

## City of Stillwater

### Curling Club Proforma

	Stillwater REVISED		
	Per Member	No.	Amount
<b>Operating Income</b>			
<b>Curling Facility</b>			
Memberships (Winter)	\$350	1000	350,000
Memberships (Spring)	\$150	300	45,000
Summer & Fall (\$150/each)	\$150	600	90,000
Lockers and Equipment Rentals	\$50	400	20,000
Corporate Events	Average of Chaska/SPCC		163,600
Lessons	Chaska		15,000
Special Events	Chaska		35,000
<b>Sales</b>	Chaska		15,200
<b>Restaurant</b>	22.5% of Gross Sales (\$1M Gross Sales)		225,000
<b>Players Lounge</b>	Chaska		2,000
<b>Other Income</b>	Chaska		1,000
<b>Total Rental</b>			<b>961,800</b>
<b>Operating Expenses and Debt Service</b>			
<b>Wages and Benefits</b>			
FT Wages	Chaska	4	207,067
PT Wages	Chaska	50	124,700
Other Benefits	Chaska	54	137,989
<b>Total Wages and Benefits</b>			<b>469,756</b>
<b>Other Expenses</b>			
Conferences/Schools/Travel	City		4,000
Communications/Marketing/Advertising	Chaska		2,900
Contract/Professional Services	SPCC		1,800
Building Repair/Maintenance	City		20,000
Icemaking/Maintenance	Curling Club		27,000
Equipment Repair/Maintenance	Included in line above		-
Tools/Small Equipment	Chaska		4,200
Janitor Service	SPCC		20,000
Snow Removal	City does		-
Food/Liquor Expense	Off balance sheet		-
Entertainment	Chaska		-
Office Supplies/Postage	Chaska		2,600
Operating Supplies	Chaska		18,200
Uniforms	Chaska		2,200
COGS	Chaska		10,100
Refunds	Chaska		100
Utilities	Assumes no charge for water		164,600
Utilities - Restaurant	Included above per Doug		-
Insurance	Includes restaurant		35,000
Club Room Expenses	Curling Club		28,000
Dues/Subscriptions	Chaska		4,500
Property Taxes	Value range of \$1.2 to \$1.6M (used \$1.4)		40,155
Fee/Licenses/Sales Tax	Curling Club		50,100
Credit Card Expense	Curling Club		20,900
Other	Chaska (SPCC is 8,800)		20,000
<b>Total Expenses</b>			<b>476,355</b>
<b>Total Expenses</b>			<b>946,111</b>
<b>Net Operating Income</b>			<b>15,689</b>
Annual Debt Service			-
Annual Replacement Rerves	4 yr. Average Capital Per Chaska		134,500
<b>Cash Flow After Debt Service</b>			<b>(118,811)</b>