

City of Jackson
ITBI Proforma
12/9/2021

Assumed Annual Attendance	30,000	Effective Local Sales Tax Rate	1.346%
Assumed Naming Rights	200,000	% Visitors Outside of 50 mi	20%

	2022	2023	2024	2025	2026	2027	2028	2029	Total
Revenue									
Direct									
Stadium Use Fee	1	50,000	50,000	50,000	50,000	50,000	50,000	50,000	350,001
Naming Rights (10%)		20,000	20,000	20,000	20,000	20,000	20,000	20,000	140,000
Local Sales Tax (Proposed Budget incl. \$900k in taxable rev)		12,112	12,112	12,112	12,112	12,112	12,112	12,112	84,785
Indirect Estimate From Baseball Ticket Purchasors									
Local Sales Tax (1)		2,422	2,422	2,422	2,422	2,422	2,422	2,422	16,957
Hotel Tax (2)		7,860	7,860	7,860	7,860	7,860	7,860	7,860	55,020
Total Revenue	<u>1</u>	<u>92,395</u>	<u>92,395</u>	<u>92,395</u>	<u>92,395</u>	<u>92,395</u>	<u>92,395</u>	<u>92,395</u>	646,763
Expense									
Salaries	100,007	103,007	106,097	109,280	112,559	115,936	119,414	122,996	889,296
Benefits	32,182	33,147	34,142	35,166	36,221	37,308	38,427	39,580	286,173
Utilities	180,000	185,400	190,962	196,691	202,592	208,669	214,929	221,377	1,600,620
Repair & Maintenance	180,000	185,400	190,962	196,691	202,592	208,669	214,929	221,377	1,600,620
Field Maintenance	90,000	92,700	95,481	98,345	101,296	104,335	107,465	110,689	800,310
Cleaning Services	50,000	51,500	53,045	54,636	56,275	57,964	59,703	61,494	444,617
Capital Equipment & Improvements									
Total Expense	632,189	651,155	670,689	690,810	711,534	732,880	754,867	777,513	5,621,637
Revenue Over (Under) Expense	(632,188)	(558,760)	(578,295)	(598,415)	(619,140)	(640,486)	(662,472)	(685,118)	(4,974,874)

Notes -

Stadium Use Fee -

Naming Rights - Based on 10% of \$200,000

Salaries & Benefits - Two positions hired in FY 22, 3% cost increase forward.

Utilities - Multiple JEA accounts, events at the ballpark varied each year FY 19,20,21, assumed highest year \$180,000 and 3% cost increase forward.

Repairs & Maintenance - varies year to year FY 19,20,21, assumed highest year \$180,000 and 3% cost increase forward.

Field Maintenance - Based on historical annual cost, 3% cost increase forward.

Cleaning Services - Based on historical annual cost, 3% cost increase forward.

Capital Equipment & Improvements - pending determination of current equipment inventory, plus assrsment of current and future needs.

(1) Assumed \$180 spend per visitor outside of area, less direct taxable revenues

(2) Assumed 50% of outside visitors stay in hotel @ \$131 per night

Total Ballpark Expense -	FY 19	FY 20	FY 21
	672,168	571,796	625,788
	Full	No Season	No Season
	Season		

First FY All Cost
Charged to
BallPark