

Hale Street Center - Event Snapshot

Period	Gross Sales	Cost of Sales	Salary for Event Coordinator	Other - G&A	Utilities	Insurance	EBITDA
2022	\$248,104	(\$43,493)	(\$50,000)	(\$22,076)	(\$19,000)	(\$3,952)	\$109,582
2023	\$251,638	(\$36,677)	(\$50,000)	(\$27,303)	(\$19,967)	(\$5,752)	\$111,939
2024	\$255,591	(\$31,679)	(\$50,000)	(\$36,511)	(\$19,744)	(\$6,555)	\$111,103
3yr Average	\$251,778	(\$37,283)	(\$50,000)	(\$28,630)	(\$19,570)	(\$5,420)	\$110,875
Forecast							
35% Bookings	\$251,778	(\$37,283)	(\$50,000)	(\$28,630)	(\$19,570)	(\$5,420)	\$110,875
50% Bookings	\$359,682	(\$53,261)	(\$71,429)	(\$40,900)	(\$27,957)	(\$7,000)	\$159,135
75% Bookings	\$513,832	(\$76,087)	(\$102,041)	(\$58,429)	(\$39,939)	(\$7,000)	\$230,336

Equipment: List				Total
\$15,000	Décor(Glassware/Flowers/Candles/etc)	\$3,000	Stainless Steel Kitchen Equipment	\$18,000
\$11,000	Commercial refrigerator	\$2,500	Linens	\$13,500
\$8,000	Coolers/Freezer	\$2,000	Shelvings	\$10,000
\$6,500	Chairs	\$1,500	Arches	\$8,000
\$3,500	Tables			\$3,500
\$0		\$3,500		\$53,000

Base	Company	Equipment	Total
2X EBITDA + Assets	\$318,270	\$53,000	\$371,270
3X EBITDA + Assets	\$477,405	\$53,000	\$530,405
4X EBITDA + Assets	\$636,540	\$53,000	\$689,540

Event	Floor	Guest	Price
Wedding	1st	50 or less	\$3,000
Wedding	1st	51-150	\$3,500
Wedding	3rd (Penthouse)	50 or less	\$3,500
Wedding	3rd (Penthouse)	51-75	\$4,000
Wedding	Entire Venue	50 or less	\$5,000
Wedding	Entire Venue	51-150	\$5,500
Wedding	Friday Rehearsal	25 or less	\$400
Parties	Basement Bar	up to 100	\$4,000
Corporate	Various	25 or less	\$3,000
Platinum	All	51-150	\$11,000
Diamond	All	51-150	\$8,000

*Prices are below market rates and could be adjusted +20%

