



Hoover Events Facility - **Indoor & Outdoor** (Hoover, AL) *Five-Year Operating Pro Forma*

Date: September 2016
Developed for: City of Hoover

Note: SFA has no responsibility to update this financial forecast for events and circumstances that occur after the date of these deliverables. The findings presented herein reflect analysis of primary and secondary sources of information. SFA utilized sources deemed to be reliable but cannot guarantee their accuracy. Moreover, estimates and analysis presented in this financial forecast are based on trends and assumptions, which usually result in differences between the projected results and actual results. Because events and circumstances frequently do not occur as expected, those differences may be material.

Pre-Opening Budget

	Details	Budgeted Cost
Marketing		
Web Site Development		\$ 30,000
Marketing Allowance	Pre-Opening Advertising, Promotion, Production	\$ 150,000
Presentation Materials	Renderings, Sales Kits Etc.	\$ 20,000
Tournament and Event Business Development	Bid Fee Budget	\$ 75,000
Human Resources		
Pre-Opening Payroll		\$ 464,413
Relocation Budget		\$ 20,000
Mobile Phone Allowance	Pre-Opening Management Team	\$ 7,200
Employee Uniforms		\$ 3,500
Travel and Education		\$ 10,000
Consultant Expenses		
Facility Development Consulting Fees	Pre-Opening Consulting Fee	\$ 340,000
Consultant Air Travel	50 Trips Into Market Over 10 Months	\$ 15,000
Consultant Housing	2 Nights per Visit	\$ 12,000
Consultant Car Rental	3 Days Per Visit	\$ 6,000
Exchange Expense		\$ -
Insurance & Licenses		
Insurance-Property		\$ -
Insurance-Liability		\$ -
Licenses, Permits	Food Licenses, etc.	
Office Expenses		
Office Supplies		\$ 7,500
Rent- Building Lease		\$ -
Seasonal Dome	Set Up, Take Down, and Storage	\$ -
Software- Facility Management	Online Scheduling Software, Etc.	\$ 14,400
Software- Office Setup and Ongoing Support	\$60 a month per User	\$ 3,180
Hardware Computers & Set Up		\$ 25,000
Copier		\$ 3,000
Miscellaneous		
		\$ 5,000
Total Pre-Opening Expenses		\$ 1,211,193



Total Revenue & Expenses

Revenue	Year 1	Year 2	Year 3	Year 4	Year 5
Basketball Rental Tournaments	\$181,888	\$198,128	\$205,716	\$212,352	\$220,448
Volleyball Rental Tournaments	\$152,040	\$152,040	\$182,526	\$231,932	\$235,431
Mat Sports Rental Tournaments	\$18,934	\$30,391	\$35,210	\$35,210	\$35,798
Indoor Court Rental Events	\$70,400	\$70,400	\$72,640	\$72,640	\$74,992
Multi-Purpose Field Rental Tournaments	\$30,790	\$287,393	\$339,833	\$387,875	\$441,881
Baseball/Softball Rental Tournaments	\$20,253	\$121,515	\$143,693	\$164,220	\$176,938
Tennis Rental Tournaments	\$979	\$18,024	\$19,907	\$21,646	\$21,860
Basketball	\$53,429	\$63,677	\$76,341	\$84,227	\$93,153
Volleyball	\$33,041	\$39,576	\$47,697	\$52,767	\$58,525
Court Rentals	\$16,164	\$16,972	\$18,712	\$19,647	\$21,661
Outdoor Soccer	\$15,600	\$34,130	\$37,720	\$43,567	\$45,745
Outdoor Lacrosse	\$4,000	\$10,888	\$12,521	\$14,461	\$15,184
Outdoor Football	\$6,800	\$22,750	\$26,163	\$30,218	\$31,729
Outdoor Baseball/Softball	\$8,100	\$42,450	\$48,818	\$56,384	\$59,203
Outdoor Field Rental	\$9,050	\$71,676	\$75,260	\$82,974	\$82,974
Outdoor Tennis	\$9,930	\$32,524	\$34,150	\$37,651	\$39,533
Indoor Adventure Center	\$205,478	\$272,567	\$308,623	\$330,140	\$361,409
Youth Programming	\$92,700	\$101,970	\$112,422	\$118,043	\$130,142
Birthday Parties	\$50,400	\$60,480	\$66,679	\$70,013	\$77,190
Corporate & Group Events	\$451,900	\$497,090	\$574,139	\$631,553	\$729,444
Tenant Revenue	\$200,000	\$206,000	\$212,180	\$218,545	\$225,102
Food & Beverage	\$411,426	\$780,543	\$874,200	\$983,933	\$1,041,561
Retail	\$26,131	\$48,515	\$54,454	\$60,908	\$64,473
Hotel Rebates	\$0	\$0	\$0	\$0	\$0
Secondary Revenue	\$325,000	\$375,000	\$425,000	\$492,500	\$511,750
Total Revenue	\$2,394,433	\$3,554,698	\$4,004,601	\$4,453,406	\$4,796,124
Expenses	Year 1	Year 2	Year 3	Year 4	Year 5
Basketball Rental Tournaments	\$40,029	\$43,603	\$44,752	\$46,195	\$47,395
Volleyball Rental Tournaments	\$39,164	\$39,164	\$46,693	\$59,473	\$59,823
Mat Sports Rental Tournaments	\$1,893	\$3,039	\$3,521	\$3,521	\$3,580
Indoor Court Rental Events	\$12,800	\$12,800	\$13,024	\$13,024	\$13,259
Multi-Purpose Field Rental Tournaments	\$5,950	\$55,153	\$64,990	\$74,101	\$84,095
Baseball/Softball Rental Tournaments	\$5,175	\$31,052	\$36,419	\$41,622	\$44,469
Tennis Rental Tournaments	\$254	\$8,732	\$9,155	\$9,563	\$9,584
Basketball	\$24,812	\$29,571	\$34,799	\$38,393	\$41,703
Volleyball	\$14,779	\$17,702	\$21,203	\$23,457	\$25,862
Court Rentals	\$808	\$849	\$936	\$982	\$1,083
Outdoor Soccer	\$6,384	\$15,010	\$16,344	\$18,467	\$19,391
Outdoor Lacrosse	\$1,320	\$4,062	\$4,671	\$5,289	\$5,553
Outdoor Football	\$2,652	\$9,240	\$10,626	\$12,040	\$12,642
Outdoor Baseball/Softball	\$3,699	\$19,211	\$22,092	\$24,977	\$26,226
Outdoor Field Rental	\$453	\$3,584	\$3,763	\$4,149	\$4,149
Outdoor Tennis	\$52,352	\$60,669	\$63,183	\$66,279	\$69,030
Indoor Adventure Center	\$88,355	\$117,204	\$132,708	\$141,960	\$155,406
Youth Programming	\$29,554	\$32,509	\$35,767	\$37,555	\$41,323
Birthday Parties	\$18,936	\$22,723	\$24,780	\$26,019	\$28,386
Corporate & Group Events	\$233,280	\$256,608	\$296,382	\$326,020	\$376,554
Tenant Revenue	\$0	\$0	\$0	\$0	\$0
Food & Beverage	\$284,080	\$538,946	\$603,614	\$679,382	\$719,173
Retail	\$18,292	\$33,961	\$38,118	\$42,636	\$45,131
Hotel Rebates	\$0	\$0	\$0	\$0	\$0
Secondary Revenue	\$65,000	\$75,000	\$85,000	\$98,500	\$102,350
Total Cost of Goods Sold	\$950,020	\$1,430,389	\$1,612,538	\$1,793,606	\$1,936,166
Gross Margin	\$1,444,412	\$2,124,308	\$2,392,064	\$2,659,801	\$2,859,958
<i>% of Revenue</i>	<i>60%</i>	<i>60%</i>	<i>60%</i>	<i>60%</i>	<i>60%</i>
Facility Expenses	\$434,179	\$652,220	\$676,236	\$701,975	\$723,859
Operating Expense	\$803,401	\$921,393	\$927,084	\$958,856	\$986,874
Management Payroll	\$720,833	\$853,000	\$887,120	\$922,605	\$959,509
Payroll Taxes/Benefits/Bonus	\$232,405	\$297,204	\$318,851	\$339,984	\$358,555
Total Operating Expenses	\$2,190,818	\$2,723,817	\$2,809,291	\$2,923,419	\$3,028,797
EBITDA	(\$746,406)	(\$599,508)	(\$417,227)	(\$263,618)	(\$168,839)
<i>% of Revenue</i>	<i>-31%</i>	<i>-17%</i>	<i>-10%</i>	<i>-6%</i>	<i>-4%</i>
<i>Debt Service</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>
Economic Impact Range	Year 1	Year 2	Year 3	Year 4	Year 5
Total Non-Local Days in Market	75,689	132,577	150,369	172,553	181,341
Total Room Nights	17,125	30,425	34,545	39,669	41,678
Economic Impact	\$13,953,557	\$24,441,078	\$27,721,101	\$31,810,806	\$33,430,815



Economic Impact

Number of Events Per Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Basketball Tournaments	14	15	15	15	15
Volleyball Tournaments	11	11	12	14	14
Mat Sports Tournaments	3	4	4	4	4
Other Sports Tournaments	8	8	8	8	8
Multi-Purpose Tournaments	2	13	15	17	19
Baseball/Softball Tournaments	2	12	14	16	17
Tennis Tournaments	2	8	10	12	12
Total Events Per Year	42	71	78	86	89

Per Person Spending By Category

	Amount	% of Total
Lodging/ Accommodations	\$63.16	34.3%
Food & Beverage	\$43.27	23.5%
Transportation	\$9.92	5.4%
Recreation	\$18.06	9.8%
Retail	\$49.13	26.6%
Other	\$0.81	0.4%
Total	\$184.35	100%

Economic Impact Drivers - Range

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market	75,689	132,577	150,369	172,553	181,341
Room Nights	17,125	30,425	34,545	39,669	41,678

Economic Impact

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Direct Spending	\$13,953,557	\$24,441,078	\$27,721,101	\$31,810,806	\$33,430,815
Total Indirect Spending	\$0	\$0	\$0	\$0	\$0
Total Economic Impact	\$13,953,557	\$24,441,078	\$27,721,101	\$31,810,806	\$33,430,815



Facility Expenses

Indoor Building

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Alarm System Maintenance		\$5,000	\$3,150	\$5,305	\$5,464	\$5,628
Janitorial Supplies		\$112,538	\$130,960	\$137,623	\$145,211	\$150,244
Safety Supplies		\$9,000	\$2,500	\$2,575	\$2,652	\$2,732
Hard Structure Maint. & Repairs		\$34,939	\$35,987	\$37,067	\$38,179	\$39,324
Hard Structure Utility Expense	\$1.30/SF	\$206,460	\$212,653	\$219,033	\$225,604	\$232,372
Total Indoor Facility Expense		\$367,936	\$387,250	\$401,603	\$417,110	\$430,300

Outdoor Facility

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Turf Multi-Purpose Field Maintenance and Labor	\$4,750/Field	\$11,875	\$47,500	\$48,925	\$50,393	\$51,905
Tennis Court Maintenance	\$1,000/Court	\$4,000	\$16,000	\$16,480	\$16,974	\$17,484
Field Painting/Striping Supplies and Labor	\$150/New Stripe, \$60/ Re-Stripe	\$6,250	\$25,000	\$27,465	\$30,282	\$31,338
Grounds Maintenance and Labor	\$1,500/Acre	\$18,867	\$73,469	\$77,733	\$80,065	\$82,467
Tennis Court Lighting	\$1,000/Court	\$4,000	\$16,000	\$16,480	\$16,974	\$17,484
Field Lighting	\$8,500/Field	\$21,250	\$85,000	\$87,550	\$90,177	\$92,882
Total Outdoor Facility Expense		\$66,242	\$264,969	\$274,633	\$284,865	\$293,559
Total Facility Expense		\$434,179	\$652,220	\$676,236	\$701,975	\$723,859



Operating Expenses

Expense	Mgmt. Assump	Year 1	Year 2	Year 3	Year 4	Year 5
Accounting Fees		\$15,000	\$15,450	\$15,914	\$16,391	\$16,883
Bank Service Charges	Misc. Banking Fees	\$47,889	\$71,094	\$80,092	\$89,068	\$95,922
Communications	IT/Phone/Internet/Cable	\$22,724	\$30,298	\$31,207	\$32,143	\$33,107
Dues/Subscriptions		\$2,500	\$2,575	\$2,652	\$2,732	\$2,814
Employee Uniforms		\$2,500	\$5,000	\$5,150	\$5,305	\$5,464
General Advertising		\$119,722	\$96,748	\$80,092	\$89,068	\$95,922
Tournament Business Development		\$100,000	\$150,000	\$154,500	\$159,135	\$163,909
Exchange Expense		\$0	\$0	\$0	\$0	\$0
Insurance-Property		\$24,000	\$56,000	\$57,680	\$59,410	\$61,193
Insurance-Liability		\$47,889	\$71,094	\$74,649	\$78,381	\$82,300
Interest Expense		\$0	\$0	\$0	\$0	\$0
Legal Fees		\$15,000	\$15,450	\$15,914	\$16,391	\$16,883
Licenses, Permits	Food Licenses, etc.	\$5,000	\$5,150	\$5,305	\$5,464	\$5,628
Management Travel		\$20,000	\$20,000	\$20,000	\$20,000	\$20,000
National Management & Marketing Service	Full-Time Management	\$336,000	\$336,000	\$336,000	\$336,000	\$336,000
Office Supplies		\$18,179	\$18,724	\$19,286	\$19,864	\$20,460
Real Estate Tax		\$0	\$0	\$0	\$0	\$0
Software- Facility Management	Online Scheduling Software, Etc.	\$12,000	\$12,360	\$12,731	\$13,113	\$13,506
Travel and Education		\$15,000	\$15,450	\$15,914	\$16,391	\$16,883
Total Operating Expenses		\$803,401	\$921,393	\$927,084	\$958,856	\$986,874



Management Payroll Summary

Management Position	Mgmt. Assump	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager		\$125,000	\$130,000	\$135,200	\$140,608	\$146,232
Director of Events		\$75,000	\$78,000	\$81,120	\$84,365	\$87,739
Marketing & Business Development Director		\$65,000	\$67,600	\$70,304	\$73,116	\$76,041
Tournament Director		\$0	\$40,000	\$41,600	\$43,264	\$44,995
Sports Director		\$50,000	\$52,000	\$54,080	\$56,243	\$58,493
Youth Programming Director		\$45,000	\$46,800	\$48,672	\$50,619	\$52,644
Office/Finance Manager		\$50,000	\$52,000	\$54,080	\$56,243	\$58,493
Director of Facilities		\$50,000	\$52,000	\$54,080	\$56,243	\$58,493
Head Grounds Keeper		\$20,833	\$50,000	\$52,000	\$54,080	\$56,243
Maintenance Manager 1		\$35,000	\$36,400	\$37,856	\$39,370	\$40,945
Maintenance Manager 2		\$0	\$35,000	\$36,400	\$37,856	\$39,370
Security/Parking Manager		\$45,000	\$46,800	\$48,672	\$50,619	\$52,644
Chef		\$55,000	\$57,200	\$59,488	\$61,868	\$64,342
Banquet Manager		\$45,000	\$46,800	\$48,672	\$50,619	\$52,644
Admin Support	Part Time at Front Desk	\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
Total Management Payroll		\$720,833	\$853,000	\$887,120	\$922,605	\$959,509



Payroll Summary

Total Payroll Summary		Mgmt. Assump	Pre-Open	Year 1	Year 2	Year 3	Year 4	Year 5
Mgmt	General Manager	9 months prior	\$93,750	\$125,000	\$130,000	\$135,200	\$140,608	\$146,232
Mgmt	Director of Events	9 months prior	\$56,250	\$75,000	\$78,000	\$81,120	\$84,365	\$87,739
Mgmt	Marketing & Business Development Director	9 months prior	\$48,750	\$65,000	\$67,600	\$70,304	\$73,116	\$76,041
Mgmt	Tournament Director	Year 2	\$0	\$0	\$40,000	\$41,600	\$43,264	\$44,995
Mgmt	Sports Director	6 months prior	\$25,000	\$50,000	\$52,000	\$54,080	\$56,243	\$58,493
Mgmt	Youth Programming Director	3 months prior	\$11,250	\$45,000	\$46,800	\$48,672	\$50,619	\$52,644
Mgmt	Office/Finance Manager	9 months prior	\$37,500	\$50,000	\$52,000	\$54,080	\$56,243	\$58,493
Mgmt	Director of Facilities	3 months prior	\$12,500	\$50,000	\$52,000	\$54,080	\$56,243	\$58,493
Mgmt	Head Grounds Keeper	Opening of Outdoor		\$20,833	\$50,000	\$52,000	\$54,080	\$56,243
Mgmt	Maintenance Manager 1	3 months prior	\$8,750	\$35,000	\$36,400	\$37,856	\$39,370	\$40,945
Mgmt	Maintenance Manager 2	Year 2	\$0	\$0	\$35,000	\$36,400	\$37,856	\$39,370
Mgmt	Security/Parking Manager	3 months prior	\$11,250	\$45,000	\$46,800	\$48,672	\$50,619	\$52,644
Mgmt	Chef	3 months prior	\$13,750	\$55,000	\$57,200	\$59,488	\$61,868	\$64,342
Mgmt	Banquet Manager	3 months prior	\$11,250	\$45,000	\$46,800	\$48,672	\$50,619	\$52,644
Admin	Admin Support	3 months prior	\$15,000	\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
Subtotal Management Payroll			\$345,000	\$720,833	\$853,000	\$887,120	\$922,605	\$959,509
Director	Basketball Management Allotment	3 months prior	\$1,336	\$5,343	\$6,368	\$7,634	\$8,423	\$9,315
Director	Volleyball Management Allotment	3 months prior	\$826	\$3,304	\$3,958	\$4,770	\$5,277	\$5,852
Director	Outdoor Soccer Management Allotment	3 months prior	\$390	\$1,560	\$3,280	\$3,772	\$4,357	\$4,754
Director	Outdoor Lacrosse Management Allotment	3 months prior	\$100	\$400	\$1,089	\$1,252	\$1,446	\$1,518
Director	Outdoor Football Management Allotment	3 months prior	\$170	\$680	\$2,275	\$2,616	\$3,022	\$3,173
Director	Outdoor Baseball/Softball Management Allotment	3 months prior	\$203	\$810	\$4,245	\$4,882	\$5,638	\$5,920
Director	Outdoor Tennis Management Allotment	3 months prior	\$12,500	\$50,000	\$52,000	\$54,080	\$56,243	\$58,493
Director	Indoor Adventure Area Management Allotment	3 months prior	\$5,137	\$20,548	\$27,257	\$30,862	\$33,014	\$36,141
Director	Youth Programming Management Allotment	3 months prior	\$2,318	\$9,270	\$10,197	\$11,242	\$11,804	\$13,014
Director	Birthday Party Management Allotment	3 months prior	\$1,260	\$5,040	\$6,048	\$6,668	\$7,001	\$7,719
Subtotal Program Management			\$24,239	\$96,955	\$116,716	\$127,778	\$136,225	\$145,721
Staff	Basketball Rental Tournament Staff	1 month prior	\$2,930	\$35,157	\$38,296	\$39,358	\$40,627	\$41,740
Staff	Volleyball Rental Tournament Staff	1 month prior	\$2,781	\$33,376	\$33,376	\$39,817	\$30,693	\$31,043
Staff	Mat Sports Rental Tournament Staff	1 month prior	\$165	\$1,977	\$3,295	\$3,885	\$3,885	\$3,885
Staff	Indoor Court Rental Event Staff	1 month prior	\$1,019	\$12,224	\$12,224	\$12,448	\$12,448	\$12,683
Staff	Multi-Purpose Field Rental Tournament Staff	1 month prior	\$406	\$4,870	\$45,217	\$53,326	\$60,817	\$69,083
Staff	Baseball/Softball Rental Tournament Staff	1 month prior	\$379	\$4,545	\$27,272	\$32,029	\$36,582	\$39,114
Staff	Tennis Rental Tournament Staff	1 month prior	\$18	\$219	\$2,711	\$3,081	\$3,437	\$3,459
Staff	Basketball Staff	1 month prior	\$223	\$2,671	\$3,184	\$3,817	\$4,211	\$4,658
Staff	Volleyball Staff	1 month prior	\$138	\$1,652	\$1,979	\$2,385	\$2,638	\$2,926
Staff	Court Rental Staff	1 month prior	\$67	\$818	\$849	\$936	\$982	\$1,083
Staff	Outdoor Soccer Staff	1 month prior	\$65	\$780	\$1,640	\$1,886	\$2,178	\$2,287
Staff	Outdoor Lacrosse Staff	1 month prior	\$17	\$200	\$544	\$626	\$723	\$759
Staff	Outdoor Football Staff	1 month prior	\$28	\$340	\$1,138	\$1,308	\$1,511	\$1,586
Staff	Outdoor Baseball/Softball Staff	1 month prior	\$34	\$405	\$2,123	\$2,441	\$2,819	\$2,960
Staff	Outdoor Field Rental Staff	1 month prior	\$38	\$453	\$3,584	\$3,763	\$4,149	\$4,149
Staff	Outdoor Tennis Staff	1 month prior	\$41	\$497	\$1,626	\$1,708	\$1,883	\$1,977
Staff	Indoor Adventure Area Staff	1 month prior	\$4,281	\$51,369	\$68,142	\$77,156	\$82,535	\$90,352
Staff	Birthday Party Staff	1 month prior	\$360	\$4,320	\$5,184	\$5,443	\$5,715	\$6,001
Staff	Corporate & Group Event Staff	1 month prior	\$1,258	\$15,100	\$16,610	\$19,185	\$21,103	\$24,374
Staff	Retail Staff	1 month prior	\$327	\$3,920	\$7,277	\$8,168	\$9,136	\$9,671
Subtotal Sport Admin Staff			\$14,574	\$174,883	\$276,269	\$312,745	\$348,074	\$373,790
Instructors	Basketball Instructors			\$3,457	\$4,120	\$4,940	\$5,450	\$6,028
Instructors	Volleyball Instructors			\$5,590	\$6,696	\$8,070	\$8,928	\$9,902
Instructors	Outdoor Soccer Instructors			\$1,500	\$1,500	\$1,725	\$1,992	\$2,092
Instructors	Outdoor Lacrosse Instructors			\$0	\$422	\$485	\$560	\$588
Instructors	Outdoor Football Instructors			\$0	\$1,238	\$1,423	\$1,644	\$1,726
Instructors	Outdoor Baseball/Softball Instructors			\$0	\$2,625	\$3,019	\$3,487	\$3,661
Instructors	Outdoor Tennis Instructors			\$1,458	\$5,462	\$5,735	\$6,323	\$6,639
Instructors	Youth Programming Instructors			\$13,905	\$15,296	\$16,863	\$17,706	\$19,521
Instructors	Corporate & Group Event Instructors			\$15,100	\$16,610	\$19,185	\$21,103	\$24,374
Subtotal Instructors (COGS)			\$41,010	\$53,968	\$61,444	\$67,193	\$67,193	\$74,531
Referees	Basketball Officials	Per Diem		\$9,600	\$11,441	\$13,064	\$14,413	\$15,181
Referees	Volleyball Officials	Per Diem		\$1,920	\$2,300	\$2,640	\$2,920	\$3,085
Referees	Outdoor Soccer Referees	Per Diem		\$1,920	\$6,480	\$7,452	\$8,197	\$8,607
Referees	Outdoor Lacrosse Referees	Per Diem		\$600	\$1,680	\$1,932	\$2,125	\$2,231
Referees	Outdoor Football Referees	Per Diem		\$1,360	\$3,680	\$4,232	\$4,655	\$4,888
Referees	Outdoor Baseball/Softball Umpires	Per Diem		\$2,160	\$8,520	\$9,798	\$10,778	\$11,317
Subtotal Referee/Trainers (COGS)				\$17,560	\$34,101	\$39,117	\$43,089	\$45,309
Payroll Subtotal			\$383,812	\$1,051,241	\$1,334,054	\$1,428,205	\$1,517,186	\$1,598,860
	Bonus Pool		\$0	\$23,944	\$35,347	\$40,046	\$44,534	\$47,961
	Payroll Services		\$11,514	\$29,780	\$37,380	\$39,829	\$42,207	\$44,371
	Payroll Taxes/Benefits	18% of Payroll	\$69,086	\$178,681	\$224,277	\$238,976	\$253,243	\$266,224
Payroll Taxes/Benefits/Bonus Totals			\$80,601	\$232,405	\$297,204	\$318,851	\$339,984	\$358,555
Total Payroll			\$464,413	\$1,283,646	\$1,631,257	\$1,747,056	\$1,857,170	\$1,957,415