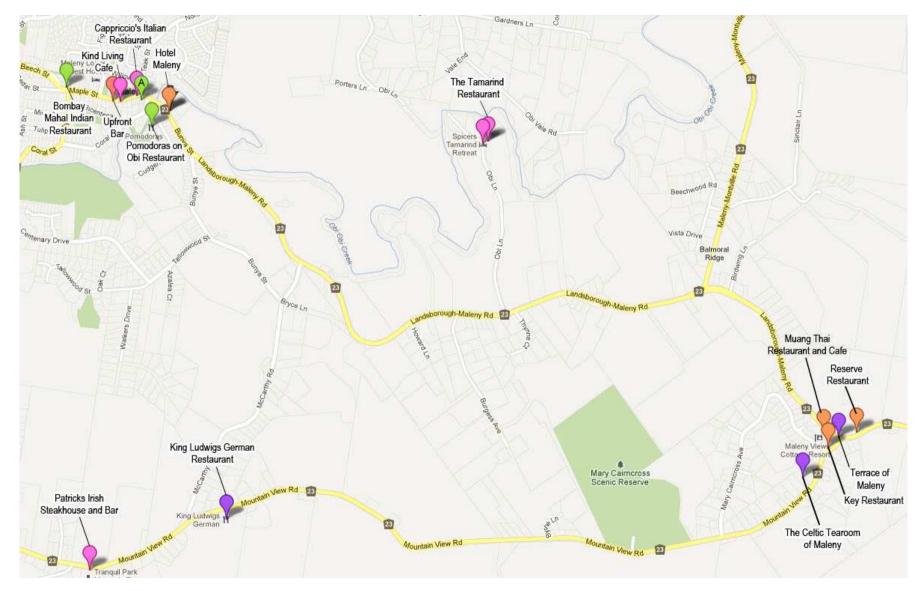




FIGURE 20:COMPETITION ANALYSIS - MONTVILLE



FIGURE 21: COMPETITION ANALYSIS - GLASS HOUSE





9. SOCIAL IMPACT ANALYSIS

The following section includes a social impact analysis, highlighting the potential social benefits and risks associated with the redevelopment of the MCSR.

9.1. SOCIAL BENEFIT

9.1.1. Lifestyle, amenity and recreational use and access

The local community and visitors utilise MCSR for a range of pursuits, including nature appreciation and relaxation, exercise and recreation, social gatherings and picnics. The redevelopment should only increase the use of the MCSR for these purposes by offering more attractive facilities.

Development options 2-4 include the provision of a meeting room/theatrette to seat 40 individuals, theatre style which can be leased out commercially.⁵⁹ This has the benefit of providing an ideal location for the community, local school and university groups and visiting small events/groups to utilise for lectures and other purposes. While attending their meeting or event, attendees will be able to visit the MCSR and be influenced by the educational interpretation that exists. This would particularly be the case in development options 2-4 where the meeting room/theatrette would be integrated into the discovery centre, café and retail building.

Development options 2-4 provide the greatest benefits in regards to lifestyle, amenity and recreational use as the integrated facility with adjoining large picnic area could potentially entice a greater number of the community to visit the MCSR.

The tea house proposed for development options 2-4 will attract a larger proportion of visitors to the MCSR than a basic kiosk would (included in option 1), primarily because locals and visitors are more likely to visit the MCSR solely for the tea house experience, than they would for a basic kiosk experience. The tea house could also offer special afternoon or morning teas and become a recognised meeting venue in its own right.

Development options 3 and 4, with the extended operating hours (7am – 6.30pm) will enable the community and visitors to have access to the facility for a greater period of time, helping to spread and disperse visitation throughout the day. Development option 4 in particular, with the canopy walkway, will provide an additional drawcard for the MCSR to attract locals and visitors.

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⁵⁹ Development option 1 includes a theatrette, however, this cannot be leased out commercially

Future development and marketing efforts of the MCSR could focus on promoting the site as a base station for outdoor events, orienteering events, health community programs and walkathons. Additionally, the MCSR (in conjunction with Council and other staff) could work to develop a range of walking and cycling trails which span from the MCSR to other sites of interest (such as the Glass House Mountains) therefore increasing recreational and lifestyle benefits achieved.

9.1.2. Community identity, engagement and sense of place

MCSR benefits from significant local community support and participation and is closely connected to Maleny and other nearby communities. Community participation and a strong sense of local ownership is evident in the community-based management (advisory) committee, the Friends of Mary Cairncross Association (who attract funds and invest in MCSR), over eighty Education Centre volunteers and guides, and a range of other community partners (i.e. Rotary, University of Sunshine Coast, neighbours). Council has provided a summary of the potential needs and aspirations of a range of stakeholders (refer to Table 31), including local schools, universities, tourism bodies (Tourism QLD, Sunshine Coast Destination Ltd) and local businesses.

MCSR contributes to community identity and cohesion and provides a social hub for a segment of the local community. Conversely, these community partners contribute significant 'in kind' resources, including labour, links to the broader community, knowledge and experience concerning aspects of MCSR management, and authenticity to the visitor experience (i.e. local knowledge from 'real' locals).

Any 'change' in the built environment or operating arrangements at MCSR has potential to impact on the aspirations of some individuals and groups. While the range of functions proposed through the various options are similar and generally supported by the community closely associated with MCSR, the layout, form, scale, aesthetics and materials inherent in new buildings is likely to generate more debate. These building design issues may be addressed through the architectural design process (including consultation where appropriate).

However, potential does exist for some individuals and groups with a long term association with MCSR to be unsatisfied with design outcomes and to withdraw their support from MCSR. While any loss of community support would be regrettable, a sensitively designed integrated centre has the potential to attract renewed support from other parts of the community.

With careful design, sensitive to the surrounding natural environment, the redevelopment of the MCSR building precinct has potential to heighten the broader communities' sense of place associated with MCSR and further promote the purpose and original intent of the MCSR Deed of Trust.

In particular, the redevelopment provides an opportunity to include enhanced interpretive materials and to communicate key messages to visitors concerning MCSR's natural values as well as its close connection with the local community. Whilst all development options include some element of interpretation, development options 3-4 have a greater interpretation budget allocated to the development allowing more creative and interesting interpretive material to be installed.

The integrated building proposed for development options 2-4 has potential to enhance a sense of place, embracing and leveraging off the vistas that can be captured from the MCSR, including the rainforest and the Glass House Mountains. The two storey development proposed for development options 3 and 4 will further help capitalise on these views.

Some community members, closely associated with MCSR, are concerned that the Rainforest is experiencing excessive visitor numbers with potential impacts on natural values, visitor enjoyment and sense of place. Through careful design, the aim of redevelopment is to avoid stimulating increased visitation into the Rainforest and to focus on creating an integrated and interactive learning experience whereby visitors can get a taste of the rainforest without actually entering.

9.1.3. Appreciation of Aboriginal culture and history

The new discovery centre could provide a valuable platform for telling stories about Aboriginal people's connection with MCSR and the surrounding areas.

Again, as development options 3 and 4 include larger interpretation fit out budgets, the ability to present this information in an engaging and interesting way is greater.

9.1.4. Education

Through enhanced interpretation and facilities, the redevelopment of the MCSR has the potential to support increased learning opportunities regarding the MCSR, and bolster partnerships with learning institutes and schools.

Given its sub-optimal internal spaces, dated interpretive materials and layout, the existing education centre is quite limited in its interpretive capacity. The redevelopment will feature, across all options, a dedicated 'discovery' centre with contemporary, interactive exhibits which encourage intellectual enquiry and lasting connections with MCSR, as opposed to static interpretation displays.

School groups are a key market segment and incorporating MCSR's key messages into school curricula is an excellent opportunity to influence decision makers of the future. School groups also provide a modest line of revenue for reinvestment in MCSR. An outdoor covered classroom area will



provide further opportunity for learning experiences that maximise interaction with surrounding environment.

All options also include a 'wet and dry' research area for researchers, schools, staff and volunteers involved in research, monitoring and education programs.

The MCSR therefore has opportunity to function as a 'living museum/laboratory' and learning resource for schools, universities, community groups and other visitors. These activities also contribute a level of authenticity to the visitor experience at MCSR, while building the relevance of learning institutes within the community.

9.1.5. **Employment**

The MCSR has a large volunteer base which assists visitor with information about the MCSR and responds to visitor enquiries. Though it is not expected that the redevelopment will change this focus from volunteer staff to paid staff, it is expected that employment will increase within the region as a result of the redevelopment construction phase.⁶⁰

Additionally, the facility may offer more opportunities to work in the MCSR. In the existing facilities, space is very limited with volunteer staff having little room to work as well as store any personal items. The new facility proposed under development options 2-4 will create more room for volunteers and potentially, if demand necessitates, increased numbers of volunteers who can work per shift.

9.1.6. Aesthetic quality of the region

The aesthetic quality of the region refers to how both locals and visitors perceive the region. This is an important motivator of visitation and consequently, regions with a higher perceived aesthetic quality will generally attract a greater number of visitors.

While the MCSR is currently perceived by locals as being a key icon of the Sunshine Coast and Hinterland region in particular, the redevelopment will help to further strengthen this perception and would provide a stronger product to market and promote on a regional and national scale. In regard to the Hinterland area, the redevelopment would strengthen MCSR's role in supporting a quality naturebased tourism market. This is particularly the case for development options 3 and 4 which provide an integrated facility, capturing views of the rainforest and the Glass House Mountains, with innovative interpretation and a viewing platform which provides panoramic views.

⁶⁰ This is explored further in Section 6 – Economic Analysis.

The redevelopment of the MCSR under options 3-4 therefore has significant potential in helping to improve the overall perception of the Hinterland and Sunshine Coast region and offering better understanding of the area and its communities.

9.1.7. Increased access for disabled, elderly and other marginalised groups

The redevelopment of the MCSR under options 2-4 is likely to consolidate access to the site for people with a disability, elderly and other special needs groups, allowing the these visitors to increasingly connect with the natural environment.

Additionally, whilst the MCSR does currently provide some access to these user groups (e.g. those in wheelchairs are able to undertake most of the Rainforest walk, although feedback received indicated that this could be difficult at times), the new integrated facility proposed under options 2-4 would include ramp entry and a lift to provide the disabled and elderly with access (extending up to the viewing platform).

9.1.8. Development options social benefit comparison

The following table provides an overview of each development option's attainment of the social benefits mentioned above. Scoring is only indicative and inherently subjective in the absence of a detailed social impact assessment.

Development options 3 and 4, due to the increased initial capital expenditure primarily in relation to greater spend on interpretation as well as the larger facility, are able to achieve these benefits to a greater extent than development options 1 and 2.

TABLE 30: DEVELOPMENT OPTIONS - SOCIAL BENEFITS ATTAINMENT RANKING

SOCIAL BENEFIT (RANK OUT OF 10)	DEVELOPMENT OPTION 1	DEVELOPMENT OPTION 2	DEVELOPMENT OPTION 3	DEVELOPMENT OPTION 4
Lifestyle, amenity and recreational use and access	5	7	8	9
Sense of place	6	7.5	8	7.5
Appreciation of Aboriginal culture and history	6	6	8	8
Education	5	8	9	9
Employment	5	5	5	5
Aesthetic quality of the region	5	6	8	9
Total Score	53%	<u>()</u> 66%		7 9%

9.2. STAKEHOLDER RISK ASSESSMENT

The redevelopment of the MCSR has the potential to impact on the aspirations and needs of a range of stakeholders associated with MCSR. The following table provides an overview of potential concerns/risks and benefits associated with key stakeholders, but it is inherently subjective in the absence of detailed consultation.

TABLE 31: STAKEHOLDER IMPACT RISK ASSESSMENT

STAKEHOLDER	RISK		BENEFITS
	about encouraging more visitors to the MCSR and the potential impact it may have on the environment Additionally, a greater number of visitors may exceed current volunteer capacity. This will need to be reviewed and monitored regularly.		The redevelopment will provide MCSR volunteers with greater capacity to educate, inform and provide an enjoyable experience for all visitors through increased interpretation space and facilities. Volunteers will be provided with office space and basic kitchen amenities. Currently, volunteers only have a small bench space to utilise and store their personal belongings. MCSR volunteers are particularly concerned with preserving the Rainforest. The redevelopment, rather than encouraging individuals to explore the rainforest, will encourage visitors to utilise new facilities developed (such as the viewing platform) which will provide them with a shorter rainforest experience and minimise the impact on the environment. Inclusion of sustainable information through interpretation material to better inform all visitors.
	be some opposition to the development of a larger café Concern	•	The redevelopment will allow greater capacity to educate, inform and provide an enjoyable experience for all visitors through increased interpretation space and

about encouraging more visitors to the MCSR and the potential impact it may have on the environment	•	facilities. This increased capacity to educate will enable the history of the MCSR to be taught
	•	and ensuring ethos of Deed of Trust in honoured. Increased revenue generated through donations and sale of retail and café items
Concern about encouraging more visitors to the MCSR and the potential impact it may have on the environment	•	Increased capacity to educate will enable the history of the MCSR to be taught and ensuring ethos of Deed of Trust in honoured Creation of a top class environmentally focused development which showcases the MCSR as an Eco-destination;
 Concern about encouraging more visitors to the MCSR and the potential impact it may have on the environment Concern 	•	Increased ability to educate and inform as a result of the new integrated facility and interpretation tools and materials This increased
about overcommercialising the development Moving away from 'low key' character, family feel of the visitor experience. May be opposed to any large infrastructural changes.		capacity to educate will enable the history of the MCSR to be taught and ensuring ethos of Deed of Trust in honoured.
 Concern about encouraging more visitors to the MCSR and the potential impact it may have on the environment 		Potential to include small laboratory in the integrated building structure to provide learning and study opportunities Increased environmental awareness, promoting the importance of sites such as
	•	MCSR. Space for staff/students to hold presentations and meetings by way of the dedicated theatrette/conference room

■ Concern	■ Increased ability to
about encouraging more visitors to the MCSR and the potential impact it may have on the environment	educate and inform as a result of the new integrated facility and interpretation tools and materials
■ Threat that	■ Increased
the MCSR may lose its original focus and values	environmental awareness, promoting the importance of sites such as MCSR.
	■ Space for
	presentations and meetings by way of the dedicated theatrette/conference room
	■ Increased capacity
	to showcase the site as a best practice model for environmental education, conservation and learning.
■ Concern	■ Improved facilities
about encouraging more visitors to the MCSR and the potential	to utilise for conference/meetings and events
impact it may have on the environment	■ Enhanced learning
	and education
■ Concern	■ Ability to encourage
about encouraging more visitors to the MCSR and the potential impact it may have on the environment	greater number of visitors to disperse through Sunshine Coast's urban area's to visit the Hinterland
	■ Increased ability to
	educate and inform as a result of the new integrated facility and
	interpretation tools and materials
	■ MCSR could be
	further promoted to showcase it as an iconic product of the Sunshine Coast
	■ Generate longer
	average length of stay for visitors, injecting more into the economy and businesses around the region.
■ Concern	■ MCSR could be

about over focusing on the MCSR and under focusing on other attractions in the region.	•	further promoted to showcase it as an iconic product of the Sunshine Coast Generate longer average length of stay for visitors, injecting more into the economy and businesses around the region.
Concern about development competing with businesses in the general locality	•	Generate longer average length of stay for visitors, injecting more into the economy and businesses around the region.
Redeveloped café/restaurant and retail may potentially compete with other local operators	•	Generate longer average length of stay for visitors, injecting more into the economy and businesses around the region. Offering a tea house with limited operating hours will also be complimentary to the existing restaurants at Cairncross Corner so will help by increasing the critical mass of facilities.
 Concern about encouraging more visitors to the MCSR and the potential impact it may have on the environment 	•	Increased ability and resources to educate residents and visitors on Aboriginal peoples associations with MCSR and the Region.
about focusing on educational component in static form only. Education provided by the MCSR needs to be fun, interactive and informative.		Enhanced educational and learning experiences presented in a fun and interesting way. Improved facilities to utilise for school excursions (outdoor learning space, theatrette) Potential to include small laboratory in the integrated building structure to provide learning and study opportunities
Concern about increased traffic, noise and visual pollution as a result of increased visitation to the MCSR	•	Increased value of the surrounding region as a result of having an iconic attraction located close

 Concern about encouraging more visitors to the MCSR and the potential impact it may have on the environment	 The redevelopment will allow greater capacity to educate, inform and provide an enjoyable experience for all visitors through increased interpretation space and facilities. This increased capacity to educate will enable the history of the MCSR to be taught and ensuring ethos of Deed of Trust in honoured.
Concern about increased traffic, noise and visual pollution as a result of increased visitation to the MCSR	 Generate longer average length of stay for visitors, injecting more into the economy and businesses around the region. MCSR could be further promoted to showcase it as an iconic product of the Sunshine Coast Improved facilities to utilise for small meetings, conferences and family outings
 Concern about encouraging more visitors to the MCSR and the potential impact it may have on the environment Threat that the MCSR may lose its original focus and values 	 Redevelopment will include the provision of office space for all MCSR staff. This will be of interest to Council staff who are currently housed in a demountable building. Increased capacity to support MCSR volunteers through the provision of improved interpretation, office and meeting space.
 Concern about encouraging more visitors to the MCSR and the potential impact it may have on the environment	Redevelopment will allow for greater education, learning and interpretation to occur. The redevelopment will also divert visitors to the new facility and create an engaging experience to try and discourage increased utilisation of the Rainforest. Increased revenue



	generated which can then be reinvested in MCSR for education,	
	conservation or asset maintenance.	

10. ENVIRONMENTAL IMPACT ANALYSIS

10.1. POTENTIAL IMPACTS

The following are examples of potential environmental impacts which may be generated from MCSR and its activities, and mitigation strategies that can be considered. Note that a detailed environmental assessment and construction management plan will be undertaken by Council prior to construction of the preferred redevelopment option.

TABLE 32: ENVIRONMENTAL IMPACT ANALYSIS

IMPACT/RISK	RISK MITIGATION
 to sensitive fauna Loss or disturbance of vegetation providing habitat Increased visitation to the site has potential to impact on native flora and fauna of the MCSR Impacts of light and noise, particularly at night as certain fauna are potentially sensitive to light impacts. 	Redevelopment is restricted to the existing disturbed area. Council is undertaking flora and fauna assessments on the site and, where appropriate, will develop Species Management Plans for any threatened species identified. Avoid increasing night time visitation or mitigate light impacts for sensitive species. While some planted vegetation in the cafe courtyard may be disturbed or removed, the aim will be no overall loss of vegetation (with additional planting undertaken post construction) and mature trees will be protected wherever practical. Currently, the impact of increased visitor numbers on the rainforest is not well understood. However, the redevelopment of the MCSR will aim to minimise increased visitation to the Rainforest and rather encourage visitors to utilise the new integrated facility where a viewing platform will be developed and interactive exhibits will provide visitors with a fun experience whilst also

	educating them about native flora and fauna of the MCSR.
 Increased visitation to the MCSR could result in a greater number of visitors to the Rainforest as opposed to the new integrated building. Increased noise through increased visitation to the site 	Many visitors are time poor and thus, marketing the interactive, hands on experience that the new integrated facility provides, whilst also promoting the viewing platform which will provide visitors with views of both the Rainforest and Glass House Mountains may discourage visitors to enter the Rainforest.
Currently, there are no known aboriginal heritage artefacts on the redevelopment site. Therefore, the redevelopment does not pose any risk to the preservation of aboriginal heritage.	Where appropriate, capacity will exist to interpret Aboriginal cultural heritage associated with MCSR.

10.2. BUILDING DESIGN VARIABLES

The following table provides an analysis of potential environmental impacts that building variables under each of the development options may potentially have.

TABLE 33: BUILDING DESIGN VARIABLES - ENVIRONMENTAL ASSESSMENT MATRIX

DEVELOPMENT OPTION 1	DEVELOPMENT OPTION 2	DEVELOPMENT OPTION 3	DEVELOPMENT OPTION 4
 Building GFA (inclusive of viewing platform): 697m² Development option 1 has the smallest building GFA as a result of a smaller food/drink functional area (220m²). It is important to note also that some of the footprint 	 Building GFA (inclusive of viewing platform): 818m² Development option 2 has second smallestbuilding GFA as a result of the smaller undercover seating area (200m2 compared with 400m²). As development includes a one 	 Building GFA (inclusive of viewing platform): 1018m² Development option 3 has the second largest building GFA as a result of a significantly larger food/drink functional area (440m²). Although development option 	 Building GFA (inclusive of viewing platform and canopy walkway): 1,218m2 Development option 4 has the largest GFA as a result of the largest food/drink functional area (460m²) and the inclusion of the canopy walkway (180m²).

⁶¹ As mudmaps have not been developed, this is an assumption the Group has made.



(education centre) has already
been developed and will
simply undergo refurbishment.

The likelihood of environmental impact as a result of building works is therefore likely to be minimised under this development scenario.

- level facility, it is anticipated that actual building footprint will be greatest in this development option and therefore will potentially have the greatest impact on the environment, particularly with the canopy walkway which will require stable footing. However it is important to recognise that all measures will be performed to ensure minimal disturbance to the surrounding environment. The development will adhere to all environmental approvals and requirements.
- Integrated structure may provide opportunity for greater introduction of principles around passive solar.

3's GFA is one of the largest, its actual building footprint is anticipated to be one of the smallest as a result of the two-level structure. 61This may allow for greater revegetation of saved area.

- Two storeys could potentially cause small increase of 'bird strike' to reflective glass areas.
- Two level, integrated development may allow for greater exposure for solar panels as well as rainwater capture.
- Although development option 4's GFA is one of the largest, its actual building footprint is anticipated to be one of the smallest as a result of the two-level structure. This may allow for greater revegetation of saved area.
- Two storeys could potentially cause small increase of 'bird strike' to reflective glass areas.
- Two level, integrated development may allow for greater exposure for solar panels as well as rainwater capture.
- The location of the canopy walk is anticipated to be placed on ground within the Project Area. Whilst some vegetation may need to be removed, it would be anticipated that effort would be taken to revegetate the area once the walk is completed.

- Hours of operation: 9am –
 5pm (6pm in summer).
- These hours of operation are similar to current operating hours (9am – 5pm in summer)
- Hours of operation: 9am 5pm (6pm in summer)
- These hours of operation are similar to current operating hours (9am – 5pm in summer)
- Hours of operation: 7am –6.30pm
- The operating hours have been extended under this development option to cater for
- Hours of operation: 7am 6.30pm
- The operating hours have been extended under this development option to cater for the morning and afternoon markets in an attempt to



have litt	tle changed impact on little	therefore are likely to have changed impact on the ronment.	the morning and afternoon markets in an attempt to disperse visitation throughout the day. During summer, these extended hours should not present an issue it is still light during this time. A detailed environmental assessment would need to be conducted to gauge whether these operating hours were too late for winter and therefore may potentially have an impact on native fauna.	disperse visitation throughout the day. During summer, these extended hours should not present an issue it is still light during this time. A detailed environmental assessment would need to be conducted to gauge whether these operating hours were too late for winter and therefore may potentially have an impact on native fauna.
the considerated the considerated that the c	struction of several tyle pavilions, made mber. velopment will be cons care asse	struction would require eful geotechnical essment.	 An onsite concrete slab construction would require careful geotechnical assessment. Site footprint is already disturbed area. 	 An onsite concrete slab construction would require careful geotechnical assessment. Site footprint is already disturbed area.
to illustr	rate where storm water illust vill occur and whether runo	ormwater plan is required to trate where storm water off will occur and whether mwater can be recycled.	A stormwater plan is required to illustrate where storm water runoff will occur and whether stormwater can be recycled.	 A stormwater plan is required to illustrate where storm water runoff will occur and whether stormwater can be recycled.
rainfore	•	risual esentations/architectural esentations of the	As visual representations/architectural representations of the	 As visual representations/architectural representations of the



impact is anticipated to be low.	development options we out of scope for this Assessment, gauging whether the entrance to the Rainforest from the new building would have an impact on the environment is difficult.	development options we out of scope for this Assessment, gauging whether the entrance to the Rainforest from the new building would have an impact on the environment is difficult.	development options we out of scope for this Assessment, gauging whether the entrance to the Rainforest from the new building would have an impact on the environment is difficult.
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11. FUNCTIONAL RELATIONSHIP

In order to ascertain the most optimal flow of functional areas the following functional diagrams have been created for each development scenario. These diagrams are merely provided to demonstrate visitor flow to each functional area (including functional areas outside the project scope – the car park, picnic area and forest walks), illustrating how each functional area and communicates with each other.

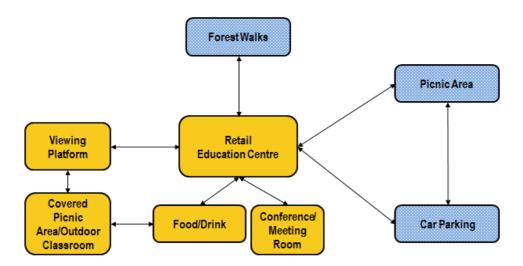
Please note that the inclusions of any visual representations/architectural diagrams of the development options were specifically noted in the Tender Brief to be out of scope of the Assessment. The functional relationship diagrams below therefore, are included to provide an idea of how each functional area links and communicates with each other.

11.1. DEVELOPMENT OPTION 1

The following figure includes the functional flow of communication and visitor direction involved in development option 1, which involves a depotor separate pavilion styleof refurbishment development. Points to note include:

- The retail and discovery centre functional areas are combined as one functional area. These
 functional areas will be housed in the existing education centre which will be refurbished;
- The other functional areas (conference/meeting room, food/drink, covered outdoor area/classroom and the viewing platform) will all be housed in newly developed separate pavilions; and
- Whilst most of the functional areas are housed in separate structures, there is a need to direct visitor flow in such a way that encourages all visitors to enter all functional areas, especially the education functional area.

FIGURE 22: FUNCTIONAL RELATIONSHIP DIAGRAM, DEVELOPMENT OPTION 1



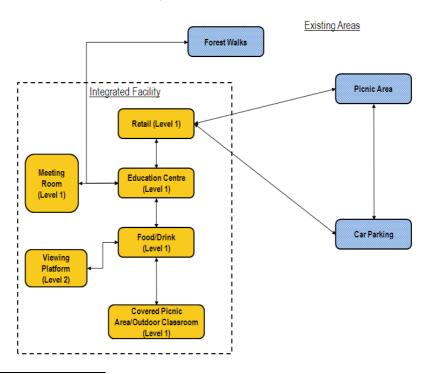


11.2. DEVELOPMENT OPTION 2

Figure 23 below includes the functional flow of communication and visitor direction involved in development option 2, which involves a single level⁶² integrated structure. Points to note include:

- The proposed new development will include an integrated building which combines 6 functional areas within the one complex:
- The integrated centre will ensure maximum exposure to all facets of the MCSR and will enable the Centre to more easily create cohesive experiences (for example, retail items for sale, such as paintings and sculptures, or educative material such as static interpretive boards, could be displayed in the food/drink functional area). This experience will be strongly supported by the integrated interpretative theme that will penetrate and characterise all areas of the MCSR precinct; and
- Visitors would be guided through the retail area of the integrated facility in order to access the discovery centre, food/drink, the outdoor picnic area, the viewing platform or the rainforest. The flow is intentionally designed this way to ensure that all visitors are exposed to the retail shop. This allows for increased impulse spend as well as a greater likelihood of creating an educational experience for visitors.

FIGURE 23: FUNCTIONAL RELATIONSHIP DIAGRAM, DEVELOPMENT OPTIONS 2



⁶² Building will be single story, however, viewing platform will be multi-level to provide views of Glass House Mountains as well as the Rainforest canopy.

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11.3. DEVELOPMENT OPTION 3

The figure on the following page includes the functional flow of communication and visitor direction involved in development option 3, which involves a two level integrated structure. Points to note include:

- The proposed new development will include an integrated building which combines 6 functional areas within the one complex;
- The integrated centre will ensure maximum exposure to all facets of the MCSR and will enable the Centre to more easily create cohesive experiences (for example, retail items for sale, such as paintings and sculptures, or educative material such as static interpretive boards, could be displayed in the food/drink functional area). This experience will be strongly supported by the integrated interpretative theme that will penetrate and characterise all areas of the MCSR precinct;
- The food/drink area will be accessed from ground level (where access to the picnic area is made available) however the main eating area and kitchen will be located on the second storey of the centre to capitalise on the views that can be captured of the Glass House Mountains.⁶³Under this development option, the eating area should be placed on the second level will provide the tea house with an element of uniqueness and will maximise on the views which visitors can obtain. This will also potentially enhance exposure and help stimulate usage of the viewing platform;
- The viewing platform will be accessed from the second storey and will step up to a higher level to provide views of the Glass House Mountains as well as the rainforest canopy; and
- Visitors would be guided through the retail area of the integrated facility in order to access the discovery centre, food/drink, the outdoor picnic area, the viewing platform or the rainforest. The flow is intentionally designed this way to ensure that all visitors are exposed to the retail shop. This allows for increased impulse spend as well as a greater likelihood of creating an educational experience for visitors.

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⁶³ Although The Group understands that 400 square metres has been allocated for outdoor undercover seating, we consider that 100 square metres of this area should be allocated to internal upstairs seating to capitalise and leverage off the unique views that can be captured of the Glass House Mountains. Additionally, this will provide indoor seating for days which are particularly cold, windy and/or hot.

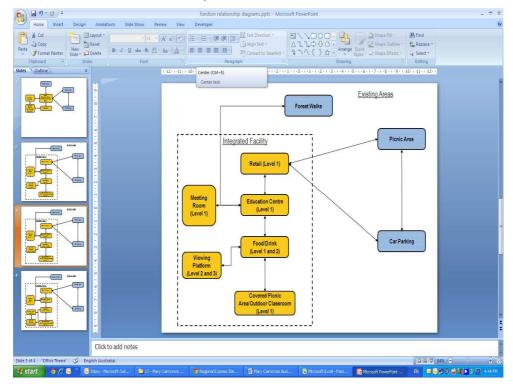


FIGURE 24: FUNCTIONAL RELATIONSHIP DIAGRAM, DEVELOPMENT OPTIONS 3

11.4. DEVELOPMENT OPTION 4

Visitors would be guided through the retail area of the integrated facility in order to access the discovery centre, food/drink, the outdoor picnic area, the viewing platform or the rainforest. The flow is intentionally designed this way to ensure that all visitors are exposed to the retail shop. This allows for increased impulse spend as well as a greater likelihood of creating an educational experience for visitors.

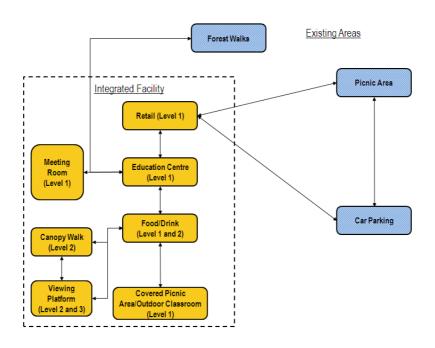
Figure 25below includes the functional flow of communication and visitor direction involved in development option 4, which involves a two level integrated structure.

Points to note include:

- The proposed new development will include an integrated building which combines 6 functional areas within the one complex;
- The integrated centre will ensure maximum exposure to all facets of the MCSR and will enable the Centre to more easily create cohesive experiences (for example, retail items for sale, such as paintings and sculptures, or educative material such as static interpretive boards, could be

- displayed in the food/drink functional area). This experience will be strongly supported by the integrated interpretative theme that will penetrate and characterise all areas of the MCSR precinct;
- The food/drink area will be accessed from ground level (where access to the picnic area is made available) however the main eating area and kitchen will be located on the second storey of the centre to capitalise on the views that can be captured of the Glass House Mountains. ⁶⁴ Under this development option, the eating area should be placed on the second level will provide the tea house with an element of uniqueness and will maximise on the views which visitors can obtain. This will also potentially enhance exposure and help stimulate usage of the viewing platform;
- The viewing platform and canopy walkway will be accessed from the second storey and will step up
 to a higher level to provide views of the Glass House Mountains as well as the rainforest canopy;
- Visitors would be guided through the retail area of the integrated facility in order to access the discovery centre, food/drink, the outdoor picnic area, the viewing platform or the rainforest. The flow is intentionally designed this way to ensure that all visitors are exposed to the retail shop. This allows for increased impulse spend as well as a greater likelihood of creating an educational experience for visitors.

FIGURE 25: FUNCTIONAL RELATIONSHIP DIAGRAM, DEVELOPMENT OPTION 4



⁶⁴ Although The Group understands that 400 square metres has been allocated for outdoor undercover seating, we consider that 100 square metres of this area should be allocated to internal upstairs seating to capitalise and leverage off the unique views that can be captured of the Glass House Mountains. Additionally, this will provide indoor seating for days which are particularly cold, windy and/or hot.

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12. DEVELOPMENT OPTION ANALYSIS

The following matrix provides an overview of the project criteria and each development option's ability to fulfil the criteria.

TABLE 34: DEVELOPMENT OPTION COMPARISON MATRIX

CRITERIA	DEVELOPMENT OPTION 1	DEVELOPMENT OPTION 2	DEVELOPMENT OPTION 3	DEVELOPMENT OPTION 4
	 Limited response to the needs of broad range of stakeholders. Low financial viability and limited educational improvement 	Will create an integrated centre which will facilitate improving the learning, engagement experiences and cross-patronage with café.	 Will create an integrated centre which will facilitate improving the learning, engagement experiences and cross-patronage with café. 	Will create an integrated centre which will facilitate improving the learning, engagement experiences and cross-patronage with café.
	opportunities. Provides office space for Volunteers which currently isn't offered. Reserve volunteers will	Provides office space for Volunteers which currently isn't offered. Reserve volunteers will look favourably upon this.	 Provides office space for Volunteers which currently isn't offered. Reserve volunteers will look favourably upon this. 	 Provides office space for Volunteers which currently isn't offered. Reserve volunteers will look favourably upon this.
	look favourably upon this. Development of small tea house/café operating only during the day will ensure that operation is not in direct competition with local businesses. Stakeholders such as the local community,	Development of small tea house/café operating only during the day will ensure that operation is not in direct competition with local businesses. Stakeholders such as the local community, businesses and business chamber	 Development of small tea house/café operating only during the day will ensure that operation is not in direct competition with local businesses. Stakeholders such as the local community, businesses and business chamber will look 	Development of small tea house/café operating only during the day will ensure that operation is not in direct competition with local businesses. Stakeholders such as the local community, businesses and business chamber
	businesses and business chamber will look favourably upon this. Shorter operating hours may not appeal to the local community, particularly those involved in cycling, bird watching, walking etc.	will look favourably upon this. Shorter operating hours may not appeal to the local community, particularly those involved in cycling, bird watching, walking etc. Potentially has the greatest building footprint as a result of it	 favourably upon this. Longer operating hours will appeal to the local community, such as those involved in cycling, bird watching, walking etc. Building footprint is minimised as a result of being two levels. 	will look favourably upon this. Canopy walkway provides additional attraction for local community and visitors to undertake and to take visiting friends and family to. Will help to instil pride and community identity
		being one level. Therefore environmental groups, Friends of	Environmental groups and Friends of the Reserve in particular will look	within Maleny community. Longer operating hours will appeal



	the Reserve and other stakeholders may perceive this as being risky regarding preservation of the natural environment. Integrated facility will be designed to minimise whole of life costs, maintenance costs and utility costs therefore helping to ensure best outcomes for Council in regards to maintenance and operation.	favourably upon this. Has a high level of spend on interpretation and tech fit-out for the education centre which will be of particular interest to those stakeholders who view educational outcomes as being of primary importance (For example, Friends of Mary Cairncross, Reserve Volunteers, Reserve Management, learning institutes and environment groups) Greater interpretation budget may potentially be used to help tell the Aboriginal story of the surrounding region therefore appealing to some of the needs of the Aboriginal community Integrated facility will be designed to minimise whole of life costs, maintenance costs and utility costs therefore helping to ensure best outcomes for Council in regards to maintenance and operation.	to the local community, such as those involved in cycling, bird watching, walking etc. Building footprint is minimised as a result of being two levels. Environmental groups and Friends of the Reserve in particular will look favourably upon this. Has a high level of spend on interpretation and tech fit-out for the education centre which will be of particular interest to those stakeholders who view educational outcomes as being of primary importance (For example, Friends of Mary Cairncross, Reserve Volunteers, Reserve Management, learning institutes and environment groups) Integrated facility will be designed to minimise whole of life costs, maintenance costs and utility costs therefore helping to ensure best outcomes for Council in regards to maintenance and operation.
Although the education centre will be refurbished, the flow of visitors through the MCSR and the size of the education centre will create some constrains when trying to optimise the visitor experience.	 Integrated structure, including the discovery centre, and redirection of visitor flow will help maximise learning, engagement experiences and cross-patronage with café. 	 Integrated structure, including the discovery centre, and redirection of visitor flow will help maximise learning, engagement experiences and cross-patronage with café. Implementation of innovative and interactive interpretation will help to enhance the visitor experience, 	 Integrated structure, including the discovery centre, and redirection of visitor flow will help maximise learning, engagement experiences and cross-patronage with café. Implementation of innovative and interactive interpretation will help to enhance the visitor experience,



		particularly for those of younger ages. Viewing platform will create a drawcard for the MCSR and significantly enhance the visitor experience.	particularly for those of younger ages. Viewing platform will create a drawcard for the MCSR and significantly enhance the visitor experience. Canopy walkway will provide an additional drawcard for the MCSR and will enhance the visitor experience, particularly for those time poor travellers who may not have time to walk through the Rainforest.
 Generally aligned though limited connectivity and integration of functional areas and potential lost opportunities to maximise learning opportunities. Operating hours should not have a negative impact on fauna 	 Optimises the visitor experience, instilling MCSR values and learning opportunities through the retail, discovery centre and food/drink functional areas. Development option adheres to Buildings Prospectus recommendation that the Reserve have a smaller, low key dining experience (café/tea house) as opposed to a fine-dining experience which does not fit in with the values of the Reserve. 	 Optimises the visitor experience, instilling MCSR values and learning opportunities through the retail, discovery centre and food/drink functional areas. Increased visitation under this option will add significant value to the local economy through direct and indirect visitor spend.⁶⁵ Educative components (particularly through increased interpretation budget) will help fulfil and conform to the deed of trust statement, educating visitors on the need for preservation, conservation and 	 Introduction of canopy walk and restaurant may be perceived to be outside the intent of documents by some stakeholders. Increased visitation under this option will add significant value to the local economy through direct and indirect visitor spend. 68 Optimises the visitor experience, instilling MCSR values and educational lessons through the retail, discovery centre and food/drink functional areas. Educative components (particularly through increased

⁶⁵ Management Plan 2002 66 Master Plan 2004

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⁶⁷ Master Plan 2004

⁶⁸ Management Plan 2002



The increased budget for interpretation will help enthuse and entice younger visitor markets to the Reserve, providing them with an experience of the Rainforest without having to ever enter the Rainforest itself. This will protect and display the rainforest.⁶⁶

exhibition of native flora and fauna.

- Two level design provides increased abilities to implement solar technology and rain water collection infrastructure to "protect the environmental integrity of the Reserve"⁶⁷.
- Development option adheres to Buildings Prospectus recommendation that the Reserve have a smaller, low key dining experience (café/tea house) as opposed to a fine-dining experience which does not fit in with the values of the Reserve.
- Two-level design and the new café/tea house proposed will showcase the Reserve and the vista's that can be captured of the Glass House Mountains adhering to recommendation provided in the MCSR Buildings Prospectus.

- interpretation budget) will help fulfil and conform to the deed of trust statement, educating visitors on the need for preservation, conservation and exhibition of native flora and fauna.
- The increased budget for interpretation will help enthuse and entice younger visitor markets to the Reserve, providing them with an experience of the Rainforest without having to ever enter the Rainforest itself. This will protect and display the rainforest.⁶⁹
- Two level design provides increased abilities to implement solar technology and rain water collection infrastructure to "protect the environmental integrity of the Reserve" 70.
- Development option adheres to Buildings Prospectus recommendation that the Reserve have a smaller, low key dining experience (café/tea house) as opposed to a fine-dining experience which does not fit in with the values of the Reserve.
- Two-level design and the new café/tea house proposed will

⁶⁹ Master Plan 2004

⁷⁰ Master Plan 2004



			showcase the Reserve and the vista's that can be captured of the Glass House Mountains adhering to recommendation provided in the MCSR Buildings Prospectus.
Attracts the least number of visitors which consequently will generate the lowest level of retail, café and donation revenue	 Attracts the third greatest number of visitors which consequently will generate the third highest level of retail, café and donation revenue 	 Generates the greatest financial viability Attracts the second highest number of visitors which consequently will generate the second highest level of retail, café and donation revenue 	 Attracts the greatest number of visitors which consequently will generate greatest retail, café and donation revenue
Pavilion-style, separate structures will require continuous maintenance, particularly for those simply being refurbished.	New integrated structure will help reduce maintenance and overall whole of life costs	New integrated structure will help reduce maintenance and overall whole of life costs	New integrated structure will help reduce maintenance and overall whole of life costs. Canopy walkways often require intensive monthly maintenance (safety based checks, leaf drop, non-slip surface upgrades, security) and thus whole of life costs will be the greatest in development option 4.
Generates the lowest visitor numbers which will potentially result in lower average length of stay, visitor spend and visitor numbers to the surrounding region.	Generates the third highest visitor numbers which will potentially result in higher average length of stay, visitor spend and visitor numbers to the surrounding region.	 Generates the second highest visitor numbers which will potentially result in higher average length of stay, visitor spend and visitor numbers to the surrounding region. 	Generates the highest visitor numbers which will potentially result in higher average length of stay, visitor spend and visitor numbers to the surrounding region.
 In the long term, depot style will see increased maintenance and environmental impacts as development footprint is spread over various spaces. However, in the short time, 	In terms of physical ground floor area, this development option has the second smallest physical building size at 818m² as a result of a smaller food/drink functional area (undercover seating area) of	This development option has the second largest physical building size at 1018m² as a result of a larger food/drink functional area (undercover seating area). This option will therefore have the second	■ This development option has the largest physical building size at 1,218m² as a result of a larger food/drink functional area and the inclusion of the canopy walkway. This option will therefore have the



adverse environmental impacts will be minimised as a result of part of the redevelopment including the refurbishment of existing structures as opposed to the development of entirely new structures.

200m².

- This option will therefore have the least significant environmental impact in terms of physical footprint in the short term.
- The integrated structure may allow for greater introduction of principles around passive solar collection

most significant environmental impact in terms of ground floor.

- Two level development however could potentially allow the integrated structure to have a smaller footprint and therefore potentially allow for revegetation of saved space
- Two level structure may potentially create greater opportunities for solar power access and generation as well as rainwater capture
- This development has the longest operating hours (in line with development option 4's operating hours) opening from 7am 6.30pm. Whilst during the summer this shouldn't present an issue as it is still daylight, an environmental study may need to be undertaken to determine whether these hours are feasible during winter.

- most significant environmental impact in terms of physical building size
- Two level development however could potentially allow the integrated structure to have a smaller footprint and therefore potentially allow for revegetation of saved space
- Two level structure may potentially create greater opportunities for solar power access and generation as well as rainwater capture
- This development has the longest operating hours (in line with development option 3's operating hours) opening from 7am 6.30pm. Whilst during the summer this shouldn't present an issue as it is still daylight, an environmental study may need to be undertaken to determine whether these hours are feasible during winter.
- The canopy walkway could present some challenges/risks in regards to adverse impacts on the environment, for example:
 - .1. There is an increased risk of littering from visitors dropping rubbish from the walkway. To minimise the



			chance of this, bins should be provided along several stages of the walkway. 2. The walkway will extend 120m around the Project Area and therefore the physical footprint and potential for environmental degradation is higher.
Pavilion style development will impede the optimisation of visitor flow and communication between functional areas (existing and new).	 Integrated structure will enable the optimisation of visitor flow and communication between functional areas (existing and new). Viewing platform will integrate tightly with the proposed education, retail and other areas. Whilst the new facility will contain separate retail, café, and education areas, these areas will be integrated (i.e. retail items will be displayed throughout the centre, interpretation will be displayed internally and externally). 	 Integrated structure will enable the optimisation of visitor flow and communication between functional areas (existing and new). Viewing platform will integrate tightly with the proposed education, retail and other areas. Whilst the new facility will contain separate retail, café and education areas, these areas will be integrated (i.e. retail items will be displayed throughout the centre, interpretation will be displayed internally and externally). 	 Integrated structure will enable the optimisation of visitor flow and communication between functional areas (existing and new). Canopy walkway, viewing platform will integrate tightly with the proposed education, retail and other areas. Whilst the new facility will contain separate retail, café and education areas, these areas will be integrated (i.e. retail items will be displayed throughout the centre, interpretation will be displayed internally and externally).
Depot style development will be limited in its adaptability and flexibility.	Integrated structure will maximise functionality, adaptability and flexibility. Functional areas will be integrated to create a seamless visitor experience. The spaces will be flexible to allow room for movement in the future.	 Integrated structure will maximise functionality, adaptability and flexibility. Functional areas will be integrated to create a seamless visitor experience. The spaces will be flexible to allow room for movement in the future. Greater interpretation budget may potentially allow for interpretation to 	 Integrated structure will maximise functionality, adaptability and flexibility. Functional areas will be integrated to create a seamless visitor experience. The spaces will be flexible to allow room for movement in the future. Greater interpretation budget may potentially allow for interpretation



	be spread throughout the integrated building structure creating greater	to be spread throughout the integrated building structure
	synergies between spaces.	creating greater synergies between spaces.

13. RECOMMENDED DEVELOPMENT OPTION

Based on the cost benefit analysis performed on each development option, as well as the environmental, social and economic risk and benefit analysis performed, The Group was able to determine the extent to which each development option achieved the criteria noted in the Tender Brief.

13.1. COST BENEFIT OVERVIEW

The table below provides a summary of the outcomes of the cost benefit analysis.

TABLE 35: COST BENEFIT SUMMARY

	OPTION1	OPTION2	ОРПОN3	OPTION4
Estimated Total Visitors (Yr 1)	133k	148k	153k	158k
Estimated Total Visitors (Yr 10)	136k	164k	194k	201k
Estimated Total Visitors (Yr 25)	194k	226k	273k	282k
Required Yield	5.5%	5.5%	5.5%	5.5%
CAPEX	\$1.4m	\$2.6m	\$3.5m	\$4.3m
BBITDA (25yr AVG)	\$13k	\$179k	\$256k	\$237k
NPV	-\$1.7m	-\$1.3m	-\$1.5m	-\$2.4m

Key points to note include:

- Capital expenditure for the redevelopment ranges from \$1.4m for option 1 to \$4.3m for option 4;
- Total estimated visitation ranges from 133k in year 1 for option 1, to 158k in year 1 for option 4;
- The required yield is set at 5.5% across all options which is an accepted margin above current bank bill rates:
- All of the Net Present Values (NPV) for the four options generate a negative result. Technically,
 each option therefore fails the requirement to show a positive NPV;
- As the development is a public good rather than a commercial project, preference should be given to those options which result in the less negative NPV. As both option 2 and option 3 are similar in their result, consideration should also be given to the option with the stronger cash flow able to be generated; and
- Option 3, whilst generating a marginally higher negative NPV than option 2, generates a stronger annual EBITDA (\$256k).

13.2. ATTAINMENT OF CRITERIA

Based on the results attained from the financial, economic, environmental and social risk and benefit analysis performed, the following table provides a ranking of projects according the each development options fulfilment of the criteria listed in the Tender Brief.

Development option 3 achieves the highest ranking as it is able to achieve the highest ranking based on the provided criteria.

TABLE 36: DEVELOPMENT OPTION RANKING BASED ON CRITERIA

RFQ CRITERIA (OUT OF 10)	DEVELOPMENT OPTION 1	DEVELOPMENT OPTION 2	DEVELOPMENT OPTION 3	DEVELOPMENT OPTION 4
Responds to the needs of the stakeholders	4	5	8	8
Enhances and expands visitor experience and appreciation of MCSR values	4	7	9	9
Aligns with the strategic direction set by guiding documents	6	7	8	7
Maximises revenue streams for council and its third party commercial partner	4	7	8	8
Minimises whole of life costs	6	7	7	4
Provides best net outcome for the local economy	5	7	8	9
Minimises adverse environmental impacts	7	7	7	6
Optimises legibility and relationships between complimentary functions (i.e. through layout)	3	7	8	8
Maximises multifunctionality, adaptability and flexibility	3	7	8	8
TOTAL (OUT OF 90)	42/90	61/90	71/90	67/90

13.3. THE RECOMMENDED DEVELOPMENT OPTION

Based on the results from the financial analysis and the social, economic and environmental risk/benefit comparison performed, Option 3 is the recommended development option.

Whilst Option 3 achieves a marginally higher negative NPV than Option 2, it has been recommended for the following reasons:

- Option 3 scores a higher ranking based on its attainment of the project criteria (see Table 36); and
- Option 3 achieves the second highest NPV (-\$1.5m) and highest 25 year average EBITDA (\$256k) of all the scenarios.

13.4. SENSITIVITY ANALYSIS

A sensitivity analysis of the recommended development option (option 3) has been undertaken to illustrate the impact to financial outcomes when certain variables are altered. These variables included visitor numbers, capital expenditure and operating costs.⁷¹

13.4.1. Visitor Numbers

Table 37on the following page outlines the impact to the NPV based on changes to the base visitor numbers included in the development option 3. With no changes to visitor numbers (sensitivity of 0%), the NPV is -\$1.5m. By decreasing visitation by 10%, 15% and 25%, viability of the development decreases, with NPV falling to -\$1.6m, -\$1.8m and -\$2.3m respectively. It is important to recognise therefore the importance of maintaining visitor numbers to ensure financial sustainability of MCSR.

Increasing baseline visitation figures increases the viability of the development option as a result of greater visitor spend at the retail and café as well as increased donations received. Increasing visitation by 10%, 15% and 25% see's the NPV for development option 3 increase from -\$1.5m to -\$909k,-\$485k and -\$56k respectively.

TABLE 37: SENSITIVITY ANALYSIS - DEVELOPMENT OPTION 3 - VISITOR NUMBERS

Sensit	ivity Analysis - Visitor Nur	mbers						
-25%	-15%	-10%						
NPV	NPV	NPV						
-\$2.3m	-\$1.8m	-\$1.6m						
	0%							
	NPV							
	-\$1.5m							
10%	15%	25%						
NPV	NPV	NPV						
-\$909k	-\$485k	-\$56k						

⁷¹ Detailed sensitivity analysis results are included in Appendix 4.

13.4.2. Capital Expenditure

The table below outlines the impact to the NPV when changes are made to the initial capital expenditure. With the original capital expenditure value for development option 3 maintained (sensitivity of 0%), the NPV is -\$1.5m. By decreasing capital expenditure by 10% and 20%, the viability of the development grows (albeit still producing a negative result), with the NPVgrowing to -\$1.2m and \$777k respectively.

Increasing baseline capital expenditure causes the viability of the development option to fall as a result of greater capital injection needed to make the development occur. Increasing CAPEX by 10% and 20% results in the NPV decreasing to -\$1.8m and -\$2.1m respectively.

TABLE 38: SENSITIVITY ANALYSIS - DEVELOPMENT OPTION 3 - CAPITAL EXPENDITURE

Sensitivity Analysis - Capital Expenditure				
-20%	-10%			
NPV	NPV			
-\$777k	-\$1.2m			
0%				
N	IPV			
-\$	1.5m			
10%	20%			
NPV NPV				
-\$1.8m	-\$2.1m			

13.4.3. Operating Costs

The tableon the following page outlines the impact to the NPV based on changes to the base operating costs included in the development option 3. With no changes to operating costs (sensitivity of 0%), the NPV is -\$1.5m. By decreasing operating costs by 10%, 20% and 30%, viability of the development increases (despite still producing a negative financial outcome), with the NPV growing to -\$1.2m,-\$810k and -\$396k respectively.

Increasing baseline operating costs by 10%, 20% and 30% causes the viability of development option 3 to fall dramatically, with the NPV falling to -\$2.1m, -\$2.5m and -\$2.9m. This indicates the need to ensure that operating costs are continuously monitored to make sure they are in line with the original budget.

TABLE 39: SENSITIVITY ANALYSIS - DEVELOPMENT OPTION 3 - OPERATING COSTS

Sensitivity Analysis - Operating Costs								
-30%	-20%	-10%						
NPV	NPV	NPV						
-\$396k	-\$810k	-\$1.2m						
	0%							
	NPV							
	-\$1.5m							
10%	20%	30%						
NPV	NPV	NPV						
-\$2.1m	-\$2.5m	-\$2.9m						



14. APPENDICES

Appendix 1: MCSR Map

Appendix 2: Council consultation and workshop findings

Appendix 3: Visitation Numbers

Appendix 4: Sensitivity Analysis



14.1. APPENDIX 1 – MCSR MAP

Reserve Map



14.2. COUNCIL CONSULTATION AND WORKSHOP FINDINGS

Although additional consultation was not specifically part of the brief, The Group, in consultation with the Project Management Group, felt that a workshop needed to be held with Council personnel to ensure that all possible development ideas were covered.

This workshop revealed that the vast majority of Council personnel in attendance agreed with the development options listed and also revealed a range of possible additional development components which could be introduced to enhance the appeal of the MCSR.

Although these components are not included in the development options provided by the Project Management Group and therefore not included in the scope of this Report, they have been listed here in addition to other feedback received to demonstrate the potential of the MCSR and may be utilised in the future.

14.2.1. Mobile phone app

The mobile phone application market is progressive and since the rise of the iPhone and Android operating systems, has significantly expanded over the past 2-3 years. As mobile applications are a relatively new concept, it is important to recognise that attaining market share during the initial growth phase is far easier in comparison to when the market is mature and saturated.

The development of a mobile application for the MCSR and potential surrounding locality is recommended. This application could provide prospective visitors and locals with maps as well as interactive walk-through tours and booking information.

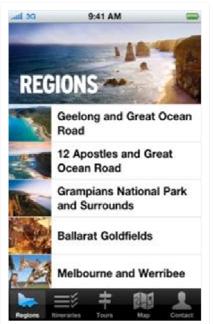
Figure 26 on the following page illustrates two current destination applications on the iPhone platform which have been quite successful – "The Legendary Pacific Coast Application" which was developed for visitors travelling from Sydney – Brisbane along the Pacific Coast and the "Great Southern Touring Route" which was developed for visitors travelling along Victoria's Coastal region.

The applications provide a wide range of information regarding accommodation, activities and experiences which can be undertaken throughout the trip. The applications have both been rated with four stars and have high user reviews, with visitors stating the applications have helped them "find all the best hidden spots ... while travelling" in addition to helping them find "accommodation with the tap of a finger".⁷²

⁷²User feedback contained in iTunes: http://itunes.apple.com/app/great-southern-touring-route/id440647032?mt=8 and http://itunes.apple.com/au/app/legendary-pacific-coast/id399378701?mt=8

FIGURE 26: BEST PRACTICE DESTINATION IPHONE APPLICATIONS73





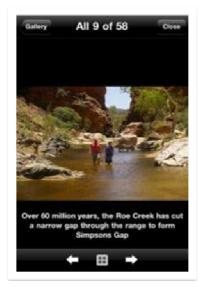
Developing an application for the MCSR and potentially the Hinterland area would provide the following benefits:

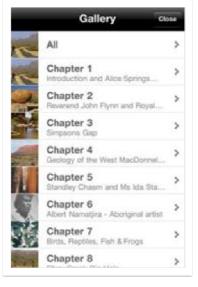
- The application has the potential to provide users with soft copies of brochures and maps, reducing the MCSR's reliance on expensive brochures which are costly to print and to display;
- During peak periods of visitation, the availability of a mobile application which provides visitors with much of the information they would obtain from a staff at the MCSR could potentially relieve pressure;
- Mobile applications have reached a level of sophistication which not only enable information consumption but also allow for the planning and booking of choices. Utilisation of mobile devices and the consumption of information via mobile applications is a rapidly increasing trend. As such more and more businesses are utilising them as important marketing and transaction facilitation tools; and
- The application could feature a DIY tour of the MCSR, providing interpretation, information, images and videos on the user's device. Essentially, the application could be GPS triggered and provide visitors with voice commentary, pictures and videos when walking around the MCSR. The application will particularly appeal to the independent, self-drive traveller and would encourage self-

⁷³ Legendary Pacific iPhone App and Greater Southern Touring Route iPhone Application

exploration of the MCSR and potentially the surrounding region (Figure 27 below demonstrates a best practice DIY tour application).

FIGURE 27: BEST PRACTICE DIY TOUR APPLICATION







To help finance the cost of the mobile application, advertising and add on pay-for elements could be included. These will help generate an additional income stream as well as fund the costs associated with the development of the application. There is also the opportunity to find a corporate sponsor who is keen to fund the design and creation of the application in exchange for branding within the application.

14.2.2. Cycling/hiking trails

Demand for accessible and family friendly cycling and hiking trails is on the rise, with an increasing number of families undertaking cycling and hiking based trips.

Potential exists to develop a variety of walking and cycling trails within the immediate locality as well as longer trails which connect the MCSR with the Glass House Mountains. The trails, whilst they could be self-guided by experienced individuals, could be run by an experienced operator to provide a guided and higher-end experience.

A trail already exists down to the Glass House Mountain Visitor Centre.

14.2.3. Art house movie experience

Feedback received indicated that the region lacks evening and indoor experiences. The opportunity therefore exists to create an art house movie/environment based movie or documentary experience within the MCSR (utilising the theatrette), particularly focusing on boosting use of MCSR during non-peak periods. This would create an indoor experience and produce an additional income stream for the

MCSR. However, such a theatre may be limited to operating during the day time, subject to a better understanding of the impacts of night time use on natural values and local amenity.

14.2.4. Other suggestions/considerations

Other suggestions/considerations included (but were not limited to):

- Indigenous experiences (food trails and workshops) and greater interpretation;
- There is a need for an indoor experience at the MCSR and within the region as weather is often inclement (particularly during winter);
- The canopy walkway will provide an additional motivator for visitation to the site. Whilst it may not be the primary attractor, it may help to stimulate visitation and therefore it was decided that this would still be included in the development options proposed. Additionally, it may deter visitors from entering the rainforest itself, helping to reduce the human footprint;
- The MCSR needs to focus on interactive experiences providing visitors with a rainforest experience, without even having to enter the rainforest itself; and
- Potential to start charging schools and tour buses a nominal fee to utilise the MCSR's facilities.

We note that a number of tour companies visit the MCSR to allow passengers to use the public toilets and to enter the MCSR area at no charge (other than a donation). There is a need to encourage tour operators to use the MCSR but on a fee paying basis. The introduction of a guided tour could provide the mechanism to encourage a per passenger fee.

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14.3. VISITATION NUMBERS

TABLE 40: VISITATION NUMBERS

					VISIT	TATION NUME	BERS						
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10	YEAR 11	YEAR 12	YEAR 13
OPTION 1	132,773	135,428	138,137	140,900	136,673	132,573	128,595	132,453	136,427	140,520	144,735	140,393	136,181
% CHANGE		2%	2%	2%	-3%	-3%	-3%	3%	3%	3%	3%	-3%	-3%
OPTION 2	147,773	155,162	159,816	164,611	159,673	154,882	150,236	154,743	159,385	164,167	169,092	164,019	159,099
% CHANGE		5%	3%	3%	-3%	-3%	-3%	3%	3%	3%	3%	-3%	-3%
OPTION 3	152,773	168,050	176,453	181,746	178,111	174,549	171,058	179,611	188,592	194,249	200,077	196,075	192,154
% CHANGE		10%	5%	3%	-2%	-2%	-2%	5%	5%	3%	3%	-2%	-2%
OPTION 4	157,773	173,550	182,228	187,695	183,941	180,262	176,657	185,490	194,764	200,607	206,625	202,493	198,443
% CHANGE		10%	5%	3%	-2%	-2%	-2%	5%	5%	3%	3%	-2%	-2%
	YEAR 14	YEAR 15	YEAR 16	YEAR 17	YEAR 18	YEAR 19	YEAR 20	YEAR 21	YEAR 22	YEAR 23	YEAR 24	YEAR 25	
OPTION 1	132,096	138,701	145,636	152,918	157,505	162,230	167,097	172,110	177,273	182,592	188,069	193,711	
% CHANGE	-3%	5%	5%	5%	3%	3%	3%	3%	3%	3%	3%	3%	
OPTION 2	154,326	162,042	170,144	178,651	184,011	189,531	195,217	201,074	207,106	213,319	219,718	226,310	
% CHANGE	-3%	5%	5%	5%	3%	3%	3%	3%	3%	3%	3%	3%	
OPTION 3	186,389	195,709	205,494	215,769	222,242	228,909	235,777	242,850	250,135	257,639	265,369	273,330	
% CHANGE	-3%	5%	5%	5%	3%	3%	3%	3%	3%	3%	3%	3%	
OPTION 4	192,490	202,114	212,220	222,831	229,516	236,401	243,493	250,798	258,322	266,071	274,054	282,275	
% CHANGE	-3%	5%	5%	5%	3%	3%	3%	3%	3%	3%	3%	3%	



14.4. SENSITIVITY ANALYSIS

TABLE 41: SENSITIVITY ANALYSIS - VISITOR NUMBERS -25%

										Ontion 3 -	Sensitivity A	nalveie Vieit	ation - 25%													
A										Option 3 -	Sensitivity A	naiysis visit	ation -25%													
Assumptions	2	ł																								
Conference/Meeting Space Hire Fee	\$200	4																								
Number of times conference/meeting room hired p/a	50	1																								
Average spend at calfé per person operating years 1-7	\$14.00																									
Average spend at calfé per person operating years 8-15	\$17.00																									
Average spend at calé per person operating years 16-25	\$21.00	i																								
From year 3, café revenue turnover allocated to Council	5%	1																								
Average spend at retail per person (operating years 1-7)	\$4.50	1																								
Average spend at retail per person (operating years 8-15)	\$7.00																									
Average spend at retail per person (operating years 16-25) Pronic Area Hre Fee	\$9.00																									
	\$0.00																									
Assumed % of visitors contributing donation	56%																									
Average donation per visitor (operating years 1-13)	\$1.00																									
Average donation per visitor (operating years 14-25)	\$2.00																									
Cost of goods sold	45%	1																								
Inflation	3%																									
Maintenance costs per sqm	\$30																									
Utility Overheads increase pa	4%																									
Discount rate	6.5%	l																								
Required yield	5.5%																									
Visitor Sensitivity Analysis	-25%																									
Years	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
N. 6		2015	2016	2017	2018	2019 133,584	2020 130.912	2021	2022	2023	2024	2025 150.058	2026	2027	2028	2029	2030 154.121	2031 161,827	2032	2033 171,682	2034 176,832	2035 182.137	2036 187,601	2037 193,230	2038 199,026	2039
Visitors REVENUE		114,580	126,038	132,340	136,310	133,584	130,912	128,294	134,708	141,444	145,687	150,058	147,057	144,115	139,792	146,782	154,121	161,827	166,681	1/1,682	1/6,832	182,137	187,601	193,230	199,026	204,997
		\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Café lessee rent Café lessee portion of turnover		\$5,000	\$15,000	\$50,951	\$52,479	\$51,430	\$50,401	\$49,393	\$62,976	\$66,125	\$68,109	\$70,152	\$68,749	\$67,374	\$65,353	\$68,620	\$89,005	\$93,455	\$96,259	\$99,146	\$102,121	\$105,184	\$108,340	\$111,590	\$114,938	\$118,386
Retail revenue		\$128,902	\$141.792	\$148.882	\$153,349	\$150.282	\$147,276	\$144,330	\$235,740	\$247.527	\$254,952	\$262,601	\$257,349	\$252,202	\$244.636	\$256.868	\$346,771	\$364,110	\$375,033	\$386,284	\$397,873	\$409,809	\$422,103	\$434,766	\$447.809	\$461,244
Gold coin donations		\$64,165	\$70.581	\$74,110	\$76,333	\$74.807	\$73.311	\$71.844	\$75,437	\$79,209	\$81,585	\$84,032	\$82,352	\$80,705	\$156.567	\$164,395	\$172.615	\$181,246	\$186.683	\$192,284	\$198.052	\$203,994	\$210.114	\$216,417	\$222,910	\$229.597
Theatrette Hre		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13.048	\$13,439	\$13.842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17.024	\$17,535	\$18.061	\$18,603	\$19,161	\$19,736	\$20,328
		V.0,000	V.0,000	¥10,000	\$ 10,00E	V.1,200	\$1.1,000		4,	4.5,000	4.0,0.0	¥1.0,1.00	¥ 10,0 II	4.,123	4: 1000	¥,.=	\$ 10,000	\$.e,e	410,000	¥,a	4.1,000	\$ 10,000 t	¥10,000	V 10,101	¥10,100	4-0,0-0
Total Revenue		\$208,067	\$237,674	\$309,552	\$318,089	\$312,773	\$307,580	\$302,508	\$411,451	\$430,528	\$442,694	\$455,224	\$447,292	\$439,538	\$506,241	\$530,009	\$648,971	\$679,858	\$699,504	\$719,739	\$740,581	\$762,048	\$784,160	\$806,935	\$830,393	\$854,554
EXPENDITURE		-					_							_				_					_		_	
Salaries (2 part time)		\$90,000	\$92,700	\$95,481	\$98,345	\$101,296	\$104,335	\$107,465	\$110,689	\$114,009	\$117,430	\$105,000	\$108,150	\$111,395	\$114,736	\$118,178	\$121,724	\$125,375	\$129,137	\$133,011	\$137,001	\$141,111	\$145,345	\$149,705	\$154,196	\$158,822
Cost of goods sold (retail)		\$58,006 \$45,000	\$63,807 \$46,800	\$66,997 \$46,800	\$69,007 \$46,800	\$67,627 \$46,800	\$66,274 \$46,800	\$64,949 \$46,800	\$106,083 \$46,800	\$111,387 \$46,800	\$114,729 \$46,800	\$118,170 \$46,800	\$115,807 \$46,800	\$113,491 \$46,800	\$110,086 \$46,800	\$115,590 \$46,800	\$156,047 \$46,800	\$163,850 \$46,800	\$168,765 \$46,800	\$173,828 \$46,800	\$179,043 \$46,800	\$184,414 \$46,800	\$189,946 \$46,800	\$195,645 \$46,800	\$201,514 \$46,800	\$207,560 \$46,800
Liquor License Annual Fee		\$45,000 \$5,000	\$46,800 \$5,150	\$46,800	\$46,800	\$46,800 \$5,628	\$46,800	\$46,800 \$5,970	\$46,800	\$46,800	\$46,800	\$46,800 \$5,000	\$46,800 \$5,150	\$46,800 \$5,305	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800 \$7,129	\$46,800	\$46,800 \$7,563
		\$5,000	\$5,150 \$5,150	\$5,305	\$5,464	\$5,628 \$5.628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$5,000	\$5,150	\$1,061	\$1,093	\$1,126	\$5,796	\$5,970	\$1,230	\$1,267	\$1,305	\$6,720	\$1,384	\$1,426	\$7,343 \$1.469	\$1,513
Signage (interp and directional) maintenance Site maintenance		\$5,000 \$30,671	\$5,150 \$31,592	\$5,305 \$32,539	\$5,464 \$33,516	\$5,628 \$34,521	\$5,796 \$35.557	\$5,970 \$36,623	\$6,149 \$37,722	\$6,334 \$38.854	\$6,524 \$40,019	\$1,000 \$41,220	\$1,030 \$42,456	\$1,061	\$1,093 \$45,042	\$1,126 \$46,393	\$1,159 \$47,785	\$1,194 \$49,219	\$1,230 \$50.695	\$1,267 \$52.216	\$1,305 \$53,783	\$1,344 \$55,396	\$1,384 \$57.068	\$1,426 \$58,770	\$1,469 \$60.533	\$1,513 \$62,349
Bevator Maintenance		\$30,671	\$31,592	\$10,609	\$33,516	\$34,521 \$11,255	\$30,007	\$30,623	\$37,722 \$12,299	\$12,668	\$40,019	\$41,220	\$13,842	\$43,730 \$14,258	\$45,042	\$46,393	\$47,785	\$49,219	\$16,528		\$17,535	\$18,061	\$18,603	\$19,161	\$60,533 \$19,736	\$20,349
Total Costs		\$243,677	\$255,498		\$269,522				\$325,891	\$336,385		\$330,629		\$336,039	\$337,906	\$348,841	\$394,891			\$430,480		\$453,846		\$478,635	\$491,590	\$504,934
BITDA		-\$35,611	-\$17,825	\$46,517	\$48,566	\$40,019	\$31,430	\$22,791	\$85,560	\$94,142	\$97,621	\$124,595	\$114,056	\$103,500	\$168,335	\$181,168	\$254,080	\$271,403	\$280,199	\$289,259	\$298,591	\$308,202	\$318,102	\$328,300	\$338,803	\$349,621
Capital Expenditure	64 004 000	-	1	-											-	1				l		l	l	 		
Food/Drink Services	\$1,221,200 \$80,000		 		ļ			ļ								 				ļ		ļ	ļ		 	
Covered Floric Area/Outdoor Classroom Conference/Meeting room (learning space)	\$80,000 \$235,000		+													 		-		-		!	!	+	1	
Conference/Meeting room (learning space) Retail	\$235,000 \$95.000		 	-												-		-				-	-	 		
Retail Education Centre	\$520,000		1	-												1	-					-	l	 		
Mewing Ratform	\$520,000 \$355,000	-	 	 											-	 				-		-	l	 		
Canopy Walk	φαυό,000		1													.						-	1	-		
Contingencies and Fees	\$1,002,480		 													l								†		
	\$1,00£,400		 					-\$400.000							-\$400,000	!					-\$400,000		l	†		
Facility Reburbishment	\$3.508.680																									
	\$3,508,680 -\$3,508,680	-\$35,611	-\$17.825	\$46.517	\$48.566	\$40.019	\$31 430	-\$377.209	\$85,560	\$94 142	\$97.621	\$124.595	\$114.056	\$103.500	-\$231,665	\$181.168	\$254.080	\$271.403	\$280 199	\$289.259	-\$101.409	\$308.202	\$318.102	\$328,300	\$338 803	\$349 621
Facility Reburbishment	\$3,508,680 -\$3,508,680 -\$3,093,460	-\$35,611 -\$29,480	-\$17,825 -\$13,855	\$46,517 \$33,952	\$48,566 \$33,284		\$31,430 \$18,991	-\$377,209 -\$214,011	\$85,560 \$45,580	\$94,142 \$47,091	\$97,621 \$45,851	\$124,595 \$54,948	\$114,056 \$47,231	\$103,500 \$40,243	-\$231,665 -\$84,580	\$181,168 \$62,107	\$254,080 \$81,786	\$271,403 \$82,030	\$280,199 \$79,520	\$289,259 \$77,081	-\$101,409 -\$25,374	\$308,202 \$72,409	\$318,102 \$70,174	\$328,300 \$68,003	\$338,803 \$65,896	\$349,621 \$63,850

Net Present Value (NPV) -\$2,344,982

TABLE 42: SENSITIVITY ANALYSIS - VISITOR NUMBERS -15%

Average spend at café per person operating years 8-15 \$17.00																								
Average spend at café per person operating years 16-25 \$21.00																								
From year 3, café revenue turnover allocated to Council 5%																								
Average spend at retail per person (operating years 1-7) \$4.50																								
Average spend at retail per person (operating years 8-15) \$7.00																								
Average spend at retail per person (operating years 16-25) \$9.00																								
Ronic Area Hire Fee \$0.00																								
Assumed % of visitors contributing donation 56%																								
Average donation per visitor (operating years 1-13) \$1.00																								
Average donation per visitor (operating years 14-25) \$2.00																								
Cost of goods sold 45%																								
Inflation 3%																								
Maintenance costs per sgm \$30																								
Utility Overheads increase pa 4%																								
Visitor Sensitivity Analysis -15%																								
Years 2 3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor 0.882 0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
							0.333																	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Vsitors 129,857	142,843	149,985	154,484	151,395	148,367	145,400	152,669	160,303	165,112	170,065	166,664	163,331	158,431	166,352	174,670	183,404	188,906	194,573	200,410	206,422	212,615	218,993	225,563	232,330
REVENUE	645.000	605.000	60F 000	60F 000	605.000	ear oon	COF 000	£05.000	605.000	POT 000	605.000	£05.000	for ooo	£05.000	605.000	605.000	COT 000	60F 000	605.000	605.000	for one	\$0F.000	605.000	£05.000
Café lessee rent \$5,000	\$15,000			\$25,000 \$58,287	\$25,000 \$57,121	\$25,000 \$55,979	\$25,000 \$71,373	\$25,000 \$74,942	\$25,000 \$77,190	\$25,000 \$79,506	\$25,000 \$77,915	\$25,000 \$76.357	\$25,000 \$74,066	\$25,000 \$77,770	\$25,000 \$100,872	\$25,000 \$105,916	\$25,000 \$109,093	\$25,000 \$112,366	\$25,000 \$115,737	\$25,000 \$119,209	\$25,000 \$122,785	\$25,000 \$126,469	\$25,000 \$130,263	\$25,000 \$134,171
Café lessee portion of tumover - Retail revenue \$146,089	\$160,698			\$170,319	\$166,913	\$163,574	\$267,172	\$280,530	\$288,946	\$297,614	\$291,662	\$285,829	\$277,254	\$291,117	\$393,008	\$412,658	\$425,038	\$437,789	\$450,923	\$464,450	\$478,384	\$492,735	\$130,263 \$507,517	\$522,743
	\$79,992			\$84.781	\$83,085	\$163,574	\$207,172	\$280,530	\$288,946	\$297,614	\$93,332	\$280,829	\$277,443	\$186,315	\$393,008	\$205,412	\$425,036 \$211,574	\$437,789	\$400,923 \$224,459	\$404,400	\$478,384	\$492,730	\$252,631	\$522,743 \$260,210
Gold coin donations \$72,720 Theatrette Hre \$10,000				\$11,255	\$11,593	\$81,424 \$11,941	\$12,299	\$12,668	\$92,463 \$13.048	\$95,237 \$13,439	\$13,842	\$14,258	\$177,443	\$15,126	\$15,580	\$16,047	\$211,574	\$17,922	\$17.535	\$231,193	\$18,603	\$240,273	\$202,031	\$20,210
11/0000 \$10,000	\$10,300	\$10,000	⊕10,321	ψ11,200	¥11,000	ψ11,041	ψ12,200	y 12,000	\$10,040	\$15,400	\$13,04Z	ψ14,230	ψ14,000	\$10,120	ψ10,000	\$10,047	\$10,020	\$17,024	\$17,500	\$10,001	\$10,000	\$10,101	\$10,730	420,320
Total Revenue \$233,809	\$265,990	\$346,078	\$355,710	\$349,642	\$343,712	\$337,918	\$461,338	\$482,909	\$496,646	\$510,796	\$501,752	\$492,909	\$568,448	\$595,327	\$730,090	\$765,033	\$787,234	\$810,101	\$833,654	\$857,913	\$882,901	\$908,638	\$935,147	\$962,451
EXPENDITURE																								
Salaries (2 part time) \$90,000	\$92,700	\$95,481	\$98,345	\$101,296	\$104,335	\$107,465	\$110,689	\$114,009	\$117,430	\$105,000	\$108,150	\$111,395	\$114,736	\$118,178	\$121,724	\$125,375	\$129,137	\$133,011	\$137,001	\$141,111	\$145,345	\$149,705	\$154,196	\$158,822
Cost of goods sold (retail) \$65,740	\$72,314			\$76,644	\$75,111	\$73,609	\$120,227	\$126,239	\$130,026	\$133,927	\$131,248	\$128,623	\$124,764	\$131,003	\$176,853	\$185,696	\$191,267	\$197,005	\$202,915	\$209,003		\$221,731	\$228,383	\$235,234
Utilities \$45,000	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800	\$46,800
Liquor License Annual Fee \$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$6,720	\$6,921	\$7,129	\$7,343	\$7,563
Signage (interp and directional) maintenance \$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230	\$1,267	\$1,305	\$1,344	\$1,384	\$1,426	\$1,469	\$1,513
Site maintenance \$30,671	\$31,592			\$34,521	\$35,557	\$36,623	\$37,722	\$38,854	\$40,019	\$41,220	\$42,456	\$43,730	\$45,042	\$46,393	\$47,785	\$49,219	\$50,695	\$52,216	\$53,783	\$55,396	\$57,058	\$58,770	\$60,533	\$62,349
Bevator Maintenance \$10,000	\$10,300				\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Total Costs \$241,412	\$253,706	\$261,359	\$267,796	\$270,515	\$273,395	\$276,437	\$327,737	\$338,569	\$347,322	\$332,946	\$334,834	\$336,913	\$337,899	\$349,127	\$400,118	\$414,255	\$425,278	\$436,633	\$448,328	\$460,373	\$472,781	\$485,560	\$498,723	\$512,280
EBITDA -\$7,602	\$12,284	\$84,719	\$87,914	670 407	\$70,317	004 400	\$133,602	\$144,340	\$149,324	6477.040	\$166,917	\$155,996	\$000 F40	\$246,200	\$200 OTO	COFO TTO	\$361,955	6070 400	600F 000	\$397,540	6440.400	6 400 070	0400 404	0.450.474
	\$12,284	\$84,719	\$87,914	\$79,127	\$70,317	\$61,480	\$133,002	\$144,340	\$149,324	\$177,849	\$100,917	\$100,996	\$230,549	\$240,200	\$329,972	\$300,778	\$301,950	\$373,468	\$300,320	\$397,540	\$410,120	\$423,078	\$436,424	\$450,171
Capital Expenditure FoodDink Services \$1,221,200																				I				
Covered Ronic Area/Outdoor Classroom \$80,000	-																							
Conference/Meeting room (learning space) \$235,000																								
Retail \$95,000																								
Education Centre \$520,000																								
Vewing Ratform \$355,000																								
Canopy Walk -	i i													i						1				
Contingencies and Fees \$1,002,480	i i																			1				
Facility Reburbishment						-\$400,000							-\$400,000						-\$400,000					
Total Capital Expenditure \$3,508,680																			. ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	1				
Ont Boy	\$12,284	\$84,719	\$87,914	\$79,127	\$70,317	-\$338,520	\$133,602	\$144,340	\$149,324	\$177,849	\$166,917	\$155,996	-\$169,451	\$246,200	\$329,972	\$350,778	\$361,955	\$373,468	-\$14,674	\$397,540	\$410,120	\$423,078	\$436,424	\$450,171
Discounted Cash Flow -\$3,008,660 -\$6,294	\$9,549	\$61,834	\$60,251	\$50,919	\$42,488	-\$192,060	\$71,173	\$72,201	\$70,135	\$78,435	\$69,121	\$60,655	-\$61,866	\$84,400	\$106,215	\$106,021	\$102,722	\$99,520	-\$3,672	\$93,398	\$90,473	\$87,635	\$84,883	\$82,213

Net Present Value (NPV) -\$1,773,112

Assumptions
Orderenos/Meeting Space Her Fee
Number of times conference/meeting room hired p/a

TABLE 43: SENSITIVITY ANALYSIS - VISITOR NUMBERS -10%

										Option 3 - 9	Sensitivity Ar	alvsis Visita	tion -10%													
Assumptions											,															
Conference/Meeting Space Hre Fee	\$200	•																								
Number of times conference/meeting room hired p/a	\$200 50																									
Number of times conference/meeting footh fried pla	30	1																								
Average spend at calfé per person operating years 1-7	\$14.00																									
Average spend at callé per person operating years 8-15	\$17.00																									
Average spend at callé per person operating years 16-25	\$21.00																									
From year 3, calé revenue turnover allocated to Council	5%																									
Average spend at retail per person (operating years 1-7)	\$4.50																									
Average spend at retail per person (operating years 8-15)	\$7.00	1																								
Average spend at retail per person (operating years 16-25)	\$9.00																									
Planic Area Hire Fee	\$0.00	1																								
	56%																									
Assumed % of visitors contributing donation																										
Average donation per visitor (operating years 1-13)	\$1.00	1																								
Average donation per visitor (operating years 14-25)	\$2.00	1																								
Cost of goods sold	45%	1																								
Inflation	3%	l																								
Maintenance costs per sqm	\$30																									
Utility Overheads increase pa	4%	1																								
Discount rate	6.5%	1																								
Required yield	5.5%	1																								
	-10%	1																								
Visitor Sensitivity Analysis	-10%	1																								
Years	2	3	4	5	6	-	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
		-				0011																				
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
		1	2	3	4	5	- 6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Visitors		137,496	151,245	158,808	163,572	160,300	157,094	153,952	161,650	169,733	174,825	180,069	176,468	172,939	167,750	176,138	184,945	194,192	200,018	206,018	212,199	218,565	225,122	231,875	238,832	245,997
REVENUE																										
Café lessee rent		\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000		\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
		-		\$61,141	\$62,975	\$61,716	\$25,000 \$60,481	\$59,272	\$75,571	\$79,350	\$81,730	\$84,182	\$82,499	\$80,849	\$78,423	\$82,344	\$106,806	\$112,146	\$115,510	\$118,976	\$122,545	\$126,221	\$130,008	\$133,908	\$137,925	\$142,063
Café lessee rent Café lessee portion of turnover Retail revenue		\$154,683	\$170,151	\$61,141 \$178,658	\$62,975 \$184,018	\$61,716 \$180,338	\$60,481 \$176,731	\$59,272 \$173,196	\$75,571 \$282,888	\$79,350 \$297,032	\$81,730 \$305,943	\$84,182 \$315,121	\$82,499 \$308,819	\$80,849 \$302,642	\$78,423 \$293,563	\$82,344 \$308,241	\$106,806 \$416,126	\$112,146 \$436,932	\$115,510 \$450,040	\$118,976 \$463,541	\$122,545 \$477,447	\$126,221 \$491,771	\$130,008 \$506,524	\$133,908 \$521,720	\$137,925 \$537,371	\$142,063 \$553,492
Café lessee rent Café lessee potrion of turnover Retail revenue Gold coin donations		\$154,683 \$76,998	\$170,151 \$84,697	\$61,141 \$178,658 \$88,932	\$62,975 \$184,018 \$91,600	\$61,716 \$180,338 \$89,768	\$60,481 \$176,731 \$87,973	\$59,272 \$173,196 \$86,213	\$75,571 \$282,888 \$90,524	\$79,350 \$297,032 \$95,050	\$81,730 \$305,943 \$97,902	\$84,182 \$315,121 \$100,839	\$82,499 \$308,819 \$98,822	\$80,849 \$302,642 \$96,846	\$78,423 \$293,563 \$187,880	\$82,344 \$308,241 \$197,274	\$106,806 \$416,126 \$207,138	\$112,146 \$436,932 \$217,495	\$115,510 \$450,040 \$224,020	\$118,976 \$463,541 \$230,741	\$122,545 \$477,447 \$237,663	\$126,221 \$491,771 \$244,793	\$130,008 \$506,524 \$252,136	\$133,908 \$521,720 \$259,700	\$137,925 \$537,371 \$267,491	\$142,063 \$553,492 \$275,516
Café lessee rent Café lessee portion of turnover Retail revenue		\$154,683	\$170,151	\$61,141 \$178,658	\$62,975 \$184,018	\$61,716 \$180,338	\$60,481 \$176,731	\$59,272 \$173,196	\$75,571 \$282,888	\$79,350 \$297,032	\$81,730 \$305,943	\$84,182 \$315,121	\$82,499 \$308,819	\$80,849 \$302,642	\$78,423 \$293,563	\$82,344 \$308,241	\$106,806 \$416,126	\$112,146 \$436,932	\$115,510 \$450,040	\$118,976 \$463,541	\$122,545 \$477,447	\$126,221 \$491,771	\$130,008 \$506,524	\$133,908 \$521,720	\$137,925 \$537,371	\$142,063 \$553,492
Café lessee rent Café lessee portion of turnover Retail revenue Cald dain donations		\$154,683 \$76,998 \$10,000	\$170,151 \$84,697 \$10,300	\$61,141 \$178,658 \$88,932 \$10,609	\$62,975 \$184,018 \$91,600 \$10,927	\$61,716 \$180,338 \$89,768 \$11,255	\$60,481 \$176,731 \$87,973 \$11,593	\$59,272 \$173,196 \$86,213	\$75,571 \$282,888 \$90,524 \$12,299	\$79,350 \$297,032 \$95,050 \$12,668	\$81,730 \$305,943 \$97,902	\$84,182 \$315,121 \$100,839	\$82,499 \$308,819 \$98,822	\$80,849 \$302,642 \$96,846 \$14,258	\$78,423 \$293,563 \$187,880 \$14,685	\$82,344 \$308,241 \$197,274 \$15,126	\$106,806 \$416,126 \$207,138 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047	\$115,510 \$450,040 \$224,020 \$16,528	\$118,976 \$463,541 \$230,741 \$17,024	\$122,545 \$477,447 \$237,663 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061	\$130,008 \$506,524 \$252,136 \$18,603	\$133,908 \$521,720 \$259,700 \$19,161	\$137,925 \$537,371 \$267,491 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328
Café lessee rent Café lessee portion of turnover Retail revenue Cald dain donations		\$154,683 \$76,998	\$170,151 \$84,697 \$10,300	\$61,141 \$178,658 \$88,932	\$62,975 \$184,018 \$91,600 \$10,927	\$61,716 \$180,338 \$89,768	\$60,481 \$176,731 \$87,973	\$59,272 \$173,196 \$86,213	\$75,571 \$282,888 \$90,524 \$12,299	\$79,350 \$297,032 \$95,050	\$81,730 \$305,943 \$97,902	\$84,182 \$315,121 \$100,839	\$82,499 \$308,819 \$98,822	\$80,849 \$302,642 \$96,846	\$78,423 \$293,563 \$187,880 \$14,685	\$82,344 \$308,241 \$197,274	\$106,806 \$416,126 \$207,138 \$15,580	\$112,146 \$436,932 \$217,495	\$115,510 \$450,040 \$224,020	\$118,976 \$463,541 \$230,741 \$17,024	\$122,545 \$477,447 \$237,663 \$17,535	\$126,221 \$491,771 \$244,793	\$130,008 \$506,524 \$252,136 \$18,603	\$133,908 \$521,720 \$259,700	\$137,925 \$537,371 \$267,491 \$19,736	\$142,063 \$553,492 \$275,516
Café lesses protion of tumover Retail revenue Gald coin charations Theatrete He Total Revenue		\$154,683 \$76,998 \$10,000	\$170,151 \$84,697 \$10,300	\$61,141 \$178,658 \$88,932 \$10,609	\$62,975 \$184,018 \$91,600 \$10,927	\$61,716 \$180,338 \$89,768 \$11,255	\$60,481 \$176,731 \$87,973 \$11,593	\$59,272 \$173,196 \$86,213	\$75,571 \$282,888 \$90,524 \$12,299	\$79,350 \$297,032 \$95,050 \$12,668	\$81,730 \$305,943 \$97,902	\$84,182 \$315,121 \$100,839	\$82,499 \$308,819 \$98,822	\$80,849 \$302,642 \$96,846 \$14,258	\$78,423 \$293,563 \$187,880 \$14,685	\$82,344 \$308,241 \$197,274 \$15,126	\$106,806 \$416,126 \$207,138 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047	\$115,510 \$450,040 \$224,020 \$16,528	\$118,976 \$463,541 \$230,741 \$17,024	\$122,545 \$477,447 \$237,663 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061	\$130,008 \$506,524 \$252,136 \$18,603	\$133,908 \$521,720 \$259,700 \$19,161	\$137,925 \$537,371 \$267,491 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328
Café lessee nent Café lessee portion of turnover Retail revenue Gold coin donations Theatrette Hre		\$154,683 \$76,998 \$10,000 \$246,680	\$170,151 \$84,697 \$10,300 \$280,148	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623	\$84,182 \$315,121 \$100,839 \$13,439 \$538,582	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982	\$80,849 \$302,642 \$96,846 \$14,258 \$519,594	\$78,423 \$293,563 \$187,880 \$14,685 \$599,552	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620	\$115,510 \$450,040 \$224,020 \$16,528 \$831,099	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846	\$130,008 \$506,524 \$252,136 \$18,603 \$932,271	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524	\$142,063 \$563,492 \$275,516 \$20,328 \$1,016,400
Café lesses protion of tumover Retail revenue Gald coin charations Theatrete He Total Revenue		\$154,683 \$76,998 \$10,000	\$170,151 \$84,697 \$10,300	\$61,141 \$178,658 \$88,932 \$10,609	\$62,975 \$184,018 \$91,600 \$10,927	\$61,716 \$180,338 \$89,768 \$11,255	\$60,481 \$176,731 \$87,973 \$11,593	\$59,272 \$173,196 \$86,213	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282	\$79,350 \$297,032 \$95,050 \$12,668	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623	\$84,182 \$315,121 \$100,839	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150	\$80,849 \$302,642 \$96,846 \$14,258 \$519,594	\$78,423 \$293,563 \$187,880 \$14,685	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649	\$112,146 \$436,932 \$217,495 \$16,047	\$115,510 \$450,040 \$224,020 \$16,528 \$831,099	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846	\$130,008 \$506,524 \$252,136 \$18,603 \$932,271 \$145,345	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705	\$137,925 \$537,371 \$267,491 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822
Café lesses protion of turnover Retail reverue Gald con conscione (Data Con Arondories Theatertail Hre Total Revenue DIPPROTURE Salaries (2 part time) Cost of goods sold (retail)		\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$69,607	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,336 \$79,529	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674	\$84,182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968	\$80,849 \$302,642 \$96,846 \$14,258 \$519,594 \$111,395 \$136,189	\$78,423 \$293,563 \$187,880 \$14,685 \$599,552 \$114,736 \$132,103	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619	\$115,510 \$450,040 \$224,020 \$16,528 \$831,099 \$129,137 \$202,518	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297	\$130,008 \$506,524 \$252,136 \$18,603 \$932,271 \$145,345 \$227,936	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,706 \$234,774	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072
Carlo Issose retr Carlo Issose protion of turnover Retail reverue Gald cain chanations Theatrete He Total Revenue DPPENTURE Salarios (2 pat time) Cast of goods sold (retail) Lillinise		\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$69,607 \$45,000	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800	\$84,182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800	\$80,849 \$302,642 \$96,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800	\$78,423 \$293,563 \$187,880 \$14,685 \$599,552 \$114,736 \$132,103 \$46,800	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800	\$115,510 \$450,040 \$224,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800	\$130,008 \$506,524 \$252,136 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800
Café lesses protion of turnover Retail reverue Gald con conscione (Data Con Arondories Theatertail Hre Total Revenue DIPPROTURE Salaries (2 part time) Cost of goods sold (retail)		\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$69,607 \$45,000 \$5,000	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$90,396 \$46,800 \$5,305	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524	\$84,182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150	\$80,849 \$302,642 \$96,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306	\$78,423 \$293,563 \$187,880 \$14,685 \$599,552 \$114,736 \$132,103 \$46,800 \$5,464	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970	\$115,510 \$450,040 \$224,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720	\$130,008 \$506,524 \$252,136 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800 \$6,921	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563
Carlo Issose ret Carlo Issose protion of turnover Retail reverue Gold coin characters Theatrete He Total Riverue DPPNDTURE Salaries (2 part time) Cost of goods sold (retail) Ligary Liersee Armail Fe Signage (intere) and decisional) maintervance		\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$69,607 \$45,000 \$5,000 \$5,000	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150	\$61,141 \$178,668 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,600 \$5,305 \$5,305	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$5,970	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524	\$84,182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030	\$80,849 \$302,642 \$96,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061	\$78,423 \$293,563 \$187,880 \$14,685 \$599,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194	\$115,510 \$450,040 \$224,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344	\$130,008 \$506,524 \$252,136 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513
Café lesses prott of tumover Retail reverue Galf con donations Theatrette Hie Total Revenue DEPENDITURE Salaries (2 part time) Cost of goods sodi (etail) Lillines Liport Lorrese Arnual Fee Sgrage (risep and directions) maintenance Ste maintenance		\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$30,671	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800 \$5,305 \$5,305 \$32,539	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,908 \$46,800 \$5,464 \$33,516	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,796	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$36,623	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$38,654	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019	\$84,182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$44,220	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,466	\$80,849 \$302,642 \$96,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061 \$43,730	\$78,423 \$293,563 \$187,880 \$14,685 \$599,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$45,042	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219	\$115,510 \$460,040 \$224,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$50,695	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$62,216	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$53,783	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396	\$130,008 \$506,524 \$252,136 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,068	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$224,774 \$46,800 \$7,129 \$1,428 \$58,770	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349
Carlo Issose ret Carlo Issose protion of tumover Retail reverue Gold coin characters Theatrete He Total Riverue DPPANTURE Salaries (2 part time) Cost of goods sold (retail) Ligar Unione Armail Fe Signage (interp and directions) Site maintervance Site maintervance Site maintervance		\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$69,607 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$51,502 \$11,592 \$10,300	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$90,396 \$46,800 \$5,306 \$5,305 \$32,539 \$10,609	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$5,796 \$35,577 \$11,593	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$56,334 \$38,854 \$12,668	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048	\$84,182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,220 \$13,439	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,466 \$13,842	\$80,849 \$302,642 \$96,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258	\$78,423 \$293,563 \$187,880 \$14,685 \$599,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$15,042 \$14,685	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	\$115,510 \$450,040 \$224,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061	\$130,008 \$506,524 \$252,136 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603	\$133,908 \$621,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Cafe Issesse nert Cafe Issesse portion of turnover Retail reverue Gold coin drandors Theatrette Hile Total Revenue EXPENITURE Salaries (2 part time) Cost of goods odd (retail) Utilities Lugar License Arrusal Fee Sgrape (riterp and deceloras) maintenance Site maintenance		\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$30,671	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800 \$5,305 \$5,305 \$32,539	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,796	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$36,623	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$56,334 \$38,854 \$12,668	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019	\$84,182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$44,220	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,466	\$80,849 \$302,642 \$96,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258	\$78,423 \$293,563 \$187,880 \$14,685 \$599,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$45,042	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219	\$115,510 \$450,040 \$224,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$62,216	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$53,783	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396	\$130,008 \$506,524 \$252,136 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,068	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$224,774 \$46,800 \$7,129 \$1,428 \$58,770	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349
Café Issesse net Café Issesse portion of tumover Retail revenue Gald cain characters Theatrete He Total Revenue SPENDTURE Salaries (2 part time) Cost of goods sold (retail) Ligarz Lorese Armusi Fe Sigrage (rinesp and directional) maintenance Ste maintenance Stemantenance Total Costs		\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$5,000 \$10,000 \$245,279	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$257,960	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800 \$5,305 \$5,305 \$32,239 \$10,609 \$265,826	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$272,396	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$275,024	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,576 \$35,557 \$11,593 \$277,813	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$36,623 \$11,941 \$280,767	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$334,809	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$5,334 \$5,334 \$12,668 \$345,995	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$334,971	\$84.182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,205 \$13,439 \$340,824	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$342,555	\$80,849 \$302,642 \$396,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$344,479	\$78,423 \$293,563 \$187,880 \$14,685 \$19,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$345,238	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$356,833	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$425,178	\$115,510 \$450,040 \$224,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$16,528 \$436,529	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$448,221	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$472,668	\$130,008 \$506,524 \$252,136 \$18,603 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603 \$485,444	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$498,603	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Cafe lesses portion of turnover Retail reverue Gafe lesses portion of turnover Retail reverue Gafe dann dransfores Theaterstel Hie Total Revenue Serence Serence Serence Serence Serence Serence Serence Serence Lugar Lorence Arrusa File Signage (interp and directional) Serence Serence Serence Serence Serence Arrusa File Signage (interp and directional) Serence Maintenance Serence Maintenance Serence Maintenance Serence Maintenance Total Costs EBITIA		\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$69,607 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$51,502 \$11,592 \$10,300	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$90,396 \$46,800 \$5,306 \$5,305 \$32,539 \$10,609	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$272,396	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$275,024	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$5,796 \$35,579 \$11,593	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$5,334 \$5,334 \$12,668 \$345,995	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048	\$84,182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,220 \$13,439	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$342,555	\$80,849 \$302,642 \$96,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258	\$78,423 \$293,563 \$187,880 \$14,685 \$19,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$345,238	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$425,178	\$115,510 \$450,040 \$224,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$16,528 \$436,529	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$448,221	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061	\$130,008 \$506,524 \$252,136 \$18,603 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603 \$485,444	\$133,908 \$621,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Café Issesse net Café Issesse portion of tumover Retail revenue Gald cain characters Theatrete He Total Revenue SPENDTURE Salaries (2 part time) Cost of goods sold (retail) Ligarz Lorese Armusi Fe Sigrage (rinesp and directional) maintenance Ste maintenance Stemantenance Total Costs		\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$5,000 \$10,000 \$245,279	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$257,960	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800 \$5,305 \$5,305 \$32,239 \$10,609 \$265,826	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$272,396	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$275,024	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,576 \$35,557 \$11,593 \$277,813	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$36,623 \$11,941 \$280,767	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$334,809	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$5,334 \$5,334 \$12,668 \$345,995	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$334,971	\$84.182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,205 \$13,439 \$340,824	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$342,555	\$80,849 \$302,642 \$396,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$344,479	\$78,423 \$293,563 \$187,880 \$14,685 \$19,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$345,238	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$356,833	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$425,178	\$115,510 \$450,040 \$224,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$16,528 \$436,529	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$448,221	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$472,668	\$130,008 \$506,524 \$252,136 \$18,603 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603 \$485,444	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$498,603	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Cafe Issesse nert Cafe Issesse portion of turnover Retail reverue Gold cain character Theateriste He Total Revenue Serent Gold cain Canada Serent Gold cain Canada Serent Gold cain Canada Serent Gold cain Canada Serent Gold cain Canada Serent Gold Canada Sere	\$1,221,200	\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$5,000 \$10,000 \$245,279	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$257,960	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800 \$5,305 \$5,305 \$32,239 \$10,609 \$265,826	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$272,396	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$275,024	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,576 \$35,557 \$11,593 \$277,813	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$36,623 \$11,941 \$280,767	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$334,809	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$5,334 \$5,334 \$12,668 \$345,995	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$334,971	\$84.182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,205 \$13,439 \$340,824	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$342,555	\$80,849 \$302,642 \$396,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$344,479	\$78,423 \$293,563 \$187,880 \$14,685 \$19,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$345,238	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$356,833	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$425,178	\$115,510 \$450,040 \$224,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$16,528 \$436,529	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$448,221	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$472,668	\$130,008 \$506,524 \$252,136 \$18,603 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603 \$485,444	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$498,603	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Café Issesse nort Café Issesse portion of tumover Retail revenue Gald cain denations Theaterete Hre Total Revenue EXPENITURE Salaries (2 part time) Cost of goods soid (retail) Littlies Liquer Loorse Privale File Signage (interp and directional) maintenance Site maintenance Season Maintenance Total Costs EBITDA Capital Expenditure FoodDirik Gewices Cowed Horic AvenCutchor Classroom	\$80,000	\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$5,000 \$10,000 \$245,279	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$257,960	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800 \$5,305 \$5,305 \$32,239 \$10,609 \$265,826	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$272,396	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$275,024	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,576 \$35,557 \$11,593 \$277,813	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$36,623 \$11,941 \$280,767	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$334,809	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$5,334 \$5,334 \$12,668 \$345,995	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$334,971	\$84.182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,205 \$13,439 \$340,824	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$342,555	\$80,849 \$302,642 \$396,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$344,479	\$78,423 \$293,563 \$187,880 \$14,685 \$19,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$345,238	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$356,833	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$425,178	\$115,510 \$450,040 \$224,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$16,528 \$436,529	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$448,221	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$472,668	\$130,008 \$506,524 \$252,136 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$485,444	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$498,603	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Cafe Issesse nert Cafe Issesse portion of turnover Retail reverue Gald cain character Theatrete He Total Revenue EXPENITURE Statines (2 part time) Cost of goods soid (etail) Unities Linya Loonee Arrusia Fee Syrape (interpand declaration) Sternaturonoe Beector Maritemenoe Total Expenditure Total Expenditure FoodDink Schots Gastro Casseo Covered Rein AreaCution Classroom Cover	\$80,000 \$235,000	\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$5,000 \$10,000 \$245,279	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$257,960	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800 \$5,305 \$5,305 \$32,239 \$10,609 \$265,826	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$272,396	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$275,024	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,576 \$35,557 \$11,593 \$277,813	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$36,623 \$11,941 \$280,767	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$334,809	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$5,334 \$5,334 \$12,668 \$345,995	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$334,971	\$84.182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,205 \$13,439 \$340,824	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$342,555	\$80,849 \$302,642 \$396,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$344,479	\$78,423 \$293,563 \$187,880 \$14,685 \$19,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$345,238	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$356,833	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$425,178	\$115,510 \$450,040 \$124,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$16,528 \$436,529	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$448,221	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$472,668	\$130,008 \$506,524 \$252,136 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$485,444	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$498,603	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Cafe Issesse nert Cafe Issesse protion of tumover Retail revenue Gald cain characters Theatrete Hre Total Revenue EXPENDITURE Salaries (2 part time) Cost of goods sold (retail) Lighter Lorsee Arrusia Fes Sigrage (interp and directional) maintenance Site maintenance Sessero Maintenance Total Costs ESTIDA Capital Expenditure FoodDirik Sevices Coveed Horic Area/Cutchor Classroom ConferenceMeeting room (learning space) Retail	\$80,000 \$235,000 \$95,000	\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$5,000 \$10,000 \$245,279	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$257,960	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800 \$5,305 \$5,305 \$32,239 \$10,609 \$265,826	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$272,396	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$275,024	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,576 \$35,557 \$11,593 \$277,813	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$36,623 \$11,941 \$280,767	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$334,809	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$5,334 \$5,334 \$12,668 \$345,995	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$334,971	\$84.182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,205 \$13,439 \$340,824	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$342,555	\$80,849 \$302,642 \$396,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$344,479	\$78,423 \$293,563 \$187,880 \$14,685 \$19,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$345,238	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$356,833	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$425,178	\$115,510 \$450,040 \$124,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$16,528 \$436,529	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$448,221	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$472,668	\$130,008 \$506,524 \$252,136 \$18,603 \$18,603 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$485,444	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$498,603	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Cafe Issesse nert Cafe Issesse portion of turnover Retail reverue Gald cain character Theatrete He Total Revenue EXPENITURE Statines (2 part time) Cost of goods soid (etail) Unities Linya Loonee Arrusia Fee Syrape (interpand declaration) Sternaturonoe Beector Maritemenoe Total Expenditure Total Expenditure FoodDink Schots Gastro Casseo Covered Rein AreaCution Classroom Cover	\$80,000 \$235,000	\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$5,000 \$10,000 \$245,279	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$257,960	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800 \$5,305 \$5,305 \$32,239 \$10,609 \$265,826	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$272,396	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$275,024	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,576 \$35,557 \$11,593 \$277,813	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$36,623 \$11,941 \$280,767	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$334,809	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$5,334 \$5,334 \$12,668 \$345,995	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$334,971	\$84.182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,205 \$13,439 \$340,824	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$342,555	\$80,849 \$302,642 \$396,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$344,479	\$78,423 \$293,563 \$187,880 \$14,685 \$19,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$345,238	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$356,833	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$425,178	\$115,510 \$450,040 \$124,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$16,528 \$436,529	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$448,221	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$472,668	\$130,008 \$506,524 \$252,136 \$18,603 \$18,603 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$485,444	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$498,603	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Cafe Issesse nert Cafe Issesse protion of tumover Retail revenue Gald cain characters Theatrete Hre Total Revenue EXPENDITURE Salaries (2 part time) Cost of goods sold (retail) Lighter Lorsee Arrusia Fes Sigrage (interp and directional) maintenance Site maintenance Sessero Maintenance Total Costs ESTIDA Capital Expenditure FoodDirik Sevices Coveed Horic Area/Cutchor Classroom ConferenceMeeting room (learning space) Retail	\$80,000 \$235,000 \$95,000	\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$5,000 \$10,000 \$245,279	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$257,960	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800 \$5,305 \$5,305 \$32,239 \$10,609 \$265,826	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$272,396	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$275,024	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,576 \$35,557 \$11,593 \$277,813	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$36,623 \$11,941 \$280,767	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$334,809	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$5,334 \$5,334 \$12,668 \$345,995	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$334,971	\$84.182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,205 \$13,439 \$340,824	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$342,555	\$80,849 \$302,642 \$396,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$344,479	\$78,423 \$293,563 \$187,880 \$14,685 \$19,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$345,238	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$356,833	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$425,178	\$115,510 \$450,040 \$124,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$16,528 \$436,529	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$448,221	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$472,668	\$130,008 \$506,524 \$252,136 \$18,603 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603 \$485,444	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$498,603	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Cafe Issesse nert Cafe Issesse portion of turnover Retail revenue Gald cain denations Theaterete Hre Total Revenue EXPENITURE Salaries (2 part time) Cost of goods soid (retail) Utilities Liquer Loorse Privali File Sigrage (interp and directional) maintenance Site maintenance Sensor Maintenance Total Costs EBITDA Capital Expenditure FoodDirik Gavicos ConferenceMeeting com (learning space) Retail EBucation Outree Retail EBucation Outree Retail EBucation Outree Retail EBucation Outree Retail EBucation Outree Retail EBucation Outree Retail	\$80,000 \$235,000 \$95,000 \$520,000	\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$5,000 \$10,000 \$245,279	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$257,960	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800 \$5,305 \$5,305 \$32,239 \$10,609 \$265,826	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$272,396	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$275,024	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,576 \$35,557 \$11,593 \$277,813	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$36,623 \$11,941 \$280,767	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$334,809	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$5,334 \$5,334 \$12,668 \$345,995	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$334,971	\$84.182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,205 \$13,439 \$340,824	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$342,555	\$80,849 \$302,642 \$396,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$344,479	\$78,423 \$293,563 \$187,880 \$14,685 \$19,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$345,238	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$356,833	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$425,178	\$115,510 \$450,040 \$124,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$16,528 \$436,529	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$448,221	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$472,668	\$130,008 \$506,524 \$252,136 \$18,603 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603 \$485,444	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$498,603	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Cafe lesses prottor of turnover Retail reverue Gafe lesses portion of turnover Retail reverue Gafe dan drandsres Theatrete He Total Reverue EXPENITURE Salaries (2 part time) Cost of goods add (retail) Utilities Lingar Lorence Armusi Fee Syrape (rivel part directional) maintenance Site maintenance Beeter Neutrierrece Total Goosts GESTDA Capital Expenditure FoodDirik Sandsres Covered Rinic Area(Outbord Classroom ConferenceMediagn prom (learning space) Retail Retail Education Conference Retail Education Conference Retail Education Conference Retail	\$80,000 \$235,000 \$95,000 \$520,000	\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$5,000 \$10,000 \$245,279	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$257,960	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800 \$5,305 \$5,305 \$32,239 \$10,609 \$265,826	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$272,396	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$275,024	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,576 \$35,557 \$11,593 \$277,813	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$36,623 \$11,941 \$280,767	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$334,809	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$5,334 \$5,334 \$12,668 \$345,995	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$334,971	\$84.182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,205 \$13,439 \$340,824	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$342,555	\$80,849 \$302,642 \$396,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$344,479	\$78,423 \$293,563 \$187,880 \$14,685 \$19,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$345,238	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$356,833	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$425,178	\$115,510 \$450,040 \$124,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$16,528 \$436,529	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$448,221	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$472,668	\$130,008 \$506,524 \$252,136 \$18,603 \$18,603 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$485,444	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$498,603	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Cafe Issesse nert Cafe Issesse nortic of turnover Retail revenue Gold coin donations Theaterist He Total Revenue BOPENITURE States (2 port time) Cost of goods add (retail) Unities Ligor Lorons Arrusel Fee Sorgue (inter) and dendicional) maintenance Sorgue (inter) Cost of goods add (retail) Cost of goods add (ret	\$80,000 \$235,000 \$95,000 \$520,000 \$355,000	\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$5,000 \$10,000 \$245,279	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$257,960	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800 \$5,305 \$5,305 \$32,239 \$10,609 \$265,826	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$272,396	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$275,024	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,576 \$35,557 \$11,593 \$277,813	\$59,272 \$173,196 \$86,213 \$11,941 \$355,622 \$107,465 \$77,938 \$46,800 \$5,970 \$36,623 \$11,941 \$280,767	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$334,809	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$5,334 \$5,334 \$12,668 \$345,995	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$334,971	\$84.182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,205 \$13,439 \$340,824	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$342,555	\$80,849 \$302,642 \$396,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$344,479	\$78,423 \$293,563 \$187,880 \$14,685 \$19,552 \$114,736 \$132,103 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$345,238	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$356,833	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$425,178	\$115,510 \$450,040 \$124,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$16,528 \$436,529	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$448,221	\$122,545 \$477,447 \$237,663 \$17,535 \$880,190 \$137,001 \$214,851 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$472,668	\$130,008 \$506,524 \$252,136 \$18,603 \$18,603 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$485,444	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$498,603	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Cafe Issesse nert Cafe Issesse portion of tumover Retail revenue Gald cain denations Theatertel Hie Total Revenue EXPENITURE Salaries (2 part time) Cost of goods soid (retail) Utilities Liquar Loorse Privale Fie Sigrage (interp and directional) maintenance Site maintenance Season Maintenance Total Costs EBITDA Capital Expenditure FoodDirik Gewicos Condenation Centre (Association Contrel Retail Education Centre Retail Education Centre Newing Retail Education Centre Newing Retail Education Centre Newing Retail Education Centre Newing Retail Cancey Wilk Contregardess and Fiess	\$80,000 \$235,000 \$95,000 \$520,000 \$355,000	\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$5,000 \$10,000 \$245,279	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$257,960	\$61,141 \$178,658 \$88,932 \$10,609 \$364,341 \$95,481 \$80,396 \$46,800 \$5,305 \$5,305 \$32,239 \$10,609 \$265,826	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,808 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$272,396	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$275,024	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,576 \$35,557 \$11,593 \$277,813	\$59,272 \$173,196 \$68,213 \$15,941 \$355,622 \$107,485 \$77,938 \$46,800 \$5,97	\$75,571 \$282,888 \$90,524 \$12,299 \$486,282 \$110,689 \$127,299 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$334,809	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$5,334 \$5,334 \$12,668 \$345,995	\$81,730 \$305,943 \$97,902 \$13,048 \$523,623 \$117,430 \$137,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$334,971	\$84.182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,205 \$13,439 \$340,824	\$82,499 \$308,819 \$98,822 \$13,842 \$528,982 \$108,150 \$138,968 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$342,555	\$80,849 \$302,642 \$396,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$344,479	\$77,423 \$23,563 \$187,890 \$146,685 \$546,685 \$146,785 \$114,736 \$132,103 \$40,800 \$3,404 \$1,605 \$	\$82,344 \$308,241 \$197,274 \$15,126 \$627,986 \$118,178 \$138,709 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$356,833	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$112,146 \$436,932 \$217,495 \$16,047 \$807,620 \$125,375 \$196,619 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$425,178	\$115,510 \$450,040 \$224,020 \$16,528 \$831,099 \$129,137 \$202,518 \$46,800 \$6,149 \$1,230 \$16,528 \$436,529	\$118,976 \$463,541 \$230,741 \$17,024 \$855,282 \$133,011 \$208,594 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$448,221	\$122,46 \$477,447 \$277,663 \$17,535 \$880,190 \$17,535 \$48,600 \$214,651 \$46,600 \$5,244 \$1,305 \$45,600 \$5,244 \$1,305 \$45,600 \$45,60	\$126,221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$221,297 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$472,668	\$130,008 \$506,524 \$252,136 \$18,603 \$18,603 \$932,271 \$145,345 \$227,936 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603 \$485,444	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$498,603	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$154,196 \$241,817 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$142,063 \$553,492 \$275,516 \$20,328 \$1,016,400 \$158,822 \$249,072 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Cafe Issesse nert Cafe Issesse portion of turnover Retail reverue Gaid cain character Theatrete He Total Revenue EXPENDITURE Startines (2 part time) Cost of goods sold (retail) Litipus Litipus Loorise Perusa Fee Styrage (retail part directional) maintenance Site maintenance Site maintenance Powder Maintenance Total Costs SETTIA Capital Expenditure FoodDirik Shortise Covered Flaric AvanCatchor Classroom Corriers confidence Retail Retail Retail Retail Cantrop Ratform Cannoy Wilk Contropoles and Fee FoodDirik Styring Retail Retail Cantropoles and Fee FoodDirik Styring Retail Retail Cantropoles and Fee FoodDirik Styring Retail Retail Cantropoles and Fee FoodDirik Styring Retail Cantropoles and Fee FoodDirik Styring Retail Cantropoles and Fee FoodDirik Styring Retail FoodDirik Styring Retail FoodDirik Styring Retail FoodDirik Styring Retail FoodDirik Styring Retail FoodDirik Styring Retail FoodDirik Styring Retail FoodDirik Styring Retail FoodDirik Styring Retail FoodDirik Styring Retail FoodDirik Styring FoodDirik Styr	\$80,000 \$235,000 \$95,000 \$520,000 \$365,000 - \$1,002,480	\$154,683 \$76,998 \$10,000 \$246,680 \$90,000 \$89,607 \$45,000 \$5,000 \$5,000 \$5,000 \$10,000 \$245,279	\$170,151 \$84,697 \$10,300 \$280,148 \$92,700 \$76,568 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$257,960	\$61,141 \$178,658 \$88,932 \$10,609 \$30,609 \$30,409 \$95,401 \$95,401 \$53,305 \$46,600 \$46,600 \$53,305 \$25,503 \$10,009 \$26,505 \$98,515	\$62,975 \$184,018 \$91,600 \$10,927 \$374,521 \$98,345 \$82,806 \$40,800 \$54,	\$61,716 \$180,338 \$89,768 \$11,255 \$368,077 \$101,296 \$81,152 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$275,024	\$60,481 \$176,731 \$87,973 \$11,593 \$361,778 \$104,335 \$79,529 \$46,800 \$5,796 \$35,576 \$35,557 \$11,593 \$277,813	\$59,272 \$173,196 \$68,213 \$15,941 \$355,622 \$107,485 \$77,938 \$46,800 \$5,97	\$75,571 \$20,988 \$90,524 \$12,299 \$486,282 \$110,680 \$127,299 \$40,800 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149 \$127,299 \$127,299 \$40,800 \$5,149 \$5,149 \$5,149 \$12,299 \$	\$79,350 \$297,032 \$95,050 \$12,668 \$509,100 \$114,009 \$133,664 \$46,800 \$6,334 \$5,334 \$5,334 \$12,668 \$345,995	\$81,730 \$305,942 \$97,902 \$13,046 \$523,623 \$117,430 \$117,430 \$127,674 \$46,800 \$6,524 \$6,524 \$40,019 \$13,019 \$13,019 \$13,019 \$13,019 \$13,019	\$84.182 \$315,121 \$100,839 \$13,439 \$538,582 \$105,000 \$141,805 \$46,800 \$5,000 \$1,000 \$141,205 \$13,439 \$340,824	\$22,469 \$308,819 \$98,622 \$13,842 \$528,982 \$108,150 \$108,982 \$13,846 \$108,982 \$13,846 \$1,000 \$	\$80,849 \$302,642 \$396,846 \$14,258 \$519,594 \$111,395 \$136,189 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$344,479	\$77,423 \$23,563 \$187,890 \$146,685 \$546,685 \$146,785 \$114,736 \$132,103 \$40,800 \$3,404 \$1,605 \$	\$62,344 \$308,241 \$197,274 \$15,126 \$627,986 \$138,709 \$41,800 \$44,800 \$56,800 \$44,800 \$56,800 \$44,800 \$56,800 \$44,800 \$56,800 \$5	\$106,806 \$416,126 \$207,138 \$15,580 \$770,649 \$121,724 \$187,257 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$112,46 \$439,532 \$217,495 \$10,047 \$907,620 \$125,375 \$196,619 \$40,800 \$5,196,619 \$40,800 \$1,194 \$40,219 \$16,219 \$16,217 \$42,178 \$16,047 \$42,178	\$115.510 \$480.040 \$224.020 \$16,528 \$16,528 \$310,99 \$129,137 \$20,518 \$46,820 \$5,149 \$1,230 \$50,635 \$50,635 \$10,538 \$43,620 \$34,660 \$348,620	\$119,76 \$483,541 \$20,741 \$17,024 \$855,282 \$133,011 \$228,594 \$46,800 \$5,34 \$1,267 \$57,061	\$122,46 \$477,447 \$277,663 \$17,535 \$880,190 \$17,535 \$48,600 \$214,651 \$46,600 \$5,244 \$1,305 \$45,600 \$5,244 \$1,305 \$45,600 \$45,60	\$16.221 \$491,771 \$244,793 \$18,061 \$905,846 \$141,111 \$271,297 \$46,600 \$5,734 \$50,305 \$1,344 \$50,305 \$472,668	\$130,008 \$506,624 \$202,136 \$18,605 \$18,605 \$18,605 \$18,546 \$27,936 \$46,800 \$46,800 \$1,304 \$57,003 \$18,004 \$57,003 \$18,004 \$18,	\$133,908 \$521,720 \$259,700 \$19,161 \$959,489 \$149,705 \$234,774 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$498,603	\$137,925 \$537,371 \$267,491 \$19,736 \$987,524 \$15,196 \$241,817 \$40,800 \$1,469 \$1,469 \$10,533 \$14,69 \$10,533 \$10,736 \$10,737 \$10,	\$14,063 \$503,402 \$27,516 \$30,328 \$1,016,400 \$198,622 \$249,072 \$46,800 \$7,563 \$15,13 \$62,349 \$20,028 \$50,118 \$490,282

let Present Value (NPV) -\$1,558,503

TABLE 44: SENSITIVITY ANALYSIS - VISITOR NUMBERS +10%

										Ontion 2	Concitivity	Analysis \6	itation 100/													
I										Option 3	 Sensitivity 	Analysis Vis	sitation 10%													
Assumptions																										
Conference/Meeting Space Hre Fee	\$200																									
Number of times conference/meeting room hired p/a	50																									
	21100																									
Average spend at café per person operating years 1-7	\$14.00																									
Average spend at café per person operating years 8-15	\$17.00																									
Average spend at café per person operating years 16-25	\$21.00 5%																									
From year 3, café revenue turnover allocated to Council																										
Average spend at retail per person (operating years 1-7)	\$4.50 \$7.00																									
Average spend at retail per person (operating years 8-15) Average spend at retail per person (operating years 16-25)	\$9.00																									
Ronic Area Hire Fee Assumed % of visitors contributing donation	\$0.00 56%																									
Average donation per visitor (operating years 1-13)	\$1.00																									
	\$2.00																									
Average donation per visitor (operating years 14-25) Cost of goods sold	45%																									
Inflation	40%																									
Maintenance costs per sqm	\$30																									
Utility Overheads increase pa	\$30 4%																									
Discount rate	6.5%																									
Required yield	5.5%																									
Visitor Sensitivity Analysis	10%																									
Violitor delibitivity Analysis	10 /8																									
Years	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Visitors		168,050	184,855	194,098	199,921	195,923	192,004	188,164	197,572	207,451	213,674	220,085	215,683	211,369	205,028	215,280	226,044	237,346	244,466	251,800	259,354	267,135	275,149	283,403	291,905	300,663
REVENUE			- ,									.,	.,	/										•		,
Café lessee rent		\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Café lessee portion of turnover		-		\$74,728	\$76,970	\$75,430	\$73,922	\$72,443	\$92,365	\$96,983	\$99,893	\$102,890	\$100,832	\$98,815	\$95,851	\$100,643	\$130,540	\$137,067	\$141,179	\$145,415	\$149,777	\$154,270	\$158,898	\$163,665	\$168,575	\$173,633
Retail revenue		\$189,057	\$207,962	\$218,360	\$224,911	\$220,413	\$216,005	\$211,685	\$345,752	\$363,039	\$373,930	\$385,148	\$377,445	\$369,896	\$358,799	\$376,739	\$508,598	\$534,028	\$550,049	\$566,550	\$583,547	\$601,053	\$619,085	\$637,657	\$656,787	\$676,491
Gold coin donations		\$94,108	\$103,519	\$108,695	\$111,956	\$109,717	\$107,522	\$105,372		\$116,173	\$119,658	\$123,247	\$120,782	\$118,367	\$229,632 \$14,685	\$241,113	\$253,169		\$273,802	\$282,016	\$290,477	\$299,191		\$317.412	\$326.934	\$336,742
Theatrette Hre		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439											\$308,167			
											\$10,010	Ψ10,-100	\$13,842	\$14,258	ψ 1 -1 ,000	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$308,167	\$19,161	\$19,736	\$20,328
		£000 40F	6000 TO4	6407.000	6440.704	C444 045	6404.044	£400,440	#F00 0F0	6040.000											\$17,535	\$18,061	\$18,603	\$19,161		
Total Revenue		\$298,165	\$336,781	\$437,392	\$449,764	\$441,815	\$434,041	\$426,440	\$586,056	\$613,863							\$15,580 \$932,887				\$17,535	\$18,061	\$18,603	\$19,161	\$19,736 \$1,197,032	
		\$298,165	\$336,781	\$437,392	\$449,764	\$441,815	\$434,041	\$426,440	\$586,056	\$613,863											\$17,535	\$18,061	\$18,603	\$19,161		
Total Revenue EXPENDITURE Salaries (2 part time)		\$298,165 \$90,000	\$336,781 \$92,700	\$437,392 \$95,481	\$449,764 \$98.345	\$441,815 \$101,296	\$434,041 \$104.335	\$426,440 \$107,465	\$586,056 \$110,689	\$613,863 \$114,009						\$758,622					\$17,535	\$18,061	\$18,603	\$19,161		
EXPENDITURE											\$631,528	\$649,724	\$637,902	\$626,336	\$723,967	\$758,622	\$932,887	\$977,970	\$1,006,559	\$1,036,005	\$17,535 \$1,066,336	\$18,061 \$1,097,576	\$18,603 \$1,129,753	\$19,161 \$1,162,896	\$1,197,032	\$1,232,193
EXPENDITURE Salaries (2 part time)		\$90,000 \$85,075 \$45,000	\$92,700 \$93,583 \$46,800	\$95,481 \$98,262 \$48,672	\$98,345 \$101,210 \$50,619	\$101,296 \$99,186 \$52,644	\$104,335 \$97,202 \$54,749	\$107,465 \$95,258 \$56,939	\$110,689 \$155,588 \$59,217	\$114,009 \$163,368 \$61,586	\$631,528 \$117,430 \$168,269 \$64,049	\$649,724 \$105,000 \$173,317 \$66,611	\$637,902 \$108,150 \$169,850 \$69,275	\$626,336 \$111,395 \$166,453 \$72,046	\$723,967 \$114,736 \$161,460 \$74,928	\$758,622 \$118,178 \$169,533 \$77,925	\$932,887 \$121,724 \$228,869 \$81,042	\$977,970 \$125,375 \$240,313 \$84,284	\$1,006,559 \$129,137 \$247,522 \$87,656	\$1,036,005 \$133,011 \$254,948 \$91,162	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601	\$18,603 \$1,129,753 \$145,345 \$278,588 \$102,545	\$19,161 \$1,162,896 \$149,706 \$286,946 \$106,646	\$1,197,032 \$154,196 \$295,554 \$110,912	\$1,232,193 \$158,822 \$304,421 \$115,349
EXPENDITURE Salaries IZ part time) Ost of opods sold (retail) Lilities Lilitonse Annual Fee		\$90,000 \$85,075 \$45,000 \$5,000	\$92,700 \$93,583 \$46,800 \$5,150	\$95,481 \$98,262 \$48,672 \$5,305	\$98,345 \$101,210 \$50,619 \$5,464	\$101,296 \$99,186 \$52,644 \$5,628	\$104,335 \$97,202 \$54,749 \$5,796	\$107,465 \$95,258 \$56,939 \$5,970	\$110,689 \$155,588 \$59,217 \$6,149	\$114,009 \$163,368 \$61,586 \$6,334	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524	\$105,000 \$173,317 \$66,611 \$5,000	\$108,150 \$169,850 \$69,275 \$5,150	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464	\$758,622 \$118,178 \$169,533 \$77,925 \$5,628	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796	\$977,970 \$125,375 \$240,313 \$84,284 \$5,970	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720	\$18,603 \$1,129,753 \$1,129,753 \$145,345 \$278,588 \$102,545 \$6,921	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563
EXPENDITURE Statints (2 part time) Cost of poots sold (retail) Littlinies Liquor Litorise Arnual Fice Sprage (intern and directional) maintenance		\$90,000 \$85,075 \$45,000 \$5,000	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305	\$98,345 \$101,210 \$50,619 \$5,464 \$5,464	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796	\$107,465 \$95,258 \$56,939 \$5,970 \$5,970	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000	\$108,150 \$169,850 \$69,275 \$5,150 \$1,030	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464 \$1,093	\$758,622 \$118,178 \$169,533 \$77,925 \$5,628 \$1,126	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$1,159	\$977,970 \$125,375 \$240,313 \$84,284 \$5,970 \$1,194	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524 \$1,305	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344	\$18,603 \$1,129,753 \$145,345 \$278,588 \$102,545 \$6,921 \$1,384	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129 \$1,426	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513
EXPENDITURE Statelies (2 pert time) Cost of goods sold (retail) Lillities Ligar Loanse Annual Fee Sgrapp (interp and directional) maintenance Sto maintenance		\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305 \$32,539	\$98,345 \$101,210 \$50,619 \$5,464 \$5,464 \$33,516	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557	\$107,465 \$95,258 \$56,939 \$5,970 \$5,970 \$36,623	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220	\$637,902 \$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464 \$1,093 \$45,042	\$758,622 \$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$1,159 \$47,785	\$977,970 \$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524 \$1,305 \$53,783	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344 \$55,396	\$1,129,753 \$1,45,345 \$278,588 \$102,546 \$6,921 \$1,334 \$57,058	\$19,161 \$1,162,896 \$1,49,705 \$286,946 \$106,646 \$7,129 \$1,426 \$58,770	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469 \$60,533	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349
EXPENDITURE Statinics (2 port time) Ober of opods sold (retail) Littinies Liquor Liuorse Arnual Fee Signage (intern and directional) maintenance Site maintenance Bellector Maintenance		\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305 \$32,539 \$10,609	\$98,346 \$101,210 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557 \$11,593	\$107,465 \$95,258 \$56,939 \$5,970 \$5,970 \$36,623 \$11,941	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439	\$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685	\$758,622 \$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$47,785 \$15,580	\$977,970 \$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695 \$16,528	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524 \$1,306 \$53,783 \$17,535	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344 \$55,396 \$18,061	\$18,603 \$1,129,753 \$145,345 \$278,588 \$102,545 \$6,921 \$1,384 \$57,058 \$18,603	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129 \$1,426 \$58,770 \$19,161	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349 \$20,328
EXPENDITURE Statelies (2 pert time) Cost of goods sold (retail) Lillities Ligar Loanse Annual Fee Sgrapp (interp and directional) maintenance Sto maintenance		\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305 \$32,539	\$98,345 \$101,210 \$50,619 \$5,464 \$5,464 \$33,516	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557	\$107,465 \$95,258 \$56,939 \$5,970 \$5,970 \$36,623	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220	\$637,902 \$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685	\$758,622 \$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$1,159 \$47,785	\$977,970 \$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524 \$1,305 \$53,783	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344 \$55,396 \$18,061	\$1,129,753 \$1,45,345 \$278,588 \$102,546 \$6,921 \$1,334 \$57,058	\$19,161 \$1,162,896 \$1,49,705 \$286,946 \$106,646 \$7,129 \$1,426 \$58,770	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469 \$60,533	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349
EXPENDITURE Silatines (2 port time) Ober of poots soid (retail) Littles Liquer License Armal Fee Signage, (reter pand directions) maintenance Site maintenance Beneditor Marinerine Total Costs		\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$260,747	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$274,975	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305 \$32,539 \$10,609 \$285,564	\$98,345 \$101,210 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927 \$294,617	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255 \$298,901	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557 \$11,593 \$303,436	\$107,465 \$95,258 \$56,939 \$5,970 \$5,970 \$36,623 \$11,941 \$308,226	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$375,515	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668 \$390,484	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048 \$402,814	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,148	\$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$395,912	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$399,990	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$402,723	\$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$418,783	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$1,159 \$47,785 \$15,580 \$486,376	\$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$506,355	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695 \$16,528 \$522,389	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024 \$538,937	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524 \$1,305 \$53,783 \$17,535 \$556,017	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344 \$55,396 \$18,061 \$573,645	\$18,603 \$1,129,753 \$1,129,753 \$145,345 \$278,588 \$102,546 \$6,921 \$1,384 \$57,058 \$18,603 \$591,841	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129 \$14,426 \$58,770 \$19,161 \$610,621	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736 \$630,006	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349 \$20,328 \$650,016
EXPENDITURE Statistics (2 part time) Cots of goods sod (retail) Utilities Ut		\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305 \$32,539 \$10,609	\$98,346 \$101,210 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557 \$11,593	\$107,465 \$95,258 \$56,939 \$5,970 \$5,970 \$36,623 \$11,941	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$375,515	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439	\$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685	\$758,622 \$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$47,785 \$15,580	\$977,970 \$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695 \$16,528	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524 \$1,306 \$53,783 \$17,535	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344 \$55,396 \$18,061 \$573,645	\$18,603 \$1,129,753 \$145,345 \$278,588 \$102,545 \$6,921 \$1,384 \$57,058 \$18,603	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129 \$1,426 \$58,770 \$19,161	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349 \$20,328
EXPENDITURE Sibilinis (2 port time) Char of poods sold (retail) Littilinis Liquor Loanne Armal Fice Signage (irreta) and directional maintenance Site maintenance Heador Maintenance Total Costs EBITDA Capital Expenditure	\$1,221,200	\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$260,747	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$274,975	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305 \$32,539 \$10,609 \$285,564	\$98,345 \$101,210 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927 \$294,617	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255 \$298,901	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557 \$11,593 \$303,436	\$107,465 \$95,258 \$56,939 \$5,970 \$5,970 \$36,623 \$11,941 \$308,226	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$375,515	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668 \$390,484	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048 \$402,814	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,148	\$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$395,912	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$399,990	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$402,723	\$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$418,783	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$1,159 \$47,785 \$15,580 \$486,376	\$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$506,355	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695 \$16,528 \$522,389	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024 \$538,937	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524 \$1,305 \$53,783 \$17,535 \$556,017	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344 \$55,396 \$18,061 \$573,645	\$18,603 \$1,129,753 \$1,129,753 \$145,345 \$278,588 \$102,546 \$6,921 \$1,384 \$57,058 \$18,603 \$591,841	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129 \$14,426 \$58,770 \$19,161 \$610,621	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736 \$630,006	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349 \$20,328 \$650,016
BOPENDITURE Statines (2 part time) Cast of poots add (retail) Liffeties Liffeties Ligant Lismone Arrual File Surape (interp and directional) maintenance Site maintenance Beautor Maintenance Total Costs ESITDA Capital Expenditure FOXUDIT'S Santoss FOXUDIT'S Santoss Covered Proir Area(Dudor Classroom	\$80,000	\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$260,747	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$274,975	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305 \$32,539 \$10,609 \$285,564	\$98,345 \$101,210 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927 \$294,617	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255 \$298,901	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557 \$11,593 \$303,436	\$107,465 \$95,258 \$56,939 \$5,970 \$5,970 \$36,623 \$11,941 \$308,226	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$375,515	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668 \$390,484	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048 \$402,814	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,148	\$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$395,912	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$399,990	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$402,723	\$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$418,783	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$1,159 \$47,785 \$15,580 \$486,376	\$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$506,355	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695 \$16,528 \$522,389	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024 \$538,937	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524 \$1,305 \$53,783 \$17,535 \$556,017	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344 \$55,396 \$18,061 \$573,645	\$18,603 \$1,129,753 \$1,129,753 \$145,345 \$278,588 \$102,546 \$6,921 \$1,384 \$57,058 \$18,603 \$591,841	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129 \$14,426 \$58,770 \$19,161 \$610,621	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736 \$630,006	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349 \$20,328 \$650,016
EXPENDITURE Sladines (2 part time) Cost of goods add (retail) Utilities Util	\$80,000 \$235,000	\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$260,747	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$274,975	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305 \$32,539 \$10,609 \$285,564	\$98,345 \$101,210 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927 \$294,617	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255 \$298,901	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557 \$11,593 \$303,436	\$107,465 \$95,258 \$56,939 \$5,970 \$5,970 \$36,623 \$11,941 \$308,226	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$375,515	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668 \$390,484	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048 \$402,814	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,148	\$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$395,912	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$399,990	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$402,723	\$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$418,783	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$1,159 \$47,785 \$15,580 \$486,376	\$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$506,355	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695 \$16,528 \$522,389	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024 \$538,937	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524 \$1,305 \$53,783 \$17,535 \$556,017	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344 \$55,396 \$18,061 \$573,645	\$18,603 \$1,129,753 \$1,129,753 \$145,345 \$278,588 \$102,546 \$6,921 \$1,384 \$57,058 \$18,603 \$591,841	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129 \$14,426 \$58,770 \$19,161 \$610,621	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736 \$630,006	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349 \$20,328 \$650,016
BOPENDITURE Slainies (2 part time) Cost of goods add retail) Liffeine Liffeine Ligant Lionse Annual Fise Sprage (interp and directional) maintenance Site maintenance Beautor Maintenance Total Costs ESTDA Capital Expenditure FoxOffinit Services Correct Opens of Control	\$80,000 \$235,000 \$95,000	\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$260,747	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$274,975	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305 \$32,539 \$10,609 \$285,564	\$98,345 \$101,210 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927 \$294,617	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255 \$298,901	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557 \$11,593 \$303,436	\$107,465 \$95,258 \$56,939 \$5,970 \$5,970 \$36,623 \$11,941 \$308,226	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$375,515	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668 \$390,484	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048 \$402,814	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,148	\$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$395,912	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$399,990	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$402,723	\$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$418,783	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$1,159 \$47,785 \$15,580 \$486,376	\$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$506,355	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695 \$16,528 \$522,389	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024 \$538,937	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524 \$1,305 \$53,783 \$17,535 \$556,017	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344 \$55,396 \$18,061 \$573,645	\$18,603 \$1,129,753 \$1,129,753 \$145,345 \$278,588 \$102,546 \$6,921 \$1,384 \$57,058 \$18,603 \$591,841	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129 \$14,426 \$58,770 \$19,161 \$610,621	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736 \$630,006	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349 \$20,328 \$650,016
EPENDITURE Salariae (2 part time) Obst of goods sold (retail) Utilities Utipor Loanse Annual Fee Signage (interp and directional) maintenance Site maintenance Beador Maintenance Total Coats EBITDA Capital Expenditure FoodDirik Sanidas Ownered Paric Area(Outdoor Classroom OutriernonAmering room (learning space) Retail EBITDA Capital Expenditure FoodDirik Sanidas Ownered Paric Area(Outdoor Classroom OutriernonAmering room (learning space) Retail	\$80,000 \$235,000 \$95,000 \$520,000	\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$260,747	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$274,975	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305 \$32,539 \$10,609 \$285,564	\$98,345 \$101,210 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927 \$294,617	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255 \$298,901	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557 \$11,593 \$303,436	\$107,465 \$95,258 \$56,939 \$5,970 \$5,970 \$36,623 \$11,941 \$308,226	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$375,515	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668 \$390,484	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048 \$402,814	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,148	\$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$395,912	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$399,990	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$402,723	\$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$418,783	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$1,159 \$47,785 \$15,580 \$486,376	\$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$506,355	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695 \$16,528 \$522,389	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024 \$538,937	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524 \$1,305 \$53,783 \$17,535 \$556,017	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344 \$55,396 \$18,061 \$573,645	\$18,603 \$1,129,753 \$1,129,753 \$145,345 \$278,588 \$102,546 \$6,921 \$1,384 \$57,058 \$18,603 \$591,841	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129 \$14,426 \$58,770 \$19,161 \$610,621	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736 \$630,006	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349 \$20,328 \$650,016
BOPENDITURE Slainies (2 part time) Cost of goods add retail) Liffeine Liffeine Liffeine Liffeine Ligant Lionse Annual Fise Sgrappe (interp and directional) maintenance Site maintenance Bewater Maintenance Total Costs ESTIDA Copital Expenditure FOXDIN'S Santone FOXDIN'S Santone ConferenceMeeting noom (learning space) Retail Education Cartine Education Cartine Education Cartine Education Cartine Education Cartine Education Cartine Education Cartine Education Cartine Education Cartine Education Cartine Education Cartine Education Cartine Education Cartine Education Cartine Education Cartine Education Cartine Education Cartine Education Education Cartine Education Educat	\$80,000 \$235,000 \$95,000 \$520,000 \$355,000	\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$260,747	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$274,975	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305 \$32,539 \$10,609 \$285,564	\$98,345 \$101,210 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927 \$294,617	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255 \$298,901	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557 \$11,593 \$303,436	\$107,465 \$95,258 \$56,939 \$5,970 \$5,970 \$36,623 \$11,941 \$308,226	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$375,515	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668 \$390,484	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048 \$402,814	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,148	\$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$395,912	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$399,990	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$402,723	\$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$418,783	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$1,159 \$47,785 \$15,580 \$486,376	\$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$506,355	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695 \$16,528 \$522,389	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024 \$538,937	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524 \$1,305 \$53,783 \$17,535 \$556,017	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344 \$55,396 \$18,061 \$573,645	\$18,603 \$1,129,753 \$1,129,753 \$145,345 \$278,588 \$102,546 \$6,921 \$1,384 \$57,058 \$18,603 \$591,841	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129 \$14,426 \$58,770 \$19,161 \$610,621	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736 \$630,006	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349 \$20,328 \$650,016
EXPENDITURE Slatines (2 part time) Obst of goods add (retail) Utilities Util	\$80,000 \$235,000 \$95,000 \$520,000 \$355,000	\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$260,747	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$274,975	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305 \$32,539 \$10,609 \$285,564	\$98,345 \$101,210 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927 \$294,617	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255 \$298,901	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557 \$11,593 \$303,436	\$107,465 \$95,258 \$56,939 \$5,970 \$5,970 \$36,623 \$11,941 \$308,226	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$375,515	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668 \$390,484	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048 \$402,814	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,148	\$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$395,912	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$399,990	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$402,723	\$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$418,783	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$1,159 \$47,785 \$15,580 \$486,376	\$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$506,355	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695 \$16,528 \$522,389	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024 \$538,937	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524 \$1,305 \$53,783 \$17,535 \$556,017	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344 \$55,396 \$18,061 \$573,645	\$18,603 \$1,129,753 \$1,129,753 \$145,345 \$278,588 \$102,546 \$6,921 \$1,384 \$57,058 \$18,603 \$591,841	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129 \$14,426 \$58,770 \$19,161 \$610,621	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736 \$630,006	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349 \$20,328 \$650,016
BOPENDITURE Salaries 2 part time) Cost of pools sold retail) Lillinies Lilli	\$80,000 \$235,000 \$95,000 \$520,000 \$355,000	\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$260,747	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$274,975	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305 \$32,539 \$10,609 \$285,564	\$98,345 \$101,210 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927 \$294,617	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255 \$298,901	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557 \$11,593 \$303,436	\$107,465 \$95,228 \$95,228 \$56,939 \$5,970 \$5,970 \$36,623 \$11,941 \$306,226 \$118,214	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$375,515	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668 \$390,484	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048 \$402,814	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,148	\$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$395,912	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$399,990	\$723,967 \$114,736 \$161,450 \$74,928 \$5,464 \$1,033 \$45,042 \$14,053 \$402,723 \$321,244	\$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$418,783	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$1,159 \$47,785 \$15,580 \$486,376	\$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$506,355	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695 \$16,528 \$522,389	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024 \$538,937	\$17,535 \$1,066,336 \$137,001 \$362,596 \$94,808 \$6,524 \$1,305 \$53,783 \$17,535 \$556,017 \$510,319	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344 \$55,396 \$18,061 \$573,645	\$18,603 \$1,129,753 \$1,129,753 \$145,345 \$278,588 \$102,546 \$6,921 \$1,384 \$57,058 \$18,603 \$591,841	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129 \$14,426 \$58,770 \$19,161 \$610,621	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736 \$630,006	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349 \$20,328 \$650,016
EXPENDITURE Slatines (2 part time) Obst of goods add (retail) Utilities Utipor Lionse Annual Fee Signage (interp and directionel) maintenance Site maintenance Beactor Maintenance Total Costs EBITIDA Capital Expenditure FoodDirik Sanidas Covered Park Area@Custoor Classroom ConferenceMetring noom (learning space) Retail Ebitaction Certre Weeking Batform Canpoy Walk Corningenies and Fees	\$80,000 \$235,000 \$95,000 \$520,000 \$355,000 - \$1,002,480	\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$260,747	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$274,975	\$95,481 \$98,262 \$48,672 \$5,305 \$5,305 \$32,539 \$10,609 \$285,564	\$98,345 \$101,210 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927 \$294,617	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255 \$298,901	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557 \$11,593 \$303,436	\$107,465 \$95,258 \$56,939 \$5,970 \$5,970 \$36,623 \$11,941 \$308,226	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$375,515	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668 \$390,484	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048 \$402,814	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,148	\$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$395,912	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$399,990	\$723,967 \$114,736 \$161,460 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$402,723	\$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$418,783	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$1,159 \$47,785 \$15,580 \$486,376	\$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$506,355	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695 \$16,528 \$522,389	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024 \$538,937	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,808 \$6,524 \$1,305 \$53,783 \$17,535 \$556,017	\$18,061 \$1,097,576 \$141,111 \$270,474 \$98,601 \$6,720 \$1,344 \$55,396 \$18,061 \$573,645	\$18,603 \$1,129,753 \$1,129,753 \$145,345 \$278,588 \$102,546 \$6,921 \$1,384 \$57,058 \$18,603 \$591,841	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129 \$14,426 \$58,770 \$19,161 \$610,621	\$1,197,032 \$154,196 \$295,554 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736 \$630,006	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349 \$20,328 \$650,016
EXPENDITURE Slatines (2 part time) Obst of goods add (retail) Utilities Utipor Lionse Annual Fee Signage (interp and directionel) maintenance Site maintenance Beactor Maintenance Total Costs EBITIDA Capital Expenditure FoodDirik Sanidas Covered Park Area@Custoor Classroom ConferenceMetring noom (learning space) Retail Ebitaction Certre Weeking Batform Canpoy Walk Corningenies and Fees	\$80,000 \$235,000 \$95,000 \$520,000 \$355,000	\$90,000 \$85,075 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$260,747	\$92,700 \$93,583 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$274,975	\$95.481 \$98.262 \$48.672 \$5,305 \$5,305 \$22,539 \$10,609 \$285,564 \$151,829	\$98.345 \$101,210 \$50,619 \$5,464 \$3,3516 \$10,927 \$294,617	\$101,296 \$99,186 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255 \$298,901	\$104,335 \$97,202 \$54,749 \$5,796 \$5,796 \$36,557 \$11,593 \$303,436	\$107,465 \$95,228 \$95,228 \$56,939 \$5,970 \$5,970 \$36,623 \$11,941 \$306,226 \$118,214	\$110,689 \$155,588 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$375,515	\$114,009 \$163,368 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668 \$390,484	\$631,528 \$117,430 \$168,269 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048 \$402,814	\$105,000 \$173,317 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,148	\$108,150 \$169,850 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$395,912	\$626,336 \$111,395 \$166,453 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$399,990	\$723,967 \$114,736 \$161,450 \$74,928 \$5,464 \$1,033 \$45,042 \$14,053 \$402,723 \$321,244	\$118,178 \$169,533 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$418,783	\$932,887 \$121,724 \$228,869 \$81,042 \$5,796 \$1,159 \$47,785 \$15,580 \$486,376	\$125,375 \$240,313 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$506,355	\$1,006,559 \$129,137 \$247,522 \$87,656 \$6,149 \$1,230 \$50,695 \$16,538 \$16,538 \$16,538 \$16,538 \$16,538 \$16,538	\$1,036,005 \$133,011 \$254,948 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024 \$538,937	\$17,535 \$1,066,336 \$137,001 \$262,596 \$94,836 \$6,534 \$1,305 \$53,783 \$17,535 \$55,017 \$510,319	\$18,061 \$1,097.576 \$141,111 \$270,474 \$98,672 \$6,720 \$1,344 \$55,396 \$18,061 \$573,645 \$573,645	\$18,603 \$1,129,753 \$1,129,753 \$145,345 \$278,588 \$102,546 \$6,921 \$1,384 \$57,058 \$18,603 \$591,841	\$19,161 \$1,162,896 \$149,705 \$286,946 \$106,646 \$7,129 \$14,426 \$58,770 \$19,161 \$610,621	\$1,197,032 \$154,196 \$154,196 \$295,554 \$10,912 \$7,343 \$1,60 \$60,533 \$19,736 \$50,006 \$507,006	\$1,232,193 \$158,822 \$304,421 \$115,349 \$7,563 \$1,513 \$62,349 \$20,328 \$650,016

Net Present Value (NPV) -\$908,911

TABLE 45: SENSITIVITY ANALYSIS - VISITOR NUMBERS +15%

										Option 3	- Sensitivity	/ Analysis Vis	sitation 15%													
Assumptions	1									option 0	JOHOTE VIL															
	\$200																									
Conference/Meeting Space Hre Fee	\$200																									
Number of times conference/meeting room hired p/a	50																									
Average spend at calfé per person operating years 1-7	\$14.00																									
Average spend at café per person operating years 8-15	\$17.00																									
Average spend at callé per person operating years 16-25	\$21.00																									
From year 3, café revenue turnover allocated to Council	5%																									
Average spend at retail per person (operating years 1-7)	\$4.50																									
Average spend at retail per person (operating years 8-15)	\$7.00																									
Average spend at retail per person (operating years 16-25)	\$9.00																									
Rcnic Area Hre Fee	\$0.00																									
Assumed % of visitors contributing donation	56%																									
Average donation per visitor (operating years 1-13)	\$1.00																									
Average donation per visitor (operating years 14-25)	\$2.00																									
Cost of goods sold	45%																									
Inflation	3%																									
Maintenance costs per som	\$30																									
Utility Overheads increase pa	4%																									
Discount rate	6.5%																									
Required yield	5.5%																									
Visitor Sensitivity Analysis	15%																									
		9																								
Years	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
	•	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Vsitors		175.689	193,258	202.921	209.008	204.828	200.732	196 717	206.553	216,880	223.387	230.089	225,487	220.977	214.348	225,065	236,318	248 134	255.578	263,246	271,143	279,277		296.285		314,329
REVENUE			10.0,200					,	200,000	2.0,000																0.110=0
Café lessee rent		\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Café lessee portion of turnover		-	-	\$78,124	\$80,468	\$78,859	\$77,282	\$75,736	\$96,563	\$101,392	\$104,433	\$107,566	\$105,415	\$103,307	\$100,208	\$105,218	\$136,474	\$143,298	\$147,596	\$152,024	\$156,585	\$161,283	\$166,121	\$171,105	\$176,238	\$181,525
Retail revenue		\$197,650	\$217,415	\$228,286	\$235,134	\$230,432	\$225,823	\$221,307	\$361,467	\$379,541	\$390,927	\$402,655	\$394,602	\$386,710	\$375,108	\$393,864	\$531,716	\$558,302	\$575,051	\$592,303	\$610,072	\$628,374	\$647,225	\$666,642	\$686,641	\$707,240
Gold coin donations		\$98,386	\$108,224	\$113,636	\$117,045	\$114,704	\$112,410	\$110,162	\$115,670	\$121,453	\$125,097	\$128,850	\$126,273	\$123,747	\$240,069	\$252,073	\$264,677	\$277,910	\$286,248	\$294,835	\$303,680	\$312,791	\$322,174	\$331,840	\$341,795	\$352,049
Theatrette Hre		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Total Revenue				\$455.655	\$468,575	\$460,249	\$452,107	\$444.145	\$610.999	\$640.053	\$658,505	\$677.510			\$755.071	\$791,281	\$973,446	\$1,020,557	\$1,050,424	\$1.081.186					\$1,249,410	\$1,286,142
		\$311,036	\$350,939	\$400,000	Q-100,010			*	*********		+,		\$000,132	\$000,0E1					\$1,000,424	\$1,001,100	\$1,112,072	\$1,145,500	\$1,179,123	\$1,213,747		
		\$311,030	\$350,939	\$400,000	\$400,010			*				, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	\$669,132	\$000,0E1	,				31,030,424	\$1,001,100	\$1,112,072	\$1,145,506	\$1,179,123	\$1,213,747		
EXPENDITURE Salariae /2 part time)						\$101.206	\$104.22F			\$114,000						\$110 17P	\$121.724	\$126.27F							\$154.100	\$159 922
Salaries (2 part time)		\$90,000	\$92,700	\$95,481	\$98,345	\$101,296 \$103,694	\$104,335 \$101,620	\$107,465	\$110,689	\$114,009 \$170,793	\$117,430	\$105,000	\$108,150	\$111,395	\$114,736	\$118,178 \$177,230	\$121,724 \$230,272	\$125,375 \$251,236	\$129,137	\$133,011	\$137,001	\$141,111	\$145,345	\$149,705	\$154,196 \$308,989	\$158,822 \$318,258
Salaries (2 part time) Cost of goods sold (retail)		\$90,000 \$88,943	\$92,700 \$97,837	\$95,481 \$102,729	\$98,345 \$105,810	\$103,694	\$101,620	\$107,465 \$99,588	\$110,689 \$162,660	\$170,793	\$117,430 \$175,917	\$105,000 \$181,195	\$108,150 \$177,571	\$111,395 \$174,019	\$114,736 \$168,799	\$177,239	\$239,272	\$251,236	\$129,137 \$258,773	\$133,011 \$266,536	\$137,001 \$274,532	\$141,111 \$282,768	\$145,345 \$291,251	\$149,706 \$299,989	\$308,989	\$318,258
Salaries (2 part time) Cost of goods sold (retail) Lillities		\$90,000	\$92,700 \$97,837 \$46,800	\$95,481	\$98,345 \$105,810 \$46,800	\$103,694 \$46,800		\$107,465	\$110,689		\$117,430 \$175,917 \$46,800	\$105,000	\$108,150 \$177,571 \$46,800	\$111,395	\$114,736				\$129,137	\$133,011	\$137,001 \$274,532 \$46,800	\$141,111 \$282,768 \$46,800	\$145,345	\$149,705	\$308,989 \$46,800	
Salaries (2 part time) Ost of goods sold (retail) Litities Liquor License Annual Fee		\$90,000 \$88,943 \$45,000	\$92,700 \$97,837	\$95,481 \$102,729 \$46,800	\$98,345 \$105,810	\$103,694	\$101,620 \$46,800	\$107,465 \$99,588 \$46,800	\$110,689 \$162,660 \$46,800	\$170,793 \$46,800	\$117,430 \$175,917	\$105,000 \$181,195 \$46,800	\$108,150 \$177,571	\$111,395 \$174,019 \$46,800	\$114,736 \$168,799 \$46,800	\$177,239 \$46,800	\$239,272 \$46,800	\$251,236 \$46,800	\$129,137 \$258,773 \$46,800	\$133,011 \$266,536 \$46,800	\$137,001 \$274,532	\$141,111 \$282,768	\$145,345 \$291,251 \$46,800	\$149,705 \$299,989 \$46,800	\$308,989	\$318,258 \$46,800
Salaries (2 part time) Cost of goods sold (retail) Lillities		\$90,000 \$88,943 \$45,000 \$5,000	\$92,700 \$97,837 \$46,800 \$5,150	\$95,481 \$102,729 \$46,800 \$5,306	\$98,345 \$105,810 \$46,800 \$5,464	\$103,694 \$46,800 \$5,628	\$101,620 \$46,800 \$5,796	\$107,465 \$99,588 \$46,800 \$5,970	\$110,689 \$162,660 \$46,800 \$6,149	\$170,793 \$46,800 \$6,334	\$117,430 \$175,917 \$46,800 \$6,524	\$105,000 \$181,195 \$46,800 \$5,000	\$108,150 \$177,571 \$46,800 \$5,150	\$111,395 \$174,019 \$46,800 \$5,305	\$114,736 \$168,799 \$46,800 \$5,464	\$177,239 \$46,800 \$5,628	\$239,272 \$46,800 \$5,796	\$251,236 \$46,800 \$5,970	\$129,137 \$258,773 \$46,800 \$6,149	\$133,011 \$266,536 \$46,800 \$6,334	\$137,001 \$274,532 \$46,800 \$6,524	\$141,111 \$282,768 \$46,800 \$6,720	\$145,345 \$291,251 \$46,800 \$6,921	\$149,705 \$299,989 \$46,800 \$7,129	\$308,989 \$46,800 \$7,343	\$318,258 \$46,800 \$7,563
Salaries (2 part time) Oast of goods sold (intell) Ulities Liquer Lionnee Annual Fee Sgrage (intell) and directional) maintenance Site maintenance Bewator Maintenance		\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300	\$95,481 \$102,729 \$46,800 \$5,306 \$5,305 \$32,539 \$10,609	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,256	\$101,620 \$46,800 \$5,796 \$5,796 \$35,557 \$11,593	\$107,465 \$99,588 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258	\$114,736 \$168,799 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$137,001 \$274,532 \$46,800 \$6,524 \$1,306 \$53,783 \$17,535	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603	\$149,705 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161	\$308,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Salaries (2 part time) Cost of goods sold (retail) Liquin Libries Liquin Libries Signage (interp and directional) maintenance Site maintenance		\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521	\$101,620 \$46,800 \$5,796 \$5,796 \$36,557	\$107,465 \$99,588 \$46,800 \$5,970 \$5,970 \$36,623	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722	\$170,793 \$46,800 \$6,334 \$6,334 \$38,864	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730	\$114,736 \$168,799 \$46,800 \$5,464 \$1,093 \$45,042	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216	\$137,001 \$274,532 \$46,800 \$6,524 \$1,306 \$53,783 \$17,535	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058	\$149,705 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770	\$308,989 \$46,800 \$7,343 \$1,469 \$60,533	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349
Salaries (2 part time) Ost of poods sold (retal) Lutilies Lupor License Annual Fee Sgrage finise part directional) maintenance Site maintenance Bestor Maintenance Total Costs		\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$264,614	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$279,228	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539 \$10,609 \$288,158	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$295,399	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$297,566	\$101,620 \$46,800 \$5,796 \$5,796 \$36,557 \$11,593 \$299,904	\$107,465 \$99,588 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941 \$302,417	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$370,170	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668 \$383,124	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$393,214	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439 \$380,215	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$381,157	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258 \$382,309	\$114,736 \$168,799 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$381,934	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$395,364	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580 \$462,537	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$479,794	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528 \$492,784	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$506,164	\$137,001 \$274,532 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535 \$519,945	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$534,139	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$548,759	\$149,706 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$563,818	\$306,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736 \$579,329	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$595,304
Salaries (2 part time) Cast of goods sold (tetal) Lillies Lupur Lorense Annual Fee Sigrage (intep and directional) maintenance Ste maintenance Ste maintenance Total Coests EBITDA		\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539 \$10,609 \$288,158	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$295,399	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$297,566	\$101,620 \$46,800 \$5,796 \$5,796 \$35,557 \$11,593	\$107,465 \$99,588 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668 \$383,124	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439 \$380,215	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258 \$382,309	\$114,736 \$168,799 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$381,934	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$137,001 \$274,532 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535 \$519,945	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$548,759	\$149,705 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161	\$306,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736 \$579,329	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328
Salaries (2 part inne) Cost of poords od (retal) Lillines Lillines Lillines Lillines Lillines Lillines Signege (interp and directional) maintenance Site maintenance Biovator Marterance Total Costs EBITDA Capital Expenditure		\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$264,614	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$279,228	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539 \$10,609 \$288,158	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$295,399	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$297,566	\$101,620 \$46,800 \$5,796 \$5,796 \$36,557 \$11,593 \$299,904	\$107,465 \$99,588 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941 \$302,417	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$370,170	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668 \$383,124	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$393,214	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439 \$380,215	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$381,157	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258 \$382,309	\$114,736 \$168,799 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$381,934	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$395,364	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580 \$462,537	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$479,794	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528 \$492,784	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$506,164	\$137,001 \$274,532 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535 \$519,945	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$534,139	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$548,759	\$149,706 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$563,818	\$306,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736 \$579,329	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$595,304
Salaries (2 part inne) Cost of goods and (retal) Lillities Lupur Liornee Arrusi Fee Sgrage (intep and directional) maintenance Ste maintenance Bestor Maintenance Total Costs BEITDA Capital Expenditure FoodOffick Services	\$1,221,200	\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$264,614	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$279,228	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539 \$10,609 \$288,158	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$295,399	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$297,566	\$101,620 \$46,800 \$5,796 \$5,796 \$36,557 \$11,593 \$299,904	\$107,465 \$99,588 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941 \$302,417	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$370,170	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668 \$383,124	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$393,214	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439 \$380,215	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$381,157	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258 \$382,309	\$114,736 \$168,799 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$381,934	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$395,364	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580 \$462,537	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$479,794	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528 \$492,784	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$506,164	\$137,001 \$274,532 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535 \$519,945	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$534,139	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$548,759	\$149,706 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$563,818	\$306,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736 \$579,329	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$595,304
Salaries (2 part inne) Ost of poords sould (retal) Lillines Lupor License Arnual Fee Sgrege (interp and directional) maintenance Site maintenance Benetic Maintenance Total Costs EBITIDA Capital Expenditure FoodDirik Sandoss Covered Ronic Area Galadoor Classroom	\$80,000	\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$264,614	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$279,228	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539 \$10,609 \$288,158	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$295,399	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$297,566	\$101,620 \$46,800 \$5,796 \$5,796 \$36,557 \$11,593 \$299,904	\$107,465 \$99,588 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941 \$302,417	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$370,170	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668 \$383,124	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$393,214	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439 \$380,215	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$381,157	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258 \$382,309	\$114,736 \$168,799 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$381,934	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$395,364	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580 \$462,537	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$479,794	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528 \$492,784	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$506,164	\$137,001 \$274,532 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535 \$519,945	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$534,139	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$548,759	\$149,706 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$563,818	\$306,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736 \$579,329	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$595,304
Salaries (2 part inne) Cost of goods sold (retal) Lillities Lugar Liornee Arrusal Fee Sgrage (interp and directional) maintenance Site maintenance Besetor Maintenance Total Costs BEITDA Capital Expenditure FoodOffinis Raviosa Covered Rinic AreaCutdoor Classroom ConferenceMeeting com (learning space)	\$80,000 \$235,000	\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$264,614	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$279,228	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539 \$10,609 \$288,158	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$295,399	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$297,566	\$101,620 \$46,800 \$5,796 \$5,796 \$36,557 \$11,593 \$299,904	\$107,465 \$99,588 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941 \$302,417	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$370,170	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668 \$383,124	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$393,214	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439 \$380,215	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$381,157	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258 \$382,309	\$114,736 \$168,799 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$381,934	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$395,364	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580 \$462,537	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$479,794	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528 \$492,784	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$506,164	\$137,001 \$274,532 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535 \$519,945	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$534,139	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$548,759	\$149,706 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$563,818	\$306,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736 \$579,329	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$595,304
Salaries (2 part irme) Ost of poords sould (retal) Lillines Lupor License Annual Fee Sgrape (interp and directional) maintenance Site maintenance Binearo Marterance Total Costs EBITIDA Capital Expenditure FoodDirik Sandoss ConferenceMeeting from (learning space) Retail	\$80,000 \$235,000 \$95,000	\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$264,614	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$279,228	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539 \$10,609 \$288,158	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$295,399	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$297,566	\$101,620 \$46,800 \$5,796 \$5,796 \$36,557 \$11,593 \$299,904	\$107,465 \$99,588 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941 \$302,417	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$370,170	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668 \$383,124	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$393,214	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439 \$380,215	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$381,157	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258 \$382,309	\$114,736 \$168,799 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$381,934	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$395,364	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580 \$462,537	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$479,794	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528 \$492,784	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$506,164	\$137,001 \$274,532 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535 \$519,945	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$534,139	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$548,759	\$149,706 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$563,818	\$306,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736 \$579,329	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$595,304
Salaries (2 part imre) Cast of goods od (retal) Lillies Lupor Lorense Arrusi Fee Sgrage (intep and directional) maintenance Site maintenance Bestor Maintenance Total Costs BEITCA Capital Expenditure FoodOrink Sandos Covered Proic AreaOutdoor Classroom ConferenceMeeting room (learning space) Retal Education Carte	\$80,000 \$235,000 \$95,000 \$520,000	\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$264,614	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$279,228	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539 \$10,609 \$288,158	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$295,399	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$297,566	\$101,620 \$46,800 \$5,796 \$5,796 \$36,557 \$11,593 \$299,904	\$107,465 \$99,588 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941 \$302,417	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$370,170	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668 \$383,124	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$393,214	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439 \$380,215	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$381,157	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258 \$382,309	\$114,736 \$168,799 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$381,934	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$395,364	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580 \$462,537	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$479,794	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528 \$492,784	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$506,164	\$137,001 \$274,532 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535 \$519,945	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$534,139	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$548,759	\$149,706 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$563,818	\$306,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736 \$579,329	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$595,304
Salaries (2 part irme) Cost of goods sould (retal) Lillines Lupor Liornee Annual Fre Sigrage (inter) and directional) maintenance Benetor Maintenance Benetor Maintenance Benetor Maintenance Total Costs BETTA. Capital Expenditure FoodDirik Sandoss ConferenceMeeting room (seaming space) Retail Bucarion Carter Bucarion Centre Bucarion Centre Bucarion Centre Bucarion Centre	\$80,000 \$235,000 \$95,000	\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$264,614	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$279,228	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539 \$10,609 \$288,158	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$295,399	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$297,566	\$101,620 \$46,800 \$5,796 \$5,796 \$36,557 \$11,593 \$299,904	\$107,465 \$99,588 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941 \$302,417	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$370,170	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668 \$383,124	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$393,214	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439 \$380,215	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$381,157	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258 \$382,309	\$114,736 \$168,799 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$381,934	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$395,364	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580 \$462,537	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$479,794	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528 \$492,784	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$506,164	\$137,001 \$274,532 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535 \$519,945	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$534,139	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$548,759	\$149,706 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$563,818	\$306,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736 \$579,329	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$595,304
Salaries (2 part imre) Cast of goods od (retal) Lillies Lugor Lorense Arrusi Fee Sgrage (inter) and directional) maintenance Site maintenance Site maintenance Total Costs EBITDA Capital Expenditure FoodDrink Sandoss Ouered Proic Area Outdoor Classroom Currierroschedering groom (learning space) Retail Ebizacinic Carter Lewing Ratform Canopy Wilk	\$80,000 \$235,000 \$95,000 \$520,000 \$355,000	\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$264,614	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$279,228	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539 \$10,609 \$288,158	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$295,399	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$297,566	\$101,620 \$46,800 \$5,796 \$5,796 \$36,557 \$11,593 \$299,904	\$107,465 \$99,588 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941 \$302,417	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$370,170	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668 \$383,124	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$393,214	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439 \$380,215	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$381,157	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258 \$382,309	\$114,736 \$168,799 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$381,934	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$395,364	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580 \$462,537	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$479,794	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528 \$492,784	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$506,164	\$137,001 \$274,532 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535 \$519,945	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$534,139	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$548,759	\$149,706 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$563,818	\$306,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736 \$579,329	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$595,304
Salaries (2 part inne) Cost of goods odd (retal) Utilities ULipor Lipornee Arrusal Fee Sgrape (interp and directions) maintenance Site maintenance Site maintenance Site maintenance Total Costs BERTIA Copital Expenditure Food Dirik Synicos Covered Froir Area Oddoor Cassroom Currierroe Mixeding norm (learning space) Retail Education Centre Vewing Baltorm Concey Walk Contrigencies and Fees	\$80,000 \$235,000 \$95,000 \$520,000 \$365,000	\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$264,614	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$279,228	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539 \$10,609 \$288,158	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$295,399	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$297,566	\$101,620 \$46,800 \$5,796 \$5,796 \$36,557 \$11,593 \$299,904	\$107,465 \$99,580 \$45,890 \$5,970 \$5,970 \$5,970 \$36,622 \$11,941 \$302,417 \$141,728	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$370,170	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668 \$383,124	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$393,214	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439 \$380,215	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$381,157	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258 \$382,309	\$114,736 \$168,790 \$48,890 \$5,464 \$1,093 \$45,042 \$14,685 \$381,934	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$395,364	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580 \$462,537	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$479,794	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528 \$492,784	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$506,164	\$137,001 \$274,532 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535 \$519,945	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$534,139	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$548,759	\$149,706 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$563,818	\$306,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736 \$579,329	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$595,304
Salaries (2 part time) Cast of goods sold (estal) Lillies Lupur Lorense Annual Fee Sgrape (intep and directional) maintenance Ste maintenance Ste maintenance Ste maintenance Total Costs BEITDA Capital Expenditure FoodOrink Sarvios Coveed Rinic AreaCution Classroom ConferenceMeeting com (learning space) Retail Education Carinte Vewing Ratform Cannoy Walk Contingencies and Fees Facility Rehubsterment	\$80,000 \$235,000 \$95,000 \$520,000 \$365,000 - \$1,002,480	\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$264,614	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$279,228	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539 \$10,609 \$288,158	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$295,399	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$297,566	\$101,620 \$46,800 \$5,796 \$5,796 \$36,557 \$11,593 \$299,904	\$107,465 \$99,588 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941 \$302,417	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$370,170	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668 \$383,124	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$393,214	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439 \$380,215	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$381,157	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258 \$382,309	\$114,736 \$168,799 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685 \$381,934	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$395,364	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580 \$462,537	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$479,794	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528 \$492,784	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$506,164	\$137,001 \$274,532 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535 \$519,945	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$534,139	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$548,759	\$149,706 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$563,818	\$306,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736 \$579,329	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$595,304
Salaries (2 part time) Ost of goods sold (retal) Utilities Ligar Liornee Annual Fine Sgrape (inter) and directional) maintenance Stemantenance Stemantenance Besdor Maintenance Besdor Maintenance Besdor Maintenance Total Costs BESTIN Capital Expenditure FoodDirk Syndes Overed Poric AreaOutdoor Classroom ConferenceMainting room (learning space) Retail Education Carter Usewing Pastform Carcey Valke CarrieganClass and Fines Facility Rebustishment Total Capital Expenditure	\$80,000 \$235,000 \$95,000 \$520,000 \$355,000	\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$264,614	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$279,228	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539 \$10,609 \$288,158	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$295,399	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$297,566	\$101,620 \$46,800 \$5,796 \$5,796 \$36,557 \$11,593 \$299,904	\$107,465 \$99,580 \$45,890 \$5,970 \$5,970 \$5,970 \$36,622 \$11,941 \$302,417 \$141,728	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$370,170	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668 \$383,124	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$393,214	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439 \$380,215	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$381,157	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258 \$382,309	\$114,736 \$168,790 \$48,890 \$5,464 \$1,093 \$45,042 \$14,685 \$381,934	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$395,364	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580 \$462,537	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$479,794	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528 \$492,784	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$506,164	\$137,001 \$274,532 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535 \$519,945	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$534,139	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$548,759	\$149,706 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$563,818	\$306,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736 \$579,329	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$595,304
Salaries (2 part inne) Cost of goods od (retal) Lillities Lupor Lioraree Arrusal Fee Sgrage (interp and directional) maintenance Site maintenance Site maintenance Total Costs BERTDA Capital Expenditure FoodDrink Sparkos Cuered Ronic AreaCutdoor Classroom Currierrosa/Mesting com (learning space) Retail Education Caritre Viewing Ratform Concopy Walk Carricrapses and Fees Facility Relutablement	\$80,000 \$235,000 \$95,000 \$520,000 \$365,000 - \$1,002,480	\$90,000 \$88,943 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$264,614	\$92,700 \$97,837 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300 \$279,228	\$95,481 \$102,729 \$46,800 \$5,305 \$5,305 \$32,539 \$10,609 \$288,158	\$98,345 \$105,810 \$46,800 \$5,464 \$5,464 \$33,516 \$10,927 \$295,399	\$103,694 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$297,566	\$101,620 \$46,800 \$5,796 \$5,796 \$36,557 \$11,593 \$299,904	\$107,465 \$99,580 \$45,890 \$5,970 \$5,970 \$5,970 \$36,622 \$11,941 \$302,417 \$141,728	\$110,689 \$162,660 \$46,800 \$6,149 \$6,149 \$37,722 \$12,299 \$370,170	\$170,793 \$46,800 \$6,334 \$6,334 \$38,854 \$12,668 \$383,124	\$117,430 \$175,917 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048 \$393,214	\$105,000 \$181,195 \$46,800 \$5,000 \$1,000 \$41,220 \$13,439 \$380,215	\$108,150 \$177,571 \$46,800 \$5,150 \$1,030 \$42,456 \$13,842 \$381,157	\$111,395 \$174,019 \$46,800 \$5,305 \$1,061 \$43,730 \$14,258 \$382,309	\$114,736 \$168,790 \$48,890 \$5,464 \$1,093 \$45,042 \$14,685 \$381,934	\$177,239 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$395,364	\$239,272 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580 \$462,537	\$251,236 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047 \$479,794	\$129,137 \$258,773 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528 \$492,784	\$133,011 \$266,536 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024 \$506,164	\$137,001 \$274,532 \$46,800 \$6,524 \$1,305 \$53,783 \$17,535 \$519,945	\$141,111 \$282,768 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$534,139	\$145,345 \$291,251 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603 \$548,759	\$149,706 \$299,989 \$46,800 \$7,129 \$1,426 \$58,770 \$19,161 \$563,818	\$306,989 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736 \$579,329	\$318,258 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$595,304

TABLE 46: SENSITIVITY ANALYSIS - VISITOR NUMBERS +25%

										Option 3	 Sensitivity 	Analysis Vis	sitation 25%													
Assumptions		1																								
Conference/Meeting Space Hre Fee	\$200	O C																								
Number of times conference/meeting room hired p/a	50	o o																								
Average spend at café per person operating years 1-7	\$14.00	7																								
Average spend at care per person operating years 8-15	\$17.00																									
Average spend at café per person operating years 16-25	\$21.00																									
From year 3, café revenue turnover allocated to Council	5%																									
Average spend at retail per person (operating years 1-7)	\$4.50																									
Average spend at retail per person (operating years 8-15)	\$7.00																									
Average spend at retail per person (operating years 16-25)	\$9.00)																								
Ronic Area Hire Fee	\$0.00	j																								
Assumed % of visitors contributing donation	56%																									
Average donation per visitor (operating years 1-13)	\$1.00																									
Average donation per visitor (operating years 14-25)	\$2.00																									
Cost of goods sold	45%																									
Inflation	3%																									
Maintenance costs per som	\$30																									
Utility Overheads increase pa	4%																									
Discount rate	6.5%																									
Required yield	5.5%	6																								
Visitor Sensitivity Analysis	25%																									
		4																								
Years	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
Allidal Discodiici actor	0.002	0.020							0.555																	
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18 2032	19	20	21	22	23	24	25
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031		2033	2034	2035	2036	2037	2038	2039
Visitors		190,966	210,063	220,566	227,183	222,639	218,187	213,823	224,514	235,740	242,812	250,096	245,094	240,192	232,987	244,636	256,868	269,711	277,802	286,137	294,721	303,562	312,669	322,049	331,711	341,662
REVENUE				220,566	227,183	222,639	218,187	213,823	224,514	235,740	242,812	250,096	245,094	240,192	232,987	244,636	256,868	269,711	277,802	286,137			312,669			
REVENUE Café lessee rent		190,966 \$5,000	210,063 \$15,000	220,566 \$25,000	227,183 \$25,000	222,639 \$25,000	218,187 \$25,000	213,823 \$25,000	224,514 \$25,000	235,740 \$25,000	242,812 \$25,000	250,096 \$25,000	245,094 \$25,000	240,192 \$25,000	232,987 \$25,000	244,636 \$25,000	256,868 \$25,000	269,711 \$25,000	277,802 \$25,000	286,137 \$25,000	\$25,000	\$25,000	312,669 \$25,000	\$25,000	\$25,000	\$25,000
REVENUE		\$5,000		220,566	227,183 \$25,000 \$87,465	\$25,000 \$85,716	\$25,000 \$84,002	213,823	224,514	235,740 \$25,000 \$110,208	\$25,000 \$113,515	250,096	\$25,000 \$114,582	\$25,000 \$112,290	232,987 \$25,000 \$108,921	244,636 \$25,000 \$114,367	256,868	269,711 \$25,000 \$155,758	277,802	286,137 \$25,000 \$165,244			312,669 \$25,000 \$180,566	\$25,000 \$185,983	\$25,000 \$191,563	
REVENUE Café lessee rent		\$5,000 \$214,837	\$15,000	220,566 \$25,000	227,183 \$25,000	222,639 \$25,000	218,187 \$25,000	213,823 \$25,000	224,514 \$25,000	235,740 \$25,000	242,812 \$25,000	250,096 \$25,000	245,094 \$25,000	240,192 \$25,000	232,987 \$25,000	244,636 \$25,000	256,868 \$25,000	269,711 \$25,000	277,802 \$25,000	\$25,000 \$165,244 \$643,807	\$25,000	\$25,000	312,669 \$25,000	\$25,000	\$25,000 \$191,563 \$746,349	\$25,000
REVENUE Café lessee rent Café lessee portion of turnover		\$5,000	\$15,000	220,566 \$25,000 \$84,918	227,183 \$25,000 \$87,465	\$25,000 \$85,716	\$25,000 \$84,002	213,823 \$25,000 \$82,322	\$25,000 \$104,960	235,740 \$25,000 \$110,208	\$25,000 \$113,515	\$25,000 \$116,920	\$25,000 \$114,582	\$25,000 \$112,290	232,987 \$25,000 \$108,921	244,636 \$25,000 \$114,367	256,868 \$25,000 \$148,341	269,711 \$25,000 \$155,758	277,802 \$25,000 \$160,431	286,137 \$25,000 \$165,244	\$25,000 \$170,201	\$25,000 \$175,307	312,669 \$25,000 \$180,566	\$25,000 \$185,983	\$25,000 \$191,563	\$25,000 \$197,310
REVENUE Café lessee rent Café lessee portion of turnover Retail revenue		\$5,000 \$214,837	\$15,000 - \$236,321	220,566 \$25,000 \$84,918 \$248,137	227,183 \$25,000 \$87,465 \$255,581	\$25,000 \$85,716 \$250,469	\$25,000 \$84,002 \$245,460	\$25,000 \$82,322 \$240,551	\$25,000 \$104,960 \$392,899	\$25,740 \$25,000 \$110,208 \$412,544	\$25,000 \$113,515 \$424,921	250,096 \$25,000 \$116,920 \$437,668	\$25,000 \$114,582 \$428,915	\$25,000 \$112,290 \$420,337	\$25,000 \$108,921 \$407,727	\$25,000 \$114,367 \$428,113	\$25,000 \$148,341 \$577,952	269,711 \$25,000 \$155,758 \$606,850	\$25,000 \$160,431 \$625,056	\$25,000 \$165,244 \$643,807	\$25,000 \$170,201 \$663,121	\$25,000 \$175,307 \$683,015	312,669 \$25,000 \$180,566 \$703,506	\$25,000 \$185,983 \$724,611	\$25,000 \$191,563 \$746,349	\$25,000 \$197,310 \$768,740
REVENUE Café lessee rent Café lessee portion of tumover Retail revenue Gald coin donations		\$5,000 \$214,837 \$106,941	\$15,000 - \$236,321 \$117,635	220,566 \$25,000 \$84,918 \$248,137 \$123,517	227,183 \$25,000 \$87,465 \$256,581 \$127,222	\$25,000 \$85,716 \$250,469 \$124,678	218,187 \$25,000 \$84,002 \$245,460 \$122,184	213,823 \$25,000 \$82,322 \$240,551 \$119,741	\$25,000 \$104,960 \$392,899 \$125,728	235,740 \$25,000 \$110,208 \$412,544 \$132,014	\$25,000 \$113,515 \$424,921 \$135,975	250,096 \$25,000 \$116,920 \$437,668 \$140,054	245,094 \$25,000 \$114,582 \$428,915 \$137,253	\$25,000 \$112,290 \$420,337 \$134,508	\$25,000 \$108,921 \$407,727 \$260,945	244,636 \$25,000 \$114,367 \$428,113 \$273,992	256,868 \$25,000 \$148,341 \$577,952 \$287,692	269,711 \$25,000 \$155,758 \$606,850 \$302,076	\$25,000 \$160,431 \$625,056 \$311,139	286,137 \$25,000 \$165,244 \$643,807 \$320,473	\$25,000 \$170,201 \$663,121 \$330,087	\$25,000 \$175,307 \$683,015 \$339,990	\$25,000 \$180,566 \$703,506 \$350,189	\$25,000 \$185,983 \$724,611 \$360,695	\$25,000 \$191,563 \$746,349 \$371,516	\$25,000 \$197,310 \$768,740 \$382,661
REVENUE Café lessee rent Café lessee portion of tumover Retail revenue Gald coin donations		\$5,000 \$214,837 \$106,941	\$15,000 - \$236,321 \$117,635	\$25,000 \$84,918 \$248,137 \$123,517 \$10,609	\$25,000 \$87,465 \$256,581 \$127,222 \$10,927	\$25,000 \$85,716 \$250,469 \$124,678	\$25,000 \$84,002 \$245,460 \$122,184 \$11,593	\$25,000 \$82,322 \$240,551 \$119,741 \$11,941	\$25,000 \$104,960 \$392,899 \$125,728	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668	\$25,000 \$113,515 \$424,921 \$135,975 \$13,048	\$25,000 \$116,920 \$437,668 \$140,054 \$13,439	245,094 \$25,000 \$114,582 \$428,915 \$137,253	\$25,000 \$112,290 \$420,337 \$134,508 \$14,258	\$25,000 \$108,921 \$407,727 \$260,945 \$14,685	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126	256,868 \$25,000 \$148,341 \$577,952 \$287,692	\$25,000 \$155,758 \$606,850 \$302,076 \$16,047	\$25,000 \$160,431 \$625,066 \$311,139 \$16,528	\$25,000 \$165,244 \$643,807 \$320,473 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061	\$25,000 \$180,566 \$703,506 \$350,189 \$18,603	\$25,000 \$185,983 \$724,611 \$360,695 \$19,161	\$25,000 \$191,563 \$746,349 \$371,516	\$25,000 \$197,310 \$768,740 \$382,661 \$20,328
RENAUE Offile lessee portion of tumover Retail revenue Galician oralistics (Salician oralistics Theatrette Hie Total Revenue		\$5,000 - \$214,837 \$106,941 \$10,000	\$15,000 - \$236,321 \$117,635 \$10,300	\$25,000 \$84,918 \$248,137 \$123,517 \$10,609	\$25,000 \$87,465 \$256,581 \$127,222 \$10,927	\$25,000 \$85,716 \$250,469 \$124,678 \$11,255	\$25,000 \$84,002 \$245,460 \$122,184 \$11,593	\$25,000 \$82,322 \$240,551 \$119,741 \$11,941	\$25,000 \$104,960 \$392,899 \$125,728 \$12,299	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668	\$25,000 \$113,515 \$424,921 \$135,975 \$13,048	\$25,000 \$116,920 \$437,668 \$140,054 \$13,439	\$25,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842	\$25,000 \$112,290 \$420,337 \$134,508 \$14,258	\$25,000 \$108,921 \$407,727 \$260,945 \$14,685	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126	\$25,000 \$148,341 \$577,952 \$287,692 \$15,580	\$25,000 \$155,758 \$606,850 \$302,076 \$16,047	\$25,000 \$160,431 \$625,066 \$311,139 \$16,528	\$25,000 \$165,244 \$643,807 \$320,473 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061	\$25,000 \$180,566 \$703,506 \$350,189 \$18,603	\$25,000 \$185,983 \$724,611 \$360,695 \$19,161	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736	\$25,000 \$197,310 \$768,740 \$382,661 \$20,328
REMBUE Odri lesses mrt Odri lesses mrt Odri lesses potion of tumover Retait revenue Galt can formidires Thisterete Hire		\$5,000 - \$214,837 \$106,941 \$10,000	\$15,000 - \$236,321 \$117,635 \$10,300	\$25,000 \$84,918 \$248,137 \$123,517 \$10,609	\$25,000 \$87,465 \$256,581 \$127,222 \$10,927	\$25,000 \$85,716 \$250,469 \$124,678 \$11,255	\$25,000 \$84,002 \$245,460 \$122,184 \$11,593	\$25,000 \$82,322 \$240,551 \$119,741 \$11,941	\$25,000 \$104,960 \$392,899 \$125,728 \$12,299	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668	\$25,000 \$113,515 \$424,921 \$135,975 \$13,048	\$25,000 \$116,920 \$437,668 \$140,054 \$13,439	\$25,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842	\$25,000 \$112,290 \$420,337 \$134,508 \$14,258	\$25,000 \$108,921 \$407,727 \$260,945 \$14,685	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126	\$25,000 \$148,341 \$577,952 \$287,692 \$15,580	\$25,000 \$155,758 \$606,850 \$302,076 \$16,047	\$25,000 \$160,431 \$625,066 \$311,139 \$16,528	\$25,000 \$165,244 \$643,807 \$320,473 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061	\$25,000 \$180,566 \$703,506 \$350,189 \$18,603	\$25,000 \$185,983 \$724,611 \$360,695 \$19,161	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736	\$25,000 \$197,310 \$768,740 \$382,661 \$20,328
REVAUE Carle lesses ent Carle lesses protion of tumover Retail revenue Gald can donations Theatrette-He Total Revenue EXPENDITURE		\$5,000 - \$214,837 \$106,941 \$10,000	\$15,000 - \$236,321 \$117,635 \$10,300 \$379,256	\$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181	\$25,000 \$87,465 \$256,581 \$127,222 \$10,927	\$25,000 \$85,716 \$25,0469 \$124,678 \$11,255 \$497,119	\$25,000 \$84,002 \$245,460 \$122,184 \$11,593	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554	\$25,000 \$104,960 \$392,899 \$125,728 \$12,299	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668	\$25,000 \$113,515 \$424,921 \$135,975 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081	\$25,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842	\$25,000 \$112,290 \$420,337 \$134,508 \$14,258	\$25,000 \$108,921 \$407,727 \$260,945 \$14,685	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732	\$25,000 \$160,431 \$625,066 \$311,139 \$16,528	\$25,000 \$165,244 \$643,807 \$320,473 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061	\$25,000 \$180,566 \$703,506 \$350,189 \$18,603	\$25,000 \$185,983 \$724,611 \$360,695 \$19,161	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164	\$25,000 \$197,310 \$768,740 \$382,661 \$20,328 \$1,394,039
REMBUE Odel lessee mrt Odel lessee pottion of tumover Retait revenue Gald can domeliore Tibostrette Hire Total Revenue		\$5,000 \$214,837 \$106,941 \$10,000 \$336,778	\$15,000 - \$236,321 \$117,635 \$10,300	\$25,000 \$84,918 \$248,137 \$123,517 \$10,609	\$27,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196	\$25,000 \$85,716 \$250,469 \$124,678 \$11,255	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239	\$25,000 \$82,322 \$240,551 \$119,741 \$11,941	\$25,000 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458	\$25,000 \$116,920 \$437,668 \$140,054 \$13,439	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392	\$25,000 \$108,921 \$407,727 \$260,945 \$14,685 \$817,278	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598	\$25,000 \$148,341 \$577,952 \$287,692 \$15,580	\$25,000 \$155,758 \$606,850 \$302,076 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373	312,669 \$25,000 \$180,566 \$703,506 \$360,189 \$18,603 \$1,277,864	\$25,000 \$185,983 \$724,611 \$360,695 \$19,161 \$1,315,450	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736	\$25,000 \$197,310 \$768,740 \$382,661 \$20,328
REMBUE Odel lessee art Odel lessee potion of tumover Retail townous Sale can domations Theatment Hie Total Revenue EXPRINTINE Salaries (2 port time)		\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778	\$15,000 - \$236,321 \$117,636 \$10,300 \$379,256	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196	\$25,000 \$85,716 \$250,469 \$124,678 \$11,255 \$497,119	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554	\$24,514 \$25,000 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435	\$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$14,685 \$114,736	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732	\$277,802 \$25,000 \$160,431 \$625,066 \$311,139 \$16,528 \$1,138,154	\$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373	\$12,669 \$25,000 \$180,566 \$703,506 \$350,189 \$18,603 \$1,277,864	\$25,000 \$185,983 \$724,611 \$360,695 \$19,161 \$1,315,450	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164	\$25,000 \$197,310 \$197,310 \$768,740 \$20,328 \$1,394,039 \$158,822
REMBLE Odfe liesse art Odfe liesse potion of tumoser Retail revenue Gald coin domations Theatmete Hie Total Revenue EVENUTURE Salaries (2 port time) Ost of pooks sold (retail) Utilities		\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778	\$15,000 \$236,321 \$117,635 \$10,300 \$379,256 \$92,700 \$106,344	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662	227,183 \$25,000 \$87,465 \$256,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,255 \$497,119	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248	224,514 \$25,000 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805	225,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$165,645	\$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$111,395 \$189,152	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$14,685 \$817,278 \$114,736 \$183,477	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083	\$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$289,713	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373	312,669 \$25,000 \$180,566 \$703,506 \$350,189 \$18,603 \$1,277,864 \$145,345 \$316,577	\$25,000 \$185,983 \$724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857	\$25,000 \$197,310 \$768,740 \$382,661 \$20,328 \$1,394,039 \$158,822 \$345,933
REMAUE Café lesses ent Café lesses portion of tumover Retail revenue Cald com dorestions Theatrette Hes Total Revenue EXPENDITURE Statistic Z part time) Cast of opcode sold (retail)		\$5,000 \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000	\$15,000 \$236,321 \$117,635 \$10,300 \$379,256 \$92,700 \$106,344 \$46,800	220,566 \$25,000 \$94,918 \$248,137 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800	227,183 \$25,000 \$87,465 \$256,581 \$17,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,255 \$497,119 \$101,296 \$112,711 \$46,800	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$111,941 \$479,554 \$107,465 \$108,248 \$46,800	224,514 \$25,000 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,806 \$46,800	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$111,395 \$189,152 \$46,800	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$14,685 \$817,278 \$114,736 \$183,477 \$46,800	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800	256,968 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800	277,802 \$25,000 \$160,431 \$625,066 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$289,713 \$46,800	\$25,000 \$170,201 \$663,121 \$330,067 \$17,535 \$1,205,945 \$137,001 \$238,405 \$46,800	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800	312,669 \$25,000 \$180,566 \$703,506 \$350,189 \$18,603 \$1,277,864 \$145,346 \$316,577 \$46,800	\$25,000 \$185,983 \$724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800	\$25,000 \$197,310 \$768,740 \$382,661 \$20,328 \$1,394,039 \$158,822 \$345,933 \$46,800
REMALE Carlé lesses ent Carlé lesses ent Carlé lesses ent Carlé lesses ent Carlé lesses ent Carlé lesses ent Carlé lesses ent Carlé lesses ent Carlé lesses ent Carlé lesses Extra de les ent Ext		\$5,000 \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000	\$15,000 - \$236,321 \$117,635 \$10,300 \$379,256 \$92,700 \$106,344 \$46,800 \$5,150	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,306	227,183 \$25,000 \$87,465 \$256,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$145,800 \$5,464	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,255 \$497,119 \$101,296 \$112,711 \$142,711 \$16,800 \$5,628	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248 \$46,800 \$5,970	224,514 \$25,000 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$186,645 \$46,800 \$6,334	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,554	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$5,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$111,395 \$189,152 \$46,800 \$5,305	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$14,685 \$817,278 \$114,736 \$183,477 \$46,800 \$5,464	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$6,800 \$5,796	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$273,083 \$5,970	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$289,713 \$46,800 \$6,334	\$25,000 \$170,201 \$663,121 \$330,067 \$17,535 \$1,205,945 \$137,001 \$298,405 \$48,800 \$6,524	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720	312,669 \$25,000 \$180,566 \$703,506 \$360,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921	\$25,000 \$185,983 \$724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$336,867 \$46,800 \$7,343	\$25,000 \$197,310 \$788,740 \$382,661 \$20,328 \$1,394,039 \$158,822 \$345,933 \$46,800 \$7,563
REMBLE Offel lessee and Offel lessee and Offel lessee poston of tumover Patall revenue Gald coin donations Theastrete Hive Total Revenue EVENUTURE Salaries (2 per time) Osat of poods sold (retail) Usater Usersee Armal Fies Usur Usersee Armal Fies Signage (retes and directional) mainternance		\$5,000 \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000	\$15,000 - \$226,321 \$117,635 \$10,300 \$379,256 \$92,700 \$106,344 \$46,800 \$5,150 \$5,150	220,566 \$25,000 \$84,918 \$248,137 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,255 \$1497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248 \$46,800 \$5,970 \$5,970	224,514 \$25,000 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$165,645 \$46,800 \$6,334 \$6,334	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$5,000 \$1,000	245,094 \$25,000 \$114,592 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,000	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$111,395 \$189,152 \$46,800 \$5,305 \$1,061	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$14,685 \$14,685 \$114,736 \$183,477 \$46,800 \$5,464 \$1,093	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$1,33,011 \$289,713 \$46,800 \$6,334 \$1,267	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$137,001 \$298,405 \$46,800 \$6,524 \$1,305	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,357 \$46,800 \$6,720 \$1,344	312,669 \$25,000 \$180,566 \$703,506 \$350,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921 \$1,334	\$25,000 \$185,983 \$724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469	\$25,000 \$197,310 \$768,740 \$382,661 \$20,328 \$1,394,039 \$158,822 \$346,933 \$46,800 \$7,563 \$1,513
REMALE Carl lesses ent Carl lesses portion of tumover Retail revenue Gald can donations Theatrette Hes Total Revenue BOPENDTURE Salaries (2 part time) Cast of opcodes add retail) Lillines Liugur Liugnes Arnual Fee Sonage (integ) and directional) maintenance Site maintenance		\$5,000 \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$46,000 \$5,000 \$5,000 \$5,000 \$3,0671	\$15,000 - \$236,321 \$117,635 \$10,300 \$379,256 \$92,700 \$106,344 \$46,800 \$5,150 \$5,150 \$31,592	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,255 \$497,119 \$101,296 \$112,711 \$46,800 \$5,629 \$5,629 \$34,521	218,187 \$25,000 \$84,002 \$245,460 \$125,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,596 \$35,557	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248 \$48,800 \$5,970 \$5,970 \$36,623	224,514 \$25,000 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149 \$6,149 \$37,722	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800 \$6,334 \$6,334 \$38,854	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$6,524 \$4,001	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$5,000 \$1,000 \$41,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,030 \$42,466	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$111,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$14,685 \$817,278 \$114,736 \$183,477 \$46,800 \$5,464 \$1,093 \$45,042	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$46,393	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$2273,083 \$46,800 \$5,970 \$1,194 \$49,219	277,802 \$25,000 \$160,431 \$625,066 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$50,695	286,137 \$25,000 \$165,244 \$643,807 \$330,473 \$17,024 \$1,171,548 \$133,011 \$289,713 \$46,800 \$6,334 \$1,267 \$52,216	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$137,001 \$298,405 \$46,800 \$6,524 \$1,305 \$33,783 \$17,535	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,357 \$46,800 \$6,720 \$1,344 \$55,396	312,669 \$25,000 \$180,566 \$700,506 \$350,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921 \$1,384	\$25,000 \$185,983 \$724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$58,770	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$60,533	\$25,000 \$197,310 \$768,740 \$382,661 \$20,328 \$1,394,039 \$158,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349
REMBUE Cidal lesses and furnous Cidal lesses postion of turnouser Retail revenus Cidal coin donations Theatment Total Revenus EXPENDITURE Silvaries (2 pert time) Cost of poods sold (retail) Liquar Liorese Annual Fee Silvaries (2 pert time) Cost of poods sold (retail) Liquar Liorese Annual Fee Silvaries (2 pert time) Cost of poods sold (retail) Liquar Liorese Annual Fee Silvaries (1 pert time) Silvaries (retail) Revenus Martinerance Silvaries (retail) Revenus Martinerance		\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000	\$15,000 - \$226,321 \$117,635 \$10,300 \$379,256 \$92,700 \$106,344 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$10,609 \$297,091	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464 \$5,464 \$10,927 \$304,600	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,256 \$497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,796 \$3,5557 \$11,593 \$308,741	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248 \$46,800 \$5,970 \$5,970 \$5,970 \$311,941 \$311,076	224,514 \$25,000 \$104,960 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149 \$6,149 \$6,149 \$37,722 \$12,299 \$384,314	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800 \$6,334 \$6,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,030 \$4,456 \$13,842 \$396,598	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$111,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$397,442	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$114,686 \$114,736 \$113,477 \$46,800 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,465 \$14,686 \$1,033	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$410,776	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 \$25,000 \$155,758 \$606,850 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$229,713 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$137,001 \$298,405 \$46,800 \$6,524 \$1,305 \$33,783 \$17,535 \$543,817	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061	312,669 \$25,000 \$180,566 \$700,506 \$360,189 \$18,603 \$1,277,864 \$145,346 \$316,577 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603	\$25,000 \$185,983 \$724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$59,770 \$19,161	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$25,000 \$197,310 \$768,740 \$382,661 \$382,661 \$382,328 \$1,394,039 \$158,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349 \$20,238
REVAUE Cidal lesses and Cidal lesses and Cidal lesses and Cidal lesses and Cidal lesses and Cidal lesses and Cidal lesses and Cidal conditions Theaterist He Total Revenue Dependruce Salanes (2 part time) Cost of poods sold (retail) Liguar Liorses Annual Fee Salanes (3 part lesses and decisions) maintenance Stemantinerance Stemantinerance Shewator Maintenance		\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000	\$15,000 	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$10,609 \$297,091	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464 \$5,464 \$10,927	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,256 \$497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,796 \$3,5557 \$11,593 \$308,741	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$108,248 \$46,800 \$5,970 \$5,970 \$36,623 \$11,941	224,514 \$25,000 \$104,960 \$392,999 \$125,728 \$12,299 \$660,896 \$110,689 \$176,805 \$46,800 \$61,49 \$6,149 \$37,722 \$12,299	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800 \$6,334 \$6,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$40,019 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,000 \$5,150 \$1,000 \$42,456 \$13,842	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$711,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$397,442	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$14,685 \$114,736 \$183,477 \$46,800 \$5,464 \$1,093 \$45,042 \$14,685	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$50,695 \$16,528	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$229,713 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$137,001 \$298,405 \$46,800 \$6,524 \$1,305 \$33,783 \$17,535	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061	312,669 \$25,000 \$180,566 \$700,506 \$360,189 \$18,603 \$1,277,864 \$145,346 \$316,577 \$46,800 \$6,921 \$1,384 \$57,058 \$18,603	\$25,000 \$185,983 \$724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$59,770 \$19,161	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$60,533 \$19,736	\$25,000 \$197,310 \$768,740 \$382,661 \$382,661 \$382,328 \$1,394,039 \$158,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349 \$20,238
REMONE Carl issesse portion of tumover Retail invenue Gald can donations Theatmete Hee Total Revenue EVENDITURE Salaries (2 port time) Cast of opcode, sold (retail) Utilities Usions Annual File Screage (riste) and directional) maintenance Sile maintenance Sile maintenance Sile maintenance Sile maintenance Sile maintenance Sile cast Costs Sile maintenance Sile cast Costs Sile maintenance Sile cast Costs Sile Sile Sile Sile Sile Sile Sile Sile		\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000 \$10,000 \$272,348	\$15,000 	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$10,609 \$297,091	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464 \$5,464 \$10,927 \$304,600	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,256 \$497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,796 \$3,5557 \$11,593 \$308,741	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248 \$46,800 \$5,970 \$5,970 \$5,970 \$311,941 \$311,076	224,514 \$25,000 \$104,960 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149 \$6,149 \$6,149 \$37,722 \$12,299 \$384,314	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800 \$6,334 \$6,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$6,524 \$40,019 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,030 \$4,456 \$13,842 \$396,598	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$711,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$397,442	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$114,686 \$114,736 \$113,477 \$46,800 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,465 \$14,686 \$1,033	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$410,776	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$51,6528 \$16,528	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$229,713 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$137,001 \$298,405 \$46,800 \$6,524 \$1,305 \$33,783 \$17,535 \$543,817	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$558,728	312,669 \$25,000 \$180,566 \$703,506 \$250,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603	\$25,000 \$185,983 \$7724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$59,770 \$19,161 \$589,904	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$9,0053 \$19,736 \$606,197	\$25,000 \$197,310 \$788,740 \$382,661 \$20,328 \$1,394,039 \$1,58,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$622,979
REVENUE Cidal lesses ent Cidal lesses ent Cidal lesses ent Cidal lesses ent Cidal lesses ent Cidal lesses ent Restal revenue Restal revenue Restal revenue Restal lesses Revenue Reven	\$1,221,200	\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000 \$10,000 \$272,348	\$15,000 	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$10,609 \$297,091	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464 \$5,464 \$10,927 \$304,600	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,256 \$497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,796 \$3,5557 \$11,593 \$308,741	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248 \$46,800 \$5,970 \$5,970 \$5,970 \$311,941 \$311,076	224,514 \$25,000 \$104,960 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149 \$6,149 \$6,149 \$37,722 \$12,299 \$384,314	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800 \$6,334 \$6,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$6,524 \$40,019 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,030 \$4,456 \$13,842 \$396,598	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$711,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$397,442	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$114,686 \$114,736 \$113,477 \$46,800 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,465 \$14,686 \$1,033	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$410,776	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$51,6528 \$16,528	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$229,713 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$137,001 \$298,405 \$46,800 \$6,524 \$1,305 \$33,783 \$17,535 \$543,817	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$558,728	312,669 \$25,000 \$180,566 \$703,506 \$250,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603	\$25,000 \$185,983 \$7724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$59,770 \$19,161 \$589,904	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$9,0053 \$19,736 \$606,197	\$25,000 \$197,310 \$788,740 \$382,661 \$20,328 \$1,394,039 \$1,58,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$622,979
REVAUE Carl lesses protion of tumover Carl lesses protion of tumover Retail revenue Gald coin domations Theatmete Here Total Revenue BOPENDTURE Salaries (2 part time) Cast of goods add (retal) Lillies Lucur Liomes Annua Fee Somase (retep and directional) maintenance Site maintenance Beador Maintenance Beador Maintenance Beador Maintenance Total Coests ESITDA	\$1,221,200 \$80,000	\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000 \$10,000 \$272,348	\$15,000 	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$10,609 \$297,091	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464 \$5,464 \$10,927 \$304,600	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,256 \$497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,796 \$3,5557 \$11,593 \$308,741	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248 \$46,800 \$5,970 \$5,970 \$5,970 \$311,941 \$311,076	224,514 \$25,000 \$104,960 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149 \$6,149 \$6,149 \$37,722 \$12,299 \$384,314	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800 \$6,334 \$6,334 \$12,668 \$38,854 \$12,668 \$397,976	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$6,524 \$40,019 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,030 \$5,150 \$1,030 \$2,456 \$13,842 \$396,598	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$711,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$397,442	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$114,686 \$114,736 \$113,477 \$46,800 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,465 \$14,686 \$1,033	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$410,776	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$51,6528 \$16,528	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$229,713 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$137,001 \$298,405 \$46,800 \$6,524 \$1,305 \$33,783 \$17,535 \$543,817	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$558,728	312,669 \$25,000 \$180,566 \$703,506 \$250,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603	\$25,000 \$185,983 \$7724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$59,770 \$19,161 \$589,904	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$9,0053 \$19,736 \$606,197	\$25,000 \$197,310 \$788,740 \$382,661 \$20,328 \$1,394,039 \$1,58,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$622,979
EENLE Cité lesses ent Cité les	\$80,000	\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000 \$10,000 \$272,348	\$15,000 	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$10,609 \$297,091	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464 \$5,464 \$10,927 \$304,600	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,256 \$497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,796 \$3,5557 \$11,593 \$308,741	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248 \$46,800 \$5,970 \$5,970 \$5,970 \$311,941 \$311,076	224,514 \$25,000 \$104,960 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149 \$6,149 \$6,149 \$37,722 \$12,299 \$384,314	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800 \$6,334 \$6,334 \$12,668 \$38,854 \$12,668 \$397,976	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$6,524 \$40,019 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,030 \$5,150 \$1,030 \$2,456 \$13,842 \$396,598	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$711,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$397,442	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$114,686 \$114,736 \$113,477 \$46,800 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,465 \$14,686 \$1,033	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$410,776	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$51,6528 \$16,528	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$229,713 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$137,001 \$298,405 \$46,800 \$6,524 \$1,305 \$33,783 \$17,535 \$543,817	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$558,728	312,669 \$25,000 \$180,566 \$703,506 \$250,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603	\$25,000 \$185,983 \$7724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$59,770 \$19,161 \$589,904	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$9,0053 \$19,736 \$606,197	\$25,000 \$197,310 \$788,740 \$382,661 \$20,328 \$1,394,039 \$1,58,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$622,979
IECHNIE Carl lesses protion of tumover Carl lesses protion of tumover Retail revenue Gald coin domations Theatmete Here Total Revenue BOPENDTIRE Salaries (2 part time) Cast of goods add fetall) Lillies Lucur Liomes Annua Fee Somase (nesp and directional) maintenance Site maintenance Beador Maintenance Total Coests ESTDA Capital Expenditure FoodDrirk Services		\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000 \$10,000 \$272,348	\$15,000 	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$10,609 \$297,091	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464 \$5,464 \$10,927 \$304,600	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,256 \$497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,796 \$3,5557 \$11,593 \$308,741	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248 \$46,800 \$5,970 \$5,970 \$5,970 \$311,941 \$311,076	224,514 \$25,000 \$104,960 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149 \$6,149 \$6,149 \$37,722 \$12,299 \$384,314	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800 \$6,334 \$6,334 \$12,668 \$38,854 \$12,668 \$397,976	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$6,524 \$40,019 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,030 \$5,150 \$1,030 \$2,456 \$13,842 \$396,598	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$711,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$397,442	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$114,686 \$114,736 \$113,477 \$46,800 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,465 \$14,686 \$1,033	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$410,776	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$51,6528 \$16,528	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$229,713 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$137,001 \$298,405 \$46,800 \$6,524 \$1,305 \$33,783 \$17,535 \$543,817	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$558,728	312,669 \$25,000 \$180,566 \$703,506 \$250,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603	\$25,000 \$185,983 \$7724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$59,770 \$19,161 \$589,904	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$9,0053 \$19,736 \$606,197	\$25,000 \$197,310 \$788,740 \$382,661 \$20,328 \$1,394,039 \$1,58,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$622,979
IEVENUE Carlé lesses rort Carlé lesses rort Carlé lesses rort Carlé lesses potrion d'unrouer Retail revenue Gaid con donations Theatraite He Total Revenue Stantes (2 part time) Cast of cooks soid (retail) Littines Liquer Liorese Annual Fies Stantes (2 part time) Cast of cooks soid (retail) Liquer Liorese Annual Fies Stantes (3 particular) Ste materierance Ste materierance Ste materierance Ste materierance Total Coots ESTDA Capital Expenditure FoodDirik Santons Covered Roric Area Culctor Classroom Curferroum-Meeting room (learning space) Retail	\$80,000 \$235,000 \$95,000	\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000 \$10,000 \$272,348	\$15,000 	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$10,609 \$297,091	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464 \$5,464 \$10,927 \$304,600	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,256 \$497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,796 \$3,5557 \$11,593 \$308,741	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248 \$46,800 \$5,970 \$5,970 \$5,970 \$311,941 \$311,076	224,514 \$25,000 \$104,960 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149 \$6,149 \$6,149 \$37,722 \$12,299 \$384,314	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800 \$6,334 \$6,334 \$12,668 \$38,854 \$12,668 \$397,976	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$6,524 \$40,019 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,030 \$5,150 \$1,030 \$2,456 \$13,842 \$396,598	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$711,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$397,442	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$114,686 \$114,736 \$113,477 \$46,800 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,465 \$14,686 \$1,033	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$410,776	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$51,6528 \$16,528	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$229,713 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$137,001 \$298,405 \$46,800 \$6,524 \$1,305 \$33,783 \$17,535 \$543,817	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$558,728	312,669 \$25,000 \$180,566 \$703,506 \$250,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603	\$25,000 \$185,983 \$7724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$59,770 \$19,161 \$589,904	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$9,0053 \$19,736 \$606,197	\$25,000 \$197,310 \$788,740 \$382,661 \$20,328 \$1,394,039 \$1,58,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$622,979
RENALE Carl lesses profice of tumover Retail revenue Gald coin donations Theatmete Here Total Revenue BOPENDITURE Salaries (2 part time) Cast of goods add featal) Lillies Lucur Lionese Annual Fise Signate (interp and directional) maintenance Site maintenance Bievator Maintenance Bievator Maintenance Bievator Maintenance Cootense Annual Fise BETIDA Capital Expenditure FoodDirik Sivolos Covered Rinic AreaCuldoor Classroom Conference Menting corn (learning space) Retail	\$80,000 \$235,000 \$95,000 \$520,000	\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000 \$10,000 \$272,348	\$15,000 	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$10,609 \$297,091	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464 \$5,464 \$10,927 \$304,600	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,256 \$497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,796 \$3,5557 \$11,593 \$308,741	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248 \$46,800 \$5,970 \$5,970 \$5,970 \$311,941 \$311,076	224,514 \$25,000 \$104,960 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149 \$6,149 \$6,149 \$37,722 \$12,299 \$384,314	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800 \$6,334 \$6,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$6,524 \$40,019 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,030 \$4,456 \$13,842 \$396,598	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$711,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$397,442	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$114,686 \$114,736 \$113,477 \$46,800 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,465 \$14,686 \$1,033	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$410,776	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$51,6528 \$16,528	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$229,713 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$137,001 \$298,405 \$46,800 \$6,524 \$1,305 \$33,783 \$17,535 \$543,817	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$558,728	312,669 \$25,000 \$180,566 \$703,506 \$250,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603	\$25,000 \$185,983 \$7724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$59,770 \$19,161 \$589,904	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$9,0053 \$19,736 \$606,197	\$25,000 \$197,310 \$788,740 \$382,661 \$20,328 \$1,394,039 \$1,58,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$622,979
IEVENUE Carlé Issesse portion of burnover Carlé Issesse portion of burnover Retail revenue Gald con dorredions Thissettetie I He Total Revenue Sortenant Carle Sortenant Sortenant Carle Sortenant Carle Sortenant Carle Sortenant Carle Sortenant Carle Sortenant Carle Sortenant Carle Sortenant Carle Sortenant Carle Sortenant Carle Sortenant Carle Sortenant Carle Sortenant Carle	\$80,000 \$235,000 \$95,000	\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000 \$10,000 \$272,348	\$15,000 	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$10,609 \$297,091	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464 \$5,464 \$10,927 \$304,600	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,256 \$497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,796 \$3,5557 \$11,593 \$308,741	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248 \$46,800 \$5,970 \$5,970 \$5,970 \$311,941 \$311,076	224,514 \$25,000 \$104,960 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149 \$6,149 \$6,149 \$37,722 \$12,299 \$384,314	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800 \$6,334 \$6,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$6,524 \$40,019 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,030 \$4,456 \$13,842 \$396,598	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$711,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$397,442	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$114,686 \$114,736 \$113,477 \$46,800 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,465 \$14,686 \$1,033	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$410,776	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$51,6528 \$16,528	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$229,713 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$137,001 \$298,405 \$46,800 \$6,524 \$1,305 \$33,783 \$17,535 \$543,817	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$558,728	312,669 \$25,000 \$180,566 \$703,506 \$250,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603	\$25,000 \$185,983 \$7724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$59,770 \$19,161 \$589,904	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$9,0053 \$19,736 \$606,197	\$25,000 \$197,310 \$788,740 \$382,661 \$20,328 \$1,394,039 \$1,58,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$622,979
IECHNE Carl lesses profice of tumover Retail revenue Gald coin donations Theatmete Here Total Revenue BOPENDTINE Salaries (2 part time) Cast of goods add featal) Lillies Liucur Lionese Annual Fise Signates (interp and directional) maintenance Site maintenance Bievator Maintenance Bievator Maintenance Bievator Maintenance Cootense Annual Fise Capital Expenditure FoodDirik Sivolos Covered Rinic AreaOutdoor Classroom ConferenceMenting com (learning space) Retail ESTIDA Capital Expenditure FoodDirik Sivolos Covered Rinic AreaOutdoor Classroom ConferenceMenting com (learning space) Retail Estication Carline Viewing Ratform Cannoy Wilk	\$80,000 \$235,000 \$95,000 \$520,000 \$365,000	\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000 \$10,000 \$272,348	\$15,000 	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$10,609 \$297,091	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464 \$5,464 \$10,927 \$304,600	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,256 \$497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,796 \$3,5557 \$11,593 \$308,741	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248 \$46,800 \$5,970 \$5,970 \$5,970 \$311,941 \$311,076	224,514 \$25,000 \$104,960 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149 \$6,149 \$6,149 \$37,722 \$12,299 \$384,314	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800 \$6,334 \$6,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$6,524 \$40,019 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,030 \$4,456 \$13,842 \$396,598	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$711,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$397,442	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$114,686 \$114,736 \$113,477 \$46,800 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,465 \$14,686 \$1,033	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$410,776	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$51,6528 \$16,528	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$229,713 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$137,001 \$298,405 \$46,800 \$6,524 \$1,305 \$33,783 \$17,535 \$543,817	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$558,728	312,669 \$25,000 \$180,566 \$703,506 \$250,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603	\$25,000 \$185,983 \$7724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$59,770 \$19,161 \$589,904	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$9,0053 \$19,736 \$606,197	\$25,000 \$197,310 \$788,740 \$382,661 \$20,328 \$1,394,039 \$1,58,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$622,979
REVENUE Carlé lesses protion of tumover Fetail mereure Gald casses protion of tumover Fetail mereure Gald can dornations Thesartete I+Ine Total Revenue EXPRINTURE Salaries (2 pert time) Cost of poods sold (retail) Lilities Lipor Liomes Annual Fise Signage (rities) and directions) maintenance Signage (rities) and directions) maintenance Signage (rities) and directions) Bewator Maintenance Total Costs ESTITUA Copital Expenditure FoodDirik Sanios Covered Proir Averal Casso Cassoom Currierrout/Metring room (seaming space) Retail Education Currier Education Currier Velving Ratform Carrop Velkic Contriguencies and Fises	\$80,000 \$235,000 \$95,000 \$520,000	\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000 \$10,000 \$272,348	\$15,000 	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$10,609 \$297,091	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464 \$5,464 \$10,927 \$304,600	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,256 \$497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,796 \$3,5557 \$11,593 \$308,741	213,823 \$2,000 \$2,000 \$2,000 \$240,551 \$119,741 \$119,41 \$479,554 \$107,465 \$102,48 \$48,800 \$5,970 \$36,623 \$11,974 \$311,076 \$168,477	224,514 \$25,000 \$104,960 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149 \$6,149 \$6,149 \$37,722 \$12,299 \$384,314	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800 \$6,334 \$6,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$6,524 \$40,019 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,030 \$4,456 \$13,842 \$396,598	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$711,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$397,442	232,987 \$25,000 \$25,000 \$109,921 \$407,727 \$200,945 \$14,685 \$114,736 \$114,736 \$183,477 \$183,477 \$40,945 \$40,9	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$46,393 \$15,126 \$410,776	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$51,6528 \$16,528	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$229,713 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$558,728	312,669 \$25,000 \$180,566 \$703,506 \$250,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603	\$25,000 \$185,983 \$7724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$59,770 \$19,161 \$589,904	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$9,0053 \$19,736 \$606,197	\$25,000 \$197,310 \$788,740 \$382,661 \$20,328 \$1,394,039 \$1,58,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$622,979
REMONE Carlé issesse protion of turnover Carlé issesse protion of turnover Retail invenue Gald can donatione Theatmete Hele Total Revenue BOYENDTURE Salaines (2 port time) Cast of opcode sold (retail) Lullière Lullière Lullière Borange (riete) and directional) maintenance Site maintenance Bineator Maintenance Bineator Maintenance Bineator Maintenance Costess EBITDA Capital Expenditure FoodDrink Sanoles Covered Rario AreaCulator Classroom ConferenceMenting room (learning space) Retail EBITOA Capital Expenditure FoodDrink Sanoles Cavered Rario AreaCulator Classroom ConferenceMenting room (learning space) Retail EBICATION Capital Expenditure FoodDrink Sanoles Capital Rariom Cannou (Valle Cannou (Valle Cannou (Valle Cannou (Valle Capital Februsherment	\$80,000 \$235,000 \$95,000 \$520,000 \$355,000 - \$1,002,480	\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000 \$10,000 \$272,348	\$15,000 	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$10,609 \$297,091	227,183 \$25,000 \$87,465 \$255,581 \$127,222 \$10,927 \$506,196 \$98,345 \$115,011 \$46,800 \$5,464 \$5,464 \$5,464 \$10,927 \$304,600	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,256 \$497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,796 \$3,5557 \$11,593 \$308,741	213,823 \$25,000 \$82,322 \$240,551 \$119,741 \$11,941 \$479,554 \$107,465 \$108,248 \$46,800 \$5,970 \$5,970 \$5,970 \$311,941 \$311,076	224,514 \$25,000 \$104,960 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149 \$6,149 \$6,149 \$37,722 \$12,299 \$384,314	235,740 \$25,000 \$110,208 \$412,544 \$132,014 \$12,668 \$692,435 \$114,009 \$185,645 \$46,800 \$6,334 \$6,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$6,524 \$40,019 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$108,150 \$193,012 \$46,800 \$5,150 \$1,030 \$4,456 \$13,842 \$396,598	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$711,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$397,442	232,987 \$25,000 \$108,921 \$407,727 \$260,945 \$114,686 \$114,736 \$113,477 \$46,800 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,464 \$1,033 \$5,465 \$14,686 \$1,033	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$410,776	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$51,6528 \$16,528	286,137 \$25,000 \$165,244 \$643,807 \$320,473 \$17,024 \$1,171,548 \$133,011 \$229,713 \$46,800 \$6,334 \$1,267 \$52,216 \$17,024	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$137,001 \$298,405 \$46,800 \$6,524 \$1,305 \$33,783 \$17,535 \$543,817	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$558,728	312,669 \$25,000 \$180,566 \$703,506 \$250,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603	\$25,000 \$185,983 \$7724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$59,770 \$19,161 \$589,904	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$9,0053 \$19,736 \$606,197	\$25,000 \$197,310 \$788,740 \$382,661 \$20,328 \$1,394,039 \$1,58,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$622,979
EENLE Carlé lesses ent Carlé lesses ent Carlé lesses ent Carlé lesses ent Carlé lesses ent Carlé lesses ent Carlé lesses ent Carlé lesses ent Carlé carlé lesses ent Carlé carlé lesses ent Carlé carlé les Carlé carlé les Enteres ent En	\$80,000 \$235,000 \$95,000 \$520,000 \$365,000	\$5,000 \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$50,000 \$5,00	\$15,000 \$28,321 \$117,635 \$10,300 \$379,256 \$92,700 \$108,304 \$40,800 \$5,150 \$5,150 \$51,500 \$10,304 \$5,150 \$51,500 \$10,500 \$10,500	220,566 \$2,000 \$2,000 \$384,918 \$248,137 \$10,609 \$123,917 \$10,609 \$492,181 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$2,209 \$195,090	227,183 \$2,000 \$2,000 \$87,465 \$255,581 \$10,927 \$10,927 \$506,196 \$588,345 \$115,011 \$48,800 \$5,464 \$33,516 \$313,516 \$310,927 \$304,600	222.639 \$2,000 \$2,000 \$25,000 \$25,016 \$250,469 \$112,675 \$11,255 \$497,119 \$101,256 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583 \$11,255	Z18,187 \$2,000 \$34,002 \$340,002 \$344,460 \$112,194 \$11,593 \$488,239 \$104,335 \$110,467 \$46,800 \$5,796 \$35,576 \$31,596 \$35,597 \$11,593	213,823 \$2,000 \$2,000 \$2,000 \$240,551 \$119,741 \$119,41 \$479,554 \$107,465 \$102,48 \$48,800 \$5,970 \$36,623 \$11,974 \$311,076 \$168,477	224,514 \$20,000 \$50,000 \$502,099 \$102,900 \$125,728 \$12,299 \$160,886 \$110,689 \$176,805 \$46,800 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149 \$5,149	235,740 \$25,000 \$25,000 \$110,238 \$112,034 \$12,044 \$12,044 \$12,044 \$12,044 \$12,044 \$14,009 \$16,645 \$46,800 \$6,334 \$6,334 \$8,645 \$12,668 \$397,976 \$294,459	242,812 \$25,000 \$25,000 \$113,015 \$113,015 \$42,49,21 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$48,801 \$6,524 \$6,524 \$40,019 \$13,048 \$448,511 \$303,947	250,096 \$250,096 \$250,096 \$316,920 \$437,668 \$140,054 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$55,000 \$150,000 \$140,254 \$337,111 \$337,111	245,094 \$25,000 \$25,000 \$114,592 \$428,915 \$428,915 \$13,942 \$179,592 \$108,190 \$193,012 \$49,012 \$49,012 \$193,012 \$41,495 \$1,200 \$5,100 \$5,100 \$4,495 \$1,200 \$42,495 \$396,598 \$322,994	240,192 \$25,000 \$112,290 \$112,290 \$420,337 \$420,337 \$134,508 \$14,258 \$706,392 \$111,395 \$189,192 \$489,192 \$490,506 \$40,206 \$4	232,987 \$25,009,921 \$407,727 \$400,921 \$407,727 \$14,695 \$114,736 \$183,477 \$4	244,636 S25,000 S25,000 S114,367 S428,113 S272,192 S273,192 S115,126 S856,598 S118,178 S119,2651 S46,800 S5,628 S1,126 S40,303 S5,128 S410,776 S445,823	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 S20,000 S20,000 S150,758 S606,850 S16,047 S1,105,732 S12,375 S273,083 S46,800 S5,970 S16,047 S501,641 S604,091	277,802 \$2,000 \$2,000 \$160,041 \$625,056 \$316,528 \$16,528 \$16,528 \$1,138,154 \$129,137 \$281,275 \$48,800 \$6,149 \$1,149 \$15,158 \$16,528 \$51,528 \$51,528	286, 137 \$25,000 \$25,000 \$165,244 \$46,807 \$303,473 \$17,024 \$13,011 \$289,713 \$46,800 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334 \$5,334	\$25,000 \$170,201 \$663,121 \$330,087 \$17,535 \$1,205,945 \$	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$11,241,373 \$141,111 \$347,373 \$46,800 \$13,344 \$536,729 \$562,646	312,669 \$20,000 \$20,000 \$160,566 \$703,506 \$370,506 \$370,189 \$18,603 \$145,345 \$316,577 \$46,800 \$51,277,864 \$15,277,068 \$51,603 \$574,085	\$25,000 \$165,983 \$774,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$206,075 \$46,000 \$7,129 \$149,705 \$46,000 \$7,129 \$149,705 \$46,000 \$7,129 \$149,705 \$46,000 \$7,129 \$149,705 \$46,000 \$7,129 \$149,705 \$46,000 \$7,129 \$149,705 \$14	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$9,0053 \$19,736 \$606,197	\$25,000 \$197,310 \$788,740 \$82,661 \$20,661 \$32,661 \$1,394,039 \$1158,862 \$345,933 \$46,800 \$7,663 \$1,513 \$62,399 \$771,060
EXEMUE Carlé Issase rent Carlé Issase rent Carlé Issase rent Carlé Issase profison d'umover Retail revenue Gald coin donations Theaterete Hire Total Revenue EXPRINTRE Salaries (2 part time) Cast of poods sold (retal) Lulilies Lupor Lionnes Annual Rie Sarases (mise) and directional) maintenance Site maintenance Bendor Maintenance Total Costs ESTIDA. Capital Expenditure FoodDirik Sinvios Covered Pario AreaCation Classroom ConferenceMeeting rom (learning space) Retail Estida Control Costano Costano Costan	\$80,000 \$235,000 \$95,000 \$520,000 \$355,000 - \$1,002,480	\$5,000 - \$214,837 \$106,941 \$10,000 \$336,778 \$90,000 \$96,677 \$45,000 \$5,000 \$5,000 \$10,000 \$272,348	\$15,000 \$28,321 \$117,635 \$117,635 \$117,635 \$179,256 \$92,700 \$92,700 \$92,700 \$5150 \$5150 \$5150 \$31,592 \$10,300 \$287,736 \$91,520	220,566 \$25,000 \$84,918 \$248,137 \$123,517 \$10,609 \$492,181 \$95,481 \$111,662 \$46,800 \$5,305 \$5,305 \$5,305 \$10,609 \$297,091	2Z7,183 \$25,005 \$27,005 \$87,405 \$255,581 \$172,722 \$10,927 \$506,196 \$588,345 \$115,011 \$46,801 \$34,604 \$33,576 \$510,927 \$304,600 \$201,596	222,639 \$25,000 \$85,716 \$250,469 \$124,678 \$11,256 \$497,119 \$101,296 \$112,711 \$46,800 \$5,628 \$5,628 \$34,521 \$11,255 \$306,583	218,187 \$25,000 \$84,002 \$245,460 \$122,184 \$11,593 \$488,239 \$104,335 \$110,457 \$46,800 \$5,796 \$5,796 \$5,796 \$3,5557 \$11,593 \$308,741	213,823 \$2,000 \$2,000 \$2,000 \$240,551 \$119,741 \$119,41 \$479,554 \$107,465 \$102,48 \$48,800 \$5,970 \$36,623 \$11,974 \$311,076 \$168,477	224,514 \$25,000 \$104,960 \$104,960 \$392,899 \$125,728 \$12,299 \$660,886 \$110,689 \$176,805 \$46,800 \$6,149 \$6,149 \$6,149 \$37,722 \$12,299 \$384,314	255,740 \$25,000 \$110,208 \$110,208 \$112,544 \$112,648 \$12,648 \$12,648 \$12,648 \$12,648 \$12,648 \$12,648 \$14,009 \$186,645 \$46,800 \$134,009 \$186,645 \$46,800 \$5394,979 \$294,459	242,812 \$25,000 \$113,515 \$424,921 \$135,975 \$13,048 \$712,458 \$117,430 \$191,214 \$46,800 \$6,524 \$6,524 \$6,524 \$40,019 \$13,048	250,096 \$25,000 \$116,920 \$437,668 \$140,054 \$13,439 \$733,081 \$105,000 \$196,951 \$46,800 \$1,000	245,094 \$25,000 \$114,582 \$428,915 \$114,582 \$428,915 \$137,253 \$13,842 \$719,592 \$719,592 \$5108,150 \$5193,012 \$46,800 \$5,150 \$51,000 \$	240,192 \$25,000 \$112,290 \$420,337 \$134,508 \$14,258 \$706,392 \$711,395 \$189,152 \$46,800 \$5,306 \$1,061 \$43,730 \$14,258 \$397,442	232,987 \$25,000 \$25,000 \$109,921 \$407,727 \$200,945 \$14,685 \$114,736 \$114,736 \$183,477 \$183,477 \$40,945 \$40,9	244,636 \$25,000 \$114,367 \$428,113 \$273,992 \$15,126 \$856,598 \$118,178 \$192,651 \$46,800 \$5,628 \$1,126 \$410,776	256,868 \$25,000 \$148,341 \$577,952 \$287,692 \$15,580 \$1,054,565 \$121,724 \$260,079 \$46,800 \$5,796 \$1,159 \$47,785 \$15,580	269,711 \$25,000 \$155,758 \$606,850 \$302,076 \$16,047 \$1,105,732 \$125,375 \$273,083 \$46,800 \$5,970 \$1,194 \$49,219 \$16,047	277,802 \$25,000 \$160,431 \$625,056 \$311,139 \$16,528 \$1,138,154 \$129,137 \$281,275 \$46,800 \$6,149 \$1,230 \$51,6528 \$16,528	286, 137 \$25,000 \$165,244 \$443,807 \$320,473 \$17,024 \$11,771,548 \$133,011 \$289,713 \$46,800 \$6,334 \$1,324 \$5,334 \$1,324 \$6,42,206	\$25,000 \$170,201 \$663,121 \$330,087 \$11,205,945 \$11,205,945 \$137,001 \$137,00	\$25,000 \$175,307 \$683,015 \$339,990 \$18,061 \$1,241,373 \$141,111 \$307,367 \$46,800 \$6,720 \$1,344 \$55,396 \$18,061 \$558,728	312,669 \$25,000 \$180,566 \$703,506 \$250,189 \$18,603 \$1,277,864 \$145,345 \$316,577 \$46,800 \$6,921 \$1,384 \$57,068 \$18,603	\$25,000 \$185,983 \$7724,611 \$360,695 \$19,161 \$1,315,450 \$149,705 \$326,075 \$46,800 \$7,129 \$1,426 \$59,770 \$19,161 \$589,904	\$25,000 \$191,563 \$746,349 \$371,516 \$19,736 \$1,354,164 \$154,196 \$335,857 \$46,800 \$7,343 \$1,469 \$9,0053 \$19,736 \$606,197	\$25,000 \$197,310 \$788,740 \$382,661 \$20,328 \$1,394,039 \$1,58,822 \$345,933 \$46,800 \$7,563 \$1,513 \$62,349 \$20,328 \$622,979

TABLE 47: SENSITIVITY ANALYSIS – CAPITAL EXPENDITURE -20%

									Op	tion 3 - Ser	nsitivity Ana	alysis CAPE	K-20%													
Assumptions																										
Conference/Meeting Space Hire Fee	\$200																									
Number of times conference/meeting room hired p/a	50																									
Average spend at café per person operating years 1-7	\$14.00																									
Average spend at café per person operating years 8-15	\$17.00																									
Average spend at café per person operating years 16-25	\$21.00																									
From year 3, café revenue turnover allocated to Council	5.0%																									
Average spend at retail per person (operating years 1-7)	\$4.50																									
Average spend at retail per person (operating years 8-15)	\$7.00																									
Average spend at retail per person (operating years 16-25)	\$9.00																									
Picnic Area Hire Fee	\$0.00																									
Assumed % of visitors contributing donation	56%																									
Average donation per visitor (operating years 1-13)	\$1.00																									
Average donation per visitor (operating years 14-25)	\$2.00																									
Cost of goods sold	45%																									
Inflation	3%																									
Utility Overheads increase pa	4%																									
Maintenance costs per som	\$30																									
Discount rate	6.5%	1																								
Required yield	5.5%	1																								
CAPEX Sensitivity Adjustment	-20.0%																									
G T B CONDITING TO GOOD TO GO	20.070	,																								
Years	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Visitors		152,773	168,050	176,453	181,746	178.111	174,549	171.058	179.611	188,592	194,249	200.077	196.075	192,154	186,389	195,709	205,494	215.769	222.242	228,909	235,777	242.850	250.135	257,639	265,369	273.330
REVENUE								1	-,-	,			,		,					-,	/	,,,,,		- /		
Café lessee rent		\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Café lessee portion of turnover		-		\$67,934	\$69,972	\$68,573	\$67,201	\$65,857	\$83,968	\$88,167	\$90,812	\$93,536	\$91,665	\$89,832	\$87,137	\$91,494	\$118,673	\$124,607	\$128,345	\$132,195	\$136,161	\$140,246	\$144,453	\$148,787	\$153,250	\$157,848
Retail revenue		\$171,870	\$189,057	\$198,509	\$204,465	\$200,375	\$196,368	\$192,441	\$314,320	\$330,036	\$339,937	\$350,135	\$343,132	\$336,269	\$326,181	\$342,490	\$359,615	\$377,596	\$388,923	\$400,591	\$412,609		\$437,737	\$450,869	\$464,395	\$478,327
Gold coin donations		\$85,553	\$94,108	\$98,814	\$101,778	\$99,742	\$97,748	\$95,793	\$100,582	\$105,611	\$108,780	\$112,043	\$109,802	\$107,606	\$208,756	\$219,194	\$230,154	\$241,661	\$248,911	\$256,378	\$264,070	\$271,992	\$280,152	\$288,556	\$297,213	\$306,129
Theatrette Hire		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
TuelDesco		0.70 407	0000 457	0.400.05	04404:5	0.404.0.7	4007.045	0004 001	AF00 407	AF04 401	ACT 575	0504.455	0500 445	AFTO 067	0004 705	****	A740 001	0704.045	A007 707	0004.455	A055 055	****	****	A000 077	****	2007.000
Total Revenue		\$272,423	\$308,465	\$400,866	\$412,142	\$404,946	\$397,910	\$391,031	\$536,169	\$561,481	\$577,576	\$594,153	\$583,442	\$572,965	\$661,760	\$693,304	\$749,021	\$784,910	\$807,708	\$831,189	\$855,375	\$880,286	\$905,944	\$932,373	\$959,594	\$987,632
EXPENDITURE	1			1							T I												Г		ı	
Salaries (2 part time)		\$90,000	\$92,700	\$95,481	\$98,345	\$101,296	\$104.335	\$107,465	\$110,689	\$114,009	\$117,430	\$120.952	\$124.581	\$128.318	\$132,168	\$136,133	\$140.217	\$144,424	\$148,756	\$153,219	\$157.816	\$162.550	\$167,427	\$172.449	\$177,623	\$182.951
Cost of goods sold (retail)		\$77.341	\$85,075	\$89,329	\$92,009	\$90,169	\$88,366	\$86,598	\$141,444	\$148,516	\$152,971	\$157,561	\$154,409	\$151.321	\$146,782	\$154,121	\$161.827	\$169,918	\$175,016	\$180,266	\$185,674	\$21,249	\$21.887	\$22.543	\$23,220	\$23,916
Utilities	1	\$45,000	\$46,800	\$48,672	\$50,619	\$52,644	\$54,749.38	\$56,939	\$59,217	\$61,586	\$64,049	\$66,611	\$69,275	\$72,046	\$74,928	\$77,925	\$81,042	\$84,284	\$87,656	\$91,162	\$94,808	\$98,601	\$102,545	\$106,646	\$110,912	\$115,349
Liquor License Annual Fee		\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$6,720	\$6,921	\$7,129	\$7,343	\$7,563
Signage (interp and directional) maintenance		\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230	\$1,267	\$1,305	\$1,344	\$1,384	\$1,426	\$1,469	\$1,513
Site maintenance		\$30,671	\$31,592	\$32,539.34	\$33,516	\$34,520.99	\$35,557	\$36,623	\$37,722	\$38,854	\$40,019	\$41,220	\$42,456	\$43,730	\$45,042	\$46,393	\$47,785	\$49,219	\$50,695	\$52,216	\$53,783	\$55,396	\$57,058	\$58,770	\$60,533	\$62,349
Bevator Maintenance		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Total Costs		\$253,013	\$266,467	\$276,631	\$285,416	\$289,884	\$294,599	\$299,566	\$361,370	\$375,632	\$387,517	\$392,344	\$396,902	\$401,782	\$405,476	\$421,326	\$437,827	\$455,009	\$469,502	\$484,463	\$499,909	\$345,859	\$357,221	\$368,963	\$381,099	\$393,641
TOTO A	1	A10.445	644.005	6404.05-	0400 700	0445.00	@400.04 :	004 tor	0474 700	A405.046	8400.055	#004.000 I	6400 F0C	0474.407	fore on-	#074 075	0044.40	#000 00T	#000 00T	6040 707	A055 45 -	#r04.465	Ac 40 707	A 500 405	demo tos	8500.004
BITDA	1	\$19,410	\$41,998	\$124,236	\$126,726	\$115,061	\$103,311	\$91,465	\$174,799	\$185,849	\$190,059	\$201,809	\$186,539	\$171,183	\$256,283	\$271,978	\$311,194	\$329,902	\$338,206	\$346,725	\$355,466	\$534,426	\$548,723	\$563,409	\$578,495	\$593,991
Capital Expenditure	\$2,806,944			-		-	-														—	 	 			
Total Capital Expenditure	\$2,006,944	\$10.410	\$41,998	\$124,236	\$126,726	\$11E 064	\$100 014	\$200 E2F	\$174,799	\$185,849	\$190,059	\$201.809	\$186,539	\$171.183	\$149.747	\$271.978	\$311,194	\$329,902	\$338,206	\$2.46.70F	\$44 E24	\$534,426	\$548,723	\$563,409	\$579.40F	\$593,991
Cash Flow Discounted Cash Flow	-\$2,806,944 -\$2,474,768	\$19,410 \$16.068	\$41,998	\$124,236	\$126,726	\$115,061 \$74.043	\$103,311 \$62,424	-\$308,535 -\$175,048	\$174,799	\$185,849 \$92,964	\$190,059	\$89.001	\$786,539	\$66.561	-\$143,717 -\$52,470	\$271,978	\$311,194	\$329,902	\$338,206	\$346,725 \$92,394	-\$44,534 -\$11.1/2	\$534,426 \$125.559	\$121,049	\$563,409 \$116,704	\$578,495 \$112.515	\$108,478

Net Present Value (NPV) -\$776,765

TABLE 48: SENSITIVITY ANALYSIS – CAPITAL EXPENDITURE -10%

Named Discourt Factor 0.882 0.877 0.730 0.895 0.844 0.844 0.897 0.833 0.930 0.441 0.444 0.349 0.388 0.343 0.322 0.322 0.248 0.269 0.259 0.221 0.297 0.194																											
The control from the co										Op	tion 3 - Ser	nsitivity Ana	alysis CAPE	X - 10%													
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Assessment and the processoring man 15	Average spend at café per person operating years 1-7	\$14.00																									
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From the contribution of t																											
Nemed DiscountFactor 0.982 0.777 0.700 0.985 0.944 0.904 0.907 0.533 0.500 0.470 0.411 0.414 0.389 0.365 0.332 0.322 0.322 0.322 0.322 0.322 0.322 0.323 0.304 0.306 0.255 0.271 0.277 0.918 0.070 0.9	CAPEX Sensitivity Adjustment	-10.0%																									
Nemed DiscountFactor 0.982 0.777 0.700 0.985 0.944 0.904 0.907 0.533 0.500 0.470 0.411 0.414 0.389 0.365 0.332 0.322 0.322 0.322 0.322 0.322 0.322 0.323 0.304 0.306 0.255 0.271 0.277 0.918 0.070 0.9	V	•								40	- ,,	40	40		1 45	40	43	40	10	- 00	- 04	- 00	00	0.4	05	00	0.7
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2015 2016 2017 2018 2017 2018 2017 2018 2019 2020 2024 2025 2025 2026	Annual Discount Factor	0.882				1	1																				0.183
Marine 152/776 186,050 176,453 181,746 178,111 174,569 179,611 188,952 194,269 20,0077 196,075 192,154 186,389 157,000 255,0																											
PRINKE \$5.00 \$15.000 \$25.000																											25
Section Sect			2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Olfe lesses partind of tumoer	Vsitors		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	
Retail meruse S171,870 S189,057 S189,057 S189,057 S199,057 S199,046 S200,057 S199,046 S200,057 S199,046 S200,057 S199,046 S200,057 S200,0	REVENUE		2015 152,773	2016 168,050	2017 176,453	2018 181,746	2019 178,111	2020 174,549	2021 171,058	2022 179,611	2023 188,592	2024 194,249	2025 200,077	2026 196,075	2027 192,154	2028 186,389	2029 195,709	2030 205,494	2031 215,769	2032 222,242	2033 228,909	2034 235,777	2035 242,850	2036 250,135	2037 257,639	2038 265,369	2039 273,330
Section Sect	REVENUE Café lessee rent		2015 152,773 \$5,000	2016 168,050 \$15,000	2017 176,453 \$25,000	2018 181,746 \$25,000	2019 178,111 \$25,000	2020 174,549 \$25,000	2021 171,058 \$25,000	2022 179,611 \$25,000	2023 188,592 \$25,000	2024 194,249 \$25,000	2025 200,077 \$25,000	2026 196,075 \$25,000	2027 192,154 \$25,000	2028 186,389 \$25,000	2029 195,709 \$25,000	2030 205,494 \$25,000	2031 215,769 \$25,000	2032 222,242 \$25,000	2033 228,909 \$25,000	2034 235,777 \$25,000	2035 242,850 \$25,000	2036 250,135 \$25,000	2037 257,639 \$25,000	2038 265,369 \$25,000	2039 273,330 \$25,000
Strong S	REVENUE Café lessee rent Café lessee portion of turnover		2015 152,773 \$5,000	2016 168,050 \$15,000	2017 176,453 \$25,000 \$67,934	2018 181,746 \$25,000 \$69,972	2019 178,111 \$25,000 \$68,573	2020 174,549 \$25,000 \$67,201	2021 171,058 \$25,000 \$65,857	2022 179,611 \$25,000 \$83,968	2023 188,592 \$25,000 \$88,167	2024 194,249 \$25,000 \$90,812	2025 200,077 \$25,000 \$93,536	2026 196,075 \$25,000 \$91,665	2027 192,154 \$25,000 \$89,832	2028 186,389 \$25,000 \$87,137	2029 195,709 \$25,000 \$91,494	2030 205,494 \$25,000 \$118,673	2031 215,769 \$25,000 \$124,607	2032 222,242 \$25,000 \$128,345	2033 228,909 \$25,000 \$132,195	2034 235,777 \$25,000 \$136,161	2035 242,850 \$25,000 \$140,246	2036 250,135 \$25,000 \$144,453	2037 257,639 \$25,000 \$148,787	2038 265,369 \$25,000 \$153,250	2039 273,330 \$25,000 \$157,848
State Stat	REVENUE Café lessee rent Café lessee portion of turnover Retail revenue		2015 152,773 \$5,000 - \$171,870	2016 168,050 \$15,000 - \$189,057	2017 176,453 \$25,000 \$67,934 \$198,509	2018 181,746 \$25,000 \$69,972 \$204,465	2019 178,111 \$25,000 \$68,573 \$200,375	2020 174,549 \$25,000 \$67,201 \$196,368	2021 171,058 \$25,000 \$65,857 \$192,441	2022 179,611 \$25,000 \$83,968 \$314,320	2023 188,592 \$25,000 \$88,167 \$330,036	2024 194,249 \$25,000 \$90,812 \$339,937	2025 200,077 \$25,000 \$93,536 \$360,135	2026 196,075 \$25,000 \$91,665 \$343,132	2027 192,154 \$25,000 \$89,832 \$336,269	2028 186,389 \$25,000 \$87,137 \$326,181	2029 195,709 \$25,000 \$91,494 \$342,490	2030 205,494 \$25,000 \$118,673 \$359,615	2031 215,769 \$25,000 \$124,607 \$377,596	2032 222,242 \$25,000 \$128,345 \$388,923	2033 228,909 \$25,000 \$132,195 \$400,591	2034 235,777 \$25,000 \$136,161 \$412,609	2035 242,850 \$25,000 \$140,246 \$424,987	2036 250,135 \$25,000 \$144,453 \$437,737	2037 257,639 \$25,000 \$148,787 \$450,869	2038 265,369 \$25,000 \$153,250 \$464,395	2039 273,330 \$25,000 \$157,848 \$478,327
## DEPAITURE \$90,000 \$92,700 \$96,481 \$98,385 \$101,296 \$101,325 \$101,296 \$110,699 \$111,009 \$117,400 \$120,992 \$124,581 \$132,188	REVENUE Café lessee porti Café lessee portion of tumover Retail revenue Cald coin donations		2015 152,773 \$5,000 - \$171,870 \$85,553	2016 168,050 \$15,000 - \$189,057 \$94,108	2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778	2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742	2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793	2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582	2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780	2025 200,077 \$25,000 \$93,536 \$360,135 \$112,043	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802	2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756	2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194	2030 205,494 \$25,000 \$118,673 \$359,615 \$230,154	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661	2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911	2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378	2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070	2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992	2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152	2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556	2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213	2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129
## DEPAITURE \$90,000 \$92,700 \$96,481 \$98,385 \$101,296 \$101,325 \$101,296 \$110,699 \$111,009 \$117,400 \$120,992 \$124,581 \$132,188	REVENUE Café lessee rent Café lessee portion of turnover Retail revenue		2015 152,773 \$5,000 - \$171,870 \$85,553	2016 168,050 \$15,000 - \$189,057 \$94,108	2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778	2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742	2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793	2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582	2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780	2025 200,077 \$25,000 \$93,536 \$360,135 \$112,043	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802	2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756	2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194	2030 205,494 \$25,000 \$118,673 \$359,615 \$230,154	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661	2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911	2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378	2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070	2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992	2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152	2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556	2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213	2039 273,330 \$25,000 \$157,848 \$478,327
Selaries Quest time)	REVENUE Culé lesses ret Culé lesses portion d' tumouer Retail revenue Gald doin dovations Theatrette Hre		2015 152,773 \$5,000 - \$171,870 \$85,553 \$10,000	2016 168,050 \$15,000 - \$189,057 \$94,108 \$10,300	2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927	2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255	2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748 \$11,593	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941	2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299	2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048	2025 200,077 \$25,000 \$93,536 \$350,135 \$112,043 \$13,439	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842	2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685	2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126	2030 205,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047	2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528	2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024	2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535	2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061	2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603	2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161	2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736	2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328
Deer of goods sood (retail)	REVENUE Café lessee porti Café lessee portion of tumover Retail revenue Cald coin donations		2015 152,773 \$5,000 - \$171,870 \$85,553 \$10,000	2016 168,050 \$15,000 - \$189,057 \$94,108 \$10,300	2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927	2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255	2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748 \$11,593	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941	2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299	2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048	2025 200,077 \$25,000 \$93,536 \$350,135 \$112,043 \$13,439	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842	2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685	2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126	2030 205,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047	2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528	2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024	2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535	2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061	2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603	2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161	2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736	2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328
Utilities \$46,000 \$46,800 \$46,	REVENUE Culé lesses ret Culé lesses portion d' tumouer Retail revenue Gald doin dovations Theatrette Hre		2015 152,773 \$5,000 - \$171,870 \$85,553 \$10,000	2016 168,050 \$15,000 - \$189,057 \$94,108 \$10,300	2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927	2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255	2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748 \$11,593	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941	2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299	2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048	2025 200,077 \$25,000 \$93,536 \$350,135 \$112,043 \$13,439	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842	2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685	2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126	2030 205,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047	2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528	2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024	2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535	2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061	2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603	2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161	2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736	2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328
S5.000 S5.150 S5.305 S5.494 S5.628 S5.796 S5.970 S5.149 S5.305 S5.494 S5.628 S5.796 S5.970 S5.149 S5.305 S5.494 S5.628 S5.796 S5.970 S5.149 S5.305 S5.970 S5.149 S5.305 S5.970 S5.149 S5.305 S5.970 S5.149 S5.305 S5.970 S5.149 S5.305 S5.970 S5.149 S5.305 S5.970 S5.149 S5.305 S5.970 S5.149 S5.305 S5.970 S5.149 S5.305 S5.970 S5.149 S5.305 S5.970 S5.149 S5.305 S5.970 S5.149 S5.305 S5.970 S5.149 S5.305 S5.970 S5.149 S5.305 S5.970 S5.149 S5.305 S5.970 S5.149 S5.205 S5.970 S5.149 S5.970 S5.149 S5.205 S5.970 S5.149 S5.205 S5.970 S5.149 S5.205 S5.970 S5.149 S5.205 S5.970 S5.149 S5.205 S5.970 S5.149 S5.205 S5.970 S5.149 S5.205 S5.970 S5.149 S5.205 S5.970 S5.149 S5.205 S5.970 S5.149 S5.205 S5.970 S5.149 S5.205 S5.970 S5.149 S5.205 S5.970 S5.149 S5.970 S5.149 S5.205 S5.970 S5.149 S5.970 S5.149 S5.970 S5.149 S5.970 S5.149 S5.970 S5.149 S5.970 S5.149 S5.970 S5.149 S5.970 S5.149 S5.970 S5.149 S5.970 S5.149 S5.970 S5.149 S5.970 S5.149 S5.970 S5.149 S5.149 S5.970 S5.149 S5.970 S5.149 S	REVENUE Cidé Issaes ret Cidé Issaes ret Cidé Issaes portion of tunouer Rétal revenue Cidé Contraires Theatraires Theatraires Thoatraires Total Revenue		2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000	2016 168,050 \$15,000 \$189,057 \$94,108 \$10,300 \$308,465	2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142	2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946	2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748 \$11,593	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031	2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299 \$536,169	2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048	2025 200,077 \$25,000 \$93,536 \$350,135 \$112,043 \$13,439 \$594,153	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$583,442	2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685	2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126 \$693,304	2030 205,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580 \$749,021	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047	2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708	2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189	2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375	2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286	2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603	2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373	2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594	2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328
Scrope S	REVENUE CUÉ lessee portion d' turnouer Retail revenue Gold coin dorations Theatrette Hre Total Revenue EMPENDITURE		2015 152,773 \$5,000 	2016 168,050 \$15,000 \$189,057 \$94,108 \$10,300 \$308,465	2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142	2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946	2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748 \$11,593 \$397,910	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031	2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299 \$536,169	2023 188,592 \$25,000 \$88,167 \$330,096 \$105,611 \$12,668 \$561,481	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048 \$577,576	2025 200,077 \$25,000 \$93,536 \$350,135 \$112,043 \$13,439 \$594,153	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$583,442	2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258 \$572,965	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685 \$661,760	2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126 \$693,304	2030 205,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580 \$749,021	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910	2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708	2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189	2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375	2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286	2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944	2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373	2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594	2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632
Sign mirrorance	REVENUE Cidel lasses rort Cidel lasses rort Cidel lasses portion of tumover Retail revenue Gild coin donations Theatrette Her Total Revenue Explaint Explaint Saferies (2 part time) Cost of goods sold (retail) Littlies		2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000	2016 168,050 \$15,000 \$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$85,075 \$46,800	2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$46,672	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619	2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644	2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939	2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$110,689 \$141,444 \$59,217	2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516	2024 194,249 \$25,000 \$90,812 \$399,937 \$108,780 \$13,048 \$577,576	2025 200,077 \$25,000 \$93,536 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409 \$69,275	2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258 \$572,965 \$151,321 \$72,046	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928	2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925	2030 205,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284	2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708	2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$180,266 \$91,162	2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808	2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601	2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545	2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646	2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$110,912	2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,349
Bestot Maintenance \$10,000 \$10,300 \$10,600 \$10,907 \$11,255 \$11,593 \$11,941 \$12,299 \$12,668 \$13,048 \$13,429 \$13,428 \$14,685 \$15,126 \$15,520 \$15,520 \$15,520 \$15,024 \$17,525 \$15,020 \$17,024 \$17,525 \$18,601 \$18,603 \$19,161 \$19,736 \$20,704 \$10,204 \$10	REVENUE Cubé lessee portion of turnouer Retail revenue Cubé lessee portion of turnouer Retail revenue Cubé coin dorations Theatrette Hre Total Revenue EXPENITURE Solaries (2 part time) Cost of poots sold (retail) Lillities Lillitos Lill		2015 152,773 \$5,000 \$171,870 \$85,563 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000	2016 168,050 \$15,000 \$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$85,075 \$46,800 \$5,150	2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$99,329 \$48,672 \$5,305	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464	2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628	2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749,38	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939 \$56,939	2022 179,611 \$25,000 \$83,968 \$314,320 \$100,552 \$12,299 \$536,169 \$110,689 \$141,444 \$59,217 \$6,149	2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,586 \$6,534	2024 194,249 \$25,000 \$90,812 \$339,937 \$106,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524	2025 200,077 \$25,000 \$93,536 \$360,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$154,409 \$69,275 \$5,150	2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046 \$5,305	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464	2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628	2030 205,494 \$25,000 \$118,673 \$369,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$5,796	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284 \$5,970	2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$87,656 \$6,149	2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$153,219 \$180,266 \$91,162 \$6,334	2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$6,524	2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$6,720	2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921	2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129	2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$110,912 \$7,343	2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,349 \$7,563
Total Costs \$253,013 \$266.467 \$276.631 \$285.416 \$289.884 \$294.599 \$299.566 \$361.370 \$375.632 \$387.517 \$392.344 \$396.902 \$401,782 \$405.476 \$421,326 \$437,827 \$455,009 \$469.502 \$484.463 \$499.909 \$345.859 \$357.221 \$366.963 \$381,099 \$392.800 \$381.009 \$392.800	REVENUE Cidé lesses rort Cidé lesses portion of tumover Retail revenue Gild coin donetions Theatrette Hie Total Revenue Edel coin tonetions Total Revenue Salaries (2 part time) Cost of goods sold (retail) Littlies Liquor Liornes Arrund Fies Sigrape (interp and directional) maintenance		2015 152,773 \$5,000 \$171,870 \$85,563 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$5,000	2016 168,050 \$15,000 \$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$85,075 \$46,800 \$5,150 \$5,150	2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$48,672 \$5,305	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464	2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628 \$5,628	2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749,38 \$5,796	2021 171,068 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$66,939 \$56,939 \$5,970	2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$141,444 \$59,217 \$6,149 \$6,149	2023 188,592 \$25,000 \$88,167 \$330,006 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,586 \$61,586 \$63,34	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$6,524	2025 200,077 \$25,000 \$93,536 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000 \$1,000	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409 \$69,275 \$5,150 \$1,030	2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046 \$5,306 \$1,061	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093	2029 195,709 \$25,000 \$91,494 \$342,490 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628 \$1,126	2030 205,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$5,796 \$1,159	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284 \$5,970 \$1,194	2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$87,656 \$6,149 \$1,230	2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$153,219 \$180,266 \$91,162 \$6,334 \$1,267	2034 235,777 \$25,000 \$136,161 \$412,609 \$284,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$6,524 \$1,305	2035 242,850 \$25,000 \$140,246 \$424,852 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$6,720 \$1,344	2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,384	2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129 \$1,426	2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$110,912 \$7,343 \$1,469	2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$115,349 \$7,563 \$1,513
EBITDA \$19,410 \$41,998 \$124,236 \$126,726 \$115,061 \$103,311 \$91,465 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$171,183 \$256,283 \$271,978 \$311,194 \$329,902 \$336,206 \$346,725 \$355,466 \$534,426 \$548,723 \$563,409 \$578,495 \$950,000 \$100,000	REVENUE Culé Issase ret Culé Issase portion d' tumouer Retail revenue Guid coin dovations Theatrete Hre Total Revenue EXPENITURE Stales (2 post time) Cost of goods sold (retail) Littlee Littlee Littlee Lignor Livense Arnual Fee Signage (riterp and directional) maintenance Ste maintenance		2015 152,773 \$5,000 - \$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$5,000 \$30,671	2016 168,050 \$15,000 - \$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$85,075 \$46,800 \$5,150 \$31,592	2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$48,672 \$5,305 \$5,305 \$32,539,34	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$33,516	2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628 \$34,520,99	2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749,38 \$5,796 \$35,579	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939 \$5,970 \$36,623	2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$141,444 \$59,217 \$6,149 \$37,722	2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,586 \$6,334 \$6,334 \$38,864	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$40,019	2025 200,077 \$25,000 \$93,536 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000 \$11,000 \$41,220	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$154,409 \$69,275 \$5,150 \$1,030 \$42,456	2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258 \$572,965 \$15,321 \$72,046 \$5,305 \$1,061 \$43,730	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042	2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628 \$46,393	2030 205,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$5,796 \$1,159 \$47,785	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284 \$5,970 \$1,194 \$49,219	2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708 \$175,016 \$87,656 \$6,149 \$1,230 \$50,695	2033 226,909 \$25,000 \$132,195 \$400,991 \$256,378 \$17,024 \$831,189 \$180,266 \$91,162 \$6,334 \$1,267 \$52,216	2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$6,524 \$1,305 \$153,783	2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$6,720 \$1,344 \$55,396	2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,384 \$57,058	2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129 \$1,426 \$58,770	2033 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$110,912 \$7,343 \$1,469 \$60,533	2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$15,349 \$7,563 \$1,513 \$62,349
Capital Expenditure \$3,157,812 \$3,157,812 \$19,410 \$41,998 \$124,236 \$112,026 \$115,061 \$103,311 \$308,535 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$171,183 \$543,777 \$271,978 \$311,194 \$329,902 \$338,206 \$346,725 \$544,534 \$534,426 \$549,723 \$563,409 \$578,495 \$598,709 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,183 \$544,777 \$271,978 \$311,194 \$329,902 \$338,206 \$346,725 \$44,534 \$534,426 \$549,723 \$563,409 \$578,495 \$598,709 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809	REVENUE Cidel lessee rort Cidel lessee portion of tumover Retail meanue Gild coin donetions Theatrette He Total Revenue EXPENDITURE Salaries (2 part time) Cost of goods sold (retail) Utilities Liquor Lorense Armuel Fee Splage (interp and directional) maintenance Site maintenance She maintenance Beautor Maintenance		2015 152,773 \$5,000 -1 \$85,533 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$30,671 \$10,000	2016 168,050 \$15,000 - \$189,057 \$94,103 \$10,300 \$308,465 \$92,700 \$85,075 \$45,800 \$5,150 \$5,150 \$31,592 \$10,300	2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$5,305 \$5,305 \$32,539,34 \$10,609	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$53,516 \$10,927	2019 178,111 \$25,000 \$68,573 \$20,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$50,624 \$5,624 \$5,628 \$34,520.99	2020 174,549 \$25,000 \$67,201 \$196,388 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749,38 \$5,796 \$5,796 \$35,579	2021 171,058 \$25,000 \$66,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$55,930 \$55,970 \$36,623 \$11,941	2022 179,611 \$25,000 \$33,968 \$314,320 \$100,582 \$12,299 \$536,169 \$141,444 \$59,217 \$6,149 \$6,149 \$37,722	2028 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$6,334 \$6,334 \$38,854 \$12,668	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048	2025 200,077 \$25,000 \$33,536 \$350,135 \$112,043 \$13,439 \$594,153 \$157,561 \$66,611 \$66,611 \$10,000 \$41,220 \$13,438	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$154,409 \$69,275 \$5,150 \$1,030 \$42,456	2027 192,154 \$25,000 \$88,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046 \$5,346 \$5,346 \$5,346 \$1,061 \$43,730 \$14,258	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,002 \$14,685	\$2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628 \$1,126 \$46,993 \$15,126	2030 205,494 \$25,000 \$118,673 \$358,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$5,796 \$1,159 \$47,785	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$44,284 \$5,970 \$1,194 \$49,219 \$16,047	2032 222,242 \$25,000 \$128,345 \$249,911 \$16,528 \$807,708 \$148,756 \$175,016 \$56,149 \$1,230 \$50,695	2033 226,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$153,219 \$180,256 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024	2034 226,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$186,674 \$94,808 \$6,524 \$1,305 \$53,783 \$17,536	2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$6,720 \$13,444 \$55,396 \$18,061	2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,334 \$57,058	2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$106,646 \$7,129 \$1,426 \$58,770 \$19,161	2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$110,912 \$7,343 \$1,469 \$60,533	2039 273,330 \$273,330 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,349 \$7,563 \$1,513 \$23,349
Capital Expenditure \$3,157,812 \$3,157,812 \$19,410 \$41,998 \$124,236 \$112,026 \$115,061 \$103,311 \$308,535 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$171,183 \$543,777 \$271,978 \$311,194 \$329,902 \$338,206 \$346,725 \$544,534 \$534,426 \$549,723 \$563,409 \$578,495 \$598,709 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,183 \$544,777 \$271,978 \$311,194 \$329,902 \$338,206 \$346,725 \$44,534 \$534,426 \$549,723 \$563,409 \$578,495 \$598,709 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$174,799 \$185,849 \$190,059 \$201,809	REVENUE Culé Issase ret Culé Issase portion d' tumouer Retail revenue Guid coin dovations Theatrete Hre Total Revenue EXPENITURE Stales (2 post time) Cost of goods sold (retail) Littlee Littlee Littlee Lignor Livense Arnual Fee Signage (riterp and directional) maintenance Ste maintenance		2015 152,773 \$5,000 -1 \$85,533 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$30,671 \$10,000	2016 168,050 \$15,000 - \$189,057 \$94,103 \$10,300 \$308,465 \$92,700 \$85,075 \$45,800 \$5,150 \$5,150 \$31,592 \$10,300	2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$5,305 \$5,305 \$32,539,34 \$10,609	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$53,516 \$10,927	2019 178,111 \$25,000 \$68,573 \$20,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$50,624 \$5,624 \$5,628 \$34,520.99	2020 174,549 \$25,000 \$67,201 \$196,388 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749,38 \$5,796 \$5,796 \$35,579	2021 171,058 \$25,000 \$66,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$55,930 \$55,970 \$36,623 \$11,941	2022 179,611 \$25,000 \$33,968 \$314,320 \$100,582 \$12,299 \$536,169 \$141,444 \$59,217 \$6,149 \$6,149 \$37,722	2028 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$6,334 \$6,334 \$38,854 \$12,668	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048	2025 200,077 \$25,000 \$33,536 \$350,135 \$112,043 \$13,439 \$594,153 \$157,561 \$66,611 \$66,611 \$10,000 \$41,220 \$13,438	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$154,409 \$69,275 \$5,150 \$1,030 \$42,456	2027 192,154 \$25,000 \$88,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046 \$5,346 \$5,346 \$5,346 \$1,061 \$43,730 \$14,258	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,933 \$45,002 \$14,685	\$2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628 \$1,126 \$46,993 \$15,126	2030 205,494 \$25,000 \$118,673 \$358,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$5,796 \$1,159 \$47,785	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$44,284 \$5,970 \$11,194 \$49,219 \$16,047	2032 222,242 \$25,000 \$128,345 \$249,911 \$16,528 \$807,708 \$148,756 \$175,016 \$56,149 \$1,230 \$50,695	2033 226,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$153,219 \$180,256 \$91,162 \$6,334 \$1,267 \$52,216 \$17,024	2034 226,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$186,674 \$94,808 \$6,524 \$1,305 \$53,783 \$17,536	2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$6,720 \$13,444 \$55,396 \$18,061	2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,334 \$57,058	2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$106,646 \$7,129 \$1,426 \$58,770 \$19,161	2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$110,912 \$7,343 \$1,469 \$60,533	2039 273,330 \$273,330 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,349 \$7,563 \$1,513 \$23,349
Total Capital Expenditure \$3,157.812	REVENUE Cidel lessee rort Cidel lessee portion of tumover Retail revenue Gild coin donetions Theatrette Hre Total Revenue EXPENDITURE Salanes (2 part time) Cost of goods sold (retail) Unities Unit		2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$253,013	2016 168.050 \$15.000 \$189.057 \$94,108 \$10,300 \$308.465 \$92,700 \$85.075 \$46,800 \$5,150 \$5,150 \$15,902 \$10,300 \$266,467	2017 176.453 \$25.000 \$67.934 \$198.509 \$98.814 \$10.609 \$440.866 \$95.481 \$95.481 \$53.35 \$32.589 \$10.609 \$10.609	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$33,516 \$10,927 \$285,446	2019 178,111 \$25,000 \$68,573 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$56,628 \$5,628 \$34,520,99 \$11,255 \$34,520,99 \$11,255	2020 174,549 \$25,000 \$87,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$57,796 \$5,796 \$35,5796 \$35,5796 \$35,5796	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$66,939 \$5,970 \$5,970 \$36,623 \$11,941 \$299,566	2072 179,611 \$25,000 \$83,968 \$314,20 \$100,582 \$12,299 \$110,689 \$114,444 \$59,21 \$6,149 \$6,149 \$6,149 \$12,299 \$337,722 \$12,299	2028 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,334 \$6,334 \$38,854 \$12,668 \$375,632	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$40,019 \$13,048 \$387,517	2025 200,077 \$25,000 \$93,536 \$363,536 \$112,043 \$13,243 \$13,243 \$157,561 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,344	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$154,409 \$89,275 \$1,030 \$1,030 \$13,842 \$396,902	2027 192,154 \$25,000 \$589,832 \$335,269 \$107,606 \$14,258 \$572,965 \$151,321 \$72,061 \$1,061 \$43,730 \$14,258 \$43,730 \$14,258	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,766 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$45,042 \$14,685 \$45,042 \$14,685	2029 195.709 \$25,000 \$31,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$1,126 \$45,333 \$15,125 \$45,333 \$15,126 \$45,333	2030 205,494 \$25,000 \$118,673 \$393,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,025 \$1,159 \$47,785 \$15,580 \$437,627	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$44,294 \$5,970 \$1,194 \$49,219 \$16,047 \$455,009	2032 222,242 \$25,000 \$128,352 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$87,656 \$6,149 \$1,230 \$50,685 \$16,528	2033 228,909 \$25,000 \$132,050 \$400,991 \$256,378 \$17,024 \$831,189 \$153,219 \$150,266 \$91,162 \$5,334 \$1,267 \$52,216 \$17,024 \$484,463	2034 225,777 \$25,000 \$136,161 \$412,009 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$5,524 \$1,305 \$53,783 \$17,535	2035 242,850 \$25,000 \$140,246 \$424,987 \$77,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,600 \$5,720 \$13,44 \$55,396 \$18,061 \$345,659	2036 250,135 \$25,000 \$144,433 \$437,737 \$280,152 \$18,603 \$995,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,334 \$57,088 \$18,603 \$357,021	2037 257,639 \$25,000 \$148,787 \$40,069 \$288,566 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129 \$1,426 \$88,770 \$19,161 \$366,963	2068 265,369 \$250,000 \$464,395 \$297,213 \$19,736 \$177,623 \$23,220 \$110,116 \$7,343 \$1,469 \$60,533 \$19,736 \$381,099	2039 273,330 273,330 \$25,000 \$157,048 \$476,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,39 \$7,563 \$1,513 \$62,349 \$20,328 \$393,641
Cash Row -\$3,157,612 \$19,410 \$41,998 \$124,236 \$112,026 \$115,061 \$103,311 -\$308,535 \$174,799 \$185,849 \$190,059 \$201,809 \$186,539 \$171,183 -\$143,717 \$271,978 \$311,194 \$329,902 \$338,206 \$346,725 -\$44,534 \$534,426 \$548,723 \$563,409 \$578,495 \$598,400 \$100,100,100 \$100,	REVENUE Cufé Isssee rort Cufé Isssee portion of tumouer Retail revenue Cufé Isssee portion of tumouer Retail revenue Cufé Isssee portion of tumouer Retail revenue Total Revenue BYPENITURE Salaries (2 part time) Cost of goods sold (retail) Littlifies Liquor Loorsee Annual Fee Signage (interp and directional) maintenance Sien maintenance Bevoto Maintenance Bevoto Maintenance Bevoto Maintenance Bevoto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Betto Maintenance Betto Maintenance Betto Betto Maintenance Betto Betto Betto Maintenance Betto		2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$253,013	2016 168.050 \$15.000 \$189.057 \$94,108 \$10,300 \$308.465 \$92,700 \$85.075 \$46,800 \$5,150 \$5,150 \$15,902 \$10,300 \$266,467	2017 176.453 \$25.000 \$67.934 \$198.509 \$98.814 \$10.609 \$440.866 \$95.481 \$95.481 \$53.35 \$32.589 \$10.609 \$10.609	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$33,516 \$10,927 \$285,446	2019 178,111 \$25,000 \$68,573 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$56,628 \$5,628 \$34,520,99 \$11,255 \$34,520,99 \$11,255	2020 174,549 \$25,000 \$87,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$57,796 \$5,796 \$35,5796 \$35,5796 \$35,5796	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$66,939 \$5,970 \$5,970 \$36,623 \$11,941 \$299,566	2072 179,611 \$25,000 \$83,968 \$314,20 \$100,582 \$12,299 \$110,689 \$114,444 \$59,21 \$6,149 \$6,149 \$6,149 \$12,299 \$337,722 \$12,299	2028 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,334 \$6,334 \$38,854 \$12,668 \$375,632	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$40,019 \$13,048 \$387,517	2025 200,077 \$25,000 \$93,536 \$363,536 \$112,043 \$13,243 \$13,243 \$157,561 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,344	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$154,409 \$89,275 \$1,030 \$1,030 \$13,842 \$396,902	2027 192,154 \$25,000 \$589,832 \$335,269 \$107,606 \$14,258 \$572,965 \$151,321 \$72,061 \$1,061 \$43,730 \$14,258 \$43,730 \$14,258	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,766 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$45,042 \$14,685 \$45,042 \$14,685	2029 195.709 \$25,000 \$31,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$1,126 \$45,333 \$15,125 \$45,333 \$15,126 \$45,333	2030 205,494 \$25,000 \$118,673 \$393,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,025 \$1,159 \$47,785 \$15,580 \$437,627	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$44,294 \$5,970 \$1,194 \$49,219 \$16,047 \$455,009	2032 222,242 \$25,000 \$128,352 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$87,656 \$6,149 \$1,230 \$50,685 \$16,528	2033 228,909 \$25,000 \$132,050 \$400,991 \$256,378 \$17,024 \$831,189 \$153,219 \$150,266 \$91,162 \$5,334 \$1,267 \$52,216 \$17,024 \$484,463	2034 225,777 \$25,000 \$136,161 \$412,009 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$5,524 \$1,305 \$53,783 \$17,535	2035 242,850 \$25,000 \$140,246 \$424,987 \$77,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,600 \$5,720 \$13,44 \$55,396 \$18,061 \$345,659	2036 250,135 \$25,000 \$144,433 \$437,737 \$280,152 \$18,603 \$995,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,334 \$57,088 \$18,603 \$357,021	2037 257,639 \$25,000 \$148,787 \$40,069 \$288,566 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129 \$1,426 \$88,770 \$19,161 \$366,963	2068 265,369 \$250,000 \$464,395 \$297,213 \$19,736 \$177,623 \$23,220 \$110,116 \$7,343 \$1,469 \$60,533 \$19,736 \$381,099	2039 273,330 273,330 \$25,000 \$157,048 \$476,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,39 \$7,563 \$1,513 \$62,349 \$20,328 \$393,641
	REVENUE Cide Issees profit or of tumover Retail revenue Gild coin duredors Theatrette He Total Revenue BYPENUTURE States (2 part time) Cost of goods sold (retail) Utilities Utunor Lorense Armal Fee Syrape (integral and description) Site markereance Bestor Marinterance Ste markereance Bestor Marinterance Total Costs ESTIDA Capital Expenditure	S. A. E. S. M. S. S. S. S. S. S. S. S. S. S. S. S. S.	2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$253,013	2016 168.050 \$15.000 \$189.057 \$94,108 \$10,300 \$308.465 \$92,700 \$85.075 \$46,800 \$5,150 \$5,150 \$15,902 \$10,300 \$266,467	2017 176.453 \$25.000 \$67.934 \$198.509 \$98.814 \$10.609 \$440.866 \$95.481 \$95.481 \$53.35 \$32.589 \$10.609 \$10.609	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$33,516 \$10,927 \$285,446	2019 178,111 \$25,000 \$68,573 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$56,628 \$5,628 \$34,520,99 \$11,255 \$34,520,99 \$11,255	2020 174,549 \$25,000 \$87,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$57,796 \$5,796 \$35,5796 \$35,5796 \$35,5796	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$66,939 \$5,970 \$5,970 \$36,623 \$11,941 \$299,566	2072 179,611 \$25,000 \$83,968 \$314,20 \$100,582 \$12,299 \$110,689 \$114,444 \$59,21 \$6,149 \$6,149 \$6,149 \$12,299 \$337,722 \$12,299	2028 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,334 \$6,334 \$38,854 \$12,668 \$375,632	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$40,019 \$13,048 \$387,517	2025 200,077 \$25,000 \$93,536 \$363,536 \$112,043 \$13,243 \$13,243 \$157,561 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,344	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$154,409 \$89,275 \$1,030 \$1,030 \$13,842 \$396,902	2027 192,154 \$25,000 \$589,832 \$335,269 \$107,606 \$14,258 \$572,965 \$151,321 \$72,061 \$1,061 \$43,730 \$14,258 \$43,730 \$14,258	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,766 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$45,042 \$14,685 \$45,042 \$14,685	2029 195.709 \$25,000 \$31,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$1,126 \$45,333 \$15,125 \$45,333 \$15,126 \$45,333	2030 205,494 \$25,000 \$118,673 \$393,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,025 \$1,159 \$47,785 \$15,580 \$437,627	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$44,294 \$5,970 \$1,194 \$49,219 \$16,047 \$455,009	2032 222,242 \$25,000 \$128,352 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$87,656 \$6,149 \$1,230 \$50,685 \$16,528	2033 228,909 \$25,000 \$132,050 \$400,991 \$256,378 \$17,024 \$831,189 \$153,219 \$150,266 \$91,162 \$5,334 \$1,267 \$52,216 \$17,024 \$484,463	2034 225,777 \$25,000 \$136,161 \$412,009 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$5,524 \$1,305 \$53,783 \$17,535	2035 242,850 \$25,000 \$140,246 \$424,987 \$77,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,600 \$5,720 \$13,44 \$55,396 \$18,061 \$345,659	2036 250,135 \$25,000 \$144,433 \$437,737 \$280,152 \$18,603 \$995,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,334 \$57,088 \$18,603 \$357,021	2037 257,639 \$25,000 \$148,787 \$40,069 \$288,566 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129 \$1,426 \$88,770 \$19,161 \$366,963	2068 265,369 \$250,000 \$464,395 \$297,213 \$19,736 \$177,623 \$23,220 \$110,116 \$7,343 \$1,469 \$60,533 \$19,736 \$381,099	2039 273,330 273,330 \$25,000 \$157,048 \$476,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,39 \$7,563 \$1,513 \$62,349 \$20,328 \$393,641
	REVENUE Cufé Isssee rort Cufé Isssee portion of tumouer Retail revenue Cufé Isssee portion of tumouer Retail revenue Cufé Isssee portion of tumouer Retail revenue Total Revenue BYPENITURE Salaries (2 part time) Cost of goods sold (retail) Littlifies Liquor Loorsee Annual Fee Signage (interp and directional) maintenance Sien maintenance Bevoto Maintenance Bevoto Maintenance Bevoto Maintenance Bevoto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Maintenance Betto Betto Maintenance Betto Maintenance Betto Betto Maintenance Betto Betto Betto Maintenance Betto	\$3,157,812	2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$253,013	2016 168.050 \$15.000 \$189.057 \$94,108 \$10,300 \$308.465 \$92,700 \$85.075 \$46,800 \$5,150 \$5,150 \$15,92 \$10,300 \$266,467	2017 176.453 \$25.000 \$67.934 \$198.509 \$98.814 \$10.609 \$440.866 \$95.481 \$95.481 \$53.35 \$32.589 \$10.609 \$10.609	2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$33,516 \$10,927 \$285,446	2019 178,111 \$25,000 \$68,573 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$56,628 \$5,628 \$34,520,99 \$11,255 \$34,520,99 \$11,255	2020 174,549 \$25,000 \$87,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$57,796 \$5,796 \$35,5796 \$35,5796 \$35,5796	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$66,939 \$5,970 \$5,970 \$36,623 \$11,941 \$299,566	2072 179,611 \$25,000 \$83,968 \$314,20 \$100,582 \$12,299 \$110,689 \$114,444 \$59,21 \$6,149 \$6,149 \$6,149 \$12,299 \$337,722 \$12,299	2028 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,334 \$6,334 \$38,854 \$12,668 \$375,632	2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$40,019 \$13,048 \$387,517	2025 200,077 \$25,000 \$93,536 \$363,536 \$112,043 \$13,49 \$13,49 \$157,561 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,344	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$154,409 \$89,275 \$1,030 \$1,030 \$13,842 \$396,902	2027 192,154 \$25,000 \$589,832 \$335,269 \$107,606 \$14,258 \$572,965 \$151,321 \$72,061 \$1,061 \$43,730 \$14,258 \$43,730 \$14,258	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,766 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$45,042 \$14,685 \$45,042 \$14,685	2029 195.709 \$25,000 \$31,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$1,126 \$45,333 \$15,125 \$45,333 \$15,126 \$45,333	2030 205,494 \$25,000 \$118,673 \$393,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,025 \$1,159 \$47,785 \$15,580 \$437,627	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$44,294 \$5,970 \$1,194 \$49,219 \$16,047 \$455,009	2032 222,242 \$25,000 \$128,352 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$87,656 \$6,149 \$1,230 \$50,685 \$16,528	2033 228,909 \$25,000 \$132,050 \$400,991 \$256,378 \$17,024 \$831,189 \$153,219 \$150,266 \$91,162 \$5,334 \$1,267 \$52,216 \$17,024 \$484,463	2034 225,777 \$25,000 \$136,161 \$412,009 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$5,524 \$1,305 \$53,783 \$17,535	2035 242,850 \$25,000 \$140,246 \$424,987 \$77,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,600 \$5,720 \$13,44 \$55,396 \$18,061 \$345,659	2036 250,135 \$25,000 \$144,433 \$437,737 \$280,152 \$18,603 \$995,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,334 \$57,088 \$18,603 \$357,021	2037 257,639 \$25,000 \$148,787 \$40,069 \$288,566 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129 \$1,426 \$88,770 \$19,161 \$366,963	2068 265,369 \$250,000 \$464,395 \$297,213 \$19,736 \$177,623 \$23,220 \$110,116 \$7,343 \$1,469 \$60,533 \$19,736 \$381,099	2039 273,330 273,330 \$25,000 \$157,048 \$476,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,39 \$7,563 \$1,513 \$62,349 \$20,328 \$393,641
INSCOUNDED CASH THOW SUBJECT S	REVENUE Cubé Isssee rort Cubé Isssee portion of turnover Retail revenue Guid coin devations Theatrete Hre Total Revenue BOPENITURE Stalines (2 part time) Cost of poods sold (retai) Lutilities Liquor License Annual Fee Signage (interp and directional) maintenance Signage (interp and directional) maintenance Bewator Maintenance Total Costs BEITDA Capital Expenditure Total Capital Expenditure	\$3,157,812	2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000 \$77,341 \$45,000 \$5,000 \$5,000 \$5,000 \$5,000 \$5,000 \$1,0	2016 168,050 \$15,000 \$18,005 \$94,108 \$94,108 \$10,300 \$308,465 \$46,800 \$51,50 \$31,592 \$10,300 \$266,467 \$41,998	2017 176,453 \$25,000 \$67,934 \$198,509 \$408,864 \$10,609 \$400,866 \$95,481 \$93,329 \$446,672 \$53,305 \$53,05 \$32,593,34 \$10,609 \$276,631	2018 181,746 \$25,000 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,661 \$5,464 \$5,464 \$33,516 \$10,927 \$285,416	2019 178.1179 \$25,000 \$68,573 \$200,375 \$200,375 \$99,742 \$11,256 \$404,946 \$5101,296 \$50,169 \$52,044 \$5,628 \$54,520,99 \$11,255 \$289,884	2000 174549 \$25,000 \$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,796 \$5,796 \$35,5796	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$66,939 \$5,970 \$5,970 \$36,623 \$11,941 \$299,566	2022 179,611 \$25,000 \$83,968 \$314,320 \$10,582 \$12,299 \$536,169 \$111,689 \$141,444 \$59,217 \$51,49 \$37,72 \$12,299 \$361,370 \$174,799	### (1905) ### (1905)	\$2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$40,019 \$13,048 \$387,514 \$10,069	2025 200077 \$25,000 \$93,536 \$93,536 \$112,045 \$113,439 \$13,439 \$157,556 \$16,611 \$66,611 \$5,000 \$11,200 \$13,439 \$13,439 \$13,439	2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$154,581 \$154,409 \$69,275 \$5,150 \$13,842 \$124,581 \$154,409 \$69,275 \$5,150 \$13,842 \$13,842 \$13,843 \$13,8	\$2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258 \$142,318 \$151,321 \$72,046 \$5,306 \$1,306 \$43,730 \$43,73	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,766 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$45,042 \$14,685 \$45,042 \$14,685	2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$154,121 \$77,925 \$56,23 \$11,126 \$42,1326 \$421,326	2030 205,494 \$25,000 \$118,673 \$396,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$31,042 \$1,580 \$	2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$49,219 \$1,194 \$49,219 \$16,047 \$49,219 \$49,219 \$16,047	2032 222,242 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$16,528 \$16,528 \$16,528 \$175,016 \$37,501 \$6,149 \$1,148,756 \$6,149 \$1,148,756 \$6,149 \$1,148,756 \$1,149 \$1,148,756 \$1,149 \$1,148,756 \$1,149 \$1,148,756 \$1,149 \$1,148,756 \$1,149 \$1,148,756 \$1,149 \$1,148,756 \$1,149 \$1,148,756 \$1,149 \$1,148,756 \$1,149 \$1,148,756 \$1,149 \$1,148,756 \$1,149 \$1,148,756 \$1,148	2053 228,909 \$25,000 \$132,195 \$400,991 \$256,378 \$17,024 \$831,189 \$180,266 \$91,162 \$5,334 \$1,267 \$52,216 \$17,024 \$484,463	2034 225,777 \$25,000 \$136,161 \$412,009 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$5,524 \$1,305 \$53,783 \$17,535	2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$890,286 \$12,249 \$86,720 \$1,344 \$55,346 \$10,061 \$345,859 \$55,346	2036 250,1035 \$25,000 \$144,463 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,867 \$102,545 \$6,921 \$1,925 \$6,921 \$1,925 \$	2037 257,639 \$25,000 \$148,767 \$40,069 \$238,556 \$19,161 \$932,373 \$100,040 \$22,543 \$100,040 \$172,449 \$22,543 \$100,040 \$172,449 \$363,409	2063 265,3699 \$25,000 \$464,395 \$464,395 \$19,736 \$19,736 \$117,623 \$23,220 \$110,912 \$11,693 \$11,	2039 273,300 \$25,000 \$157,648 \$478,227 \$306,129 \$20,328 \$987,632 \$112,951 \$7,563 \$1,513 \$62,349 \$20,328 \$393,641
	REVENUE Cufel lessee rort Cufel lessee rort Cufel lessee rort Cufel lessee rort Cufel lessee rort Cufel lessee rort Cufel lessee rort Cufel lessee rort Cufel Revenue State Revenue Superature Superature Superature Cust of goods sold (retai) Littlities Lugor Loorse Arrusal Fee Signage (interp and directional) maintenance Site maintenance Benerature Maintenance Total Costs BEITDA Capital Expenditure Total Capital Expenditure Costs Row	\$3,157,812 -\$3,157,812	2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$5,000 \$5,000 \$10	2016 188,050 \$15,000 \$189,057 \$94,108 \$10,300 \$308,465 \$85,075 \$46,800 \$5,150 \$5,150 \$51,502 \$11,592 \$11,998	2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$93,329 \$48,672 \$53,305 \$52,599,34 \$10,609 \$27,599,34 \$10,609 \$27,6631	2018 181,746 181,746 182,500 182,500 180,972 180,465 1910,1778 191	2019 178,1111 \$25,000 \$68,573 \$200,375 \$99,742 \$111,256 \$404,946 \$101,296 \$90,169 \$52,644 \$56,628 \$5,628 \$34,620,99 \$111,255 \$289,884 \$115,061	2020 174,549 \$25,000 \$67,201 \$196,568 \$97,749 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749,33 \$54,749,33 \$57,96 \$35,576 \$11,593 \$	2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$66,939 \$5,970 \$5,970 \$36,623 \$11,941 \$299,566	2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299 \$100,582 \$12,299 \$110,689 \$141,444 \$59,217 \$61,49 \$51,49 \$174,799	2026 188,592 \$25,000 \$88,167 \$330,036 \$105,691 \$114,009 \$148,516 \$61,394 \$53,334 \$53,3854 \$12,668 \$13,565 \$1,268 \$12,686 \$1,265 \$12,686 \$1,268 \$12,686 \$1,268 \$1,26	2024 194.249 \$25.000 \$90.812 \$339.937 \$108,790 \$13.048 \$577,576 \$117,430 \$152,971 \$84,049 \$6,524 \$6,524 \$4,0019 \$13.048 \$387,517	2025 200,077 \$25,000 \$93,536 \$93,536 \$112,043 \$112,043 \$112,043 \$112,043 \$157,561 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439 \$392,344 \$201,809	2026 196,075 \$25,000 \$91,665 \$343,132 \$13,842 \$133,842 \$134,449 \$92,275 \$5150,000 \$1,030 \$42,466 \$13,842 \$13,842 \$144,691 \$146,691 \$1,030 \$42,466 \$13,842 \$13,842 \$13,842 \$13,842 \$13,842 \$13,842 \$13,842 \$146,691 \$13,842 \$13,842 \$13,842 \$13,842 \$13,842 \$146,691 \$13,842 \$14,842 \$1	2027 192,154 \$25,000 \$89,832 \$38,832 \$336,269 \$107,606 \$14,258 \$151,321 \$72,046 \$1,051 \$43,730 \$14,258 \$43,730 \$14,258 \$1,061 \$43,730 \$14,258 \$43,730	2028 186,389 \$25,000 \$87,137 \$326,181 \$208,766 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$45,042 \$14,685 \$45,042 \$14,685	2029 195,709 \$25,000 \$1,494 \$342,490 \$719,194 \$15,126 \$693,304 \$136,133 \$154,121 \$15,126 \$11,126 \$46,333 \$15,125 \$41,326 \$41,326 \$41,326 \$41,326 \$421,326	2030 205,494 \$25,000 \$118,673 \$390,615 \$220,154 \$15,580 \$749,021 \$140,217 \$161,827 \$31,159 \$47,765 \$15,580 \$47,765 \$31,194	2031 215,796 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284 \$1,919 \$49,219 \$16,047 \$455,009	2032 222,242 \$25,000 \$128,345 \$389,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$87,656 \$6,149 \$1,230 \$50,695 \$16,528 \$469,502 \$382,066	2053 225,900 \$25,000 \$132,195 \$400,591 \$256,578 \$17,024 \$831,189 \$153,219 \$180,266 \$91,162 \$5,334 \$1,267 \$52,216 \$17,024 \$484,463	2034 225,777 \$25,000 \$136,161 \$412,009 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$5,524 \$1,305 \$53,783 \$17,535	2035 242,850 \$25,000 \$140,246 \$40,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,670 \$13,344 \$553,396 \$345,859	2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,384 \$57,058 \$18,053 \$357,221 \$548,723	2037 257,639 \$25,000 \$148,767 \$40,069 \$238,556 \$19,161 \$932,373 \$172,449 \$22,543 \$10,646 \$7,129 \$1,426 \$1,4	2063 265,3699 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$395,594 \$177,622 \$23,220 \$110,912 \$7,343 \$1,469 \$00,533 \$19,736	2039 273,330 \$25,000 \$157,648 \$478,327 \$306,129 \$20,328 \$182,951 \$23,916 \$115,349 \$7,563 \$1,513 \$62,349 \$20,328 \$393,641 \$593,991

Net Present Value (NPV) -\$1,156,704

TABLE 49: SENSITIVITY ANALYSIS – CAPITAL EXPENDITURE +10%

									Op	tion 3 - Sei	nsitivity Ana	lysis CAPE	X +10%													
Assumptions																										
Conference/Meeting Space Hre Fee	\$200	5																								
Number of times conference/meeting room hired p/a	50	3																								
		1																								
Average spend at café per person operating years 1-7	\$14.00	5																								
Average spend at café per person operating years 8-15	\$17.00	5																								
Average spend at café per person operating years 16-25	\$21.00	5																								
From year 3, café revenue turnover allocated to Council	5.0%																									
Average spend at retail per person (operating years 1-7)	\$4.50	b																								
Average spend at retail per person (operating years 8-15)	\$7.00																									
Average spend at retail per person (operating years 16-25)	\$9.00																									
Pionic Area Hire Fee	\$0.00																									
Assumed % of visitors contributing donation	56%																									
Average donation per visitor (operating years 1-13)	\$1.00																									
Average donation per visitor (operating years 14-25)	\$2.00																									
Cost of goods sold	45%																									
Inflation	3%																									
Utility Overheads increase pa	4%																									
Maintenance costs per sqm	\$30																									
Discount rate	6.5%																									
Required yield	5.5%																									
CAPEX Sensitivity Adjustment	10.0%	i i																								
		<u> </u>																								
Years	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
		1	2	3	4	5	6	7	. 8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Visitors		152,773	168,050	176,453	181,746	178,111	174,549	171,058	179,611	188,592	194,249	200,077	196,075	192,154	186,389	195,709	205,494	215,769						257.639	265,369	
REVENUE Café lessee rent		ØF 000																	222,242	228,909	235,777	242,850	250,135			273,330
Café lessee portion of turnover				êar ooo	that ano	for one	for 000	ear 000	\$25.000	@0E.000	for one	Pac 000	êns non	for ooo	#0F 000	f05.000	ê0E 000				,					
		\$5,000	\$15,000	\$25,000	\$25,000		\$25,000 \$67,201	\$25,000 \$65,857	\$25,000 \$83,068	\$25,000 \$88,167	\$25,000 \$90,812	\$25,000 \$03,536	\$25,000 \$91,665	\$25,000 \$80,832	\$25,000 \$87,137	\$25,000 \$01,404		\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
I Hetail revenue		-	-	\$67,934	\$69,972	\$68,573	\$67,201	\$65,857	\$83,968	\$88,167	\$90,812	\$93,536	\$91,665	\$89,832	\$87,137	\$91,494	\$118,673	\$25,000 \$124,607	\$25,000 \$128,345	\$25,000 \$132,195	\$25,000 \$136,161	\$25,000 \$140,246	\$25,000 \$144,453	\$25,000 \$148,787	\$25,000 \$153,250	\$25,000 \$157,848
Retail revenue Cold coin donations		\$171,870	\$189,057	\$67,934 \$198,509	\$69,972 \$204,465	\$68,573 \$200,375	\$67,201 \$196,368	\$65,857 \$192,441	\$83,968 \$314,320	\$88,167 \$330,036	\$90,812 \$339,937	\$93,536 \$350,135	\$91,665 \$343,132	\$89,832 \$336,269	\$87,137 \$326,181	\$91,494 \$342,490	\$118,673 \$359,615	\$25,000 \$124,607 \$377,596	\$25,000 \$128,345 \$388,923	\$25,000 \$132,195 \$400,591	\$25,000 \$136,161 \$412,609	\$25,000 \$140,246 \$424,987	\$25,000 \$144,453 \$437,737	\$25,000 \$148,787 \$450,869	\$25,000 \$153,250 \$464,395	\$25,000 \$157,848 \$478,327
Retail revenue Gold coin donations Theatrette Hire		-	-	\$67,934	\$69,972	\$68,573	\$67,201	\$65,857	\$83,968	\$88,167	\$90,812	\$93,536	\$91,665	\$89,832	\$87,137	\$91,494	\$118,673 \$359,615	\$25,000 \$124,607	\$25,000 \$128,345	\$25,000 \$132,195	\$25,000 \$136,161	\$25,000 \$140,246	\$25,000 \$144,453	\$25,000 \$148,787	\$25,000 \$153,250	\$25,000 \$157,848
Gold coin donations		\$171,870 \$85,553	\$189,057 \$94,108	\$67,934 \$198,509 \$98,814	\$69,972 \$204,465 \$101,778	\$68,573 \$200,375 \$99,742	\$67,201 \$196,368 \$97,748	\$65,857 \$192,441 \$95,793	\$83,968 \$314,320 \$100,582	\$88,167 \$330,036 \$105,611	\$90,812 \$339,937 \$108,780	\$93,536 \$350,135 \$112,043	\$91,665 \$343,132 \$109,802	\$89,832 \$336,269 \$107,606	\$87,137 \$326,181 \$208,756	\$91,494 \$342,490 \$219,194	\$118,673 \$359,615 \$230,154	\$25,000 \$124,607 \$377,596 \$241,661	\$25,000 \$128,345 \$388,923 \$248,911	\$25,000 \$132,195 \$400,591 \$256,378	\$25,000 \$136,161 \$412,609 \$264,070	\$25,000 \$140,246 \$424,987 \$271,992	\$25,000 \$144,453 \$437,737 \$280,152	\$25,000 \$148,787 \$450,869 \$288,556	\$25,000 \$153,250 \$464,395 \$297,213	\$25,000 \$157,848 \$478,327 \$306,129
Gold coin donations		\$171,870 \$85,553 \$10,000	\$189,057 \$94,108 \$10,300	\$67,934 \$198,509 \$98,814 \$10,609	\$69,972 \$204,465 \$101,778 \$10,927	\$68,573 \$200,375 \$99,742 \$11,255	\$67,201 \$196,368 \$97,748 \$11,593	\$65,857 \$192,441 \$95,793 \$11,941	\$83,968 \$314,320 \$100,582 \$12,299	\$88,167 \$330,036 \$105,611 \$12,668	\$90,812 \$339,937 \$108,780	\$93,536 \$350,135 \$112,043 \$13,439	\$91,665 \$343,132 \$109,802 \$13,842	\$89,832 \$336,269 \$107,606 \$14,258	\$87,137 \$326,181 \$208,756 \$14,685	\$91,494 \$342,490 \$219,194 \$15,126	\$118,673 \$359,615 \$230,154 \$15,580	\$25,000 \$124,607 \$377,596 \$241,661 \$16,047	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528	\$25,000 \$132,195 \$400,591 \$256,378 \$17,024	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061	\$25,000 \$144,453 \$437,737 \$280,152 \$18,603	\$25,000 \$148,787 \$450,869 \$288,556 \$19,161	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736	\$25,000 \$157,848 \$478,327 \$306,129 \$20,328
Gold coin donations Theatrette Hire Total Revenue		\$171,870 \$85,553 \$10,000	\$189,057 \$94,108 \$10,300	\$67,934 \$198,509 \$98,814 \$10,609	\$69,972 \$204,465 \$101,778 \$10,927	\$68,573 \$200,375 \$99,742 \$11,255	\$67,201 \$196,368 \$97,748 \$11,593	\$65,857 \$192,441 \$95,793 \$11,941	\$83,968 \$314,320 \$100,582 \$12,299	\$88,167 \$330,036 \$105,611 \$12,668	\$90,812 \$339,937 \$108,780 \$13,048	\$93,536 \$350,135 \$112,043 \$13,439	\$91,665 \$343,132 \$109,802 \$13,842	\$89,832 \$336,269 \$107,606 \$14,258	\$87,137 \$326,181 \$208,756 \$14,685	\$91,494 \$342,490 \$219,194 \$15,126	\$118,673 \$359,615 \$230,154 \$15,580	\$25,000 \$124,607 \$377,596 \$241,661 \$16,047	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528	\$25,000 \$132,195 \$400,591 \$256,378 \$17,024	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061	\$25,000 \$144,453 \$437,737 \$280,152 \$18,603	\$25,000 \$148,787 \$450,869 \$288,556 \$19,161	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736	\$25,000 \$157,848 \$478,327 \$306,129 \$20,328
Gild cain donations Theatratte Hre Total Revenue EXPENDITURE		\$171,870 \$85,553 \$10,000 \$272,423	\$189,057 \$94,108 \$10,300 \$308,465	\$67,934 \$198,509 \$98,814 \$10,609 \$400,866	\$69,972 \$204,465 \$101,778 \$10,927 \$412,142	\$68,573 \$200,375 \$99,742 \$11,255 \$404,946	\$67,201 \$196,368 \$97,748 \$11,593 \$397,910	\$65,857 \$192,441 \$95,793 \$11,941 \$391,031	\$83,968 \$314,320 \$100,582 \$12,299 \$536,169	\$88,167 \$330,036 \$105,611 \$12,668 \$561,481	\$90,812 \$339,937 \$108,780 \$13,048 \$577,576	\$93,536 \$350,135 \$112,043 \$13,439 \$594,153	\$91,665 \$343,132 \$109,802 \$13,842 \$583,442	\$89,832 \$336,269 \$107,606 \$14,258 \$572,965	\$87,137 \$326,181 \$208,756 \$14,685 \$661,760	\$91,494 \$342,490 \$219,194 \$15,126 \$693,304	\$118,673 \$359,615 \$230,154 \$15,580 \$749,021	\$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708	\$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286	\$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944	\$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594	\$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632
Gold can donations Theatrette Hre Total Revenue EXPENDITURE Salaries (2 part time)		\$171,870 \$85,553 \$10,000 \$272,423 \$90,000	\$189,057 \$94,108 \$10,300 \$308,465	\$67,934 \$198,509 \$98,814 \$10,609 \$400,866	\$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345	\$68,573 \$200,375 \$99,742 \$11,255 \$404,946	\$67,201 \$196,368 \$97,748 \$11,593 \$397,910	\$65,857 \$192,441 \$95,793 \$11,941 \$391,031	\$83,968 \$314,320 \$100,582 \$12,299 \$536,169	\$88,167 \$330,036 \$105,611 \$12,668 \$561,481	\$90,812 \$339,937 \$108,780 \$13,048 \$577,576	\$93,536 \$350,135 \$112,043 \$13,439 \$594,153	\$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581	\$89,832 \$336,269 \$107,606 \$14,258 \$572,965	\$87,137 \$326,181 \$208,756 \$14,685 \$661,760	\$91,494 \$342,490 \$219,194 \$15,126 \$693,304	\$118,673 \$359,615 \$230,154 \$15,580 \$749,021	\$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708	\$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286	\$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944	\$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594	\$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632
Gold cain donations Theatratic Hire Total Revenue EXPENDITURE Salanies (2 part time) Cost of goods sold (retail)		\$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341	\$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$85,075	\$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329	\$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009	\$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169	\$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366	\$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598	\$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$110,689 \$141,444	\$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516	\$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971	\$93,536 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561	\$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409	\$89,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321	\$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782	\$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121	\$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827	\$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708	\$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$153,219 \$180,266	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286	\$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887	\$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594	\$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916
Gold can donations Theatrette Hre Total Revenue EXPENDITURE Salaries (2 part time)		\$171,870 \$85,553 \$10,000 \$272,423 \$90,000	\$189,057 \$94,108 \$10,300 \$308,465	\$67,934 \$198,509 \$98,814 \$10,609 \$400,866	\$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619	\$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644	\$67,201 \$196,368 \$97,748 \$11,593 \$397,910	\$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939	\$83,968 \$314,320 \$100,582 \$12,299 \$536,169	\$88,167 \$330,036 \$105,611 \$12,668 \$561,481	\$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049	\$93,536 \$350,135 \$112,043 \$13,439 \$594,153	\$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409 \$69,275	\$89,832 \$336,269 \$107,606 \$14,258 \$572,965	\$87,137 \$326,181 \$208,756 \$14,685 \$661,760	\$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925	\$118,673 \$359,615 \$230,154 \$15,580 \$749,021	\$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708	\$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286	\$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545	\$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594	\$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,349
Gold can donations Theatrette Hre Total Revenue EPENDITURE Salaries (2 part time) Cost of goods sold (retail) Utilities		\$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000	\$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$85,075 \$46,800	\$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$48,672	\$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009	\$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169	\$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749	\$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598	\$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$110,689 \$141,444 \$59,217	\$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,586	\$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971	\$93,536 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611	\$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409	\$89,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046	\$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928	\$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121	\$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042	\$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$87,656	\$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$153,219 \$180,266 \$91,162	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601	\$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887	\$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$110,912	\$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916
Odd con donations Thearrete Hire Total Revenue EXPENDITURE Solaries (2 part time) Cost of goods sold (retail) Lillines Liquor Lionnes Annual Fee		\$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000	\$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$85,075 \$46,800 \$5,150	\$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$48,672 \$5,305	\$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464	\$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628	\$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749 \$5,796	\$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939 \$5,970	\$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$110,689 \$141,444 \$59,217 \$6,149	\$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,586 \$6,334	\$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524	\$93,536 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000	\$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409 \$69,275 \$5,150	\$89,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046 \$5,305	\$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464	\$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628	\$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$5,796	\$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284 \$5,970	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$87,656 \$6,149	\$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$153,219 \$180,266 \$91,162 \$6,334	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$6,524	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$6,720	\$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921	\$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$110,912 \$7,343	\$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,349 \$7,563
Child coin donations Theatmete Hire Total Revenue DPHIDITURE Salaries (2 part time) Cast of goods sold (retail) Light Clionse Annual Fee Sigrage (interp and directional) maintenance		\$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000	\$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$85,075 \$46,800 \$5,150 \$5,150	\$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$48,672 \$5,305	\$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$5,464	\$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628	\$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749 \$5,796	\$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939 \$5,970 \$5,970	\$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$110,689 \$141,444 \$59,217 \$6,149	\$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,586 \$6,334 \$6,334	\$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$6,524	\$93,536 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000 \$1,000	\$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409 \$69,275 \$5,150 \$1,030	\$89,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046 \$5,306 \$1,061	\$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093	\$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628 \$1,126	\$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$5,796 \$1,159 \$47,785	\$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284 \$5,970 \$1,194	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$87,656 \$6,149 \$1,230	\$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$153,219 \$180,266 \$91,162 \$6,334 \$1,267	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$6,524 \$1,305	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$6,720 \$1,344 \$55,396	\$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,384	\$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129 \$1,426	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$110,912 \$7,343 \$1,469	\$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,349 \$7,563 \$1,513
Gold con donations Theatrette Hre Total Revenue EXPENDITURE Solaries (2 part time) Cost of goods sold (retail) Litities Litiquor Litonese Annual Fee Signage (interp and directional) maintenence Sig maintenence		\$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$5,000 \$30,671	\$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$85,075 \$46,800 \$5,150 \$31,592	\$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$48,672 \$5,305 \$5,305 \$32,539,34	\$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927	\$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628 \$5,628 \$34,520,99	\$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749 \$5,796 \$5,796 \$35,557 \$11,593	\$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939 \$5,970 \$36,623	\$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$110,689 \$141,444 \$59,217 \$6,149 \$6,149 \$37,722	\$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,586 \$6,334 \$6,334 \$38,854	\$90,812 \$339,937 \$106,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$6,524 \$40,019	\$93,536 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000 \$1,000 \$41,220	\$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409 \$69,275 \$5,150 \$1,030 \$42,456	\$89,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046 \$5,306 \$1,061 \$43,730 \$14,258	\$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685	\$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628 \$1,126 \$46,393	\$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$5,796 \$1,159 \$47,785	\$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284 \$5,970 \$1,194 \$49,219	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$87,656 \$6,149 \$1,230 \$50,695	\$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$153,219 \$180,266 \$91,162 \$6,334 \$1,267 \$52,216	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$6,524 \$1,305 \$53,783 \$17,535	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$6,720 \$1,344 \$55,396	\$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,384 \$57,068	\$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$105,646 \$7,129 \$1,426 \$58,770	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$117,623 \$23,220 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736	\$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,349 \$7,563 \$1,513 \$62,349
Cald coin donations Theatrette Hre Total Revenue DOPENDITURE Salaries (2 part time) Cast of poods sold (retail) Littlines Liquer Licerse Annual Fee Signage (reters pand directional) maintenance Site maintenance Bevector Mantenanco Total Costs		\$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$253,013	\$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$85,075 \$46,800 \$5,150 \$51,150 \$31,592 \$10,300 \$266,467	\$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$48,672 \$5,305 \$5,305 \$32,539,34 \$10,609 \$276,631	\$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$33,516 \$10,927 \$285,416	\$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628 \$34,520,99 \$11,255 \$289,884	\$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749 \$5,796 \$35,557 \$11,593 \$294,599	\$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939 \$5,970 \$36,623 \$11,941 \$299,566	\$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$110,689 \$141,444 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$361,370	\$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668 \$375,632	\$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$40,019 \$13,048 \$387,517	\$93,536 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000 \$11,000 \$41,220 \$13,439 \$392,344	\$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$396,902	\$89,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$401,782	\$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$405,476	\$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$421,326	\$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$5,796 \$11,159 \$47,785 \$15,580 \$437,827	\$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$455,009	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$61,49 \$50,695 \$16,528 \$469,502	\$25,000 \$132,195 \$400,591 \$256,335 \$17,024 \$831,189 \$153,219 \$180,266 \$91,166 \$6,334 \$1,267 \$62,216 \$17,024 \$484,463	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$6,524 \$157,536 \$17,536 \$499,909	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$6,720 \$13,344 \$55,396 \$18,061 \$345,859	\$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$102,545 \$6,921 \$1,394 \$57,088 \$18,603 \$357,221	\$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129 \$1,426 \$58,770 \$19,161 \$368,963	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$177,623 \$23,220 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736 \$381,099	\$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,349 \$7,563 \$7,563 \$62,349 \$20,328 \$393,641
Gold can donations Theatrette Hre Total Revenue EVPENDITURE Salaries (2 part time) Cost of goods sold (retail) Littlies Liquor Licanse Annual Fee Signage (fretpa and dectional) maintenance Site maintenance Elevator Maintenance Elevator Maintenance EBITDA		\$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000	\$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$85,075 \$46,800 \$5,150 \$51,150 \$31,592 \$10,300 \$266,467	\$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$48,672 \$5,305 \$5,305 \$32,539,34 \$10,609 \$276,631	\$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$33,516 \$10,927 \$285,416	\$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628 \$5,628 \$34,520,99 \$11,255	\$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749 \$5,796 \$35,557 \$11,593 \$294,599	\$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939 \$5,970 \$36,623 \$11,941 \$299,566	\$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$110,689 \$141,444 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299	\$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,386 \$6,334 \$6,334 \$38,854 \$12,668	\$90,812 \$399,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$6,524 \$40,019 \$13,048	\$93,536 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000 \$11,000 \$41,220 \$13,439 \$392,344	\$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$396,902	\$89,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$401,782	\$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685	\$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$421,326	\$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$5,796 \$11,159 \$47,785 \$15,580 \$437,827	\$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$455,009	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$87,656 \$6,149 \$1,230 \$50,695 \$16,528	\$25,000 \$132,195 \$400,591 \$256,335 \$17,024 \$831,189 \$153,219 \$180,266 \$91,166 \$6,334 \$1,267 \$62,216 \$17,024 \$484,463	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$6,524 \$1,305 \$53,783 \$17,535	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$6,720 \$13,344 \$55,396 \$18,061 \$345,859	\$25,000 \$144,463 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,384 \$57,058 \$18,603	\$25,000 \$148,767 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129 \$1,426 \$58,770 \$19,161	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736 \$381,099	\$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,349 \$7,563 \$1,563 \$62,349 \$20,328 \$393,641
Gold con donations Thearrete Hire Total Revenue EXPENDITURE Solanies (2 part time) Oost of goods sold (retail) Lillines Lignor License Annual Fee Signage (interp and directional) maintenance Site maintenance Bevator Maintenance Total Costs EBITDA Capital Expenditure	\$2 OED FAR	\$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$253,013	\$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$85,075 \$46,800 \$5,150 \$51,150 \$31,592 \$10,300 \$266,467	\$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$48,672 \$5,305 \$5,305 \$32,539,34 \$10,609 \$276,631	\$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$33,516 \$10,927 \$285,416	\$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628 \$34,520,99 \$11,255 \$289,884	\$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749 \$5,796 \$35,557 \$11,593 \$294,599	\$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939 \$5,970 \$36,623 \$11,941 \$299,566	\$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$110,689 \$141,444 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$361,370	\$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668 \$375,632	\$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$40,019 \$13,048 \$387,517	\$93,536 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000 \$11,000 \$41,220 \$13,439 \$392,344	\$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$396,902	\$89,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$401,782	\$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$405,476	\$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$421,326	\$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$5,796 \$11,159 \$47,785 \$15,580 \$437,827	\$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$455,009	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$61,49 \$50,695 \$16,528 \$469,502	\$25,000 \$132,195 \$400,591 \$256,335 \$17,024 \$831,189 \$153,219 \$180,266 \$91,166 \$6,334 \$1,267 \$62,216 \$17,024 \$484,463	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$6,524 \$157,536 \$17,536 \$499,909	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$6,720 \$13,344 \$55,396 \$18,061 \$345,859	\$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$110,2545 \$6,921 \$1,394 \$57,088 \$18,603 \$357,221	\$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129 \$1,426 \$58,770 \$19,161 \$368,963	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$177,623 \$23,220 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736 \$381,099	\$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,349 \$7,563 \$1,563 \$62,349 \$20,328 \$393,641
Gold con donations Theatrette Hre Total Revenue EXPENDITURE Salaries (2 part time) Cost of goods sold (retail) Litilities Liquor Lionnee Annual Fee Signage (interpand directional) maintenance Stermaintenance Becator Maintenance Total Costs ESITDA Capital Expenditure Total Capital Expenditure Total Capital Expenditure	\$3.859,548	\$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$5,000 \$5,000 \$10,000 \$253,013	\$189,057 \$94,108 \$10,300 \$308,465 \$308,465 \$92,700 \$85,075 \$46,800 \$5,150 \$5,150 \$15,92 \$10,300 \$266,467 \$41,998	\$67,934 \$196,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,325 \$48,672 \$5,305 \$5,305 \$32,539,34 \$10,609 \$276,631	\$69,972 \$204,467 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927 \$285,416 \$126,726	\$86,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$2,644 \$5,628 \$5,628 \$11,255 \$289,884 \$115,061	\$67,201 \$196,385 \$97,748 \$11,593 \$11,593 \$104,335 \$88,366 \$54,746 \$5,796 \$5,796 \$35,557 \$11,593 \$294,599 \$103,311	\$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939 \$5,970 \$36,623 \$11,941 \$299,566	\$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$110,689 \$141,444 \$6,149 \$6,149 \$174,799 \$361,370	\$88,167 \$300,006 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,586 \$6,334 \$6,334 \$12,668 \$375,632 \$185,849	\$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$84,049 \$6,524 \$6,524 \$40,019 \$13,048 \$387,517 \$190,059	\$93,536 \$350,135 \$112,043 \$13,439 \$13,439 \$120,952 \$157,561 \$66,611 \$5,000 \$1,000 \$41,220 \$134,339 \$392,344 \$201,809	\$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409 \$99,275 \$5,150 \$1,030 \$42,466 \$13,842 \$396,902 \$186,539	\$99,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$401,782 \$171,183	\$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$405,476	\$91,494 \$342,490 \$279,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$421,326	\$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$161,827 \$81,042 \$5,796 \$1,159 \$47,785 \$15,580 \$437,827 \$311,194	\$25,000 \$124,607 \$377,596 \$241,661 \$764,910 \$144,424 \$169,918 \$84,281 \$5,970 \$1,194 \$49,219 \$16,047 \$45,009 \$3,900	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$16,528 \$175,016 \$175,016 \$87,656 \$175,016 \$87,656 \$175,016 \$1,230 \$61,48 \$1,230 \$1,528 \$469,502 \$382,606 \$382,606 \$16,528 \$469,502	\$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$153,219 \$180,266 \$91,162 \$6,33 \$1,267 \$52,216 \$1,267 \$52,216 \$1,267 \$52,216 \$1,267 \$52,216 \$1,267 \$52,216 \$1,267 \$53,219 \$1,267 \$53,219 \$1,267 \$54,463 \$1,267 \$54,463 \$1,267 \$54,463 \$1,267	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$6,524 \$157,536 \$17,536 \$499,909	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$6,720 \$1,344 \$55,396 \$18,061 \$345,859	\$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,334 \$57,058 \$18,603 \$357,221	\$25,000 \$140,787 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,123 \$14,46 \$58,770 \$19,161 \$368,963	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$11,912 \$7,343 \$1,469 \$60,533 \$19,736 \$381,099	\$25,000 \$157,848 \$478,327 \$306,122 \$20,328 \$987,632 \$182,951 \$23,916 \$115,239 \$7,563 \$1,513 \$62,349 \$20,328 \$393,641
Gold con donations Thearrete Hire Total Revenue EXPENDITURE Solanies (2 part time) Oost of goods sold (retail) Lillines Lignor License Annual Fee Signage (interp and directional) maintenance Site maintenance Bevator Maintenance Total Costs EBITDA Capital Expenditure	\$3,859,548 -\$3,859,548 -\$3,879,548	\$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$5,000 \$30,671 \$10,000 \$253,013	\$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$85,075 \$46,800 \$5,150 \$51,150 \$31,592 \$10,300 \$266,467	\$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$48,672 \$5,305 \$5,305 \$32,539,34 \$10,609 \$276,631	\$69,972 \$204,467 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927 \$285,416 \$126,726	\$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628 \$34,520,99 \$11,255 \$289,884	\$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749 \$5,796 \$35,557 \$11,593 \$294,599	\$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939 \$5,970 \$36,623 \$11,941 \$299,566	\$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$110,689 \$141,444 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299 \$361,370	\$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,586 \$6,334 \$6,334 \$38,854 \$12,668 \$375,632	\$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$40,019 \$13,048 \$387,517	\$93,536 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000 \$11,000 \$41,220 \$13,439 \$392,344	\$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409 \$69,275 \$5,150 \$1,030 \$42,456 \$13,842 \$396,902	\$99,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258 \$401,782 \$171,183	\$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685 \$405,476	\$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628 \$1,126 \$46,393 \$15,126 \$421,326	\$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$5,796 \$11,159 \$47,785 \$15,580 \$437,827	\$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284 \$5,970 \$1,194 \$49,219 \$16,047 \$455,009	\$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$61,49 \$50,695 \$16,528 \$469,502	\$25,000 \$132,195 \$400,591 \$256,335 \$17,024 \$831,189 \$153,219 \$180,266 \$91,166 \$6,334 \$1,267 \$62,216 \$17,024 \$484,463	\$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$185,674 \$94,808 \$6,524 \$157,536 \$17,536 \$499,909	\$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$6,720 \$13,344 \$55,396 \$18,061 \$345,859	\$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$110,2545 \$6,921 \$1,394 \$57,088 \$18,603 \$357,221	\$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129 \$1,426 \$58,770 \$19,161 \$368,963	\$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$177,623 \$23,220 \$110,912 \$7,343 \$1,469 \$60,533 \$19,736 \$381,099	\$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,349 \$7,563 \$1,563 \$62,349 \$20,328 \$393,641

let Present Value (NPV) -\$1,815,615

TABLE 50: SENSITIVITY ANALYSIS – CAPITAL EXPENDITURE +20%

									Op	tion 3 - Sei	nsitivity Ana	alysis CAPE	X +20%													
Assumptions											-															
Conference/Meeting Space Hre Fee	\$200																									
Number of times conference/meeting room hired p/a	50	i																								
<u> </u>		i																								
Average spend at café per person operating years 1-7	\$14.00	i																								
Average spend at café per person operating years 8-15	\$17.00																									
Average spend at café per person operating years 16-25	\$21.00																									
From year 3, café revenue turnover allocated to Council	5.0%	1																								
Average spend at retail per person (operating years 1-7)	\$4.50	i																								
Average spend at retail per person (operating years 8-15)	\$7.00																									
Average spend at retail per person (operating years 16-25)	\$9.00	i																								
Floric Area Hre Fee	\$0.00																									
Assumed % of visitors contributing donation	56%	1																								
Average donation per visitor (operating years 1-13)	\$1.00	i																								
Average donation per visitor (operating years 14-25)	\$2.00																									
Cost of goods sold	45%	1																								
Inflation	3%	İ																								
Utility Overheads increase pa	4%	i																								
Maintenance costs per som	\$30	1																								
Discount rate	6.5%																									
Required yield	5.5%	i																								
CAPEX Sensitivity Adjustment	20.0%	1																								
CH Drodistivity Adjustment	20.070																									
Years	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Visitors		152,773	168,050	176,453	181,746	178,111	174,549	171,058	179,611	188,592	194,249	200,077	196,075	192,154	186,389	195,709	205,494	215,769	222,242	228,909	235,777	242,850	250,135	257,639	265,369	273,330
REVENUE																										
Café lessee rent		\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Café lessee portion of turnover		-	-	\$67,934	\$69,972	\$68,573	\$67,201	\$65,857	\$83,968	\$88,167	\$90,812	\$93,536	\$91,665	\$89,832	\$87,137	\$91,494	\$118,673	\$124,607	\$128,345	\$132,195	\$136,161		\$144,453	\$148,787	\$153,250	\$157,848
Retail revenue		\$171,870	\$189,057	\$198,509	\$204,465	\$200,375	\$196,368	\$192,441	\$314,320	\$330,036	\$339,937	\$350,135	\$343,132	\$336,269	\$326,181	\$342,490	\$359,615	\$377,596	\$388,923	\$400,591	\$412,609	\$424,987	\$437,737	\$450,869	\$464,395	\$478,327
Gold coin donations		\$85,553	\$94,108	\$98,814	\$101,778	\$99,742	\$97,748	\$95,793	\$100,582	\$105,611	\$108,780	\$112,043	\$109,802	\$107,606	\$208,756	\$219,194	\$230,154	\$241,661	\$248,911	\$256,378	\$264,070	\$271,992	\$280,152	\$288,556	\$297,213	\$306,129
Theatrette Hre		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Total December		6070 400	\$200 ACE	£400.00C	6440 440	£404.04C	£207.040	6204 024	£ 500 400	\$EC4_404	\$ E 77 E 70	\$E04.4E2	¢ 500 440	6E70.00E	ecc4 700	6000 204	6740 004	6704.040	£007 700	6024 400	COFF 27F	£000 200	COOF 044	6022 272	£050 504	£007.030
Total Revenue		\$212,423	\$300,405	\$400,00b	\$412,142	\$404,946	\$397,910	\$391,U3T	\$530, 169	φ 301,46 1	\$311,316	φ394, 133	\$303, 44 2	\$31Z,965	J \$00 1,76U	#093,304	φ749,021	\$704,910	\$007,708	g031,169	\$000,375	φ00U,∠6b	φ 900,944	φ 9 32,373	\$959,594	# 901,032
EXPENDITURE				1															1						$\overline{}$	1
Salaries (2 part time)		\$90,000	\$92,700	\$95,481	\$98,345	\$101,296	\$104.335	\$107.465	\$110.689	\$114,009	\$117,430	\$120,952	\$124,581	\$128.318	\$132,168	\$136,133	\$140,217	\$144,424	\$148,756	\$153,219	\$157,816	\$162,550	\$167,427	\$172.449	\$177.623	\$182,951
Cost of goods sold (retail)		\$77,341	\$85,075	\$89,329	\$92,009	\$90,169	\$88,366	\$86,598	\$141,444	\$148,516	\$152,971	\$157,561	\$154,409	\$151,321	\$146,782	\$154,121	\$161,827	\$169,918	\$175,016	\$180,266	\$185,674		\$21,887	\$22,543	\$23,220	\$23,916
Utilities		\$45,000	\$46,800	\$48,672	\$50,619	\$52,644			\$59,217	\$61,586	\$64,049	\$66,611	\$69,275	\$72,046	\$74,928	\$77,925		\$84,284	\$87,656	\$91,162	\$94,808	\$98,601	\$102,545	\$106,646	\$110,912	\$115,349
Liquor License Annual Fee		\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$6,720	\$6,921	\$7,129	\$7,343	\$7,563
Signage (interp and directional) maintenance		\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230	\$1,267	\$1,305	\$1,344	\$1,384	\$1,426	\$1,469	\$1,513
Site maintenance		\$30,671	\$31,592	\$32,539.34	\$33,516	\$34,520.99	\$35,557	\$36,623	\$37,722	\$38,854	\$40,019	\$41,220	\$42,456	\$43,730	\$45,042	\$46,393	\$47,785	\$49,219	\$50,695	\$52,216	\$53,783	\$55,396	\$57,058	\$58,770	\$60,533	\$62,349
Bevator Maintenance		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Total Costs		\$253,013	\$266,467	\$276,631	\$285,416	\$289,884	\$294,599	\$299,566	\$361,370	\$375,632	\$387,517	\$392,344	\$396,902	\$401,782	\$405,476	\$421,326	\$437,827	\$455,009	\$469,502	\$484,463	\$499,909	\$345,859	\$357,221	\$368,963	\$381,099	\$393,641
ВПА		\$19,410	\$41,998	\$124,236	\$126,726	\$11E 001	\$102.211	\$91,465	\$174,799	\$10E 040	\$190.059	\$201,809	\$186,539	¢171 102	\$256,283	\$271,978	\$244 40 <i>4</i>	\$329,902	\$338,206	\$246.70E	\$355,466	\$E24.43E	©E40 722	\$563,409	\$578,495	\$E02.004
Capital Expenditure	-	\$19,410	\$41,998	\$ 124,2 <i>3</i> 0	\$120,720	\$115,U0T	\$1W,317	\$91, 40 5	\$174,799	\$100,049	\$ 19U,U09	φ201,009	φ100,539	φ1/1,103	\$200,263	\$211,918	\$311,194	\$329,902	\$330,ZUb	\$340,125	\$300,40b	\$509,42b	\$040,723	\$303,4U9	φ3/0,493	\$093,99T
Total Capital Expenditure	\$4,210,416	-	†	 	1					-						-	-	-	-	-			-		\leftarrow	
Cash Flow	-\$4.210,416	\$19,410	\$41,998	\$124,236	\$126,726	\$115.061	\$103.311	-\$308.535	\$174,799	\$185.849	\$190.059	\$201.809	\$186,539	\$171.183	-\$143.717	\$271.978	\$311,194	\$329,902	\$338,206	\$346,725	-\$44.534	\$534,426	\$548,723	\$563,409	\$578.495	\$593.991
Discounted Cash Flow	-\$3,712,152	\$16,068	\$32,646	\$90,677	\$86.850	\$74.043		-\$175.048	\$93,120	\$92,964	\$89.267	\$89.001	\$77,246	\$66.561	-\$52,470	\$93,238	\$100,170	\$99,711	\$95.982	\$92,394	-\$11.143	\$125,559	\$121.049	\$116,704	\$112,515	\$108,478
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Net Present Value (NPV) -\$2,145,069

TABLE 51: SENSITIVITY ANALYSIS - OPERATING COSTS -30%

													_													
									Option :	3 - Sensitiv	ity Analysis	s Operating	Costs - 30%	%												
Assumptions																										
Conference/Meeting Space Hre Fee	\$200																									
Number of times conference/meeting room hired p/a	50																									
Average spend at café per person operating years 1-7	\$14.00																									
Average spend at café per person operating years 8-15	\$17.00																									
Average spend at cafe per person operating years 16-25	\$21.00																									
From year 3, café revenue turnover allocated to Council	5.0%																									
Average spend at retail per person (operating years 1-7)	\$4.50																									
Average spend at retail per person (operating years 8-15)	\$7.00																									
	\$9.00																									
Average spend at retail per person (operating years 16-25) Plonic Area Hre Fee																										
	\$0.00																									
Assumed % of visitors contributing donation	56%																									
Average donation per visitor (operating years 1-13)	\$1.00																									
Average donation per visitor (operating years 14-25)	\$2.00																									
Cost of goods sold	45%																									
Inflation	3%																									
Utility Overheads increase pa	4%																									
Maintenance costs per sqm	\$30																									
Discount rate	6.5%																									
Required yield	5.5%																									
CAPEX Sensitivity Adjustment	-30.0%																									
Years	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Visitors		152,773	168,050	176,453	181,746	178,111	174,549	171,058	179,611	188,592	194,249	200,077	196,075	192,154	186,389	195,709	205,494	215,769	222,242	228,909	235,777	242,850	250,135	257,639	265,369	273,330
REVENUE			,	,	19.11.19		11 10 10	11.1,000	1.0,01.	100,000			10.010.0	,	,	,	200,101	2.01.00						-01,000		
Café lessee rent		\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Café lessee portion of turnover		-	-	\$67.934	\$69,972	\$68,573	\$67,201	\$65.857	\$83,968	\$88,167	\$90,812	\$93,536	\$91,665	\$89.832	\$87,137	\$91,494	\$118,673	\$124,607	\$128.345	\$132,195	\$136,161	\$140.246	\$144,453	\$148,787	\$153,250	\$157.848
Retail revenue		\$171,870	\$189,057	\$198,509	\$204,465	\$200,375	\$196,368	\$192,441	\$314,320	\$330,036	\$339,937	\$350,135	\$343,132	\$336,269	\$326,181	\$342,490	\$359,615	\$377,596	\$388,923	\$400,591	\$412,609	\$424,987	\$437,737	\$450,869	\$464,395	\$478,327
Gold coin donations		\$85,553	\$94,108	\$98,814	\$101,778	\$99,742	\$97,748	\$95,793	\$100,582	\$105,611	\$108,780	\$112,043	\$109,802	\$107,606	\$208,756	\$219,194	\$230,154	\$241,661	\$248,911	\$256,378	\$264,070	\$271,992	\$280,152	\$288,556	\$297,213	\$306,129
Theatrette Hire		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
																									$oldsymbol{oldsymbol{\sqcup}}$	
Total Revenue		\$272,423	\$308,465	\$400,866	\$412,142	\$404,946	\$397,910	\$391,031	\$536,169	\$561,481	\$577,576	\$594,153	\$583,442	\$572,965	\$661,760	\$693,304	\$749,021	\$784,910	\$807,708	\$831,189	\$855,375	\$880,286	\$905,944	\$932,373	\$959,594	\$987,632
C							1							1		1	1					r				
EXPENDITURE		Ann one	800.70-	805.40	800.047	#404.00 T	0404.00=	A407.40F	A440 00c	0444.005	0447.400	0400.0EC	0404.50	#400.04T	A400.40-	A400 40-	A4004	0444.40:	0440.755	8450.047	0457.047	0400 555	0407.40	0.470.445	0477.00	0400.054
Salaries (2 part time)		\$90,000	\$92,700	\$95,481	\$98,345	\$101,296	\$104,335	\$107,465		\$114,009	\$117,430		\$124,581	\$128,318			\$140,217	\$144,424	\$148,756	\$153,219		\$162,550	\$167,427		\$177,623	\$182,951
Cost of goods sold (retail)		\$77,341	\$85,075	\$89,329	\$92,009	\$90,169	\$88,366	\$86,598	\$141,444	\$148,516	\$152,971	\$157,561	\$154,409	\$151,321	\$146,782	\$154,121		\$169,918	\$175,016	\$180,266	\$185,674		\$21,887	\$22,543	\$23,220	\$23,916
Liduor License Annual Fee		\$45,000 \$5,000	\$46,800 \$5,150	\$48,672 \$5,305	\$50,619 \$5,464	\$52,644 \$5,628	\$54,749.38 \$5.796	\$56,939 \$5.970	\$59,217 \$6,149	\$61,586 \$6.334	\$64,049 \$6,524	\$66,611 \$5,000	\$69,275 \$5,150	\$72,046 \$5.305	\$74,928 \$5.464	\$77,925 \$5,628	\$81,042 \$5,796	\$84,284 \$5,970	\$87,656 \$6,149	\$91,162 \$6.334	\$94,808 \$6,524	\$98,601 \$6,720	\$102,545 \$6.921	\$106,646 \$7,129	\$110,912 \$7,343	\$115,349 \$7.563
Signage (interp and directional) maintenance	+	\$5,000 \$5,000	\$5,150 \$5,150	\$5,305	\$5,464 \$5.464	\$5,628 \$5,628	\$5,796 \$5,796	\$5,970 \$5,970	\$6,149 \$6,149	\$6,334	\$6,524 \$6.524	\$5,000	\$5,150 \$1.030	\$5,305 \$1,061	\$5,464 \$1.093	\$5,628 \$1,126		\$5,970 \$1,194	\$6,149 \$1,230	\$6,334 \$1,267	\$6,524 \$1,305		\$6,921 \$1,384	\$1,426	\$7,343	\$1,563
Signage (interp and directional) maintenance Site maintenance	1	\$5,000	\$5,150	\$32,539	\$5,464	\$34,521	\$5,796	\$5,970	\$6,149	\$38,854	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126		\$1,194	\$1,230	\$1,267 \$52,216	\$1,305 \$53,783		\$1,384 \$57,058	\$1,426	\$1,469	\$1,513 \$62,349
Bevator Maintenance		\$10,000	\$10,300	\$10,609	\$10.927	\$11,255	\$30,007	\$30,023	\$12,299	\$12,668	\$40,019	\$13,439	\$13,842	\$43,730	\$14,685	\$46,393		\$16,047	\$16,528	\$17.024		\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Total Costs		\$184,109		\$201.068		\$210.798		\$218.055		\$271.810	\$280,395		\$287.521	\$291,228			\$317,385	\$329,739	\$340,221		\$362,211				\$280.584	
BITDA				\$199,799				\$172.976			\$297,180		\$295,921		\$367,646			\$455,171			\$493,164					
Capital Expenditure		900,51 1	ψ11 7 ,720	9133,133	ψευ ν , τυε	ψ107,140	ψ1ω,5/5	0112,010	Ψ£17,001	9200,011	9231,100	9310,100	اعت, تحد	Ψ201,130	JU-1,0-10	9301,100	\$701,030	φτων, 17 Ι	OUT, TOPQ	\$700, 17/	₩700, IU4	ψυζυζυτί	\$072,007	9000,000	9073,010	4007,004
Total Capital Expenditure	\$3,508,680			1																1		1	1		,	
Cash Flow	-\$3,508,680	\$88,314	\$114,728	\$199,799	\$204,702	\$194,148	\$183.575	-\$227.024	\$274,601	\$289,671	\$297,180	\$310,105	\$295,921	\$281,738	-\$32.354	\$387,788	\$431,636	\$455,171	\$467,486	\$480,147	\$93,164	\$625,541	\$642.867	\$660,686	\$679,010	\$697.854
Discounted Cash Flow	-\$3.093.460	\$73.110	\$89,181	\$145.829	\$140,289	\$124,936	\$110.922	-\$128.803	\$146,287	\$144.897	\$139.580	\$136,761	\$122.541	\$109.547	-\$11.812	\$132,939	\$138,939	\$137,573	\$132.671	\$127,948	\$23,311	\$146,965	\$141.818	\$136,853	\$132.065	\$127,446
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Net Present Value (NPV)

TABLE 52: SENSITIVITY ANALYSIS - OPERATING COSTS -20%

Net Present Value (NPV)

									Ontion	3 - Sensitiv	vity Analysi	s Operation	Costs - 20%	6												
Assumptions		1							Орлоп	O OCHOICE	- Ly Priniyon	o operaning	2000 20/													
Conference/Meeting Space Hre Fee	\$200	1																								
Number of times conference/meeting room hired p/a	\$200	1																								
Number of times conference/meeting room nied pra	50	1																								
Average spend at café per person operating years 1-7	\$14.00																									
Average spend at café per person operating years 8-15	\$17.00																									
Average spend at café per person operating years 16-25	\$21.00																									
From year 3, café revenue turnover allocated to Council	5.0%																									
Average spend at retail per person (operating years 1-7)	\$4.50	D																								
Average spend at retail per person (operating years 8-15)	\$7.00	0																								
Average spend at retail per person (operating years 16-25)	\$9.00	9																								
Pionic Area Hire Fee	\$0.00																									
Assumed % of visitors contributing donation	56%																									
Average donation per visitor (operating years 1-13)	\$1.00																									
Average donation per visitor (operating years 14-25)	\$2.00																									
Cost of goods sold	45%																									
Inflation	3%																									
Utility Overheads increase pa	4%																									
Maintenance costs per som	\$30	5																								
Discount rate	6.5%	5																								
Required yield	5.5%	S																								
CAPEX Sensitivity Adjustment	-20.0%																									
Years	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Visitors		152,773	168,050	176,453	181,746	178,111	174,549	171,058	179,611	188,592	194,249	200,077	196,075	192,154	186,389	195,709	205,494	215,769	222,242	228,909	235,777	242,850	250,135	257,639	265,369	273,330
REVENUE																								L		
Café lessee rent		\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Café lessee portion of turnover		- \$171.870	6400.057	\$67,934 \$198,509	\$69,972 \$204,465	\$68,573 \$200,375	\$67,201	\$65,857	\$83,968	\$88,167	\$90,812	\$93,536	\$91,665 \$343,132	\$89,832	\$87,137	\$91,494 \$342,490	\$118,673 \$359,615	\$124,607 \$377.596	\$128,345	\$132,195 \$400,591	\$136,161	\$140,246	\$144,453	\$148,787	\$153,250 \$464,395	\$157,848
Retail revenue Gold coin donations		\$171,870	\$189,057 \$94,108	\$198,509	\$204,465	\$200,375	\$196,368 \$97,748	\$192,441 \$95,793	\$314,320 \$100,582	\$330,036 \$105,611	\$339,937 \$108,780	\$350,135 \$112,043	\$343,132	\$336,269 \$107,606	\$326,181 \$208,756	\$342,490	\$359,615	\$377,596	\$388,923 \$248,911	\$400,591	\$412,609 \$264,070	\$424,987 \$271,992	\$437,737 \$280.152	\$450,869 \$288.556	\$464,395	\$478,327 \$306,129
Theatrette Hire		\$10,000	\$10,300	\$10,609	\$101,778	\$99,742	\$11,593	\$95,793	\$100,562	\$12,668	\$106,760	\$13,439	\$109,802	\$107,606	\$14,685	\$15,126	\$230, 134 \$15,580	\$16.047	\$16,528	\$17.024	\$17,535	\$18.061	\$18,603	\$19,161	\$19,736	\$20,328
Theatette i lie		\$10,000	\$10,000	\$10,000	₩ 10,3 <i>E1</i>	Ψ11,230	ψ11,000	911,541	Ψ12,233	ψ12,000	ψ13,040	ψ 10,403	\$10,04Z	ψ1 1 ,200	Ψ1+,000	ψ10,120	\$10,000	\$10,04	\$10,320	ψ17,02 -1	ψ17,500	Ψ10,001	\$10,000	\$13,101	ψ13,730	\$20,320
Total Revenue		\$272,423	\$308,465	\$400,866	\$412,142	\$404,946	\$397,910	\$391,031	\$536,169	\$561,481	\$577,576	\$594,153	\$583,442	\$572,965	\$661,760	\$693,304	\$749,021	\$784,910	\$807,708	\$831,189	\$855,375	\$880,286	\$905,944	\$932,373	\$959,594	\$987,632
EXPENDITURE																								L		
Salaries (2 part time)	_	\$90,000	\$92,700	\$95,481	\$98,345	\$101,296	\$104,335	\$107,465	\$110,689	\$114,009	\$117,430	\$120,952	\$124,581	\$128,318	\$132,168	\$136,133	\$140,217	\$144,424	\$148,756	\$153,219	\$157,816	\$162,550	\$167,427	\$172,449		\$182,951
Cost of goods sold (retail)		\$77,341	\$85,075	\$89,329	\$92,009		\$88,366	\$86,598	\$141,444	\$148,516	\$152,971	\$157,561	\$154,409	\$151,321	\$146,782	\$154,121		\$169,918	\$175,016	\$180,266			\$21,887	\$22,543		\$23,916
Utilities	+	\$45,000 \$5,000	\$46,800 \$5,150	\$48,672	\$50,619	\$52,644	\$54,749.38		\$59,217	\$61,586	\$64,049	\$66,611	\$69,275	\$72,046 \$5,305	\$74,928 \$5.464	\$77,925 \$5.628	\$81,042	\$84,284	\$87,656 \$6,149	\$91,162 \$6.334	\$94,808	\$98,601	\$102,545	\$106,646		\$115,349
Liquor License Annual Fee Signage (interp and directional) maintenance		\$5,000	\$5,150 \$5,150	\$5,305 \$5,305	\$5,464 \$5,464	\$5,628 \$5,628	\$5,796 \$5,796	\$5,970 \$5,970	\$6,149 \$6,149	\$6,334 \$6,334	\$6,524 \$6,524	\$5,000 \$1,000	\$5,150 \$1,030	\$5,305	\$5,464	\$1,126	\$5,796 \$1,159	\$5,970 \$1,194	\$6,149	\$1,267	\$6,524 \$1,305	\$6,720 \$1,344	\$6,921 \$1,384	\$7,129 \$1,426	\$7,343 \$1,469	\$7,563 \$1,513
Signage (interp and directional) maintenance Site maintenance	_	\$30,671	\$31,592	\$32,539	\$33,516	\$34,521	\$35,796	\$36,623	\$37,722	\$38.854	\$40,019	\$41,220	\$42,456	\$43,730	\$45,042	\$46,393	\$47,785	\$49,219	\$1,230	\$52,216	\$1,305	\$55,396	\$1,364	\$1,420	\$60.533	\$62,349
Bevator Maintenance		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
		\$210,410	\$221,414	\$229.792	\$237.075	\$240.912	\$244,953	\$249,205	\$298,935	\$310,640	\$320,452	\$324,626	\$328.596	\$332,831	\$336,129	\$349.161	\$362,725	\$376.845	\$388,824	\$401,190	\$413.955	\$291,136	\$300.659	\$310,499	\$320,668	\$331,175
Total Costs								6444.000	\$237,234			\$269,526	\$254,846	CO40 404	\$325,630	\$344,143	\$200,200	\$408,066	\$418,883	\$429,999	\$441,419	\$589,149	\$605,285	\$621,873	\$638,926	\$656,457
BITDA		\$62,012	\$87,051	\$171,075	\$175,068	\$164,034	\$152,956	\$141,826	\$231,234	\$250,841	\$257,124	\$209,520	\$204,040	\$24U, 134						\$429,999			\$000,200	9021,073	\$000,520	\$600,407
		\$62,012	\$87,051	\$171,075	\$175,068	\$164,034	\$152,956	\$141,826	\$231,234	\$250,841	\$257,124	\$209,520	\$204,040	\$240, 134	φ323,030	ф3 44 , 140	\$300,250	\$400,000	9410,000	\$429,999	φ 44 1,413	\$009,149	\$000,200	\$021,073	\$0.50,920	\$600,407
EBITDA	\$3,508,680		\$87,051	\$171,075		\$164,034		\$141,826	\$231,234	\$250,841	\$257,124	\$209,520		\$240,134	\$323,030		\$300,250		9410,000	\$429,999	\$441,419	\$009,149		9021,073	\$030,920	\$600,407
BITDA Capital Expenditure	\$3,508,680 -\$3,508,680	\$62,012 \$62,012 \$51,337	\$87,051 \$87,051 \$67,667	\$171,075 \$171,075 \$124.864		\$164,034 \$164,034 \$105,557	\$152,956 \$152,956 \$92,421	-\$258,174	\$237,234 \$126,381	\$250,841 \$250,841 \$125,474	\$257,124 \$257,124 \$120,767	\$269,526 \$269,526 \$118.866	\$254,846 \$105.532	\$240,134 \$240,134 \$93.370	-\$74,370	\$344,143 \$117,976	\$386,296 \$124,345	\$408,066 \$123,335	\$418,883 \$118.878	\$429,999 \$114,584	\$41,419 \$10,364	\$589,149 \$138,415	\$605,285 \$133,527	\$621,873 \$128.814		\$656,457 \$119.886

TABLE 53: SENSITIVITY ANALYSIS - OPERATING COSTS -10%

									Option 3	3 - Sensitiv	ity Analysis	s Operating	Costs -10%													
Assumptions																										
Conference/Meeting Space Hire Fee	\$200																									
Number of times conference/meeting room hired p/a	50	i																								
	-	1																								
Werage spend at café per person operating years 1-7	\$14.00	1																								
werage spend at café per person operating years 8-15	\$17.00	1																								
werage spend at café per person operating years 3-15	\$21.00																									
from year 3, café revenue turnover allocated to Council	5.0%	1																								
werage spend at retail per person (operating years 1-7)	\$4.50	1																								
werage spend at retail per person (operating years 8-15)	\$7.00	1																								
	\$9.00	1																								
werage spend at retail per person (operating years 16-25)		1																								
Acnic Area Hre Fee	\$0.00	1																								
Assumed % of visitors contributing donation	56%	1																								
Average donation per visitor (operating years 1-13)	\$1.00	1																								
werage donation per visitor (operating years 14-25)	\$2.00	1																								
Cost of goods sold	45%	4																								
nflation	3%	4																								
tility Overheads increase pa	4%																									
Naintenance costs per sqm	\$30																									
Soount rate	6.5%																									
Required yield	5.5%																									
	-10.0%	1																								
CAPEX Sensitivity Adjustment	- 10.0%																									
ZAHEX Sensitivity Adjustment	-10.0%	d																								
	-10.0%	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
/ears		3 0.828	4 0.777	5 0.730	6 0.685	7 0.644	8 0.604	9 0.567	10 0.533	11 0.500	12 0.470	13 0.441	14 0.414	15 0.389	16 0.365	17 0.343	18 0.322	19 0.302	20 0.284	21 0.266	22 0.250	23 0.235	24 0.221	25 0.207	26 0.194	27 0.183
/ears	2					7 0.644 5																				
/ears	2		0.777	0.730	0.685	5	0.604 6	0.567	0.533 8	0.500 9	0.470	0.441 11	0.414	0.389	0.365 14	0.343 15	0.322	0.302	0.284 18	0.266 19	0.250 20	0.235 21	0.221	0.207 23	0.194 24	0.183 25
fears Annual Discount Factor	2	0.828 1 2015	0.777 2 2016	0.730 3 2017	0.685 4 2018	5 2019	0.604 6 2020	0.567 7 2021	0.533 8 2022	0.500 9 2023	0.470 10 2024	0.441 11 2025	0.414 12 2026	0.389 13 2027	0.365 14 2028	0.343 15 2029	0.322 16 2030	0.302 17 2031	0.284 18 2032	0.266 19 2033	0.250 20 2034	0.235 21 2035	0.221 22 2036	0.207 23 2037	0.194 24 2038	0.183 25 2039
rfears Annual Discount Factor	2	0.828 1	0.777	0.730	0.685	5	0.604 6	0.567	0.533 8	0.500 9	0.470 10	0.441 11	0.414	0.389	0.365 14	0.343 15	0.322	0.302	0.284 18	0.266 19	0.250 20	0.235 21	0.221	0.207 23	0.194 24	0.183 25
rears Annual Discount Factor Misitors REVENUE	2	0.828 1 2015	0.777 2 2016	0.730 3 2017	0.685 4 2018	5 2019	0.604 6 2020	0.567 7 2021	0.533 8 2022	0.500 9 2023	0.470 10 2024	0.441 11 2025	0.414 12 2026	0.389 13 2027	0.365 14 2028	0.343 15 2029	0.322 16 2030	0.302 17 2031	0.284 18 2032	0.266 19 2033	0.250 20 2034	0.235 21 2035	0.221 22 2036	0.207 23 2037	0.194 24 2038	0.183 25 2039
fears Annual Discount Factor Misitors RRVHNLE Zibli lasses erent	2	0.828 1 2015 152,773	0.777 2 2016 168,050	0.730 3 2017 176,453	0.685 4 2018 181,746	5 2019 178,111	0.604 6 2020 174,549	0.567 7 2021 171,058	0.533 8 2022 179,611	0.500 9 2023 188,592	0.470 10 2024 194,249	0.441 11 2025 200,077	0.414 12 2026 196,075	0.389 13 2027 192,154	0.365 14 2028 186,389	0.343 15 2029 195,709	0.322 16 2030 205,494	0.302 17 2031 215,769	0.284 18 2032 222,242	0.266 19 2033 228,909	0.250 20 2034 235,777	0.235 21 2035 242,850	0.221 22 2036 250,135	0.207 23 2037 257,639	0.194 24 2038 265,369	0.183 25 2039 273,330
rears Annual Discount Factor Usitors REVENUE Zalé Isssee prott Zalé Isssee prottion of turnover	2	0.828 1 2015 152,773	0.777 2 2016 168,050	0.730 3 2017 176,453 \$25,000	0.685 4 2018 181,746 \$25,000	5 2019 178,111 \$25,000	0.604 6 2020 174,549 \$25,000	0.567 7 2021 171,058 \$25,000	0.533 8 2022 179,611 \$25,000	0.500 9 2023 188,592 \$25,000	0.470 10 2024 194,249 \$25,000	0.441 11 2025 200,077 \$25,000	0.414 12 2026 196,075 \$25,000	0.389 13 2027 192,154 \$25,000	0.365 14 2028 186,389 \$25,000	0.343 15 2029 195,709 \$25,000	0.322 16 2030 205,494 \$25,000	0.302 17 2031 215,769 \$25,000	0.284 18 2032 222,242 \$25,000	0.266 19 2033 228,909 \$25,000	0.250 20 2034 235,777 \$25,000	0.235 21 2035 242,850 \$25,000	0.221 22 2036 250,135 \$25,000	0.207 23 2037 257,639 \$25,000	0.194 24 2038 265,369 \$25,000	0.183 25 2039 273,330 \$25,000
Years Namual Discount Factor Visitors REVENUE Cate Isssee protion of turnover Rebal revenue	2	0.828 1 2015 152,773 \$5,000	0.777 2 2016 168,050 \$15,000	0.730 3 2017 176,453 \$25,000 \$67,934	0.685 4 2018 181,746 \$25,000 \$69,972	5 2019 178,111 \$25,000 \$68,573	0.604 6 2020 174,549 \$25,000 \$67,201	0.567 7 2021 171,058 \$25,000 \$65,857	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582	0.500 9 2023 188,592 \$25,000 \$88,167	0.470 10 2024 194,249 \$25,000 \$90,812	0.441 11 2025 200,077 \$25,000 \$93,536 \$350,135	0.414 12 2026 196,075 \$25,000 \$91,665	0.389 13 2027 192,154 \$25,000 \$89,832	0.365 14 2028 186,389 \$25,000 \$87,137	0.343 15 2029 195,709 \$25,000 \$91,494	0.322 16 2030 205,494 \$25,000 \$118,673	0.302 17 2031 215,769 \$25,000 \$124,607	0.284 18 2032 222,242 \$25,000 \$128,345	0.266 19 2033 228,909 \$25,000 \$132,195	0.250 20 2034 235,777 \$25,000 \$136,161	0.235 21 2035 242,850 \$25,000 \$140,246	0.221 22 2036 250,135 \$25,000 \$144,453	0.207 23 2037 257,639 \$25,000 \$148,787	0.194 24 2038 265,369 \$25,000 \$153,250	0.183 25 2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129
OPEX Sensitivity Adjustment Years Annual Discount Factor Visitors REVENUE Calle lessee rent Calle lessee portion of turnover Rebell revenue Cold con dovastions Theostrate Here	2	0.828 1 2015 152,773 \$5,000 - \$171,870	0.777 2 2016 168,050 \$15,000 - \$189,057	0.730 3 2017 176,453 \$25,000 \$67,934 \$198,509	0.685 4 2018 181,746 \$25,000 \$69,972 \$204,465	5 2019 178,111 \$25,000 \$68,573 \$200,375	0.604 6 2020 174,549 \$25,000 \$67,201 \$196,368	0.567 7 2021 171,058 \$25,000 \$65,857 \$192,441	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,320	0.500 9 2023 188,592 \$25,000 \$88,167 \$330,036	0.470 10 2024 194,249 \$25,000 \$90,812 \$339,937	0.441 11 2025 200,077 \$25,000 \$93,536 \$350,135	0.414 12 2026 196,075 \$25,000 \$91,665 \$343,132	0.389 13 2027 192,154 \$25,000 \$89,832 \$336,269	0.365 14 2028 186,389 \$25,000 \$87,137 \$326,181	0.343 15 2029 195,709 \$25,000 \$91,494 \$342,490	0.322 16 2030 205,494 \$25,000 \$118,673 \$359,615	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,596	0.284 18 2032 222,242 \$25,000 \$128,345 \$388,923	0.266 19 2033 228,909 \$25,000 \$132,195 \$400,591	0.250 20 2034 235,777 \$25,000 \$136,161 \$412,609	0.235 21 2035 242,850 \$25,000 \$140,246 \$424,987	0.221 22 2036 250,135 \$25,000 \$144,453 \$437,737	0.207 23 2037 257,639 \$25,000 \$148,787 \$450,869	0.194 24 2038 265,369 \$25,000 \$153,250 \$464,395	0.183 25 2039 273,330 \$25,000 \$157,848
fears Annual Discount Factor Wasters REMPHUE Zafe lessee rent Zafe lessee portion of tumover Petall revenue Zold coin donations Thesenrette Hire	2	0.828 1 2015 152,773 \$5,000 - \$171,870 \$86,553 \$10,000	0.777 2 2016 168,050 \$15,000 - \$189,057 \$94,108 \$10,300	0.730 3 2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609	0.685 4 2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927	5 2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255	0.604 6 2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748 \$11,593	0.567 7 2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299	0.500 9 2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668	0.470 10 2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048	0.441 11 2025 200,077 \$25,000 \$93,536 \$350,135 \$310,134	0.414 12 2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842	0.389 13 2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258	0.365 14 2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685	0.343 15 2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126	0.322 16 2030 206,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047	0.284 18 2032 222,242 \$25,000 \$128,345 \$38,45 \$38,45 \$16,528	0.266 19 2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024	0.250 20 2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535	0.235 21 2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061	0.221 22 2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603	0.207 23 2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161	0.194 24 2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736	0.183 25 2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328
fears Annual Discount Factor Wasters REMPHUE Zafe lessee rent Zafe lessee portion of tumover Petall revenue Zold coin donations Thesenrette Hire	2	0.828 1 2015 152,773 \$5,000 - \$171,870 \$86,553 \$10,000	0.777 2 2016 168,050 \$15,000 - \$189,057 \$94,108	0.730 3 2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609	0.685 4 2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927	5 2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255	0.604 6 2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748	0.567 7 2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299	0.500 9 2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668	0.470 10 2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048	0.441 11 2025 200,077 \$25,000 \$93,536 \$350,135 \$310,134	0.414 12 2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842	0.389 13 2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258	0.365 14 2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685	0.343 15 2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126	0.322 16 2030 206,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047	0.284 18 2032 222,242 \$25,000 \$128,345 \$38,45 \$38,45 \$16,528	0.266 19 2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378	0.250 20 2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535	0.235 21 2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992	0.221 22 2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603	0.207 23 2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161	0.194 24 2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213	0.183 25 2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328
fears Austros REVENUE Zafe lesses cent Zafe lesses portion of tumover Petal revenue Zolet on donations Theatrette Hie Total Revenue	2	0.828 1 2015 152,773 \$5,000 - \$171,870 \$86,553 \$10,000	0.777 2 2016 168,050 \$15,000 - \$189,057 \$94,108 \$10,300	0.730 3 2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609	0.685 4 2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927	5 2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255	0.604 6 2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748 \$11,593	0.567 7 2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299	0.500 9 2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668	0.470 10 2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048	0.441 11 2025 200,077 \$25,000 \$93,536 \$350,135 \$310,134	0.414 12 2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842	0.389 13 2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258	0.365 14 2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685	0.343 15 2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126	0.322 16 2030 206,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047	0.284 18 2032 222,242 \$25,000 \$128,345 \$38,45 \$38,45 \$16,528	0.266 19 2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024	0.250 20 2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535	0.235 21 2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061	0.221 22 2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603	0.207 23 2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161	0.194 24 2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736	0.183 25 2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328
rears wmual Discount Factor Waltons REMANUE Zifel lesses protion of tumover stabil reserve Sald coin domations headrented in He Total Revenue EXPENDITURE	2	0.828 1 2015 152,773 \$5,000 - \$171,870 \$85,553 \$10,000 \$272,423	0.777 2 2016 168,050 \$15,000 - \$189,057 \$94,108 \$10,300 \$308,465	0.730 3 2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609	0.685 4 2018 181,746 \$25,000 \$69,972 \$204,465 \$10,927 \$412,142	5 2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946	0.604 6 2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748 \$11,593 \$397,910	0.567 7 2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,320 \$10,582 \$12,299 \$536,169	0.500 9 2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481	0.470 10 2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048	0.441 11 2025 200,077 \$25,000 \$93,536 \$350,135 \$112,043 \$13,439 \$594,153	0.414 12 2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842	0.389 13 2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258	0.365 14 2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685 \$661,760	0.343 15 2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126 \$693,304	0.322 16 2030 206,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580 \$749,021	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910	0.284 18 2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708	0.266 19 2003 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024	0.250 20 2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375	0.235 21 2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286	0.221 22 2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603	0.207 23 2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373	0.194 24 2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594	0.183 25 2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328
fears Invalid Discount Factor Invalid Discount Factor Invalid Discount Factor Invalid Comment of the Invalid C	2	0.828 1 2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000 \$272,423	0.777 2 2016 168,050 \$15,000 - \$189,057 \$94,108 \$10,300 \$308,465	0.730 3 2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866	0.685 4 2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142	5 2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946	0.604 6 2020 174,549 \$25,000 \$67,201 \$196,388 \$97,748 \$11,593 \$397,910	0.567 7 2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299 \$536,169	0.500 9 2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481	0.470 10 2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048 \$577,576	0.441 11 2025 200,077 \$25,000 \$93,536 \$350,135 \$112,043 \$13,439 \$594,153	0.414 12 2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$583,442	0.389 13 2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258 \$572,965	0.365 14 2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685 \$661,760	0.343 15 2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126 \$693,304	0.322 16 2030 205,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580 \$749,021	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910	0.284 18 2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708	0.266 19 2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189	0.250 20 2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375	0.235 21 2035 242,850 \$242,850 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286	0.221 22 2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944	0.207 23 2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373	0.194 24 2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594	0.183 25 2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632
rears Winual Discount Factor Wasitors REMANUE Zife insesse rent Zife insesse protion of tumover steal insesse rent Zife insesse point on of tumover Steal insesse rent Zife insesse point on of tumover Steal insesse rent Zife insesse point on of tumover Steal insesse rent Zife insesse point on of tumover Steal on on other ones DEPENDITURE State of poods sold (retail)	2	0.828 1 2015 152,773 \$5,000 - \$171,870 \$85,553 \$10,000 \$272,423	0.777 2 2016 168,050 \$15,000 - \$189,057 \$94,108 \$10,300 \$308,465	0.730 3 2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866	0.685 4 2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142	5 2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946	0.604 6 2020 174,549 \$25,000 \$67,201 \$196,388 \$97,748 \$11,593 \$397,910	0.567 7 2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031	0.533 8 2022 179,611 \$25,000 \$33,968 \$314,320 \$100,582 \$12,299 \$536,169	0.500 9 2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481	0.470 10 2024 194,249 \$25,000 \$90,812 \$330,937 \$106,780 \$13,048 \$577,576	0.441 11 2025 200,077 \$25,000 \$93,536 \$350,135 \$112,043 \$13,439 \$594,153	0.414 12 2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409	0.389 13 2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258 \$572,965	0.365 14 2028 186,389 \$25,000 \$87,137 \$326,81 \$208,756 \$14,685 \$661,760	0.343 15 2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126 \$693,304	0.322 16 2030 205,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580 \$749,021	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910	0.284 18 2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708	0 266 19 2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189	0.250 20 2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375	0.235 21 2035 242,850 \$25,000 \$140,246 \$224,987 \$271,992 \$18,061 \$880,286	0.221 22 2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944	0.207 23 2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373	0.194 24 2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594	0.183 25 2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632
fears Invalid Discount Factor Wisitors REVIPALE July lessoe rent July lessoe rent July lessoe rent July lessoe rent July lessoe rent July lessoe price of tumover Petal revenue EXPADITURE Solanies (2 part time) Det of goods sold (retail) Julifies	2	0.828 1 2015 152,773 \$5,000 - \$171,870 \$85,553 \$10,000 \$272,423	0.7777 2 2016 168,060 \$15,000 - \$189,057 \$94,108 \$10,300 \$308,465	0.730 3 2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866	0.685 4 2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619	5 2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644	0.604 6 2020 174,549 \$25,000 \$67,201 \$196,368 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749,38	0.567 7 2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$110,689 \$141,444 \$59,217	0.500 9 2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481	0.470 10 2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048 \$577,576	0.441 11 2025 200,077 \$25,000 \$93,556 \$350,135 \$112,043 \$13,439 \$594,153 \$157,561 \$66,611	0.414 12 2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409 \$69,275	0.389 13 2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258 \$572,965	0.365 14 2028 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928	0.343 15 2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925	0.322 16 2030 205,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284	0.284 18 2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708	0.266 19 2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$180,266 \$91,162	0.250 20 2034 235,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375	0.235 21 2035 242,850 \$242,850 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601	0.221 22 2036 250,135 \$250,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545	0.207 23 2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373	0.194 24 2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$110,912	0.183 25 2039 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$182,951 \$23,916 \$115,349
rears formual Discount Factor Misitors REMPANIE 2016 I lesses rent 2016 I esses en portion of tumover sterial revenue 2016 con donations Treatmente Hire Total Revenue EXPENDITURE Salenies (2 part time) Exer of goods sodd (retail) Jalitices journ Liourese Arnual Fee	2	0.828 1 2015 152,773 \$5,000 \$5,553 \$10,000 \$272,423	0.777 2 2016 168,050 \$15,000 \$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$86,075 \$46,800 \$5,150	0.730 3 2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866	0.685 4 2018 181,746 \$181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$55,464	5 2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628	0.604 6 2020 174,549 \$25,000 \$67,201 \$196,388 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749.38 \$55,796	0.567 7 2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,588 \$56,939	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,320 \$10,582 \$12,299 \$536,169 \$110,688 \$141,444 \$59,217 \$6,149	0.500 9 2023 188,592 \$25,000 \$88,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,586 \$6,334	0.470 10 2024 194,249 \$25,000 \$90,812 \$399,937 \$108,780 \$13,048 \$577,576	0.441 11 2025 200,077 \$25,000 \$93,536 \$360,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000	0.414 12 2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409 \$69,275 \$5,150	0.389 13 2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046 \$5,305	0.365 14 2028 186,389 \$25,000 \$87,137 \$326,181 \$208,796 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464	0.343 15 2029 195,709 \$25,000 \$91,494 \$342,490 \$219,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628	0.322 16 2030 205,494 \$25,000 \$118,673 \$359,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$5,796	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284 \$5,970	0.284 18 2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$87,656 \$6,149	0 266 19 2033 226,909 \$132,195 \$400,591 \$17,024 \$831,189 \$180,266 \$91,162 \$6,334	0.250 20 2034 235,777 \$25,000 \$136,161 \$412,009 \$264,070 \$17,536 \$855,375 \$157,816 \$186,674 \$94,808 \$94,808	0.235 21 2035 242,650 \$140,246 \$424,987 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$6,720	0.221 22 2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921	0.207 23 2037 257,639 \$25,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129	0.194 24 2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$110,912 \$7,343	0.183 25 2039 273,330 \$25,030 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$115,349 \$115,349 \$7,563
fears Insulation	2	0.828 1 2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000	0.7777 2 2016 168,050 \$15,000 \$189,057 \$94,108 \$10,300 \$308,465 \$92,700 \$85,075 \$46,800 \$5,150	0.730 3 2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$48,672 \$5,305	0.685 4 2018 181,746 \$25,000 \$69,972 \$204,485 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464	5 2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628	0.604 6 2020 174,549 \$25,000 \$67,201 \$196,388 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749,38 \$5,796	0.567 7 2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939 \$5,970	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,320 \$10,582 \$12,299 \$110,689 \$141,444 \$99,217 \$6,149	0.500 9 2023 \$86,592 \$86,167 \$330,036 \$105,611 \$12,668 \$561,481 \$114,009 \$148,516 \$61,586 \$6,334	0.470 10 2024 194,249 \$25,000 \$90,812 \$339,937 \$106,780 \$13,048 \$577,576	0.441 11 2025 200,077 \$25,000 \$93,536 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000 \$1,000	0.414 12 2026 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$13,842 \$154,409 \$99,275 \$51,50	0.389 13 2027 192,154 \$25,000 \$89,832 \$336,269 \$107,606 \$14,258 \$572,965 \$151,321 \$72,046 \$5,305 \$1,051	0.365 14 2023 186,389 \$25,000 \$87,137 \$326,181 \$200,756 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093	0.343 15 2022 195,709 \$25,000 \$91,494 \$342,490 \$279,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628	0.322 16 2030 205,494 \$25,000 \$118,673 \$398,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$81,042 \$5,796 \$1,159	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284 \$5,970 \$1,194	0.284 18 2032 222,242 \$25,000 \$128,346 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$175,016 \$87,656 \$6,149 \$1,230	0.266 19. 2033 226,909 \$25,000 \$132,195 \$400,591 \$17,024 \$831,189 \$153,219 \$160,266 \$91,162 \$6,334 \$1,267	0.250 2034 2034 226,777 \$25,000 \$136,161 \$412,609 \$17,536 \$17,5816 \$157,816 \$185,674 \$94,808 \$6,524 \$1,305	0.235 21 2035 242,850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$1,249 \$98,601 \$6,720 \$1,344	0.221 223 203 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921	0.207 23 2037 257,639 525,000 \$148,787 \$450,869 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129	0.194 24 2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$110,912 \$7,343 \$1,469	0.183 25 273,330 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$153,396 \$115,349 \$7,563 \$1,513
ears nnual Discount Factor Asitros EMPHAUE 286 lesses ront 286 lesses portion of turnover abel and exception of turnover abel and exception of turnover abel and exception of turnover abel and exception of turnover abel and exception of turnover abel coin donations hearratte Hire fotal Revenue DOPENDITURE slades (2 part time) bast of goods sold (retail) littles goog (interp and directional) maintenance gengage (interp and directional) maintenance	2	0.828 1 2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$45,000 \$5,000 \$5,000 \$5,000	0.777 2 2016 168,050 \$15,000 \$189,057 \$94,108 \$10,300 \$308,465 \$308,465 \$51,500 \$51,500 \$31,592	0.730 3 2017 176,463 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$95,481 \$89,329 \$46,672 \$5,306 \$53,056 \$25,305	0.685 4 2018 181,746 \$25,000 \$69,972 \$204,455 \$101,758 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$5,464 \$33,516	5 2019 178,111 \$25,000 \$68,573 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628 \$34,521	0.604 6 2020 174,549 \$25,000 \$67,201 \$196,388 \$97,748 \$11,593 \$397,910 \$104,335 \$88,366 \$54,749,38 \$54,749,38 \$55,796	0.567 7 2021 177,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,593 \$55,970 \$55,970 \$55,970	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299 \$536,169 \$110,689 \$141,444 \$6,149 \$6,149 \$37,722	0.500 9 2023 188,592 \$25,000 \$88,167 \$33,036 \$105,611 \$12,668 \$561,481 \$114,009 \$144,516 \$6,334 \$6,334 \$6,334 \$38,854	0.470 10 2024 194,249 \$25,000 \$90,812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$6,524 \$40,019	0.441 11 2025 200,077 \$25,000 \$93,536 \$360,135 \$112,043 \$13,439 \$594,153 \$594,153	0.414 12 20,25 196,075 \$25,000 \$91,665 \$343,132 \$109,802 \$13,842 \$583,442 \$124,581 \$154,409 \$99,275 \$5,150 \$1,030 \$42,456	0.389 13 2027 192,154 \$25,000 \$89,832 \$336,269 \$107,600 \$14,258 \$572,965 \$128,318 \$151,321 \$72,046 \$5,305 \$1,061 \$43,730	0.365 14 2028 186,389 \$25,000 \$87,137 \$326,181 \$320,766 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093	0.343 15 2029 195,709 \$25,000 \$91,494 \$322,490 \$279,194 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628 \$1,126	0.322 16 2030 205,494 \$25,000 \$118,673 \$396,615 \$230,154 \$15,580 \$749,021 \$140,217 \$161,827 \$161,827 \$5,796 \$1,159	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,284 \$5,970 \$1,194	0.284 18 2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$807,708 \$148,756 \$775,016 \$87,656 \$6,149 \$1,230	0.266 19 2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$180,269 \$191,162 \$63,334 \$1,267 \$52,219	0.250 2034 236,777 \$25,000 \$136,161 \$412,609 \$264,070 \$17,535 \$855,375 \$157,816 \$186,674 \$94,808 \$6,524 \$1,306	0.235 21 2005 242.850 \$25,000 \$140,246 \$424,987 \$271,992 \$18,061 \$880,286 \$162,550 \$21,249 \$98,601 \$5,720 \$1,344	0.221 22 2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,546 \$5,921 \$1,384	0.207 23 2037 257,639 \$25,000 \$148,787 \$450,669 \$288,556 \$19,161 \$932,373 \$172,449 \$22,543 \$10,646 \$7,129 \$1,426	0.194 24 2038 265,369 \$25,000 \$153,250 \$464,395 \$297,213 \$19,736 \$177,623 \$23,220 \$110,912 \$7,343 \$1,469 \$60,533	0.183 25 203 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$115,349 \$115,349 \$115,349 \$15,343 \$1,513 \$562,349
fears would Discount Factor ussitors REVIPAUE 2de tessee rent 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover 2	2	0.828 1 2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000 \$77,341 \$45,000 \$5,000 \$5,000 \$5,000	0.7777 2 2016 168,050 \$15,000 \$189,057 \$94,108 \$10,300 \$308,465 \$308,465 \$51,500 \$5,150 \$5,150 \$31,592 \$10,300	0.730 3 2017 176,453 \$25,000 \$67,934 \$198,509 \$98,814 \$10,609 \$400,866 \$35,481 \$672 \$5,305 \$5,305 \$5,305 \$5,305 \$5,305 \$5,305	0.685 4 2018 181,746 \$25,000 \$69,972 \$20,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927	5 2019 178,111 \$25,000 \$68,573 \$20,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$56,628 \$56,628 \$34,521 \$11,255	0.604 6 2020 174,549 \$25,000 \$67,201 \$196,338 \$97,748 \$11,593 \$397,910 \$104,336 \$84,366 \$54,749,38 \$5,796 \$5,796 \$5,796	0.567 7 2021 171,058 \$55,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939 \$55,970 \$36,623	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,320 \$100,582 \$12,299 \$110,689 \$414,444 \$59,217 \$6,149 \$37,722	0.500 9 2023 188,592 \$25,000 \$88,167 \$330,039 \$105,611 \$12,668 \$148,516 \$61,386 \$61,384 \$61,334 \$83,854 \$12,668	0.470 10 2024 194.249 \$25,000 \$90.812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$40,019 \$13,048	0.441 11 2025 200,077 \$25,000 \$93,536 \$350,135 \$112,043 \$13,499 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000 \$1,000 \$41,220 \$13,439	0.414 12 2026 196.075 \$25.000 \$91.665 \$343,132 \$109.802 \$13.842 \$1583,442 \$1584,409 \$99,275 \$154,409 \$99,275 \$1,030 \$42,456	0.389 13 2027 192,154 92,500 \$99,832 \$306,269 \$107,606 \$14,258 \$14,258 \$14,258 \$14,258 \$151,321 \$72,045 \$1,061 \$43,730 \$14,258	0.365 14 2028 186,389 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685 \$146,752 \$74,928 \$146,782 \$74,928 \$1,093 \$45,042	0.343 15 2029 195,709 \$25,000 \$21,494 \$342,490 \$2219,194 \$15,126 \$693,304 \$156,123 \$154,121 \$77,925 \$46,393 \$15,126	0.322 16 2030 205.494 \$25,000 \$118,673 \$359,613 \$359,613 \$359,613 \$15,560 \$749,021 \$140,217 \$161,827 \$1,159 \$47,785 \$1,159	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,294 \$5,970 \$1,194 \$49,219	0.284 18 2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$175,016 \$87,656 \$6,149 \$1,230 \$50,695	0.266 19 2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$180,266 \$91,162 \$6,334 \$1,267 \$2,216	0.250 2034 285,777 \$25,000 \$136,161 \$412,609 \$284,070 \$17,536 \$855,375 \$157,816 \$185,674 \$94,808 \$5,534 \$1,305 \$5,537	0.235 21 2035 242,850 \$242,850 \$242,850 \$140,246 \$424,987 \$271,992 \$18.061 \$880,286 \$162,550 \$21,249 \$98,601 \$5,720 \$1,344 \$55,396	0.221 22 2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$5,9,21 \$1,384 \$57,058	0.207 23 2037 257,639 \$25,000 \$148,787 \$45,869 \$28,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129 \$1,426 \$58,770 \$19,161	0.194 28 203 2038 265,369 \$25,000 \$153,250 \$463,395 \$297,213 \$19,736 \$959,594 \$177,623 \$23,220 \$110,912 \$7,343 \$1,469 \$60,533	0.183 25 2009 273,330 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,349 \$1,539 \$1,513 \$1,513 \$20,328
rears Venual Discount Factor Visitors REVENUE Zité lesses ent Zité lesses portion of tumover Retail revenue Zité don donations Theatrette Hre Total Revenue EXPENDITURE Subinies (2 part time) Doct of goods sodi (retail) Litities Ligor License Arnual Fee Signage (interp and directional) maintenance Bionation (Maintenance) Bootal Ostal	2	0.828 1 2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$5,000 \$5,000 \$5,000 \$5,000 \$5,000 \$5,000 \$5,000 \$6,71 \$10,000	0.777 2 2016 168,050 \$15,000 \$15,000 \$94,108 \$10,300 \$308,465 \$85,075 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300	0.730 3 2017 176,453 \$25,000 \$67,934 \$198,500 \$98,814 \$10,609 \$400,866 \$98,532 \$40,672 \$5,306 \$53,253 \$10,609	0.685 4 2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$53,464 \$333,516 \$10,927	5 2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255	0.604 6 2020 174,549 \$25,000 \$67,201 \$190,308 \$97,748 \$11,593 \$397,910 \$104,335 \$83,366 \$54,749,38 \$5,796 \$35,5796 \$35,5796	0.567 7 2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$391,031 \$391,031 \$395,793 \$30,623 \$5,970 \$30,623 \$11,941	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,325 \$10,582 \$12,299 \$536,169 \$110,689 \$141,444 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299	0.500 9 2023 188,592 \$25,000 \$88,167 \$30,0631 \$12,668 \$561,481 \$114,009 \$148,516 \$6,334 \$6,334 \$38,864 \$12,668	0.470 10 2024 194,249 \$25,000 \$90,812 \$399,975 \$113,048 \$577,576 \$117,430 \$6,524 \$40,019 \$13,048	0.441 11 2025 200,077 \$25,000 \$93,536 \$350,135 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000 \$41,220 \$13,420 \$13,420	0.414 12 2026 196.075 \$25.000 \$91.685 \$343,132 \$109.802 \$13,842 \$583,442 \$5124,581 \$154,409 \$99.275 \$5,150 \$1,030 \$42,456 \$13,842	0.389 13 2027 192,154 \$25,000 \$99,832 \$336,269 \$107,606 \$14,258 \$128,318 \$151,321 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258	0.365 14 2028 186,389 \$25,000 \$87,137 \$226,173 \$226,766 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685	0.343 15 2029 195,709 \$25,000 \$91,494 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628 \$1,126 \$46,333 \$15,126	0.322 16 2030 205.494 \$25,000 \$118.673 \$359,615 \$15,580 \$749,021 \$140.217 \$161.827 \$81,042 \$5,796 \$1,159 \$47,785 \$15,580	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,569 \$241,661 \$16,047 \$144,424 \$169,918 \$84,294 \$5,970 \$1,194 \$49,219 \$16,047	0.284 18 2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$87,656 \$61,49 \$1,230 \$50,695 \$16,528	0.266 19 2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$193,266 \$1,267 \$1,267 \$1,267 \$1,267 \$2,216 \$1,267 \$1,	0.250 2034 235,777 \$25,000 \$136,161 \$412,600 \$17,536 \$855,375 \$157,816 \$185,674 \$94,000 \$1,305 \$6,524 \$13,05 \$13,05 \$3,783 \$17,586	0.235 21 2035 242,850 \$242,850 \$242,850 \$140,246 \$424,957 \$18,061 \$880,286 \$162,550 \$21,249 \$96,601 \$8,720 \$13,344 \$55,396 \$16,061	0.221 22 2036 250,135 \$25,000 \$144,453 \$437,75 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,334 \$57,088 \$18,603	0.207 23 2037 257,639 \$25,000 \$148,787 \$450,669 \$289,566 \$19,161 \$932,373 \$172,449 \$22,543 \$10,546 \$7,129 \$1,465 \$56,770 \$11,161 \$349,312	0.194 2d 2038 265,369 \$25,000 \$153,250 \$464,395 \$19,736 \$19,736 \$19,736 \$31,291 \$7,343 \$1,736	0.183 25 2009 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$115,349 \$7,563 \$1,513 \$52,349 \$372,572
fears wmual Discount Factor Wallow REMANALE Date lesses rent Authorities Date lesses protion of tumover teatal revenue BORDITURE State of ports sold (retail) Little Little Little Little Bordite B	2	0.828 1 2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000 \$77,341 \$45,000 \$5,000 \$5,000 \$5,000	0.7777 2 2016 168,050 \$15,000 \$189,057 \$94,108 \$10,300 \$308,465 \$308,465 \$51,500 \$5,150 \$5,150 \$31,592 \$10,300	0.730 3 2017 176,453 \$25,000 \$67,934 \$198,500 \$98,814 \$10,609 \$400,866 \$98,532 \$40,672 \$5,306 \$53,253 \$10,609	0.685 4 2018 181,746 \$25,000 \$69,972 \$20,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$50,619 \$5,464 \$5,464 \$33,516 \$10,927	5 2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255	0.604 6 2020 174,549 \$25,000 \$67,201 \$196,338 \$97,748 \$11,593 \$397,910 \$104,336 \$84,366 \$54,749,38 \$5,796 \$5,796 \$5,796	0.567 7 2021 171,058 \$55,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$107,465 \$86,598 \$56,939 \$55,970 \$36,623	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,325 \$10,582 \$12,299 \$536,169 \$110,689 \$141,444 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299	0.500 9 2023 188,592 \$25,000 \$88,167 \$330,039 \$105,611 \$12,668 \$148,516 \$61,386 \$61,384 \$61,334 \$83,854 \$12,668	0.470 10 2024 194.249 \$25,000 \$90.812 \$339,937 \$108,780 \$13,048 \$577,576 \$117,430 \$152,971 \$64,049 \$6,524 \$40,019 \$13,048	0.441 11 2025 200,077 \$25,000 \$93,536 \$350,135 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000 \$41,220 \$13,420 \$13,420	0.414 12 2026 196.075 \$25.000 \$91.665 \$343,132 \$109.802 \$13.842 \$1583,442 \$1584,409 \$99,275 \$154,409 \$99,275 \$1,030 \$42,456	0.389 13 2027 192,154 92,500 \$99,832 \$306,269 \$107,606 \$14,258 \$14,258 \$14,258 \$14,258 \$151,321 \$72,045 \$1,061 \$43,730 \$14,258	0.365 14 2028 186,389 186,389 \$25,000 \$87,137 \$326,181 \$208,756 \$14,685 \$146,752 \$74,928 \$146,782 \$74,928 \$1,093 \$45,042	0.343 15 2029 195,709 \$25,000 \$21,494 \$342,490 \$2219,194 \$15,126 \$693,304 \$156,123 \$154,121 \$77,925 \$46,393 \$15,126	0.322 16 2030 205.494 \$25,000 \$118,673 \$359,613 \$359,613 \$359,613 \$15,560 \$749,021 \$140,217 \$161,827 \$1,159 \$47,785 \$1,159	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,596 \$241,661 \$16,047 \$784,910 \$144,424 \$169,918 \$84,294 \$5,970 \$1,194 \$49,219	0.284 18 2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$175,016 \$87,656 \$6,149 \$1,230 \$50,695	0.266 19 2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$193,266 \$1,267 \$1,267 \$1,267 \$1,267 \$2,216 \$1,267 \$1,	0.250 2034 285,777 \$25,000 \$136,161 \$412,609 \$284,070 \$17,536 \$855,375 \$157,816 \$185,674 \$94,808 \$5,534 \$1,305 \$5,537	0.235 21 2035 242,850 \$242,850 \$242,850 \$140,246 \$424,957 \$18,061 \$880,286 \$162,550 \$21,249 \$96,601 \$8,720 \$13,344 \$55,396 \$16,061	0.221 22 2036 250,135 \$25,000 \$144,453 \$437,737 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$5,9,21 \$1,384 \$57,058	0.207 23 2037 257,639 \$25,000 \$148,787 \$45,869 \$28,556 \$19,161 \$932,373 \$172,449 \$22,543 \$106,646 \$7,129 \$1,426 \$58,770 \$19,161	0.194 2d 2038 265,369 \$25,000 \$153,250 \$464,395 \$19,736 \$19,736 \$19,736 \$31,291 \$7,343 \$1,736	0.183 25 2009 273,330 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$182,951 \$23,916 \$115,349 \$1,539 \$1,513 \$1,513 \$20,328
fears would Discount Factor ussitors REVIPAUE 2de tessee rent 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover tetal revenue 2de tessee protion of tumover 2	2	0.828 1 2015 152,773 \$5,000 \$171,870 \$85,553 \$10,000 \$272,423 \$90,000 \$77,341 \$5,000 \$5,000 \$5,000 \$5,000 \$5,000 \$5,000 \$5,000 \$6,71 \$10,000	0.777 2 2016 168,050 \$15,000 \$15,000 \$94,108 \$10,300 \$308,465 \$85,075 \$46,800 \$5,150 \$5,150 \$31,592 \$10,300	0.730 3 2017 176,453 \$25,000 \$67,934 \$198,500 \$98,814 \$10,609 \$400,866 \$98,532 \$40,672 \$5,306 \$53,253 \$10,609	0.685 4 2018 181,746 \$25,000 \$69,972 \$204,465 \$101,778 \$10,927 \$412,142 \$98,345 \$92,009 \$53,464 \$333,516 \$10,927	5 2019 178,111 \$25,000 \$68,573 \$200,375 \$99,742 \$11,255 \$404,946 \$101,296 \$90,169 \$52,644 \$5,628 \$5,628 \$34,521 \$11,255	0.604 6 2020 174,549 \$25,000 \$67,201 \$190,308 \$97,748 \$11,593 \$397,910 \$104,335 \$83,366 \$54,749,38 \$5,796 \$35,5796 \$35,5796	0.567 7 2021 171,058 \$25,000 \$65,857 \$192,441 \$95,793 \$11,941 \$391,031 \$391,031 \$391,031 \$395,793 \$30,623 \$5,970 \$30,623 \$11,941	0.533 8 2022 179,611 \$25,000 \$83,968 \$314,325 \$10,582 \$12,299 \$536,169 \$110,689 \$141,444 \$59,217 \$6,149 \$6,149 \$37,722 \$12,299	0.500 9 2023 188,592 \$25,000 \$88,167 \$30,0631 \$12,668 \$561,481 \$114,009 \$148,516 \$6,334 \$6,334 \$38,864 \$12,668	0.470 10 2024 194,249 \$25,000 \$90,812 \$399,975 \$113,048 \$577,576 \$117,430 \$6,524 \$40,019 \$13,048	0.441 11 2025 200,077 \$25,000 \$93,536 \$350,135 \$350,135 \$112,043 \$13,439 \$594,153 \$120,952 \$157,561 \$66,611 \$5,000 \$41,220 \$13,420 \$13,420	0.414 12 2026 196.075 \$25.000 \$91.685 \$343,132 \$109.802 \$13,842 \$583,442 \$5124,581 \$154,409 \$99.275 \$5,150 \$1,030 \$42,456 \$13,842	0.389 13 2027 192,154 \$25,000 \$99,832 \$336,269 \$107,606 \$14,258 \$128,318 \$151,321 \$72,046 \$5,305 \$1,061 \$43,730 \$14,258	0.365 14 2028 186,389 \$25,000 \$87,137 \$226,173 \$226,766 \$14,685 \$661,760 \$132,168 \$146,782 \$74,928 \$5,464 \$1,093 \$45,042 \$14,685	0.343 15 2029 195,709 \$25,000 \$91,494 \$15,126 \$693,304 \$136,133 \$154,121 \$77,925 \$5,628 \$1,126 \$46,333 \$15,126	0.322 16 2030 205.494 \$25,000 \$118.673 \$359,615 \$15,580 \$749,021 \$140.217 \$161.827 \$81,042 \$5,796 \$1,159 \$47,785 \$15,580	0.302 17 2031 215,769 \$25,000 \$124,607 \$377,569 \$241,661 \$16,047 \$144,424 \$169,918 \$84,294 \$5,970 \$1,194 \$49,219 \$16,047	0.284 18 2032 222,242 \$25,000 \$128,345 \$388,923 \$248,911 \$16,528 \$87,656 \$61,49 \$1,230 \$50,695 \$16,528	0.266 19 2033 228,909 \$25,000 \$132,195 \$400,591 \$256,378 \$17,024 \$831,189 \$193,266 \$1,267 \$1,267 \$1,267 \$1,267 \$2,216 \$1,267 \$1,	0.250 2034 235,777 \$25,000 \$136,161 \$412,600 \$17,536 \$855,375 \$157,816 \$185,674 \$94,000 \$1,305 \$6,524 \$13,05 \$13,05 \$3,783 \$17,586	0.235 21 2035 242,850 \$242,850 \$242,850 \$140,246 \$424,957 \$18,061 \$880,286 \$162,550 \$21,249 \$96,601 \$8,720 \$13,344 \$55,396 \$16,061	0.221 22 2036 250,135 \$25,000 \$144,453 \$437,75 \$280,152 \$18,603 \$905,944 \$167,427 \$21,887 \$102,545 \$6,921 \$1,334 \$57,088 \$18,603	0.207 23 2037 257,639 \$25,000 \$148,787 \$450,669 \$288,566 \$19,161 \$932,373 \$172,449 \$22,543 \$10,546 \$7,129 \$1,465 \$56,770 \$11,161 \$349,312	0.194 2d 2038 265,369 \$25,000 \$153,250 \$464,395 \$19,736 \$19,736 \$19,736 \$177,623 \$23,1291 \$7,343 \$1,291 \$7,343 \$1,295 \$1,	0.183 25 2009 273,330 \$25,000 \$157,848 \$478,327 \$306,129 \$20,328 \$987,632 \$115,349 \$7,563 \$1,513 \$52,349 \$372,572

Net Present Value (NPV) -\$1,224,000

TABLE 54: SENSITIVITY ANALYSIS - OPERATING COSTS +10%

									Ontion 3	3 - Sonsitiv	ity Analysis	Onerating	Costs - 100	6												
Assumations									Option	OCHOILIV	rty Pulary 515	operating	- 10 /	0												
Assumptions		-																								
Conference/Meeting Space Hre Fee	\$200	4																								
Number of times conference/meeting room hired p/a	50	2																								
Average spend at café per person operating years 1-7	\$14.00																									
Average spend at café per person operating years 8-15	\$17.00	b																								
Average spend at café per person operating years 16-25	\$21.00																									
From year 3, café revenue turnover allocated to Council	5.0%	0																								
Average spend at retail per person (operating years 1-7)	\$4.50	o o																								
Average spend at retail per person (operating years 8-15)	\$7.00																									
Average spend at retail per person (operating years 16-25)	\$9.00																									
Picnic Area Hire Fee	\$0.00	2																								
Assumed % of visitors contributing donation	56%	6																								
Average donation per visitor (operating years 1-13)	\$1.00																									
Average donation per visitor (operating years 14-25)	\$2.00																									
Cost of goods sold	45%	ó																								
Inflation	3%	6																								
Utility Overheads increase pa	4%	6																								
Maintenance costs per sqm	\$30	2																								
Discount rate	6.5%	6																								
Required yield	5.5%	6																								
CAPEX Sensitivity Adjustment	-10.0%	b																								
Years	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Visitors		152,773	168.050	176.453	181,746	178,111	174.549	171.058	179.611	188,592	194,249	200.077	196.075	192,154	186,389	195,709	205,494	215,769	222,242	228,909	235,777	242,850	250,135	257,639	265,369	273.330
REVENUE												,-			,			- 7	,	-,		,				
Café lessee rent		\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Café lessee portion of turnover		-	-	\$67,934	\$69,972	\$68,573	\$67,201	\$65,857	\$83,968	\$88,167	\$90,812	\$93,536	\$91,665	\$89,832	\$87,137	\$91,494	\$118,673	\$124,607	\$128,345	\$132,195	\$136,161	\$140,246	\$144,453	\$148,787	\$153,250	\$157,848
Retail revenue		\$171,870	\$189,057	\$198,509	\$204,465	\$200,375	\$196,368	\$192,441	\$314,320	\$330,036	\$339,937	\$350,135	\$343,132	\$336,269	\$326,181	\$342,490	\$359,615	\$377,596	\$388,923	\$400,591	\$412,609	\$424,987	\$437,737	\$450,869	\$464,395	
Gold coin donations Theatrette Hre		\$85,553 \$10,000	\$94,108 \$10,300	\$98,814 \$10,609	\$101,778 \$10.927	\$99,742 \$11,255	\$97,748 \$11.593	\$95,793 \$11.941	\$100,582 \$12,299	\$105,611 \$12,668	\$108,780 \$13.048	\$112,043 \$13,439	\$109,802 \$13.842	\$107,606 \$14,258	\$208,756 \$14,685	\$219,194 \$15.126	\$230,154 \$15,580	\$241,661 \$16.047	\$248,911 \$16.528	\$256,378 \$17.024	\$264,070 \$17.535	\$271,992 \$18.061	\$280,152 \$18.603	\$288,556 \$19,161	\$297,213 \$19.736	\$306,129 \$20.328
Irrealitette Hile		\$10,000	\$10,300	\$10,009	\$10,927	\$11,200	\$11,093	\$11,941	\$12,299	\$12,000	\$13,046	\$13,439	\$13,042	\$14,200	\$14,000	\$15,120	\$10,000	\$10,047	\$ 10,526	\$17,024	\$17,535	\$10,001	\$ 10,003	\$19,101	\$19,730	\$20,326
Total Revenue		\$272,423	\$308,465	\$400,866	\$412,142	\$404,946	\$397,910	\$391,031	\$536,169	\$561,481	\$577,576	\$594,153	\$583,442	\$572,965	\$661,760	\$693,304	\$749,021	\$784,910	\$807,708	\$831,189	\$855,375	\$880,286	\$905,944	\$932,373	\$959,594	\$987,632
EXPENDITURE	1	1		1										1							1					
Salaries (2 part time)		\$90,000	\$92,700	\$95.481	\$98.345	\$101.296	\$104.335	\$107.465	\$110.689	\$114,009	\$117.430	\$120.952	\$124,581	\$128.318	\$132,168	\$136,133	\$140,217	\$144,424	\$148,756	\$153,219	\$157.816	\$162.550	\$167.427	\$172,449	\$177.623	\$182,951
Cost of goods sold (retail)		\$90,000	\$85,075	\$89,329	\$92,009	\$90,169	\$88,366	\$107,465	\$141,444	\$148,516	\$117,430	\$120,952	\$124,361	\$151,321	\$132,100	\$156,133	\$140,217	\$169,918	\$175,016	\$180,266	\$185,674	\$21,249	\$21,887	\$22,543	\$23,220	\$23,916
Utilities		\$45,000	\$46,800	\$48,672	\$50,619	\$52,644	\$54,749.38	\$56,939	\$59,217	\$61,586	\$64,049	\$66,611	\$69,275	\$72,046	\$74,928	\$77,925	\$81,042	\$84,284	\$87,656	\$91,162	\$94,808	\$98,601	\$102,545	\$106,646	\$110,912	\$115,349
Liquor License Annual Fee		\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$6,720	\$6,921	\$7,129	\$7,343	\$7,563
Signage (interp and directional) maintenance		\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230	\$1,267	\$1,305	\$1,344	\$1,384	\$1,426	\$1,469	\$1,513
Site maintenance		\$30,671	\$31,592	\$32,539	\$33,516	\$34,521	\$35,557	\$36,623	\$37,722	\$38,854	\$40,019	\$41,220	\$42,456	\$43,730	\$45,042	\$46,393	\$47,785	\$49,219	\$50,695	\$52,216	\$53,783	\$55,396	\$57,058	\$58,770	\$60,533	\$62,349
Bevator Maintenance		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	
Total Costs		\$236,712	\$249,090	\$258,516	\$266,709	\$271,026	\$275,573	\$280,356	\$336,302	\$349,470	\$360,508	\$365,205	\$369,670	\$374,435	\$378,146	\$392,806	\$408,066	\$423,950	\$437,427	\$451,339	\$465,700	\$327,529	\$338,242	\$349,312	\$360,751	\$372,572
BITDA		\$35,711	\$59,374	\$142,351	\$145,433	\$133,920	\$122,337	\$110,675	\$199,867	\$212,011	\$217,067	\$228,948	\$213,772	\$198,530	\$283,614	\$300,498	\$340,955	\$360,960	\$370,280	\$379,850	\$389,675	\$552,757	\$567,703	\$583,061	\$598,843	\$615,060
Capital Expenditure	\$3,508,680	-		 	ļ							-		 			ļ				-		-	 		<u> </u>
Total Capital Expenditure Cash Flow	\$3,508,680	\$35,711	\$59.374	\$142.351	\$145,433	\$133.920	\$122.337	- \$280 325	\$199.867	\$212.011	\$217.067	\$228,948	\$213,772	\$198.530	-\$116 386	\$300.498	\$340.955	\$360.960	\$370,280	\$379.850	-\$10.335	\$552,757	\$567,703	\$583.061	\$508.843	\$615,060
Discounted Cash Flow	-\$3,000,080	\$29,563	\$46,153	\$103,899	\$99,670	\$86,179	\$73,920	-\$164 149	\$199,007	\$106,051	\$101,953	\$100,970	\$88 523	\$77,194	-\$42 492	\$103,014	\$109.750	\$109,098	\$105.084	\$101,221	-\$2.583	\$129.865	\$125,236	\$120,774	\$116,472	\$112,325
Drough out it ion	-\$0,000, 1 00	Q20,000	ψ 1 0,100	9100,000	900,010	900,110	ψ1 0,020	9104,140	\$100,774	\$100,001	\$101,000	\$100,010	900,020	911,104	-V+2,+02	\$100,014	\$100,100	\$100,000	¥100,004	W101,221	-WZ,000	9120,000	ψ120,200	ψ120,714	W110,712	Ø112,020

Net Present Value (NPV) -\$1,224,000

TABLE 55: SENSITIVITY ANALYSIS - OPERATING COSTS +20%

									Option :	3 - Sensitiv	ity Analysis	s Operating	Costs +20°	%												
Assumptions									Орион	O COLICITION	ry / a lary or	o operating	00010 1 20	,,,												
Conference/Meeting Space Hre Fee	\$200																									
Number of times conference/meeting room hired p/a	50																									
ambar or times contore teams of the pra																										
Average spend at café per person operating years 1-7	\$14.00																									
werage spend at café per person operating years 8-15	\$17.00																									
werage spend at café per person operating years 16-25	\$21.00																									
rom year 3, café revenue turnover allocated to Council	5.0%																									
Average spend at retail per person (operating years 1-7)	\$4.50																									
Average spend at retail per person (operating years 1-1)	\$7.00																									
Average spend at retail per person (operating years 6-15)	\$9.00																									
Ronic Area Hre Fee	\$0.00																									
	56%																									
Assumed % of visitors contributing donation	\$1.00																									
Average donation per visitor (operating years 1-13)																										
Average donation per visitor (operating years 14-25)	\$2.00 45%																									
Cost of goods sold																										
nflation	3%																									
tility Overheads increase pa	4%																									
Maintenance costs per sqm	\$30																									
Discount rate	6.5%																									
Required yield	5.5%																									
CAPEX Sensitivity Adjustment	20.0%																									
Years	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
Amada Discounti acioi	0.002	1	2	3	4	5	6	7	0.000	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
\f-it			168,050	176,453	181,746	178,111	174,549	171.058	179.611	188.592	194,249	200,077	196,075	192,154	186,389		205,494	215,769	222,242	228,909	235,777	242,850	250,135	257,639	265,369	273,33
Visitors REVENUE		152,773	100,000	176,453	101,740	170,111	174,549	171,000	179,611	100,592	194,249	200,077	196,075	192,154	100,309	195,709	205,494	215,769	222,242	220,909	230,777	242,000	250, 135	257,039	200,309	2/3,33
Café lessee rent		\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25.00
Café lessee portion of turnover		90,000	\$15,000	\$67,934	\$69,972	\$68,573	\$67,201	\$65,857	\$83,968	\$88,167	\$90,812	\$93,536	\$91,665	\$89,832	\$87,137	\$91,494	\$118,673	\$124,607	\$128,345	\$132,195	\$136,161		\$144,453	\$148,787	\$153,250	\$157.8
Retail revenue		\$171.870	\$189.057	\$198,509	\$204,465	\$200,375	\$196,368	\$192,441	\$314,320	\$330.036	\$339.937	\$350,135	\$343,132	\$336,269	\$326,181	\$342,490	\$359,615	\$377.596	\$388,923	\$400.591	\$412,609	\$424,987	\$437,737	\$450.869	\$464,395	\$478.3
Gold coin donations		\$85,553	\$94,108	\$98,814	\$101,778	\$99,742	\$97,748	\$95,793	\$100,582	\$105,611	\$108,780	\$112,043	\$109,802	\$107,606	\$208,756	\$219,194	\$230,154	\$241,661	\$248,911	\$256,378	\$264,070	\$271,992	\$280,152	\$288,556	\$297,213	\$306,1
Theatrette Hire		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,32
Total Revenue		\$272,423	\$308,465	\$400,866	\$412,142	\$404,946	\$397,910	\$391,031	\$536,169	\$561,481	\$577,576	\$594,153	\$583,442	\$572,965	\$661,760	\$693,304	\$749,021	\$784,910	\$807,708	\$831,189	\$855,375	\$880,286	\$905,944	\$932,373	\$959,594	\$987,6
							,												,							
EXPENDITURE																4										
Salaries (2 part time)		\$90,000 \$77,341	\$92,700	\$95,481	\$98,345	\$101,296	\$104,335	\$107,465 \$86,598	\$110,689 \$141,444	\$114,009 \$148,516	\$117,430	\$120,952	\$124,581 \$154,409	\$128,318	\$132,168	\$136,133	\$140,217	\$144,424	\$148,756	\$153,219	\$157,816	\$162,550	\$167,427 \$21,887	\$172,449 \$22,543	\$177,623	\$182,9
	1	\$45,000	\$85,075 \$46,800	\$89,329 \$48,672	\$92,009 \$50.619	\$90,169 \$52,644	\$88,366 \$54,749.38		\$141,444 \$59,217	\$148,516 \$61,586	\$152,971 \$64,049	\$157,561 \$66,611	\$154,409 \$69.275	\$151,321 \$72,046	\$146,782 \$74,928	\$154,121 \$77.925	\$161,827 \$81,042	\$169,918 \$84,284	\$175,016 \$87.656	\$180,266 \$91,162	\$185,674 \$94,808	\$21,249 \$98,601	\$21,887	\$22,543 \$106.646	\$23,220 \$110,912	\$23,91
				\$40,072	J \$30,019			\$5,970					\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334			\$6,921			\$11F 9
tilities			\$5.150	\$5.305	\$5.464											ψυ,020									\$7.2/13	\$115,3 \$7.56
Jtilities iquor License Annual Fee		\$5,000	\$5,150 \$5,150	\$5,305 \$5,305	\$5,464 \$5,464	\$5,628 \$5,628	\$5,796 \$5,796		\$6,149 \$6.149	\$6,334 \$6,334	\$6,524 \$6,524	\$5,000 \$1,000				\$1 126	\$1 159	\$1 194			\$6,524 \$1,305	\$6,720 \$1,344		\$7,129 \$1,426	\$7,343 \$1,469	\$7,56
tilities iquor License Annual Fee Signage (interp and directional) maintenance		\$5,000 \$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126 \$46,393	\$1,159 \$47.785	\$1,194 \$49.219	\$1,230	\$1,267	\$1,305	\$1,344	\$1,384	\$1,426	\$1,469	\$7,56 \$1,51
Lilities iguor License Annual Fee Signage (interp and directional) maintenance Site maintenance		\$5,000						\$5,970 \$36,623			\$6,524 \$40,019	\$1,000 \$41,220	\$1,030 \$42,456	\$1,061 \$43,730		\$1,126 \$46,393 \$15,126	\$1,159 \$47,785 \$15,580	\$49,219			\$1,305 \$53,783					\$7,56
utilities iguor License Annual Fee Signage (interp and directional) maintenance Site maintenance Bevator Maintenance		\$5,000 \$5,000 \$30,671	\$5,150 \$31,592	\$5,305 \$32,539	\$5,464 \$33,516	\$5,628 \$34,521	\$5,796 \$35,557	\$5,970	\$6,149 \$37,722	\$6,334 \$38,854	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093 \$45,042	\$46,393	\$47,785		\$1,230 \$50,695	\$1,267 \$52,216	\$1,305	\$1,344 \$55,396	\$1,384 \$57,058	\$1,426 \$58,770	\$1,469 \$60,533	\$7,56 \$1,51 \$62,34 \$20,32
tilities (quor License Annual Fee (quor License Annual Fee (grage (interp and directional) maintenance lite maintenance levetor Maintenance (otal Costs		\$5,000 \$5,000 \$30,671 \$10,000	\$5,150 \$31,592 \$10,300	\$5,305 \$32,539 \$10,609	\$5,464 \$33,516 \$10,927	\$5,628 \$34,521 \$11,255	\$5,796 \$35,557 \$11,593	\$5,970 \$36,623 \$11,941	\$6,149 \$37,722 \$12,299	\$6,334 \$38,854 \$12,668	\$6,524 \$40,019 \$13,048	\$1,000 \$41,220 \$13,439 \$486,940	\$1,030 \$42,456 \$13,842	\$1,061 \$43,730 \$14,258	\$1,093 \$45,042 \$14,685	\$46,393 \$15,126	\$47,785 \$15,580	\$49,219 \$16,047	\$1,230 \$50,695 \$16,528	\$1,267 \$52,216 \$17,024	\$1,305 \$53,783 \$17,535	\$1,344 \$55,396 \$18,061 \$436,705	\$1,384 \$57,058 \$18,603	\$1,426 \$58,770 \$19,161	\$1,469 \$60,533 \$19,736	\$7,56 \$1,51 \$62,34
Cost of goods sold (retail) Littlities Liquor License Annual Fee Signage (interp and directional) maintenance Site maintenance Sewator Maintenance Total Costs BBITDA Capital Expenditure		\$5,000 \$5,000 \$30,671 \$10,000 \$315,615	\$5,150 \$31,592 \$10,300 \$332,120	\$5,305 \$32,539 \$10,609 \$344,687	\$5,464 \$33,516 \$10,927 \$355,612	\$5,628 \$34,521 \$11,255 \$361,367	\$5,796 \$35,557 \$11,593 \$367,430	\$5,970 \$36,623 \$11,941 \$373,808	\$6,149 \$37,722 \$12,299 \$448,403	\$6,334 \$38,854 \$12,668 \$465,960	\$6,524 \$40,019 \$13,048 \$480,678	\$1,000 \$41,220 \$13,439 \$486,940	\$1,030 \$42,456 \$13,842 \$492,894	\$1,061 \$43,730 \$14,258 \$499,247	\$1,093 \$45,042 \$14,685 \$504,194	\$46,393 \$15,126 \$523,742	\$47,785 \$15,580 \$544,088	\$49,219 \$16,047 \$565,267	\$1,230 \$50,695 \$16,528 \$583,236	\$1,267 \$52,216 \$17,024 \$601,785	\$1,305 \$53,783 \$17,535 \$620,933	\$1,344 \$55,396 \$18,061 \$436,705	\$1,384 \$57,058 \$18,603 \$450,989	\$1,426 \$58,770 \$19,161 \$465,749	\$1,469 \$60,533 \$19,736 \$481,001	\$7,56 \$1,51 \$62,34 \$20,32 \$496,7

Net Present Value (NPV) -\$2,466,26

TABLE 56: SENSITIVITY ANALYSIS - OPERATING COSTS +30%

									Option 3	3 - Sensitiv	ity Analysis	Operating	Costs +30%	%												
Assumptions																										
Conference/Meeting Space Hire Fee	\$200																									
Number of times conference/meeting room hired p/a	50																									
Average spend at café per person operating years 1-7	\$14.00																									
Average spend at café per person operating years 8-15	\$17.00																									
Average spend at café per person operating years 16-25	\$21.00																									
From year 3, café revenue turnover allocated to Council	5.0%																									
Average spend at retail per person (operating years 1-7)	\$4.50																									
Average spend at retail per person (operating years 8-15)	\$7.00																									
Average spend at retail per person (operating years 16-25)	\$9.00																									
Pionic Area Hire Fee	\$0.00																									
Assumed % of visitors contributing donation	56%																									
Average donation per visitor (operating years 1-13)	\$1.00																									
Average donation per visitor (operating years 14-25)	\$2.00																									
Cost of goods sold	45%																									
Inflation	3%																									
Utility Overheads increase pa	4%																									
Maintenance costs per som	\$30	1																								
Discount rate	6.5%																									
Required yield	5.5%	1																								
CAPEX Sensitivity Adjustment	30.0%	1																								
Years	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
Annual Discount Factor	0.882	0.828	0.777	0.730	0.685	0.644	0.604	0.567	0.533	0.500	0.470	0.441	0.414	0.389	0.365	0.343	0.322	0.302	0.284	0.266	0.250	0.235	0.221	0.207	0.194	0.183
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Visitors		152,773	168,050	176,453	181,746	178,111	174,549	171,058	179,611	188,592	194,249	200,077	196,075	192,154	186,389	195,709	205,494	215,769	222,242	228,909	235,777	242,850	250,135	257,639	265,369	273,330
REVENUE																										
Café lessee rent		\$5,000	\$15,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Café lessee portion of turnover		-	-	\$67,934	\$69,972	\$68,573	\$67,201	\$65,857	\$83,968	\$88,167	\$90,812	\$93,536	\$91,665	\$89,832	\$87,137	\$91,494	\$118,673	\$124,607	\$128,345	\$132,195	\$136,161	\$140,246	\$144,453	\$148,787	\$153,250	\$157,848
Retail revenue		\$171,870	\$189,057	\$198,509	\$204,465	\$200,375	\$196,368	\$192,441	\$314,320	\$330,036	\$339,937	\$350,135	\$343,132	\$336,269	\$326,181	\$342,490	\$359,615	\$377,596	\$388,923		\$412,609	\$424,987	\$437,737	\$450,869	\$464,395	\$478,327
Gold coin donations	ļ	\$85,553	\$94,108	\$98,814	\$101,778	\$99,742	\$97,748	\$95,793	\$100,582	\$105,611	\$108,780	\$112,043	\$109,802	\$107,606	\$208,756	\$219,194	\$230,154	\$241,661	\$248,911		\$264,070	\$271,992	\$280,152	\$288,556	\$297,213	\$306,129
Theatrette Hire	-	\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Total Revenue		\$272 422	\$308,465	\$400.866	\$412,142	\$404.046	\$397.910	\$301.034	\$536,169	\$561.494	\$577 576	\$594,153	\$583 442	\$572.065	\$661.760	\$693,304	\$749 024	\$784 010	\$207 700	\$831 180	¢255 375	\$880.286	\$005.044	\$032 372	\$959,594	\$087.632
Total Nevertue		\$212,423	\$300,403	J \$400,000	3412,142	3404,940	9397,910	9391,031	\$330,109	3301,401	<i>\$311,310</i>	<i>\$03</i> 4,153	\$303,44Z	<i>\$312,903</i>	3001,760	9033,304	\$143,021	\$104,91U	\$007,700	\$031,109	\$000,370	3000,200	\$303,944	\$33Z,313	g909,594	\$301,032
EXPENDITURE																										
Salaries (2 part time)		\$90,000	\$92,700	\$95,481	\$98,345	\$101,296	\$104,335	\$107,465	\$110,689	\$114,009	\$117,430	\$120,952	\$124,581	\$128,318	\$132,168	\$136,133	\$140,217	\$144,424	\$148,756	\$153,219	\$157,816	\$162,550	\$167,427	\$172,449	\$177,623	\$182,951
Cost of goods sold (retail)		\$77,341	\$85,075	\$89,329	\$92,009	\$90,169	\$88,366	\$86,598	\$141,444	\$148,516	\$152,971	\$157,561	\$154,409	\$151,321	\$146,782	\$154,121	\$161,827	\$169,918	\$175,016	\$180,266	\$185,674	\$21,249	\$21,887	\$22,543	\$23,220	\$23,916
Utilities		\$45,000	\$46,800	\$48,672	\$50,619	\$52,644	\$54,749.38	\$56,939	\$59,217	\$61,586	\$64,049	\$66,611	\$69,275	\$72,046	\$74,928	\$77,925	\$81,042	\$84,284	\$87,656		\$94,808	\$98,601	\$102,545	\$106,646	\$110,912	\$115,349
Liquor License Annual Fee		\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149		\$6,524	\$6,720	\$6,921	\$7,129	\$7,343	\$7,563
Signage (interp and directional) maintenance	l	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628	\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126	\$1,159	\$1,194	\$1,230	\$1,267	\$1,305	\$1,344	\$1,384	\$1,426	\$1,469	\$1,513
Site maintenance		\$30,671	\$31,592	\$32,539	\$33,516	\$34,521	\$35,557	\$36,623	\$37,722	\$38,854	\$40,019	\$41,220	\$42,456	\$43,730	\$45,042	\$46,393	\$47,785	\$49,219	\$50,695		\$53,783	\$55,396	\$57,058	\$58,770	\$60,533	\$62,349
Bevator Maintenance		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528		\$17,535	\$18,061	\$18,603	\$19,161	\$19,736	\$20,328
Total Costs		\$341,917 -\$69,494		\$373,411	\$385,247	\$391,481	\$398,049	\$404,959	\$485,770	\$504,790	\$520,734	\$527,518	\$533,968	\$540,851	\$546,210	\$567,387	\$589,429 \$159,592	\$612,373	\$631,839	\$651,934	\$672,677	\$473,097	\$488,571	\$504,562	\$521,085	\$538,159 0440,470
BITDA	1	-\$69,494	-\$51,332	\$27,455	\$26,896	\$13,464	-\$140	-\$13,928	\$50,399	\$56,691	\$56,841	\$66,635	\$49,474	\$32,114	\$115,549	\$125,917	\$159,592	\$172,538	\$175,868	\$179,255	\$182,697	\$407,189	\$417,373	\$427,811	\$438,509	\$449,472
Capital Expenditure	£2 500 C00	-	1					l															l			
Total Capital Expenditure Cash Bow	\$3,508,680	-\$60.404	-851 333	\$27,455	\$26,896	\$13,464	-\$140	-\$/13 Q2P	\$50,399	\$56,691	\$56.841	\$66,635	\$49,474	\$32,114	-\$284 AE4	\$125,917	\$159.592	\$172,538	\$175.868	\$179.255	-\$217.302	\$407.189	\$417.373	\$427.811	\$438,509	\$449,472
Discounted Cash Flow	-\$3,006,680 -\$3,093,460	-\$57.531	-\$39,902	\$27,455	\$26,896	\$13,464	-\$140	-\$415,928	\$26,849	\$28,358	\$26,697	\$29,387	\$49,474	\$32,114	-\$204,451 -\$103,852	\$125,917 \$43,166	\$159,592 \$51.371	\$172,538 \$52,149	\$175,868 \$49,911		-\$217,303 -\$54,372	\$407,189	\$92.073	\$88,616	\$438,509	\$449,472
Diacounico Gaali Flow	-93,053,400	-φυτ,υυ T	-935,50Z	920,039	\$10,433	φυ,υυ ν	-904	-9234,043	920,045	φ20,550	φ20,031°	925,301	φ20, 4 07	\$12,407	·\$100,00Z	940,100	901,011	φυ2,140°	945,511	φ+1,101	1904,512	\$30,000	φ52,013	400,010	900,200	902,000