

SANCA PRESENTATION
SUPPORTING SCHEDULES

SANCA PRESENTATION
SUPPORTING SCHEDULES
TABLE OF CONTENTS

- 1 Maintenance Detail
- 2 Payroll / Benefit Calculations
- 3 Sarasota County - Contributions Recap
- 4 Manatee County - Contributions Recap
- 5 Benderson/Foundation Contributions Recap
- 6 Fort Hamer Detail
- 7 2013-2014 Event Budgets
- 8 2013-2014 Training Team Budgets

2013-2014 Events:

- 9 Projected Revenues
- 10 Projected Expenses
- 11 Projected Economic Impact

2014-2015 Events:

- 12 Projected Revenues
- 13 Projected Expenses
- 14 Projected Economic Impact

2015-2016 Events:

- 15 Projected Revenues
- 16 Projected Expenses
- 17 Projected Economic Impact

2016-2017 Events:

- 18 Projected Revenues
- 19 Projected Expenses
- 20 Projected Economic Impact

2017-2018 Events:

- 21 Projected Revenues
- 22 Projected Expenses
- 23 Projected Economic Impact

2018-2019 Events:

- 24 Projected Revenues
- 25 Projected Expenses
- 26 Projected Economic Impact

2019-2020 Events:

- 27 Projected Revenues
- 28 Projected Expenses
- 29 Projected Economic Impact



SANCA PRESENTATION
SUPPORTING SCHEDULES
TABLE OF CONTENTS

30 Training Teams Projected Revenues
31 Training Teams Projected Expenses
32 Training Teams Projected Economic Impact
33 Revenue/Per Events Analysis (2013-2014 Events)
34 Cost / Event Analysis (2013-2014 Events)
35 Overall Costs and Revenue Per Events Analysis
36 SANCA Operating Expenses



Maintenance Detail

	FYE <u>9/30/2014</u>	FYE <u>9/30/2015</u>	FYE <u>9/30/2016</u>	FYE <u>9/30/2017</u>	FYE <u>9/30/2018</u>	FYE <u>9/30/2019</u>	FYE <u>9/30/2020</u>	
Park Maintenance	\$ 100,000	\$ 230,000	\$ 260,000	\$ 290,000	\$ 298,700	\$ 307,661	\$ 316,891	3.0%
Insurance	\$ 25,000	\$ 62,500	\$ 75,000	\$ 77,250	\$ 79,568	\$ 81,955	\$ 84,413	3.0%
Combined	\$ 125,000	\$ 292,500	\$ 335,000	\$ 367,250	\$ 378,268	\$ 389,616	\$ 401,304	
Initial Full Year Level-Maintenance	\$ 200,000							
Initial Full Year Level-Insurance	\$ 50,000							
Additional Maintenance Provision		\$ 30,000	\$ 30,000	\$ 30,000				

PAYROLL/BENEFIT CALCULATIONS

Base Year (FTE 9/30/14) Payroll

Current FY Base	FYE 9/30/2014	FYE 9/30/2015	FYE 9/30/2016	FYE 9/30/2017	FYE 9/30/2018	FYE 9/30/2019	FYE 9/30/2020
-----------------	---------------	---------------	---------------	---------------	---------------	---------------	---------------

SANCA Payroll (including annual increases)

SANCA President	\$ 150,000	\$ 93,288	\$ 154,500	\$ 159,135	\$ 163,909	\$ 168,816	\$ 173,891	\$ 179,108	3.0%
Event Director	\$ 80,000	\$ -	\$ 82,400	\$ 84,972	\$ 87,418	\$ 90,041	\$ 92,742	\$ 95,524	3.0%
Site Manager	\$ 91,350	\$ 56,812	\$ 65,000	\$ 66,950	\$ 68,959	\$ 71,027	\$ 73,158	\$ 75,353	3.0%
Volunteer Coordinator	\$ 78,000	\$ 36,096	\$ 80,340	\$ 82,750	\$ 85,233	\$ 87,790	\$ 90,423	\$ 93,136	3.0%
Marketing Mgr	\$ 55,000	\$ 27,425	\$ 56,650	\$ 58,390	\$ 60,100	\$ 61,903	\$ 63,760	\$ 65,673	3.0%
Admin Mgr	\$ 45,000	\$ -	\$ 46,350	\$ 47,741	\$ 49,173	\$ 50,648	\$ 52,167	\$ 53,732	3.0%
Event Coordinator	\$ -	\$ -	\$ 60,000	\$ 61,800	\$ 63,654	\$ 65,564	\$ 67,531	\$ 69,556	3.0%
Site Super	\$ -	\$ -	\$ 40,000	\$ 41,200	\$ 42,436	\$ 43,709	\$ 45,020	\$ 46,368	3.0%
Subtotal (including annual increases)	\$ 499,350	\$ 213,620	\$ 545,240	\$ 601,597	\$ 619,645	\$ 638,234	\$ 657,382	\$ 677,103	
Benefits: to be allocated	\$ 141,815	\$ 60,668	\$ 154,848	\$ 170,854	\$ 178,979	\$ 187,259	\$ 195,696	\$ 192,297	28.4%
Total SANCA Payroll/Benefits	\$ 641,165	\$ 274,289	\$ 700,088	\$ 772,451	\$ 798,624	\$ 825,493	\$ 853,078	\$ 869,400	

Allocation Recap:

Base Pay and Benefits	\$ 274,289	\$ 700,088	\$ 772,451	\$ 798,624	\$ 825,493	\$ 853,078	\$ 869,400
Allocated amount to SC and S/F	\$ 91,429	\$ 233,360	\$ 257,481	\$ 265,205	\$ 273,162	\$ 281,356	\$ 289,797

0.3333

FYE 9/30/2104 Proportion Factors

From	To	# of days	FY # of days	% of FYE 9/30/14
2/15/2014	9/30/2014	277	365	62%
2/15/2014	9/30/2014	277	365	62%
2/15/2014	9/30/2014	277	365	62%
4/1/2014	9/30/2014	182	365	50%

Sarasota County Contribution Recap:

	FYE <u>9/30/2014</u>	FYE <u>9/30/2015</u>	FYE <u>9/30/2016</u>	FYE <u>9/30/2017</u>	FYE <u>9/30/2018</u>	FYE <u>9/30/2019</u>	FYE <u>9/30/2020</u>
Existing Site Manager Pay/Benefits Payroll / Benefits Allocation (1/3)	\$ 91,429	\$ 233,360	\$ 257,481	\$ 265,205	\$ 273,162	\$ -	\$ -
Sarasota Payroll Contribution	\$ 91,429	\$ 233,360	\$ 257,481	\$ 265,205	\$ 273,162	\$ -	\$ -
Events/General	\$ 325,000	\$ 325,000	\$ 325,000	\$ 325,000	\$ 325,000	\$ -	\$ -
Overall	\$ 416,429	\$ 558,360	\$ 582,481	\$ 590,205	\$ 598,162	\$ -	\$ -

Manatee County Contribution Recap:

	FYE <u>9/30/2014</u>	FYE <u>9/30/2015</u>	FYE <u>9/30/2016</u>	FYE <u>9/30/2017</u>	FYE <u>9/30/2018</u>	FYE <u>9/30/2019</u>	FYE <u>9/30/2020</u>
Manatee County Promotional Advertising	\$ 120,000	\$ 240,000	\$ 247,200	\$ 254,616	\$ 262,254	\$ -	\$ -
Events Marketing	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ -	\$ -
Overall	\$ 270,000	\$ 390,000	\$ 397,200	\$ 404,616	\$ 412,254	\$ -	\$ -

Benderson / Foundation Contribution Recap:

	FYE	FYE	FYE	FYE	FYE	FYE	FYE
	<u>9/30/2014</u>	<u>9/30/2015</u>	<u>9/30/2016</u>	<u>9/30/2017</u>	<u>9/30/2018</u>	<u>9/30/2019</u>	<u>9/30/2020</u>
Payroll / Benefits Allocation	\$ 91,429	\$ 233,360	\$ 257,481	\$ 265,205	\$ 273,162	\$ 281,356	\$ 289,797
Events	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ -	\$ -
Overall	\$ 241,429	\$ 383,360	\$ 407,481	\$ 415,205	\$ 423,162	\$ 281,356	\$ 289,797

Fort Hamer Summary (\$Millions)

Boathouse	\$ 1.00
Equipment	\$ 0.25
Est O&M Costs	<u>\$ 0.15</u>
	\$ 1.40

2013-2014 Event Budgets

<u>2013-2014 Events</u>	<u>Revenue</u>	<u>Expense</u>	<u>Economic Impact</u>	<u>Sales Tax</u>
Doggie Bones 5k Run	\$ 1,200	\$ 660	\$ 25,404	\$ 969
Sarasota Bradenton Head Race	\$ 13,387	\$ 25,199	\$ 147,574	\$ 5,627
Sarasota Crew Dual with CCR	\$ 2,277	\$ 1,210	\$ 68,621	\$ 2,616
Sarasota Crew Intersquad Regatta	\$ 1,200	\$ 1,200	\$ 1,888	\$ 72
USRowing Referee College	\$ -	\$ 1,800	\$ 19,954	\$ 761
USRowing Coxswain Clinic	\$ -	\$ 1,975	\$ 18,782	\$ 716
Sarasota Invitational	\$ 12,700	\$ 26,750	\$ 274,567	\$ 10,469
Sarasota Dragon Boat Festival	\$ 2,550	\$ 6,495	\$ 57,844	\$ 2,205
Nate's Honor Animal Rescue Cycle Event	\$ 4,050	\$ 3,845	\$ 24,754	\$ 944
Sarasota-Bradenton triathlon	\$ 40,425	\$ 43,010	\$ 392,166	\$ 14,952
Sarasota Crew Dual with Winter Park	\$ -	\$ 1,395	\$ 63,069	\$ 2,405
Run or Dye 5K	\$ 10,000	\$ 790	\$ 235,362	\$ 8,974
Florida Sprints League Warm Up Race	\$ 4,250	\$ 13,985	\$ 203,952	\$ 7,776
FIRA Rowing Regatta	\$ 3,600	\$ 29,490	\$ 242,280	\$ 9,237
FSRA West District Championships	\$ 2,000	\$ 11,735	\$ 141,359	\$ 5,390
FSRA Sculling Championships	\$ 7,410	\$ 28,275	\$ 1,000,606	\$ 38,150
Family Partnership 5K/Crossfit event	\$ -	\$ 2,030	\$ 66,478	\$ 2,535
FSRA Sweep Championships	\$ 8,940	\$ 67,990	\$ 1,860,699	\$ 70,943
Make a Wish Glow Run	\$ -	\$ 1,021	\$ 4,852	\$ 185
Girls Inc 5K	\$ -	\$ 1,021	\$ 4,852	\$ 185
FIT Triathlon	\$ -	\$ 1,421	\$ 75,867	\$ 2,893
USRowing SE Regional Youth Championships	\$ 26,040	\$ 72,745	\$ 2,097,938	\$ 79,989
Sunshine State Gmes Rowing Championships	\$ 2,770	\$ 16,960	\$ 141,359	\$ 5,390
Modern Pentathlon World Cup Finals (Special Event)				
SUP Series	\$ -	\$ 2,105	\$ 22,664	\$ 864
Total Events	\$ 142,799	\$ 363,108	\$ 7,192,892	\$ 274,245

2013-2014 Training Teams Budgets

	<u>Revenue</u>	<u>Avg Expense</u>	<u>Economic Impact</u>	<u>Sales Tax</u>
Grand Valley State	\$ -	\$ 833	\$ 100,453	\$ 3,830
Northeastern University	\$ 1,675	\$ 833	\$ 37,899	\$ 1,445
Georgetown Women's Rowing	\$ 2,610	\$ 833	\$ 65,045	\$ 2,480
Loyola University	\$ 2,540	\$ 833	\$ 62,449	\$ 2,381
Harvard Rowing	\$ -	\$ 833	\$ 520,624	\$ 19,850
University at Buffalo	\$ 2,373	\$ 833	\$ 69,058	\$ 2,633
Community Rowing	\$ 1,680	\$ 833	\$ 57,964	\$ 2,210
Canadian Triathlon Team	\$ 1,050	\$ 833	\$ 60,796	\$ 2,318
Bryant University	\$ 1,500	\$ 833	\$ 33,886	\$ 1,292
V-Sculls	\$ 600	\$ 833	\$ 11,226	\$ 428
Washington College	\$ 2,250	\$ 833	\$ 48,050	\$ 1,832
Canisius College	\$ 2,625	\$ 833	\$ 55,839	\$ 2,129
Chase Collegiate School	\$ 945	\$ 833	\$ 24,444	\$ 932
Deerfield School	\$ 1,050	\$ 833	\$ 31,054	\$ 1,184
Kent Prep	\$ 1,600	\$ 833	\$ 82,513	\$ 3,146
Derryfield School	\$ 900	\$ 833	\$ 26,805	\$ 1,022
Dexter Southfield School	\$ 300	\$ 833	\$ 17,835	\$ 680
Total Training Teams	\$ 23,698	\$ 14,167	\$ 1,305,941	\$ 49,792

PROJECTIONS	Type	REVENUE GROWTH FACTORS										REVENUE PROJECTIONS									
		2014	2015	2016	2017	2018	2019	2020	Revenue \$/Event	2014	2015	2016	2017	2018	2019	2020					
2013-2014 Events	Community																				
Doggie Bones 5K Run	Large	-90.0%	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 1,200	\$ 240	\$ 240	\$ 240	\$ 240	\$ 240	\$ 240	\$ 240					
Sarasota Bradenton Head Race	Small	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	\$ 13,337	\$ 16,733	\$ 20,917	\$ 26,146	\$ 26,669	\$ 26,935	\$ 27,205	\$ 27,479					
Sarasota Crew Dual	Community	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	\$ 2,277	\$ 2,345	\$ 2,416	\$ 2,488	\$ 2,563	\$ 2,640	\$ 2,719	\$ 2,799					
USRowing Referee College	Small	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 1,200	\$ 1,236	\$ 1,273	\$ 1,311	\$ 1,351	\$ 1,391	\$ 1,433	\$ 1,477					
USRowing Crossrain Clinic	Small	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Sarasota Invitational	Large	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 12,700	\$ 13,335	\$ 14,002	\$ 14,702	\$ 15,437	\$ 16,209	\$ 17,019	\$ 17,863					
Sarasota Dragon Boat Festival	Small	25.0%	25.0%	25.0%	25.0%	10.0%	10.0%	10.0%	\$ 2,550	\$ 3,188	\$ 3,984	\$ 4,980	\$ 5,479	\$ 6,026	\$ 6,629	\$ 7,297					
Nain's Honor Animal Rescue Cycle Event	Community	-60.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 4,050	\$ 1,620	\$ 1,620	\$ 1,620	\$ 1,620	\$ 1,620	\$ 1,620	\$ 1,620					
Sarasota Bradenton triathlon	Medium	10.0%	10.0%	10.0%	10.0%	5.0%	5.0%	5.0%	\$ 40,425	\$ 44,468	\$ 48,914	\$ 51,360	\$ 53,928	\$ 56,624	\$ 59,456	\$ 62,436					
Sarasota Crew Dual with Winter Park	Small	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Run or Dye 5K	Large	25.0%	10.0%	10.0%	10.0%	5.0%	5.0%	5.0%	\$ 10,000	\$ 12,500	\$ 13,750	\$ 14,438	\$ 15,159	\$ 15,917	\$ 16,713	\$ 17,545					
Florida Sprints League Warm Up Race	Medium	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	\$ 4,250	\$ 4,378	\$ 4,509	\$ 4,644	\$ 4,783	\$ 4,927	\$ 5,075	\$ 5,227					
FSRA Rowing Regatta	Medium	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	\$ 3,600	\$ 3,708	\$ 3,819	\$ 3,934	\$ 4,052	\$ 4,173	\$ 4,299	\$ 4,429					
FSRA West District Championships	Medium	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	\$ 2,000	\$ 2,060	\$ 2,122	\$ 2,185	\$ 2,251	\$ 2,319	\$ 2,388	\$ 2,459					
FSRA Sculling Championships	Large	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	\$ 7,410	\$ 7,632	\$ 7,861	\$ 8,097	\$ 8,340	\$ 8,590	\$ 8,848	\$ 9,114					
Family Partnership 5K/Crossfit event	Community	10.0%	10.0%	10.0%	10.0%	5.0%	5.0%	5.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
FSRA Sweep Championships	Large	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	\$ 8,940	\$ 9,208	\$ 9,484	\$ 9,769	\$ 10,062	\$ 10,364	\$ 10,675	\$ 11,000					
Make a Wish Glow Run	Community	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Girls Inc 5K	Community	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
FIT Triathlon	Medium	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
USRowing SE Regional Youth Championships	Large	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	\$ 26,040	\$ 26,821	\$ 27,626	\$ 28,455	\$ 29,308	\$ 30,187	\$ 31,093	\$ 32,027					
Sunshine State Games Rowing Championships	Medium	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	\$ 2,770	\$ 2,853	\$ 2,939	\$ 3,027	\$ 3,118	\$ 3,211	\$ 3,308	\$ 3,408					
Modern Pentathlon World Cup finals	Special	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
SUP Series	Small	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Total 2013-2014 Events									\$ 142,799	\$ 152,325	\$ 165,476	\$ 177,396	\$ 184,359	\$ 191,375	\$ 198,718	\$ 206,355					

PROJECTIONS	Type	EXPENSE GROWTH FACTORS					Expense \$/Event	EXPENSES PROJECTIONS							
		2014	2015	2016	2017	2018		2019	2020	2014	2015	2016	2017	2018	2019
2013-2014 Events															
Doggie Bones 5K Run	Community		5.0%	-30.0%	-50.0%	0.0%	0.0%	\$ 660	\$ 693	\$ 485	\$ 243	\$ 243	\$ 243	\$ 243	
Sarasota Bradenton Head Race	Large		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 25,199	\$ 26,459	\$ 19,844	\$ 7,938	\$ 7,938	\$ 7,938	\$ 7,938	
Sarasota Crew Duat	Small		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 1,210	\$ 1,271	\$ 943	\$ 381	\$ 381	\$ 381	\$ 381	
Sarasota Crew Intersquad Regatta	Community		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 1,200	\$ 1,260	\$ 943	\$ 378	\$ 378	\$ 378	\$ 378	
USRowing Referees College	Small		0.0%	0.0%	0.0%	0.0%	0.0%	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	
USRowing Crosswain Clinic	Small		0.0%	0.0%	0.0%	0.0%	0.0%	\$ 1,975	\$ 1,975	\$ 1,975	\$ 1,975	\$ 1,975	\$ 1,975	\$ 1,975	
Sarasota Invitational	Large		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 26,750	\$ 28,088	\$ 21,068	\$ 8,426	\$ 8,426	\$ 8,426	\$ 8,426	
Sarasota Dragon Boat Festival	Small		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 6,495	\$ 6,830	\$ 5,115	\$ 2,046	\$ 2,046	\$ 2,046	\$ 2,046	
Nate's Honor Animal Rescue Cycle Event	Community		5.0%	-30.0%	-50.0%	0.0%	0.0%	\$ 3,845	\$ 4,037	\$ 2,826	\$ 1,413	\$ 1,413	\$ 1,413	\$ 1,413	
Sarasota-Bradenton triathlon	Medium		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 43,010	\$ 45,161	\$ 33,870	\$ 13,548	\$ 13,548	\$ 13,548	\$ 13,548	
Sarasota Crew Dual with Winter Park	Small		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 1,935	\$ 1,465	\$ 1,099	\$ 439	\$ 439	\$ 439	\$ 439	
Run or Dye 5K	Large		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 790	\$ 830	\$ 622	\$ 249	\$ 249	\$ 249	\$ 249	
Florida Springs League Warm Up Race	Medium		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 13,985	\$ 14,684	\$ 11,013	\$ 4,405	\$ 4,405	\$ 4,405	\$ 4,405	
FIRA Rowing Regatta	Medium		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 29,490	\$ 30,965	\$ 23,223	\$ 9,289	\$ 9,289	\$ 9,289	\$ 9,289	
F5RA West District Championships	Medium		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 11,735	\$ 12,322	\$ 9,241	\$ 3,697	\$ 3,697	\$ 3,697	\$ 3,697	
F5RA Sculling Championships	Large		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 28,275	\$ 29,689	\$ 22,267	\$ 8,907	\$ 8,907	\$ 8,907	\$ 8,907	
Family Partnership 5K/Crossfit event	Community		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 2,030	\$ 2,132	\$ 1,599	\$ 639	\$ 639	\$ 639	\$ 639	
F5RA Sweep Championships	Large		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 67,990	\$ 71,390	\$ 53,542	\$ 21,417	\$ 21,417	\$ 21,417	\$ 21,417	
Make a Wish Glow Run	Community		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 1,021	\$ 1,072	\$ 804	\$ 322	\$ 322	\$ 322	\$ 322	
Girls Inc 5K	Community		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 1,421	\$ 1,492	\$ 1,119	\$ 448	\$ 448	\$ 448	\$ 448	
FIT Triathlon	Medium		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 72,745	\$ 76,982	\$ 57,287	\$ 22,915	\$ 22,915	\$ 22,915	\$ 22,915	
USRowing SE Regional Youth Championships	Large		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 16,860	\$ 17,808	\$ 13,356	\$ 5,342	\$ 5,342	\$ 5,342	\$ 5,342	
Sunshine State Games Rowing Championships	Medium		5.0%	-25.0%	-60.0%	0.0%	0.0%								
Modern Pentathlon World Cup Finals	Special		0.0%	0.0%	0.0%	0.0%									
SUP Series	Small		5.0%	-25.0%	-60.0%	0.0%	0.0%	\$ 2,105	\$ 2,210	\$ 1,658	\$ 663	\$ 663	\$ 663	\$ 663	
Total 2013-2014 Events	25							\$ 363,108	\$ 381,074	\$ 286,513	\$ 117,201	\$ 117,201	\$ 117,201	\$ 117,201	

PROJECTIONS	Type	Ec Impact \$/Event	ECONOMIC IMPACT						
			BASE 2014	2015	2016	2017	2018	2019	2020
2013-2014 Events									
Doggie Bones 5K Run	Community		\$ 25,404	\$ 5,081	\$ 5,081	\$ 5,081	\$ 5,081	\$ 5,081	\$ 5,081
Sarasota Bradenton Head Race	Large		\$ 147,574	\$ 184,467	\$ 230,584	\$ 288,230	\$ 293,994	\$ 296,934	\$ 299,903
Sarasota Crew Dual	Small		\$ 68,621	\$ 70,679	\$ 72,800	\$ 74,984	\$ 77,233	\$ 79,550	\$ 81,937
Sarasota Crew Intersquad Regatta	Community		\$ 1,888	\$ 1,945	\$ 2,003	\$ 2,064	\$ 2,125	\$ 2,189	\$ 2,255
USRowing Referee College	Small		\$ 19,954	\$ 19,954	\$ 19,954	\$ 19,954	\$ 19,954	\$ 19,954	\$ 19,954
USRowing Coxswain Clinic	Small		\$ 18,782	\$ 18,782	\$ 18,782	\$ 18,782	\$ 18,782	\$ 18,782	\$ 18,782
Sarasota Invitational	Large		\$ 274,567	\$ 288,295	\$ 302,710	\$ 317,846	\$ 333,738	\$ 350,425	\$ 367,946
Sarasota Dragon Boat Festival	Small		\$ 57,844	\$ 72,205	\$ 90,382	\$ 112,977	\$ 134,275	\$ 136,703	\$ 150,373
Nate's Honor Animal Rescue Cycle Event	Community		\$ 24,754	\$ 9,902	\$ 9,902	\$ 9,902	\$ 9,902	\$ 9,902	\$ 9,902
Sarasota Bradenton Triathlon	Medium		\$ 392,166	\$ 431,383	\$ 474,521	\$ 498,247	\$ 523,160	\$ 549,318	\$ 576,784
Sarasota Crew Dual with Winter Park	Small		\$ 63,069	\$ 63,069	\$ 63,069	\$ 63,069	\$ 63,069	\$ 63,069	\$ 63,069
Run or Dye 5K	Large		\$ 235,362	\$ 294,203	\$ 323,623	\$ 339,804	\$ 356,794	\$ 374,634	\$ 393,366
Florida Sprints League Warm Up Race	Medium		\$ 203,952	\$ 210,071	\$ 216,373	\$ 222,864	\$ 229,550	\$ 236,437	\$ 243,530
FIRA Rowing Regatta	Medium		\$ 242,280	\$ 249,548	\$ 257,035	\$ 264,746	\$ 272,688	\$ 280,869	\$ 289,295
FSRA Sculling Championships	Medium		\$ 141,359	\$ 145,599	\$ 149,967	\$ 154,466	\$ 159,100	\$ 163,873	\$ 168,790
FSRA West District Championships	Large		\$ 1,000,606	\$ 1,030,624	\$ 1,061,543	\$ 1,093,389	\$ 1,126,191	\$ 1,159,977	\$ 1,194,776
Family Partnership 5K/Crossfit event	Community		\$ 66,478	\$ 73,126	\$ 80,439	\$ 84,461	\$ 88,684	\$ 93,118	\$ 97,774
FSRA Sweep Championships	Large		\$ 1,860,699	\$ 1,916,520	\$ 1,974,015	\$ 2,033,236	\$ 2,094,233	\$ 2,157,060	\$ 2,221,772
Make a Wish Glow Run	Community		\$ 4,852	\$ 4,852	\$ 4,852	\$ 4,852	\$ 4,852	\$ 4,852	\$ 4,852
Girls Inc 5K	Community		\$ 4,852	\$ 4,852	\$ 4,852	\$ 4,852	\$ 4,852	\$ 4,852	\$ 4,852
FT Triathlon	Medium		\$ 75,867	\$ 78,143	\$ 80,487	\$ 82,902	\$ 85,389	\$ 87,951	\$ 90,589
USRowing SE Regional Youth Cham pionships	Large		\$ 2,097,938	\$ 2,160,876	\$ 2,225,703	\$ 2,292,474	\$ 2,361,248	\$ 2,432,085	\$ 2,505,048
Sunshine State Games Rowing Championships	Medium		\$ 141,359	\$ 145,599	\$ 149,967	\$ 154,466	\$ 159,100	\$ 163,873	\$ 168,790
Modern Pentathlon World Cup Finals	Special		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SUP Series	Small		\$ 22,664	\$ 23,344	\$ 24,044	\$ 24,766	\$ 25,509	\$ 26,274	\$ 27,062
Total 2013-2014 Events	25		\$ 7,192,892	\$ 7,503,222	\$ 7,842,689	\$ 8,168,414	\$ 8,439,504	\$ 8,717,762	\$ 9,006,480

PROJECTIONS	Type	REVENUE PROJECTIONS														
		2014	2015	2016	2017	2018	2019	2020	Revenue \$/Event	BASE 2014	2015	2016	2017	2018	2019	2020
FY 9/30:																
2014-2015 Events		25														
Base: 2015-2014 Events																
Incremental 2014-2015:																
Community																
Small		1		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 516	\$ 1,900	\$ 1,937	\$ 2,015	\$ 2,076	\$ 2,138
Medium		4		3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	\$ 922	\$ 39,460	\$ 40,644	\$ 41,863	\$ 43,119	\$ 44,413
Large		1		3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	\$ 9,578	\$ 38,311	\$ 39,460	\$ 40,644	\$ 41,863	\$ 43,119
Special		1		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 14,372	\$ 14,803	\$ 15,247	\$ 15,704	\$ 16,175	\$ 16,661
Subtotal Incremental 2014-2015		8									\$ 54,527	\$ 56,162	\$ 57,847	\$ 59,583	\$ 61,370	\$ 63,211
Total 2014-2015 Events		33									\$ 206,852	\$ 56,162	\$ 97,847	\$ 59,583	\$ 61,370	\$ 63,211

PROJECTIONS	Type	EXPENSE GROWTH FACTORS							Expense \$/Event	EXPENSE PROJECTIONS						
		2014	2015	2016	2017	2018	2019	2020		2014	2015	2016	2017	2018	2019	2020
2014-2015 Events	25															
Base: 2013-2014 Events																
Incremental 2014-2015:																
Community																
Small	2		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 1,532	\$	\$	\$	\$	\$	100%	
Medium	4		-25.0%	-60.0%	-60.0%	0.0%	0.0%	0.0%	\$ 2,590	\$ 5,180	\$ 3,885	\$ 1,554	\$ 1,554	\$ 1,554	\$ 1,554	
Large	1		-25.0%	-60.0%	-60.0%	0.0%	0.0%	0.0%	\$ 20,405	\$ 81,621	\$ 61,216	\$ 24,486	\$ 24,486	\$ 24,486	\$ 24,486	
Special	1		-25.0%	-60.0%	-60.0%	0.0%	0.0%	0.0%	\$ 38,806	\$ 38,806	\$ 29,105	\$ 11,642	\$ 11,642	\$ 11,642	\$ 11,642	
Subtotal Incremental 2014-2015	8								\$	\$	\$	\$	\$	\$	\$	
Total 2014-2015 Events	33								\$ 125,607	\$ 125,607	\$ 94,205	\$ 37,682	\$ 37,682	\$ 37,682	\$ 37,682	
									\$ 506,681	\$ 506,681	\$ 94,205	\$ 37,682	\$ 37,682	\$ 37,682	\$ 37,682	

PROJECTIONS		=====ECONOMIC IMPACT=====									
	Type	Ec Impact \$/Event	BASE 2014	=====ECONOMIC IMPACT PROJECTIONS=====							
			2014	2015	2016	2017	2018	2019	2020		
2014-2015 Events											
Base: 2013-2014 Events	25		\$ 7,503,222								
Incremental 2014-2015:											
Community		\$ 15,818	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Small	2	\$ 44,689	\$ 89,378	\$ 92,059	\$ 94,821	\$ 97,666	\$ 100,596	\$ 103,614	\$ 106,629	\$ 109,643	
Medium	4	\$ 210,057	\$ 840,229	\$ 865,436	\$ 891,399	\$ 918,141	\$ 945,685	\$ 974,056	\$ 1,002,407	\$ 1,030,758	
Large	1	\$ 979,164	\$ 979,164	\$ 1,008,539	\$ 1,038,795	\$ 1,069,959	\$ 1,102,058	\$ 1,135,120	\$ 1,168,179	\$ 1,201,238	
Special	1		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Subtotal Incremental 2014-2015	8		\$ 1,908,772	\$ 1,908,772	\$ 1,908,772	\$ 1,908,772	\$ 1,908,772	\$ 1,908,772	\$ 1,908,772	\$ 1,908,772	
Total 2014-2015 Events	33		\$ 9,411,993	\$ 1,908,772	\$ 1,908,772	\$ 1,908,772	\$ 1,908,772	\$ 1,908,772	\$ 1,908,772	\$ 1,908,772	

PROJECTIONS	REVENUE														
	FY 9/30:	REVENUE GROWTH FACTORS		REVENUE PROJECTIONS		REVENUE PROJECTIONS		REVENUE PROJECTIONS		REVENUE PROJECTIONS					
Type	2014	2015	2016	2017	2018	2019	2020	Revenue \$/Event	BASE 2014	2015	2016	2017	2018	2019	2020
2015-2016 Events															
Base: 2015-2014 Events															
2014-2015 Increment															
Incremental 2015-2016:															
Community															
Small	2			0.0%	0.0%	0.0%	0.0%	\$ 516			\$ 1,032	\$ 1,032	\$ 1,032	\$ 1,032	\$ 1,032
Medium	3			3.0%	3.0%	3.0%	3.0%	\$ 950			\$ 2,849	\$ 2,985	\$ 3,023	\$ 3,114	\$ 3,207
Large	3			3.0%	3.0%	3.0%	3.0%	\$ 9,865			\$ -	\$ -	\$ -	\$ -	\$ -
Special	2			3.0%	3.0%	3.0%	3.0%	\$ 14,803			\$ 44,408	\$ 45,741	\$ 47,113	\$ 48,526	\$ 49,982
Subtotal Incremental 2015-2016	10			5.0%	5.0%	5.0%	5.0%				\$ -	\$ -	\$ -	\$ -	\$ -
Total 2015-2016 Events	43										\$ 185,476	\$ 49,708	\$ 51,168	\$ 52,672	\$ 54,221
											\$ 56,182	\$ 769,978	\$ -	\$ -	\$ -

PROJECTIONS	EXPENSE PROJECTIONS														
	2014	2015	2016	2017	2018	2019	2020	Expense \$/Event	2014	2015	2016	2017	2018	2019	2020
2015-2016 Events															
Base: 2013-2014 Events															
2014-2015 Increment															
Incremental 2015-2016:															
Community	2			0.0%	0.0%	0.0%	0.0%	\$ 1,244	\$ 2,488	\$ 2,488	\$ 2,488	\$ 2,488	\$ 2,488	\$ 2,488	\$ 2,488
Small	3			-60.0%	0.0%	0.0%	0.0%	\$ 2,100	\$ 6,300	\$ 2,520	\$ 2,520	\$ 2,520	\$ 2,520	\$ 2,520	\$ 2,520
Medium				-60.0%	0.0%	0.0%	0.0%	\$ 15,304	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Large	3			-60.0%	0.0%	0.0%	0.0%	\$ 29,105	\$ 87,314	\$ 24,926	\$ 24,926	\$ 24,926	\$ 24,926	\$ 24,926	\$ 24,926
Special	2			5.0%	5.0%	5.0%	5.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Incremental 2015-2016	10								\$ 96,101	\$ 39,933	\$ 39,933	\$ 39,933	\$ 39,933	\$ 39,933	\$ 39,933
Total 2015-2016 Events	43								\$ 476,819	\$ 39,933	\$ 39,933	\$ 39,933	\$ 39,933	\$ 39,933	\$ 39,933

PROJECTIONS	Type	Ec Impact \$/Event	ECONOMIC IMPACT							
			BASE 2014	2015	2016	2017	2018	2019	2020	
=====ECONOMIC IMPACT PROJECTIONS=====										
2015-2016 Events										
Base: 2013-2014 Events				\$ 7,842,689						
2014-2015 Increment				\$ 1,908,772						
Incremental 2015-2016:										
Community	2	\$ 17,855		\$ 35,710	\$ 35,710	\$ 35,710	\$ 35,710	\$ 35,710	\$ 35,710	\$ 35,710
Small	3	\$ 48,172		\$ 144,515	\$ 148,851	\$ 153,316	\$ 157,916	\$ 162,653	\$ 167,399	\$ 172,145
Medium		\$ 221,392								
Large	3	\$ 1,019,696		\$ 3,059,089	\$ 3,150,862	\$ 3,245,387	\$ 3,342,749	\$ 3,443,032	\$ 3,536,375	\$ 3,641,395
Special	2									
Subtotal Incremental 2015-2016	10			\$ 3,239,314	\$ 3,335,422	\$ 3,434,414	\$ 3,536,375	\$ 3,641,395	\$ 3,747,470	\$ 3,852,545
Total 2015-2016 Events	43			\$ 12,990,775	\$ 13,335,422	\$ 13,733,542	\$ 14,136,375	\$ 14,543,032	\$ 14,952,395	\$ 15,363,710

PROJECTIONS	REVENUE PROJECTIONS															
	Type	2014	2015	2016	2017	2018	2019	2020	Revenue \$/Event	BASE 2014	2015	2016	2017	2018	2019	2020
2016-2017 Events:																
Base: 2013-2014 Events																
2014-2015 Increment																
2015-2016 Increment																
Incremental 2016-2017:																
Community	0					0.0%	0.0%	0.0%	\$ 516							
Small	4					3.0%	3.0%	3.0%	\$ 978							
Medium	3					3.0%	3.0%	3.0%	\$ 10,161							
Large	2					3.0%	3.0%	3.0%	\$ 15,247							
Special	1					5.0%	5.0%	5.0%								
Subtotal Incremental 2016-2017	10								\$ 84,896							
Total 2016-2017 Events	53								\$ 349,841							

PROJECTIONS	EXPENSE GROWTH FACTORS					EXPENSES									
	2014	2015	2016	2017	2018	2019	2020	Expense \$/Event	BASE 2014	2015	2016	2017	2018	2019	2020
2016-2017 Events:															
Base, 2013-2014 Events												\$ 117,201			
2014-2015 Increment												\$ 37,682			
2015-2016 Increment												\$ 39,933			
Incremental 2016-2017:															
Community	0				0.0%	0.0%	0.0%	\$ 553				\$ -			
Small	4				0.0%	0.0%	\$ 1,217	\$ 4,870				\$ 4,870			
Medium	3				0.0%	0.0%	\$ 6,122	\$ 18,365				\$ 18,365			
Large	2				0.0%	0.0%	\$ 11,642	\$ 23,284				\$ 23,284			
Special	1				5.0%	5.0%	5.0%								
Subtotal Incremental 2016-2017	10							\$ 46,518				\$ 46,518			
Total 2016-2017 Events	53							\$ 241,335				\$ 241,335			

=====ECONOMIC IMPACT=====									
PROJECTIONS	Type	Ec Impact \$/Event	BASE 2014	2015	2016	2017	2018	2019	2020
2016-2017 Events:									
Base: 2013-2014 Events						\$ 8,168,414			
2014-2015 Increment						\$ 1,908,772			
2015-2016 Increment						\$ 3,335,422			
Incremental 2016-2017:									
Community	0	\$ 18,535				\$ -	\$ -	\$ -	\$ -
Small	4	\$ 52,422				\$ 209,688	\$ 215,978	\$ 222,458	\$ 229,132
Medium	3	\$ 229,615				\$ 688,846	\$ 709,511	\$ 730,797	\$ 752,721
Large	2	\$ 1,060,830				\$ 2,121,659	\$ 2,185,309	\$ 2,250,869	\$ 2,318,395
Special	1					\$ -	\$ -	\$ -	\$ -
Subtotal Incremental 2016-2017	10					\$ 3,020,193	\$ 3,110,799	\$ 3,204,123	\$ 3,300,247
Total 2016-2017 Events	53					\$ 16,432,801			

PROJECTIONS	REVENUE PROJECTIONS														
	FY 9/30:	REVENUE GROWTH FACTORS			REVENUE PROJECTIONS			BASE			REVENUE PROJECTIONS				
Type	2014	2015	2016	2017	2018	2019	2020	Revenue \$/Event	2014	2015	2016	2017	2018	2019	2020
2017-2018 Events:															
Base: 2015-2014 Events															
2014-2015 Increment															
2015-2016 Increment															
2016-2017 Increment															
Incremental 2017-2018:															
Community	2					0.0%	0.0%	\$ 516						\$ 1,032	\$ 1,032
Small	4					3.0%	3.0%	\$ 1,008						\$ 4,031	\$ 4,151
Medium	3					3.0%	3.0%	\$ 10,466						\$ 31,397	\$ 32,339
Large	2					3.0%	3.0%	\$ 15,704						\$ 31,409	\$ 32,351
Special	1					5.0%	5.0%							\$ -	\$ -
Subtotal Incremental 2017-2018	12													\$ 67,869	\$ 69,874
Total 2017-2018 Events	65													\$ 429,815	\$ 429,815

PROJECTIONS	EXPENSE GROWTH FACTORS										EXPENSES PROJECTIONS				
	2014	2015	2016	2017	2018	2019	2020	Expense \$/Event	BASE 2014	2015	2016	2017	2018	2019	2020
2017-2018 Events															
Base: 2013-2014 Events															
2014-2015 Increment															
2015-2016 Increment															
2016-2017 Increment															
Incremental 2017-2018:															
Community							0.0%	\$ 553	\$ 1,105	\$ 1,105	\$ 1,105	\$ 1,105	\$ 1,105	\$ 1,105	\$ 1,105
Small							0.0%	\$ 1,217	\$ 4,870	\$ 4,870	\$ 4,870	\$ 4,870	\$ 4,870	\$ 4,870	\$ 4,870
Medium							0.0%	\$ 6,122	\$ 18,365	\$ 18,365	\$ 18,365	\$ 18,365	\$ 18,365	\$ 18,365	\$ 18,365
Large							0.0%	\$ 11,642	\$ 23,284	\$ 23,284	\$ 23,284	\$ 23,284	\$ 23,284	\$ 23,284	\$ 23,284
Special							5.0%								
Subtotal Incremental 2017-2018									\$ 47,624	\$ 47,624	\$ 47,624	\$ 47,624	\$ 47,624	\$ 47,624	\$ 47,624
Total 2017-2018 Events									\$ 788,958	\$ 788,958	\$ 788,958	\$ 788,958	\$ 788,958	\$ 788,958	\$ 788,958

=====ECONOMIC IMPACT=====										
PROJECTIONS										
	Type	Ec Impact	BASE	=====ECONOMIC IMPACT PROJECTIONS=====						
		\$s/Event	2014	2015	2016	2017	2018	2019	2020	
2017-2018 Events:										
Base: 2013-2014 Events							\$ 8,439,504			
2014-2015 Increment							\$ 1,908,772			
2015-2016 Increment							\$ 3,434,414			
2016-2017 Increment							\$ 3,110,799			
Incremental 2017-2018:										
Community	2	\$ 19,249					\$ 38,499	\$ 38,499	\$ 38,499	
Small	4	\$ 54,804					\$ 219,215	\$ 225,791	\$ 232,565	
Medium	3	\$ 229,615					\$ 688,846	\$ 709,511	\$ 730,797	
Large	2	\$ 1,094,366					\$ 2,188,733	\$ 2,254,395	\$ 2,322,027	
Special	1						\$ -	\$ -	\$ -	
Subtotal Incremental 2017-2018	12						\$ 3,135,292	\$ 3,228,196	\$ 3,323,887	
Total 2017-2018 Events	65						\$ 20,028,781			

PROJECTIONS	REVENUE PROJECTIONS											
	FY 9/30:	2014	2015	2016	2017	2018	2019	2020	2018	2019	2020	
Type	REVENUE GROWTH FACTORS			REVENUE PROJECTIONS								
	2014	2015	2016	2017	2018	2019	2020	Revenue \$/Event	BASE 2014	2018	2019	2020
2018-2019 Event:												
Base: 2013-2014 Events											\$ 191,375	
2014-2015 Increment											\$ 61,370	
2015-2016 Increment											\$ 52,872	
2016-2017 Increment											\$ 68,842	
2017-2018 Increment												
Incremental 2018-2019:												
Community												
Small	1						0.0%	\$ 516			\$ 516	\$ 516
Medium	2						3.0%	\$ 1,038			\$ 2,076	\$ 2,138
Large	2						3.0%	\$ 10,789			\$ 21,660	\$ 22,266
Special	1						3.0%	\$ 16,175			\$ 32,351	\$ 33,371
Subtotal Incremental 2018-2019	8						5.0%				\$ -	\$ -
Total 2018-2019 Events	73										\$ 56,502	\$ 58,182

PROJECTIONS	EXPENSE GROWTH FACTORS					EXPENSE PROJECTIONS					
	2014	2015	2016	2017	2018	2019	2020	2017	2018	2019	2020
2018-2019 Events:											
Base: 2013-2014 Events											
2014-2015 Increment											
2015-2016 Increment											
2016-2017 Increment											
2017-2018 Increment											
Incremental 2018-2019:											
Community											
Small											
Medium											
Large											
Special											
Subtotal Incremental 2018-2019											
Total 2018-2019 Events											

PROJECTIONS	EXPENSE GROWTH FACTORS					EXPENSE PROJECTIONS					
	2014	2015	2016	2017	2018	2019	2020	2017	2018	2019	2020
2018-2019 Events:											
Base: 2013-2014 Events											
2014-2015 Increment											
2015-2016 Increment											
2016-2017 Increment											
2017-2018 Increment											
Incremental 2018-2019:											
Community											
Small											
Medium											
Large											
Special											
Subtotal Incremental 2018-2019											
Total 2018-2019 Events											

=====ECONOMIC IMPACT=====									
PROJECTIONS	Ec Impact		=====ECONOMIC IMPACT PROJECTIONS=====						
	Type	\$s/Event	BASE 2014	2015	2016	2017	2018	2019	2020
2018-2019 Events:									
Base: 2013-2014 Events								\$ 8,717,762	
2014-2015 Increment								\$ 1,908,772	
2015-2016 Increment								\$ 3,536,375	
2016-2017 Increment								\$ 3,204,123	
2017-2018 Increment								\$ 3,228,196	
Incremental 2018-2019:									
Community	1	\$ 19,999						\$ 19,999	\$ 19,999
Small	2	\$ 57,389						\$ 114,777	\$ 118,221
Medium	2	\$ 247,053						\$ 494,107	\$ 508,930
Large	2	\$ 1,128,519						\$ 2,257,038	\$ 2,324,750
Special	1							\$ -	\$ -
Subtotal Incremental 2018-2019	8							\$ 2,885,922	\$ 2,971,899
Total 2018-2019 Events	73							\$ 23,481,149	

PROJECTIONS	REVENUE															
	FY 9/30:	2014	2015	2016	2017	2018	2019	2020	Revenue \$/Event	BASE 2014	2015	2016	2017	2018	2019	2020
2019-2020 Events:	Type															
Base: 2013-2014 Events																\$ 198,718
2014-2015 Increment																\$ 63,211
2015-2016 Increment																\$ 54,271
2016-2017 Increment																\$ 70,967
2017-2018 Increment																\$ 71,959
2018-2019 Increment																\$ 59,182
Incremental 2019-2020:																
Community	1								\$ 516							\$ 516
Small	2								\$ 1,069							\$ 2,138
Medium	2								\$ 11,183							\$ 22,206
Large	2								\$ 16,661							\$ 33,321
Special	1															\$
Subtotal Incremental 2019-2020	8															\$ 58,182
Total 2019-2020 Events	81															\$ 575,360

PROJECTIONS	EXPENSE GROWTH FACTOR								EXPENSES PROJECTIONS							
	2014	2015	2016	2017	2018	2019	2020	Expense \$/Event	2014	2015	2016	2017	2018	2019	2020	
2019-2020 Events:																
Base: 2013-2014 Events																
2014-2015 Increment																
2015-2016 Increment																
2016-2017 Increment																
2017-2018 Increment																
2018-2019 Increment																
Incremental 2019-2020:																
Community	1							\$ 553							\$ 553	
Small	2							\$ 1,217							\$ 2,433	
Medium	2							\$ 6,172							\$ 12,343	
Large	2							\$ 11,642							\$ 23,284	
Special	1														\$ 38,514	
Subtotal Incremental 2019-2020	8														\$ 38,514	
Total 2019-2020 Events	81														\$ 365,987	

PROJECTIONS	Type	Ec Impact \$/Event	ECONOMIC IMPACT									
			BASE 2014	2015	2016	2017	2018	2019	2020			
=====ECONOMIC IMPACT PROJECTIONS=====												
2019-2020 Events												
Base 2013-2014 Events												
2014-2015 Increment												\$ 9,006,480
2015-2016 Increment												\$ 1,908,772
2016-2017 Increment												\$ 3,641,395
2017-2018 Increment												\$ 3,300,247
2018-2019 Increment												\$ 3,323,887
2019-2020 Increment												\$ 2,971,899
Incremental 2019-2020:												
Community		1	\$ 20,786									\$ 20,785.99
Small		2	\$ 60,196									\$ 120,392.23
Medium		2	\$ 256,296									\$ 512,592.18
Large		2	\$ 1,163,802									\$ 2,327,603.69
Special		1										\$ -
Subtotal Incremental 2019-2020		8										\$ 2,981,374
Total 2019-2020 Events		81										\$ 27,134,054



=====REVENUES=====

FYE 9/30:

===REVENUE GROWTH FACTORS=====

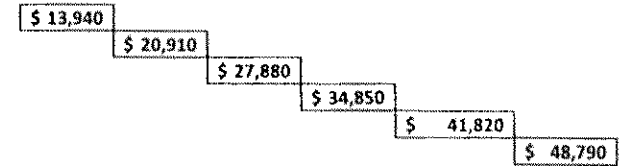
BASE =====PROJECTIONS=====

<u>2013-2014 Training Teams</u>	2014	2015	2016	2017	2018	2019	2020	2014	2015	2016	2017	2018	2019	2020
Grand Valley State		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Northeastern University		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 1,675	\$ 1,675	\$ 1,675	\$ 1,675	\$ 1,675	\$ 1,675	\$ 1,675
Georgetown Women's Rowing		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 2,610	\$ 2,610	\$ 2,610	\$ 2,610	\$ 2,610	\$ 2,610	\$ 2,610
Loyola University		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 2,540	\$ 2,540	\$ 2,540	\$ 2,540	\$ 2,540	\$ 2,540	\$ 2,540
Harvard Rowing		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
University at Buffalo		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 2,373	\$ 2,373	\$ 2,373	\$ 2,373	\$ 2,373	\$ 2,373	\$ 2,373
Community Rowing		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 1,680	\$ 1,680	\$ 1,680	\$ 1,680	\$ 1,680	\$ 1,680	\$ 1,680
Canadian Triathlon Team		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050
Bryant University		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500
V-Sculls		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600	\$ 600
Washington College		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250
Canisius College		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 2,625	\$ 2,625	\$ 2,625	\$ 2,625	\$ 2,625	\$ 2,625	\$ 2,625
Chase Collegiate School		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 945	\$ 945	\$ 945	\$ 945	\$ 945	\$ 945	\$ 945
Deerfield School		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050	\$ 1,050
Kent Prep		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 1,600	\$ 1,600	\$ 1,600	\$ 1,600	\$ 1,600	\$ 1,600	\$ 1,600
Derryfield School		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900
Dexter Southfield School		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300
Total 2013	17							\$ 23,698	\$ 23,698	\$ 23,698	\$ 23,698	\$ 23,698	\$ 23,698	\$ 23,698

2014 AVG

\$ 1,394

2014-2015	27	10
2015-2016	32	5
2016-2017	37	5
2017-2018	42	5
2018-2019	47	5
2019-2020	52	5



Forward to Overall Summary

\$ 23,698 \$ 37,638 \$ 44,608 \$ 51,578 \$ 58,548 \$ 65,518 \$ 72,488

=====EXPENSES=====

====EXPENSE GROWTH FACTORS=====

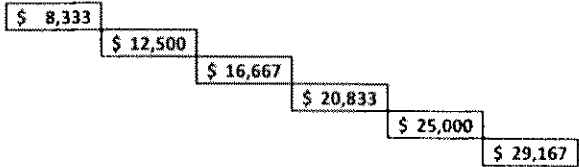
BASE =====PROJECTIONS=====

<u>2013-2014 Training Teams</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
Grand Valley State		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Northeastern University		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Georgetown Women's Rowing		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Loyola University		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Harvard Rowing		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
University at Buffalo		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Community Rowing		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Canadian Triathlon Team		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Bryant University		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
V-Sculls		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Washington College		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Canisius College		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Chase Collegiate School		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Deerfield School		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Kent Prep		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Derryfield School		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Dexter Southfield School		5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	\$ 833	\$ 875	\$ 919	\$ 965	\$ 1,013	\$ 1,064	\$ 1,117
Total 2013	17							\$ 14,167	\$ 14,875	\$ 15,619	\$ 16,400	\$ 17,220	\$ 18,081	\$ 18,985

2014 AVG

\$ 833

2014-2015	27	10
2015-2016	32	5
2016-2017	37	5
2017-2018	42	5
2018-2019	47	5
2019-2020	52	5



Forward to Overall Summary

\$ 14,167 \$ 23,208 \$ 28,119 \$ 33,066 \$ 38,053 \$ 43,081 \$ 48,151

=====ECONOMIC IMPACT=====

BASE =====PROJECTIONS=====

<u>2013-2014 Training Teams</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
Grand Valley State	\$ 100,453	\$ 100,453	\$ 100,453	\$ 100,453	\$ 100,453	\$ 100,453	\$ 100,453
Northeastern University	\$ 37,899	\$ 37,899	\$ 37,899	\$ 37,899	\$ 37,899	\$ 37,899	\$ 37,899
Georgetown Women's Rowing	\$ 65,045	\$ 65,045	\$ 65,045	\$ 65,045	\$ 65,045	\$ 65,045	\$ 65,045
Loyola University	\$ 62,449	\$ 62,449	\$ 62,449	\$ 62,449	\$ 62,449	\$ 62,449	\$ 62,449
Harvard Rowing	\$ 520,624	\$ 520,624	\$ 520,624	\$ 520,624	\$ 520,624	\$ 520,624	\$ 520,624
University at Buffalo	\$ 69,058	\$ 69,058	\$ 69,058	\$ 69,058	\$ 69,058	\$ 69,058	\$ 69,058
Community Rowing	\$ 57,964	\$ 57,964	\$ 57,964	\$ 57,964	\$ 57,964	\$ 57,964	\$ 57,964
Canadian Triathlon Team	\$ 60,796	\$ 60,796	\$ 60,796	\$ 60,796	\$ 60,796	\$ 60,796	\$ 60,796
Bryant University	\$ 33,886	\$ 33,886	\$ 33,886	\$ 33,886	\$ 33,886	\$ 33,886	\$ 33,886
V-Sculls	\$ 11,226	\$ 11,226	\$ 11,226	\$ 11,226	\$ 11,226	\$ 11,226	\$ 11,226
Washington College	\$ 48,050	\$ 48,050	\$ 48,050	\$ 48,050	\$ 48,050	\$ 48,050	\$ 48,050
Canisius College	\$ 55,839	\$ 55,839	\$ 55,839	\$ 55,839	\$ 55,839	\$ 55,839	\$ 55,839
Chase Collegiate School	\$ 24,444	\$ 24,444	\$ 24,444	\$ 24,444	\$ 24,444	\$ 24,444	\$ 24,444
Deerfield School	\$ 31,054	\$ 31,054	\$ 31,054	\$ 31,054	\$ 31,054	\$ 31,054	\$ 31,054
Kent Prep	\$ 82,513	\$ 82,513	\$ 82,513	\$ 82,513	\$ 82,513	\$ 82,513	\$ 82,513
Derryfield School	\$ 26,805	\$ 26,805	\$ 26,805	\$ 26,805	\$ 26,805	\$ 26,805	\$ 26,805
Dexter Southfield School	\$ 17,835	\$ 17,835	\$ 17,835	\$ 17,835	\$ 17,835	\$ 17,835	\$ 17,835
Total 2013 17	\$ 1,305,941	\$ 1,305,941	\$ 1,305,941	\$ 1,305,941	\$ 1,305,941	\$ 1,305,941	\$ 1,305,941

2014 AVG \$ 76,820

2014-2015	27	10	\$ 768,201
2015-2016	32	5	\$ 1,152,301
2016-2017	37	5	\$ 1,536,401
2017-2018	42	5	\$ 1,920,502
2018-2019	47	5	\$ 2,304,602
2019-2020	52	5	\$ 2,688,703

Forward to Overall Summary \$ 1,305,941 \$ 2,074,142 \$ 2,458,242 \$ 2,842,343 \$ 3,226,443 \$ 3,610,543 \$ 3,994,644



Revenue per 2013-2014 Events by Type

Total Revenue / Event by Type		2014	2015	2016	2017	2018	2019	2020
Doggie Bones 5k Run	Community	\$ 1,200	\$ 240	\$ 240	\$ 240	\$ 240	\$ 240	\$ 240
Sarasota Crew Intersquad Regatta	Community	\$ 1,200	\$ 1,236	\$ 1,273	\$ 1,311	\$ 1,351	\$ 1,391	\$ 1,433
Nate's Honor Animal Rescue Cycle Event	Community	\$ 4,050	\$ 1,620	\$ 1,620	\$ 1,620	\$ 1,620	\$ 1,620	\$ 1,620
Family Partnership 5K/Crossfit event	Community	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Make a Wish Glow Run	Community	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Girls Inc 5K	Community	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Community		\$ 6,450	\$ 3,096	\$ 3,133	\$ 3,171	\$ 3,211	\$ 3,251	\$ 3,293
Avg Revenue - Community Events		\$ 1,075	\$ 516	\$ 522	\$ 529	\$ 535	\$ 542	\$ 549
Sarasota Bradenton Head Race	Large	\$ 13,387	\$ 16,733	\$ 20,917	\$ 26,146	\$ 26,669	\$ 26,935	\$ 27,205
Sarasota Invitational	Large	\$ 12,700	\$ 13,335	\$ 14,002	\$ 14,702	\$ 15,437	\$ 16,209	\$ 17,019
Run or Dye 5K	Large	\$ 10,000	\$ 12,500	\$ 13,750	\$ 14,438	\$ 15,159	\$ 15,917	\$ 16,713
FSRA Sculling Championships	Large	\$ 7,410	\$ 7,632	\$ 7,861	\$ 8,097	\$ 8,340	\$ 8,590	\$ 8,848
FSRA Sweep Championships	Large	\$ 8,940	\$ 9,208	\$ 9,484	\$ 9,769	\$ 10,062	\$ 10,364	\$ 10,675
USRowing SE Regional Youth Championships	Large	\$ 26,040	\$ 26,821	\$ 27,626	\$ 28,455	\$ 29,308	\$ 30,187	\$ 31,093
Subtotal Large		\$ 78,477	\$ 86,230	\$ 93,640	\$ 101,606	\$ 104,975	\$ 108,203	\$ 111,553
Avg Revenue - Large Events		\$ 13,079	\$ 14,372	\$ 15,607	\$ 16,934	\$ 17,496	\$ 18,034	\$ 18,592
Sarasota-Bradenton triathlon	Medium	\$ 40,425	\$ 44,468	\$ 48,914	\$ 51,360	\$ 53,928	\$ 56,624	\$ 59,456
Florida Sprints League Warm Up Race	Medium	\$ 4,250	\$ 4,378	\$ 4,509	\$ 4,644	\$ 4,783	\$ 4,927	\$ 5,075
FIRA Rowing Regatta	Medium	\$ 3,600	\$ 3,708	\$ 3,819	\$ 3,934	\$ 4,052	\$ 4,173	\$ 4,299
FSRA West District Championships	Medium	\$ 2,000	\$ 2,060	\$ 2,122	\$ 2,185	\$ 2,251	\$ 2,319	\$ 2,388
FIT Triathlon	Medium	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sunshine State Games Rowing Championships	Medium	\$ 2,770	\$ 2,853	\$ 2,939	\$ 3,027	\$ 3,118	\$ 3,211	\$ 3,308
Subtotal - Medium		\$ 53,045	\$ 57,466	\$ 62,303	\$ 65,150	\$ 68,132	\$ 71,254	\$ 74,525
Avg Revenue - Medium Events		\$ 8,841	\$ 9,578	\$ 10,384	\$ 10,858	\$ 11,355	\$ 11,876	\$ 12,421
Sarasota Crew Dual	Small	\$ 2,277	\$ 2,345	\$ 2,416	\$ 2,488	\$ 2,563	\$ 2,640	\$ 2,719
USRowing Referee College	Small	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
USRowing Coxswain Clinic	Small	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sarasota Dragon Boat Festival	Small	\$ 2,550	\$ 3,188	\$ 3,984	\$ 4,980	\$ 5,479	\$ 6,026	\$ 6,629
Sarasota Crew Dual with Winter Park	Small	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SUP Series	Small	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal - Small		\$ 4,827	\$ 5,533	\$ 6,400	\$ 7,469	\$ 8,041	\$ 8,666	\$ 9,348
Avg cost - Small Events		\$ 805	\$ 922	\$ 1,067	\$ 1,245	\$ 1,340	\$ 1,444	\$ 1,558
Modern Pentathlon World Cup Finals	Special							
Average Revenue by Event Type: 2014 Events	# Events	2014	2015	2016	2017	2018	2019	2020
Community	6	\$ 1,075	\$ 516	\$ 522	\$ 529	\$ 535	\$ 542	\$ 549
Large	6	\$ 13,079	\$ 14,372	\$ 15,607	\$ 16,934	\$ 17,496	\$ 18,034	\$ 18,592
Medium	6	\$ 8,841	\$ 9,578	\$ 10,384	\$ 10,858	\$ 11,355	\$ 11,876	\$ 12,421
Small	6	\$ 805	\$ 922	\$ 1,067	\$ 1,245	\$ 1,340	\$ 1,444	\$ 1,558
Total	24	\$ 5,950	\$ 6,347	\$ 6,895	\$ 7,391	\$ 7,682	\$ 7,974	\$ 8,280

Cost per 2013-2014 Events by Type

		2014	2015	2016	2017	2018	2019	2020
Total Cost per Event								
Doggie Bones 5k Run	Community	\$ 660	\$ 693	\$ 485	\$ 243	\$ 243	\$ 243	\$ 243
Sarasota Crew Intersquad Regatta	Community	\$ 1,200	\$ 1,260	\$ 945	\$ 378	\$ 378	\$ 378	\$ 378
Nate's Honor Animal Rescue Cycle Event	Community	\$ 3,845	\$ 4,037	\$ 2,826	\$ 1,413	\$ 1,413	\$ 1,413	\$ 1,413
Family Partnership SK/Crossfit event	Community	\$ 2,030	\$ 2,132	\$ 1,599	\$ 639	\$ 639	\$ 639	\$ 639
Make a Wish Glow Run	Community	\$ 1,021	\$ 1,072	\$ 804	\$ 322	\$ 322	\$ 322	\$ 322
Girls Inc 5K	Community	\$ 1,021	\$ 1,072	\$ 804	\$ 322	\$ 322	\$ 322	\$ 322
Subtotal Community		\$ 9,777	\$ 10,266	\$ 7,463	\$ 3,316	\$ 3,316	\$ 3,316	\$ 3,316
Avg Cost - Community Events		\$ 1,630	\$ 1,711	\$ 1,244	\$ 553	\$ 553	\$ 553	\$ 553
Sarasota Bradenton Head Race	Large	\$ 25,199	\$ 26,459	\$ 19,844	\$ 7,938	\$ 7,938	\$ 7,938	\$ 7,938
Sarasota Invitational	Large	\$ 26,750	\$ 28,088	\$ 21,066	\$ 8,426	\$ 8,426	\$ 8,426	\$ 8,426
Run or Dye 5K	Large	\$ 790	\$ 830	\$ 622	\$ 249	\$ 249	\$ 249	\$ 249
FSRA Sculling Championships	Large	\$ 28,275	\$ 29,689	\$ 22,267	\$ 8,907	\$ 8,907	\$ 8,907	\$ 8,907
FSRA Sweep Championships	Large	\$ 67,990	\$ 71,390	\$ 53,542	\$ 21,417	\$ 21,417	\$ 21,417	\$ 21,417
USRowing SE Regional Youth Championships	Large	\$ 72,749	\$ 76,382	\$ 57,287	\$ 22,915	\$ 22,915	\$ 22,915	\$ 22,915
Subtotal Large		\$ 221,749	\$ 232,837	\$ 174,628	\$ 69,851	\$ 69,851	\$ 69,851	\$ 69,851
Avg Cost - Large Events		\$ 36,958	\$ 38,806	\$ 29,105	\$ 11,642	\$ 11,642	\$ 11,642	\$ 11,642
Sarasota-Bradenton triathlon	Medium	\$ 43,010	\$ 45,161	\$ 33,870	\$ 13,548	\$ 13,548	\$ 13,548	\$ 13,548
Florida Sprints League Warm Up Race	Medium	\$ 13,985	\$ 14,684	\$ 11,013	\$ 4,405	\$ 4,405	\$ 4,405	\$ 4,405
FIRA Rowing Regatta	Medium	\$ 29,490	\$ 30,965	\$ 23,223	\$ 9,289	\$ 9,289	\$ 9,289	\$ 9,289
FSRA West District Championships	Medium	\$ 11,735	\$ 12,322	\$ 9,241	\$ 3,697	\$ 3,697	\$ 3,697	\$ 3,697
FIT Triathlon	Medium	\$ 1,421	\$ 1,492	\$ 1,119	\$ 448	\$ 448	\$ 448	\$ 448
Sunshine State Games Rowing Championships	Medium	\$ 16,960	\$ 17,808	\$ 13,356	\$ 5,342	\$ 5,342	\$ 5,342	\$ 5,342
Subtotal - Medium		\$ 116,601	\$ 122,431	\$ 91,823	\$ 36,729	\$ 36,729	\$ 36,729	\$ 36,729
Avg Cost - Medium Events		\$ 19,434	\$ 20,405	\$ 15,304	\$ 6,122	\$ 6,122	\$ 6,122	\$ 6,122
Sarasota Crew Dual	Small	\$ 1,210	\$ 1,271	\$ 953	\$ 381	\$ 381	\$ 381	\$ 381
USRowing Referee College	Small	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800
USRowing Coxswain Clinic	Small	\$ 1,975	\$ 1,975	\$ 1,975	\$ 1,975	\$ 1,975	\$ 1,975	\$ 1,975
Sarasota Dragon Boat Festival	Small	\$ 6,495	\$ 6,820	\$ 5,115	\$ 2,046	\$ 2,046	\$ 2,046	\$ 2,046
Sarasota Crew Dual with Winter Park	Small	\$ 1,395	\$ 1,465	\$ 1,099	\$ 439	\$ 439	\$ 439	\$ 439
SUP Series	Small	\$ 2,105	\$ 2,210	\$ 1,658	\$ 663	\$ 663	\$ 663	\$ 663
Subtotal - Small		\$ 14,980	\$ 15,541	\$ 12,599	\$ 7,305	\$ 7,305	\$ 7,305	\$ 7,305
Avg cost - Small Events		\$ 2,497	\$ 2,590	\$ 2,100	\$ 1,217	\$ 1,217	\$ 1,217	\$ 1,217
Modern Pentathlon World Cup Finals	Special							
Average Cost by Event Type: 2014 Events	# Events	2014	2015	2016	2017	2018	2019	2020
Community	6	\$ 1,630	\$ 1,711	\$ 1,244	\$ 553	\$ 553	\$ 553	\$ 553
Large	6	\$ 36,958	\$ 38,806	\$ 29,105	\$ 11,642	\$ 11,642	\$ 11,642	\$ 11,642
Medium	6	\$ 19,434	\$ 20,405	\$ 15,304	\$ 6,122	\$ 6,122	\$ 6,122	\$ 6,122
Small	6	\$ 2,497	\$ 2,590	\$ 2,100	\$ 1,217	\$ 1,217	\$ 1,217	\$ 1,217
Total	24	\$ 15,129	\$ 15,878	\$ 11,938	\$ 4,883	\$ 4,883	\$ 4,883	\$ 4,883

Cost v. Revenue per Event - Overall

	# Events	2014	2015	2016	2017	2018	2019	2020
2013 - 2014 Events Averages								
Revenue/Event	24	\$ 5,950	\$ 6,347	\$ 6,895	\$ 7,391	\$ 7,682	\$ 7,974	\$ 8,280
Cost/Event	24	\$ 15,129	\$ 15,878	\$ 11,938	\$ 4,883	\$ 4,883	\$ 4,883	\$ 4,883

<u>Percent Change: 2020 v. 2014</u>	
Revenue/Event	39%
Cost/Event	-68%



SANCA Operating Expenses

	FYE <u>9/30/2014</u>	FYE <u>9/30/2015</u>	FYE <u>9/30/2016</u>	FYE <u>9/30/2017</u>	FYE <u>9/30/2018</u>	FYE <u>9/30/2019</u>	FYE <u>9/30/2020</u>	
Incremental Payroll/Benefits	\$	-	\$ 38,520	\$ 79,351	\$ 122,598	\$ 210,459	\$ 303,482	(a)
Marketing Expense	\$ 50,000	\$ 51,500	\$ 53,045	\$ 54,636	\$ 56,275	\$ 57,964	\$ 59,703	3.0%
Operational Equipment (Boats, Carts, etc.)	\$ 35,000	\$ 35,000	\$ 35,000	\$ 35,000	\$ 30,000	\$ 30,000	\$ 30,000	
Park Capital Reserves	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 50,000	\$ 50,000	\$ 50,000	
Overhead	\$ 170,000	\$ 141,650	\$ 133,350	\$ 183,100	\$ 188,953	\$ 189,937	\$ 196,055	
Total	\$ 265,000	\$ 238,150	\$ 269,915	\$ 362,088	\$ 447,826	\$ 538,359	\$ 639,239	