

# Publix Sports Park

Budget FY25

## REVENUES



Tournament Revenues	Oct-2024	Nov-2024	Dec-2024	Jan-2025	Feb-2025	Mar-2025	Apr-2025	May-2025	Jun-2025	Jul-2025	Aug-2025	Sep-2025	Budget FY25
Soccer	1,000	10,400	0	10,575	7,500	9,000	0	11,700	0	0	13,000	0	\$63,175
Football	0	2,600	38,700	1,500	3,000	6,000	0	0	0	0	21,200	0	\$73,000
Lacrosse	0	5,000	0	0	0	10,000	2,800	0	0	0	0	0	\$17,800
Baseball	22,100	19,500	57,000	14,000	19,600	24,950	19,450	35,500	136,900	38,700	650	0	\$388,350
Softball	8,750	12,500	0	3,200	6,750	0	6,800	0	0	58,500	8,600	23,600	\$128,700
Rugby	0	0	0	0	0	0	0	0	0	0	0	0	\$0
Corporate/Other	0	0	0	0	0	0	0	0	0	0	0	0	\$0
Gate/Ticketing/Race	0	5,334	3,168	5,439	15,000	3,000	0	6,222	0	0	0	0	\$38,163
Subtotal	31,850	55,334	98,868	34,714	51,850	52,950	29,050	53,422	136,900	97,200	43,450	23,600	\$709,188
Local Programming Revenues	Oct-2024	Nov-2024	Dec-2024	Jan-2025	Feb-2025	Mar-2025	Apr-2025	May-2025	Jun-2025	Jul-2025	Aug-2025	Sep-2025	Budget FY25
Soccer	7,750	8,750	4,000	7,250	9,750	5,000	6,000	6,250	4,200	4,200	5,000	8,250	\$76,400
Football	2,300	1,700	0	145	0	0	0	0	0	0	0	700	\$4,845
Lacrosse	0	0	0	0	0	600	0	0	0	0	0	0	\$600
Baseball	3,750	3,500	2,250	5,250	5,500	4,250	6,750	6,750	200	100	3,000	3,650	\$44,950
Softball	1,275	600	200	100	175	0	850	200	0	2,250	1,100	2,000	\$8,750
Rugby	0	500	0	450	500	200	100	200	0	0	0	0	\$1,950
Corporate/Other	0	150	0	0	0	0	0	0	600	0	0	0	\$750
Adult Recreation	0	0	0	0	0	0	5,561	0	0	0	0	5,561	\$11,122
Subtotal	15,075	15,200	6,450	13,195	15,925	10,050	19,261	13,400	5,000	6,550	9,100	20,161	149,367
Food & Beverage Revenues	Oct-2024	Nov-2024	Dec-2024	Jan-2025	Feb-2025	Mar-2025	Apr-2025	May-2025	Jun-2025	Jul-2025	Aug-2025	Sep-2025	Budget FY25
Concession Sales	53,000	48,000	103,000	21,000	36,000	46,000	54,225	94,500	207,000	190,000	70,000	50,000	972,725
Catering/Food Truck Sales	4,350	2,550	4,150	0	0	2,100	3,100	6,150	16,300	14,000	2,000	0	54,700
Vending Commission	200	100	300	100	100	100	200	300	600	600	200	200	3,000
Subtotal	57,550	50,650	107,450	21,100	36,100	48,200	57,525	100,950	223,900	204,600	72,200	50,200	1,030,425
Sponsorship Revenues	Oct-2024	Nov-2024	Dec-2024	Jan-2025	Feb-2025	Mar-2025	Apr-2025	May-2025	Jun-2025	Jul-2025	Aug-2025	Sep-2025	Budget FY25
Sponsorships	34,400	0	6,500	0	1,500	9,500	4,500		8,450	3,000	6,000	5,000	\$78,850
Naming/Pouring Rights								85,000		50,000			\$135,000
Subtotal	34,400	0	6,500	0	1,500	9,500	4,500	85,000	8,450	53,000	6,000	5,000	\$213,850
Other Revenues	Oct-2024	Nov-2024	Dec-2024	Jan-2025	Feb-2025	Mar-2025	Apr-2025	May-2025	Jun-2025	Jul-2025	Aug-2025	Sep-2025	Budget FY25
Merchandise													0
Facility Fee/Ticketing	1,850	2,750	1,750	550	1,310	2,450	2,200	2,840	5,200	5,150	3,010	4,650	33,710
Vendor Commissions	1,000	1,300	4,200	1,300	600	700	1,500	1,500	6,600	6,500	1,200	2,100	28,500
Trainers	3,614	6,475	7,508	2,853	5,565	9,546	5,609	5,320	18,299	14,858	9,100	4,620	93,365
Security	0	4,687	19,139	0	0	2,344	423	0	0	977	39,711	1,855	69,136
Streaming	220	550	1,440	1,080	440	4,290	110	440	4,900	3,450	550	110	17,580
Other Miscellaneous Sales	875	1,090	1,700	345	595	760	1,195	1,560	4,615	6,235	1,655	793	21,418
Interest Income	60	60	60	60	60	60	60	60	60	60	60	60	720
Subtotal	7,619	16,912	35,797	6,188	8,570	20,150	11,097	11,720	39,674	37,229	55,286	14,188	264,429
<b>Total Revenue</b>	<b>\$146,494</b>	<b>\$138,096</b>	<b>\$255,065</b>	<b>\$75,197</b>	<b>\$113,945</b>	<b>\$140,850</b>	<b>\$121,433</b>	<b>\$264,492</b>	<b>\$413,924</b>	<b>\$398,579</b>	<b>\$186,036</b>	<b>\$113,149</b>	<b>\$2,367,258</b>

**COST OF GOODS SOLD**

Cost of Goods Sold	Oct-2024	Nov-2024	Dec-2024	Jan-2025	Feb-2025	Mar-2025	Apr-2025	May-2025	Jun-2025	Jul-2025	Aug-2025	Sep-2025	Budget FY25
Contract Labor	21,974	20,714	38,260	11,279	17,092	21,127	18,215	26,924	62,089	59,787	27,905	16,972	342,339
Soccer	50	50	50			50		50					250
Events COGS Races/ Umpires				3,600	12,250								15,850
Adult Recreation							1,500	250				1,750	3,500
Food & Beverage	18,550	16,800	36,050	7,350	12,600	16,100	18,979	33,075	72,450	66,500	24,500	17,500	340,454
Food & Beverage Equipment	0	2,500	0	0	0	0	2,500	0	0	0	0	0	5,000
Trainers	0	1,500	3,500	0	0	500	0	1,600	6,500	5,200	4,200	0	23,000
Security	0	4,687	19,139	0	0	2,344	423	0	0	977	39,711	1,855	69,136
Streaming	55	138	360	270	110	1,073	28	110	1,470	1,035	138	28	4,813
Sponsorships	4,350	0	800	0	300	1,000	900	0	580	600	600	500	9,630
Pouring/Naming Rights COGS								8,500					8,500
<b>Total COGS</b>	<b>\$ 44,979</b>	<b>\$ 46,389</b>	<b>\$ 98,159</b>	<b>\$ 22,499</b>	<b>\$ 42,352</b>	<b>\$ 42,194</b>	<b>\$ 42,544</b>	<b>\$ 70,509</b>	<b>\$ 143,089</b>	<b>\$ 134,098</b>	<b>\$ 97,054</b>	<b>\$ 38,605</b>	<b>\$ 822,471</b>

**Gross Profit**

Gross Profit	Oct-2024	Nov-2024	Dec-2024	Jan-2025	Feb-2025	Mar-2025	Apr-2025	May-2025	Jun-2025	Jul-2025	Aug-2025	Sep-2025	Budget FY25
Tournaments and Local Programming, & Trainers	\$28,515	\$54,745	\$71,016	\$35,882	\$43,998	\$50,869	\$34,205	\$43,318	\$91,610	\$53,621	\$29,545	\$29,658	566,981
Food & Beverage	\$39,000	\$31,350	\$71,400	\$13,750	\$23,500	\$32,100	\$36,046	\$67,875	\$151,450	\$138,100	\$47,700	\$32,700	684,971
Sponsorships	\$30,050	\$0	\$5,700	\$0	\$1,200	\$8,500	\$3,600	\$76,500	\$7,870	\$52,400	\$5,400	\$4,500	195,720
Security	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0
Streaming Commission	\$165	\$413	\$1,080	\$810	\$330	\$3,218	\$83	\$330	\$3,430	\$2,415	\$413	\$83	12,768
Other Misc/Interest	\$935	\$1,150	\$1,760	\$405	\$655	\$820	\$1,255	\$1,620	\$4,675	\$6,295	\$1,715	\$853	22,138
Vendor Commission	\$1,000	\$1,300	\$4,200	\$1,300	\$600	\$700	\$1,500	\$1,500	\$6,600	\$6,500	\$1,200	\$2,100	28,500
Gate Ticketing Fee	\$1,850	\$2,750	\$1,750	\$550	\$1,310	\$2,450	\$2,200	\$2,840	\$5,200	\$5,150	\$3,010	\$4,650	33,710
													0
<b>Total Gross Profit</b>	<b>\$ 101,515</b>	<b>\$ 91,707</b>	<b>\$ 156,906</b>	<b>\$ 52,697</b>	<b>\$ 71,593</b>	<b>\$ 98,656</b>	<b>\$ 78,888</b>	<b>\$ 193,983</b>	<b>\$ 270,835</b>	<b>\$ 264,481</b>	<b>\$ 88,982</b>	<b>\$ 74,543</b>	<b>\$ 1,544,787</b>

**Percentages**

Gross Profit	Oct-2024	Nov-2024	Dec-2024	Jan-2025	Feb-2025	Mar-2025	Apr-2025	May-2025	Jun-2025	Jul-2025	Aug-2025	Sep-2025	Budget FY25
Tournaments and Local Programmin	56%	71%	63%	71%	60%	70%	63%	60%	57%	45%	48%	61%	60%
Food & Beverage	68%	62%	66%	65%	65%	67%	63%	67%	68%	67%	66%	65%	66%
Sponsorships	87%	0%	88%	0%	80%	89%	80%	90%	93%	99%	90%	90%	92%
Security	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Streaming Commission	75%	75%	75%	75%	75%	75%	75%	75%	70%	70%	75%	75%	73%
Other Misc/Interest	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Vendor Commission	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Gate Ticketing Fee	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
<b>Total Gross Profit</b>	<b>69%</b>	<b>66%</b>	<b>62%</b>	<b>70%</b>	<b>63%</b>	<b>70%</b>	<b>65%</b>	<b>73%</b>	<b>65%</b>	<b>66%</b>	<b>48%</b>	<b>66%</b>	<b>65%</b>
<b>Contract labor as % of Revenue</b>	<b>15.0%</b>	<b>15.0%</b>	<b>15.0%</b>	<b>15.0%</b>	<b>15.0%</b>	<b>15.0%</b>	<b>15.0%</b>	<b>10.2%</b>	<b>15.0%</b>	<b>15.0%</b>	<b>15.0%</b>	<b>15.0%</b>	<b>14.5%</b>

**EXPENSES**

Operating Expenses	Oct-2024	Nov-2024	Dec-2024	Jan-2025	Feb-2025	Mar-2025	Apr-2025	May-2025	Jun-2025	Jul-2025	Aug-2025	Sep-2025	Budget FY25
<b>Marketing &amp; Business Development</b>	<b>2,750</b>	<b>3,500</b>	<b>2,750</b>	-	<b>500</b>	<b>2,848</b>	-	<b>500</b>	-	-	<b>5,100</b>	-	<b>17,948</b>
Website	-	-	-	-	-	-	-	-	-	-	-	-	-
Assets													-
Advertising		500			500			500					1,500
Dues & Subscriptions - Mktg													-
Business Development	2,750	3,000	2,750	-	-	2,848	-	-	-	-	5,100	-	16,448
<b>Bank &amp; Service Charges</b>	<b>2,867</b>	<b>2,547</b>	<b>4,367</b>	<b>1,657</b>	<b>2,157</b>	<b>2,487</b>	<b>2,799</b>	<b>4,129</b>	<b>7,839</b>	<b>7,279</b>	<b>3,319</b>	<b>2,594</b>	<b>\$44,041</b>
Armored Car & Courier Service	895	895	895	895	895	895	937	937	937	937	937	937	10,992
Bank Service Fee	72	72	72	72	72	72	72	72	72	72	72	72	864
Check printing Expense	150												150
Collection Fee													-
Credit Card/ Merchant Fees	1,750	1,580	3,400	690	1,190	1,520	1,790	3,120	6,830	6,270	2,310	1,585	32,035
Late Fees													-
Over/Short													-
<b>Professional Services</b>	-	-	-	-	-	-	-	-	-	-	-	-	\$0
<b>General &amp; Administrative</b>	<b>5,213</b>	<b>4,163</b>	<b>4,113</b>	<b>2,263</b>	<b>2,363</b>	<b>2,863</b>	<b>6,733</b>	<b>4,875</b>	<b>4,113</b>	<b>2,923</b>	<b>2,263</b>	<b>4,532</b>	<b>46,422</b>
Business Licenses and Permits	-	-	-	-	-	-	-	762	-	-	-	-	762
Copies	48	48	48	48	48	48	48	48	48	48	48	48	581
Dues and Subscriptions	650						320			560			1,530
Employee Training & Continued Education	50	450	150	50	50	150	50	400	150	50	50	150	1,750
Employee Uniform	2,200	1,500					1,800	1,500					7,000
IT & Office Equipment	590	590	1,840	590	590	590	590	590	1,840	590	590	590	9,580
Meals & Entertainment	75	75	75	75	75	75	75	75	75	75	75	75	900
Office Printing/ Lease Equipment	130	130	130	130	130	130	130	130	130	130	130	299	1,729
Office Supplies	250	250	250	250	250	250	250	250	250	250	250	250	3,000
POS Fees	370	370	370	370	370	370	370	370	370	370	370	370	4,440
Postage & Delivery	100				100					100			300
Travel	750	750	1,250	750	750	1,250	3,100	750	1,250	750	750	2,750	14,850
<b>Insurance</b>	<b>36,057</b>	-	<b>2,696</b>	-	-	-	-	-	-	-	-	-	<b>38,753</b>
General Liability	25,108		-	-	-	-	-	-	-	-	-	-	25,108
Auto Insurance	29	-	2,696	-	-	-	-	-	-	-	-	-	2,725
Workers Com	10,920	-	-	-	-	-	-	-	-	-	-	-	10,920
<b>Management &amp; Admin Labor</b>	<b>37,708</b>	<b>36,759</b>	<b>37,708</b>	<b>38,983</b>	<b>36,012</b>	<b>38,983</b>	<b>37,993</b>	<b>38,983</b>	<b>37,993</b>	<b>38,983</b>	<b>38,983</b>	<b>37,993</b>	<b>457,079</b>
Management & Admin Labor	37,708	36,759	37,708	38,983	36,012	38,983	37,993	38,983	37,993	38,983	38,983	37,993	457,079
<b>Management Fees</b>	<b>14,935</b>	<b>14,935</b>	<b>14,935</b>	<b>14,935</b>	<b>14,935</b>	<b>14,935</b>	<b>14,935</b>	<b>14,935</b>	<b>14,935</b>	<b>14,935</b>	<b>14,935</b>	<b>14,935</b>	<b>179,220</b>
Management Fees	14,935	14,935	14,935	14,935	14,935	14,935	14,935	14,935	14,935	14,935	14,935	14,935	179,220
Revenue Incentives													-
<b>Other Payroll Expenses</b>	<b>715</b>	<b>690</b>	<b>570</b>	<b>515</b>	<b>475</b>	<b>515</b>	<b>840</b>	<b>680</b>	<b>795</b>	<b>480</b>	<b>550</b>	<b>440</b>	<b>7,265</b>
New Hire Screening Fees	275		70	35	35	75	400	240	140	40			1,310
Payroll Software/ Processing Fees	440	690	500	480	440	440	440	440	655	440	550	440	5,955

<b>Utilities</b>	<b>23,753</b>	<b>20,869</b>	<b>23,858</b>	<b>21,369</b>	<b>23,788</b>	<b>20,372</b>	<b>23,583</b>	<b>21,003</b>	<b>24,235</b>	<b>22,438</b>	<b>28,127</b>	<b>20,879</b>	<b>274,275</b>
Cable & Internet	1,018	1,018	1,018	1,018	1,018	1,018	1,018	1,018	1,018	1,018	1,018	1,018	12,216
Electricity	18,132	17,748	17,637	18,161	18,050	17,634	17,845	17,865	17,797	19,300	20,689	18,141	219,000
Telephone Expense	583	583	583	1,070	600	600	600	600	600	600	600	600	7,619
Trash Services	1,120	1,520	1,520	1,120	1,120	1,120	1,120	1,520	1,520	1,520	1,520	1,120	15,840
Water/Sewer	2,900	-	3,100	-	3,000	-	3,000	-	3,300	-	4,300	-	19,600
Gas Utility													-
<b>Repairs &amp; Maintenance</b>	<b>53,371</b>	<b>41,069</b>	<b>39,386</b>	<b>65,866</b>	<b>38,393</b>	<b>42,191</b>	<b>62,661</b>	<b>39,556</b>	<b>37,216</b>	<b>39,053</b>	<b>38,392</b>	<b>32,588</b>	<b>529,746</b>
Building Ops Maint.	2,075	4,355	1,575	1,575	1,825	1,575	1,575	1,825	1,575	1,580	1,790	1,560	22,885
Facility Signage	2,500	-	-	-	-	-	2,500	-	-	-	-	-	5,000
Grounds Exterior Maint.	14,000	6,250	6,250	6,250	6,250	14,000	18,750	6,250	6,250	6,250	6,250	6,250	103,000
Hardware and Supplies	130	70	3,330	130	130	130	130	130	130	130	130	130	4,700
Facility Contract Labor	19,278	18,694	17,478	19,008	17,428	17,233	18,408	17,408	16,408	15,408	18,953	18,228	213,936
Janitorial Supplies	1,540	1,820	3,080	1,070	1,530	1,740	1,440	3,060	4,730	4,680	2,220	1,480	28,390
Field Maintenance	6,148	-	2,723	6,148	-	2,723	6,148	2,723	2,723	3,425	2,689	-	35,450
Vehicle Maintenance & Supplies	1,390	450	840	10,645	390	450	390	840	1,370	2,760	1,580	390	21,495
Preventative Maintenance	-	4,500	-	6,800	-	-	4,500	-	-	-	-	-	15,800
Retail Equipment Repairs	4,060	4,930	4,110	4,090	4,840	4,040	4,070	4,820	4,030	4,070	4,780	4,050	51,890
Safety Inspections & Alarms	-	-	-	-	-	300	-	-	-	-	-	-	300
Safety Supplies	750	-	-	750	-	-	750	-	-	750	-	-	3,000
Sports Equipment	1,500	-	-	9,400	6,000	-	4,000	2,500	-	-	-	500	23,900
Tools and Equipment	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>TOTAL EXPENSES</b>	<b>177,370</b>	<b>124,533</b>	<b>130,384</b>	<b>145,589</b>	<b>118,624</b>	<b>125,194</b>	<b>149,544</b>	<b>124,661</b>	<b>127,126</b>	<b>126,091</b>	<b>131,669</b>	<b>113,961</b>	<b>1,594,748</b>

<b>TOTALS</b>	<b>Oct-2024</b>	<b>Nov-2024</b>	<b>Dec-2024</b>	<b>Jan-2025</b>	<b>Feb-2025</b>	<b>Mar-2025</b>	<b>Apr-2025</b>	<b>May-2025</b>	<b>Jun-2025</b>	<b>Jul-2025</b>	<b>Aug-2025</b>	<b>Sep-2025</b>	<b>Budget FY25</b>
Revenues	146,494	138,096	255,065	75,197	113,945	140,850	121,433	264,492	413,924	398,579	186,036	113,149	2,367,258
Costs of Goods	44,979	46,389	98,159	22,499	42,352	42,194	42,544	70,509	143,089	134,098	97,054	38,605	822,471
Operating Expenses	177,370	124,533	130,384	145,589	118,624	125,194	149,544	124,661	127,126	126,091	131,669	113,961	1,594,748
Net Income	(75,855)	(32,826)	26,522	(92,892)	(47,031)	(26,538)	(70,656)	69,322	143,709	138,389	(42,687)	(39,418)	(49,961)