

**The Soundside Site - Dare County, NC**  
**Pro Forma Operating Statement of Revenue and Expenses (\$000, Inflated)**

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>Revenues</b>										
Space Rental	\$268	\$306	\$346	\$389	\$433	\$446	\$459	\$473	\$487	\$502
Food and Beverage Sales (Gross)	889	1,057	1,242	1,446	1,678	1,761	1,847	1,937	2,031	2,128
<i>Cost of Goods Sold</i>	(\$578)	(\$687)	(\$807)	(\$940)	(\$1,090)	(\$1,144)	(\$1,201)	(\$1,259)	(\$1,320)	(\$1,383)
Equipment Rental and Event Services	54	61	69	78	87	89	92	95	97	100
Advertising Revenue	23	23	24	24	25	25	26	27	27	28
Miscellaneous	38	45	52	60	69	72	75	78	82	85
<b>Total Revenues</b>	<b>\$694</b>	<b>\$806</b>	<b>\$925</b>	<b>\$1,057</b>	<b>\$1,200</b>	<b>\$1,248</b>	<b>\$1,298</b>	<b>\$1,350</b>	<b>\$1,404</b>	<b>\$1,460</b>
<b>Expenses</b>										
Salaries and Wages	\$481	\$493	\$505	\$518	\$531	\$544	\$558	\$572	\$586	\$601
Employee Benefits	168	173	177	181	186	190	195	200	205	210
Advertising and Promotion	50	51	53	54	55	57	58	59	61	62
Administrative and General	138	141	144	148	152	156	159	163	168	172
Utilities	49	55	62	69	76	78	80	82	84	86
Maintenance and Repairs	77	87	97	109	120	123	126	129	132	136
Insurance	127	149	173	200	229	239	250	261	272	284
Miscellaneous	57	61	64	67	71	73	75	77	79	82
<b>Total Expenses</b>	<b>\$1,147</b>	<b>\$1,210</b>	<b>\$1,276</b>	<b>\$1,346</b>	<b>\$1,420</b>	<b>\$1,460</b>	<b>\$1,502</b>	<b>\$1,544</b>	<b>\$1,588</b>	<b>\$1,633</b>
<b>Net Operating Income (Deficit)</b>	<b>(\$453)</b>	<b>(\$405)</b>	<b>(\$351)</b>	<b>(\$289)</b>	<b>(\$220)</b>	<b>(\$212)</b>	<b>(\$203)</b>	<b>(\$194)</b>	<b>(\$184)</b>	<b>(\$173)</b>
Reserve for Replacement	\$51	\$60	\$69	\$80	\$92	\$96	\$100	\$104	\$109	\$114
<b>NOI(D) after Reserve for Replacement</b>	<b>(\$504)</b>	<b>(\$464)</b>	<b>(\$420)</b>	<b>(\$369)</b>	<b>(\$312)</b>	<b>(\$308)</b>	<b>(\$303)</b>	<b>(\$298)</b>	<b>(\$293)</b>	<b>(\$287)</b>

Source: Johnson Consulting