

# Preliminary Business Plan

For

# LafayetteRaceway.com



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## Summer 2017

This Preliminary Business Plan is designed to assist the Members of LafayetteRaceway.com, LLC in attracting the capital needed for the acquisition and development of:

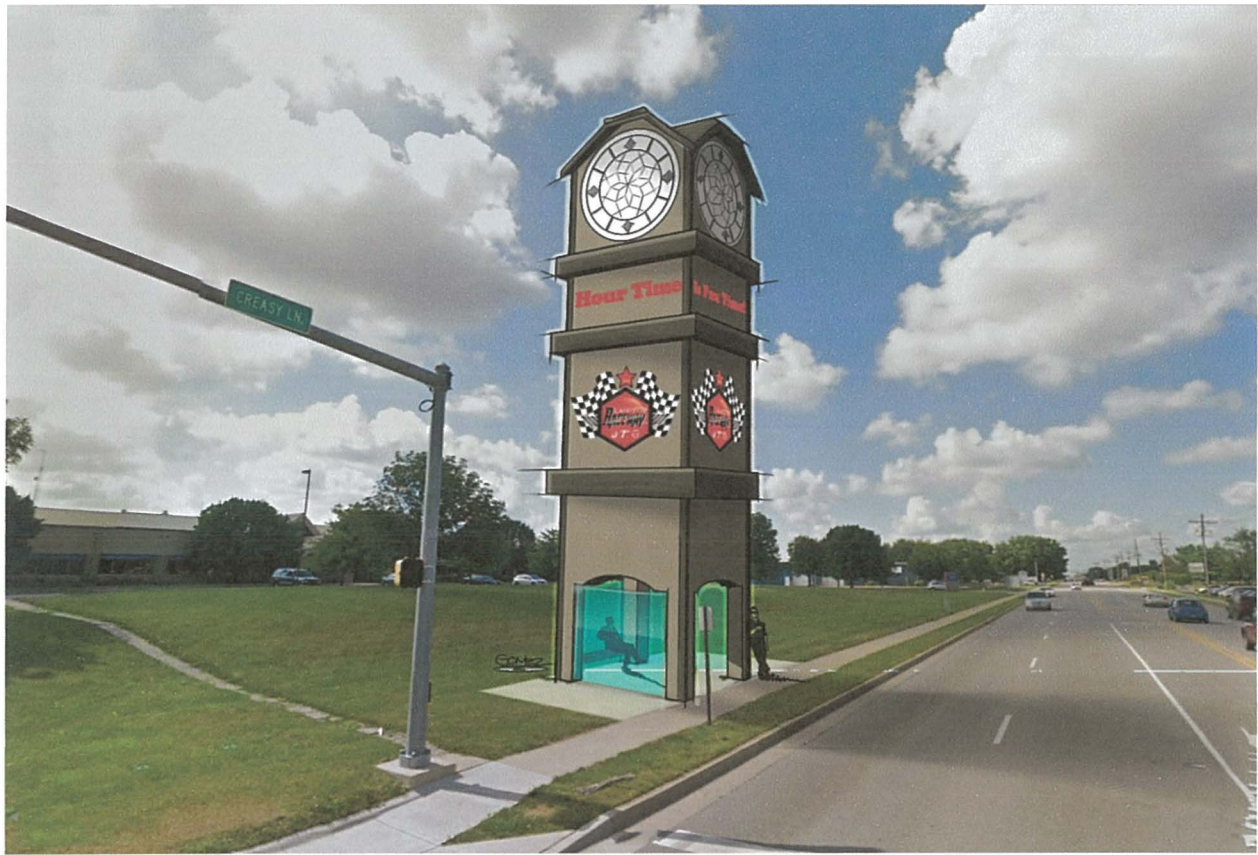
## **The LafayetteRaceway.com “Your Family Fun Park”**

The LafayetteRaceway.com Family Fun Park will be located just minutes from Interstate I-65 on a main North-South thoroughfare on the East side of the City.



**The “Hour Time” Clock**

The Founding Member has purchased the iconic “Hour Time” Clock and plans to relocate it to the Park. The 30’ tower will feature a 4-sided 12’ digital billboard.



The Park, when completed, will include an outdoor 1,000’ family electric go-kart track with indoor pit area for kart storage and charging with a 300’ indoor slick track. The venue will also feature 54 holes of miniature golf with 18 of those indoors, 12 Spin Zone Bumper Cars, Tactical Laser Tag, Outdoor Batting Cages, a large Arcade including a Lazer Maze with numerous other interactive amusements, including a Golf Simulator for training and playing on legendary courses, the “Hour Time” Sports Pub, Wine Bar & Bakery Cafe with Pizza & other concessions and ultimately the full service “Hour Time” Restaurant & Bar.

Your Family Fun Park will be “Crowd Funded”. We intend to develop the project in (6) Phases. The 1<sup>st</sup> Phase will include a 5,000 sq.ft. Tactical Laser Tag Arena on (2) levels, 8 Spin Zone Cars and the Sports Bar with Food Court.

The 1<sup>st</sup> phase could open by Labor Day Weekend and will operate evenings and weekends. This will allow the staff to work out the kinks while the 2<sup>nd</sup> phase construction takes place with a planned grand opening Spring 2018.



# **The LafayetteRaceway.com “Your Family Fun Park”**

## **Attractions by Phase with Timeline**

### **Phase 1 Attractions**

**Opening Fall 2017**

**Tactical Laser Tag**

**8 SpinZone Cars**

**Arcade Games**

**“Hour Time” Sports Pub, Wine Bar & Bakery Cafe**

### **Phase 2 Attractions**

**Spring 2018**

**Indoor Go-Kart Track with 10 Electric Karts**

**Rope Course**

**Golf Simulator**

**More Arcade Games**

### **Phase 3 Attractions**

**Fall 2018**

**Outdoor Family Go-Kart Track  
with 10 More Electric Karts**

**Outdoor Batting Cages 4**

**Picnic Pavilion**

### **Phase 4 Attractions**

**Spring 2019**

**Outdoor Mini Golf (Lake & Mountain Courses)**

**Outdoor Clubhouse for 12 Spin Cars**

### **Phase 5 Attractions**

**Fall 2019**

**Hour Time Restaurant & Bar with Alfresco Dinning Area**

**Indoor Mini Golf (Pro Course)**

**More Arcade Games & Redemption Center/Gift Shop**

### **Phase 6 Attractions**

**Spring 2020**

**Outdoor Laser Tag Arena**

**Complete Property Purchase**

The budget for each Phase is \$500,000 and the “Crowd Funding” regulations allow us to raise \$1 million each year, thus the three year timeline.

## Electric Go Karts Indoor & Out





## Mini Golf Indoor & Outdoor



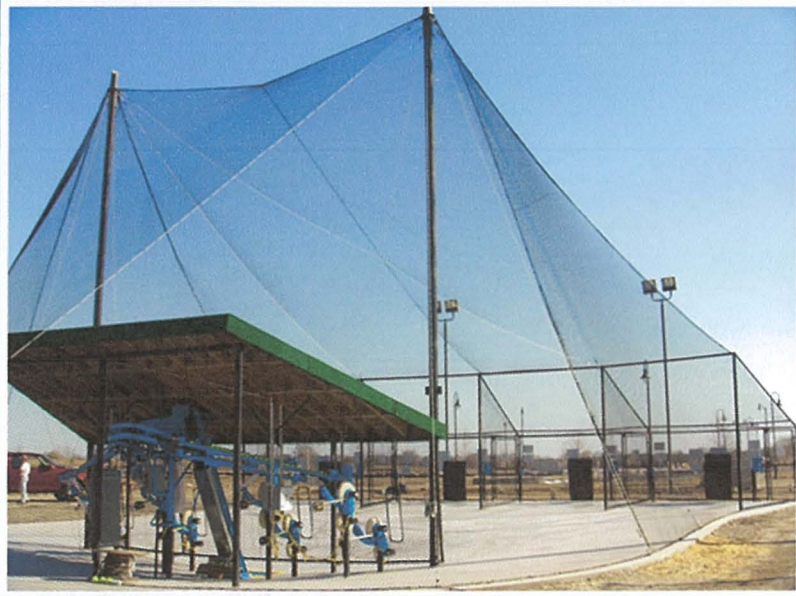


***"Hour Time" Is Fun Time Sports Pub, Wine Bar, Bakery Cafe & Arcade***



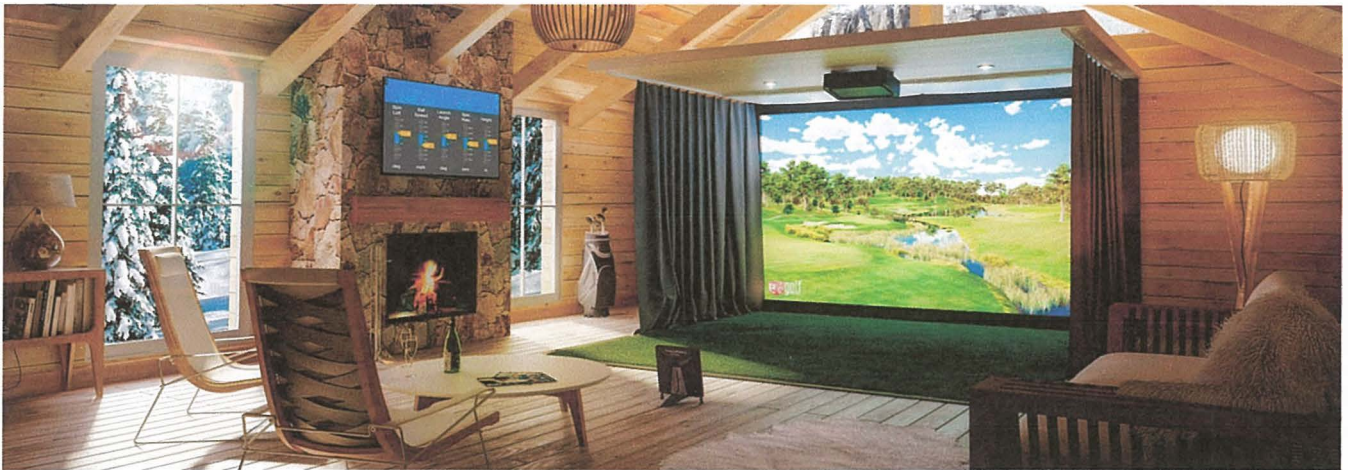


# RANGE-PRO BATTING CAGES

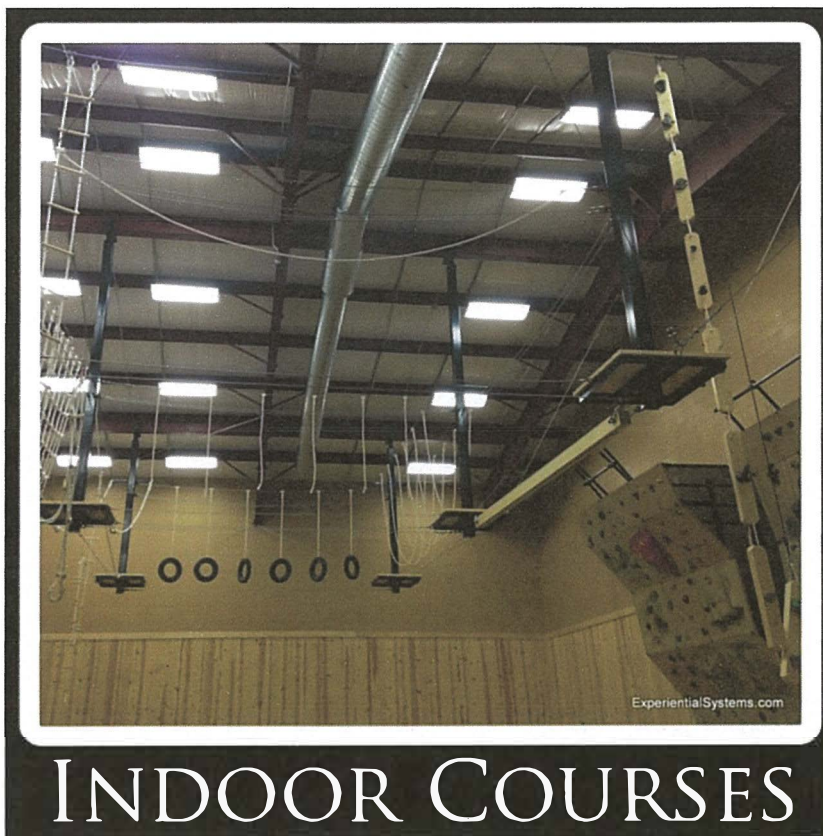




# Golf Simulator









## Phase One

In the 1<sup>st</sup> Phase, we will be purchasing the [www.teamcombat.com](http://www.teamcombat.com) franchise from Jack Swet of Merrillville, Indiana. He has been operating very successfully for over five years and has chosen to franchise his concept. We will be his third franchise; the cost will be equivalent to just purchasing the equipment from another vender. The laser tag arena will simulate an urban landscape and feature surround sound and lighting effects for a total immersion experience. The tactical approach to laser tag will appeal to teens and young adult gamers as well as law enforcement agencies for training exercises. Corporations will appreciate the team building effects and youngsters will embrace the experience for their birthday celebration. Mom's will appreciate the simple, affordable, turnkey online party planning feature available at the company's website, [www.LafayetteRaceway.com](http://www.LafayetteRaceway.com).

The other primary attraction for our 1<sup>st</sup> Phase buildout will be the Spin Zone Bumper Cars. These modern day bumper cars are a blast for all ages and even have a removable seat so toddlers can join in the fun for free with a paying adult. <http://www.amusementproducts.com/bumpercars.php> Numerous arcade games and the "Hour Time" *Is Fun Time* Sports Pub, Wine Bar & Bakery Cafe will complete the 1<sup>st</sup> Phase improvements and provide the social environment that will support the attractions and service the parties and team building events.

## Crowd Funding

In 2012 Congress passed the JOBS act, (Jumpstart Our Business Start-Ups) and in May amended the Act so now just about anyone can invest in Start-Up Businesses. We're going to ask our local area business owners to help us fund this 1<sup>st</sup> Phase as a show of their support for our community in bringing this very much needed wholesome entertainment venue to Lafayette. If we can get 50 individuals to invest at least \$10,000 each we will be able to open the doors. As a token of thanks, we will include their storefront façade in streetscape of the Laser Tag Arena. It will be like urban warfare breaks out in downtown Lafayette.



# MISSION RESERVATIONS

**Group Events**

Click for more information

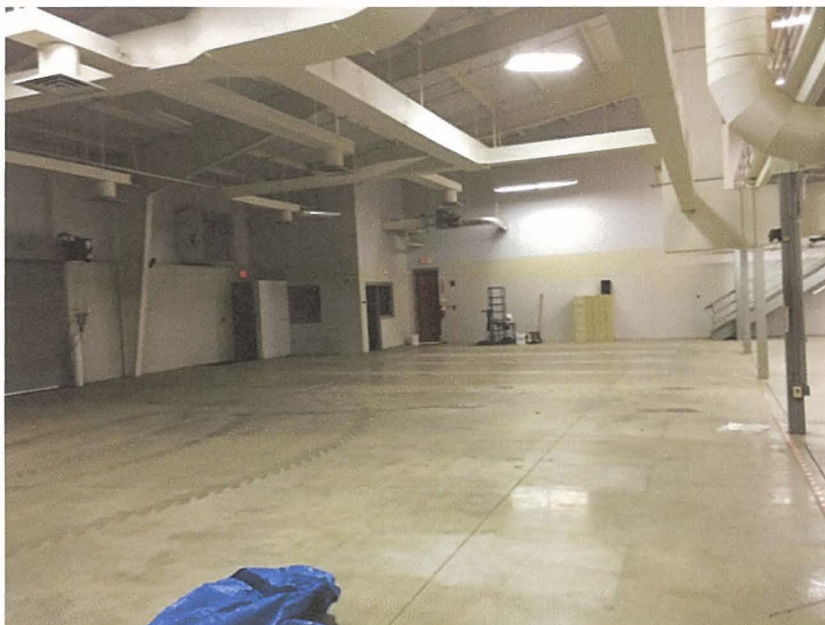
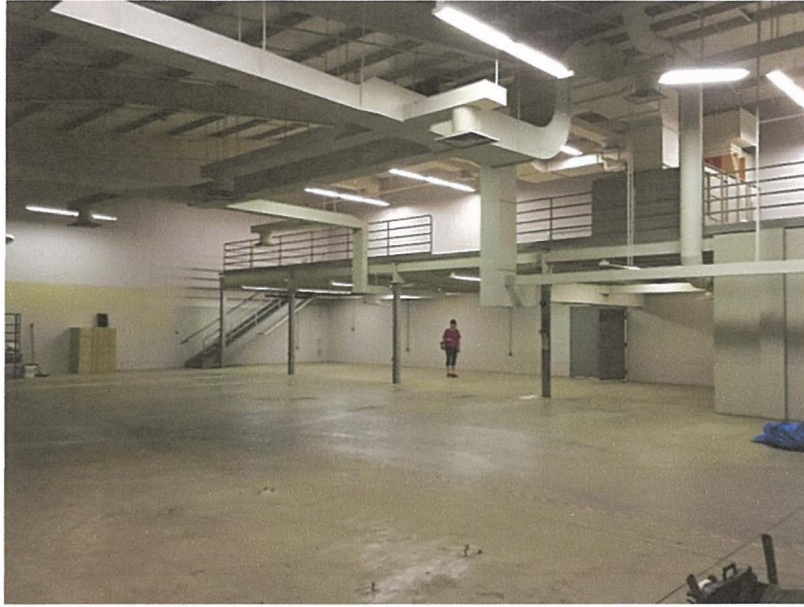
**BIRTHDAYS**

Check us out!

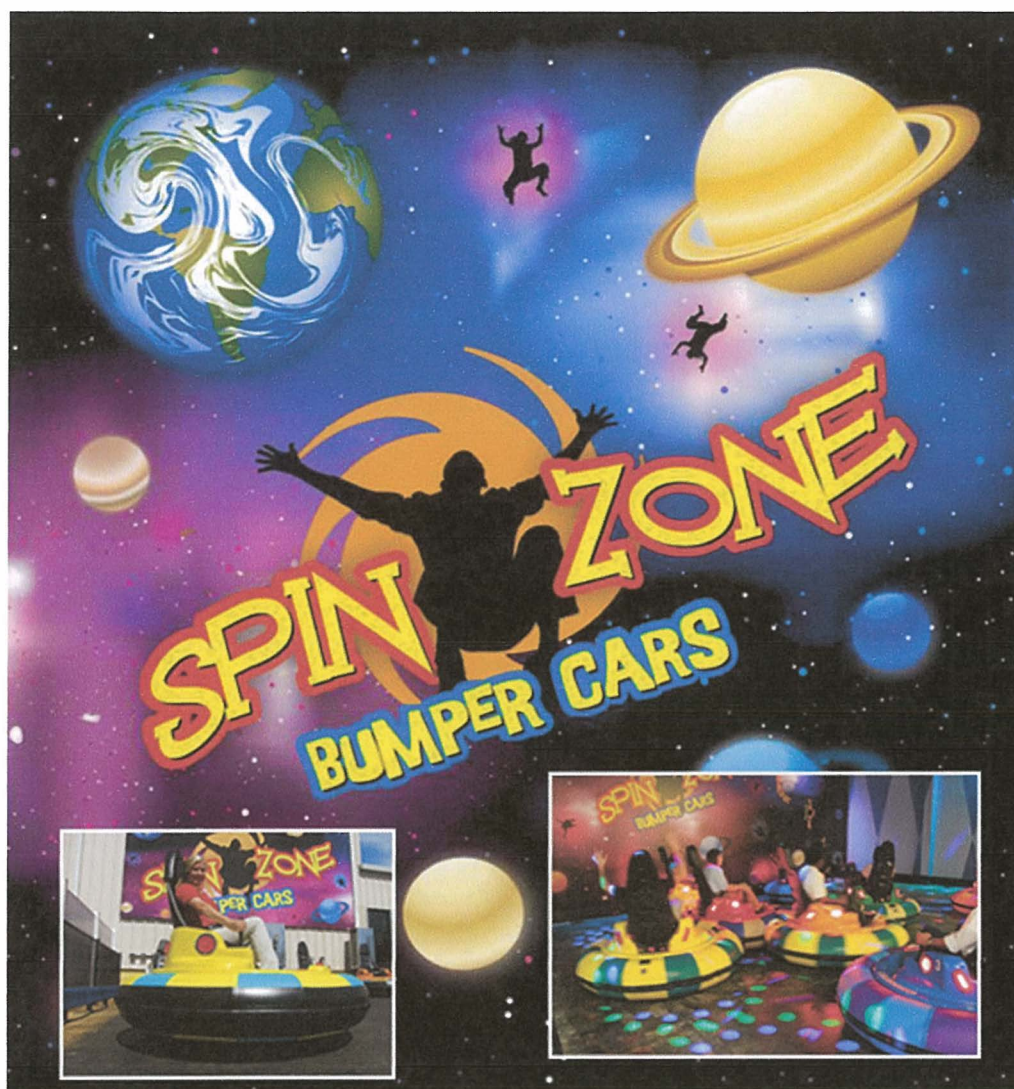




## Laser Tag Arena









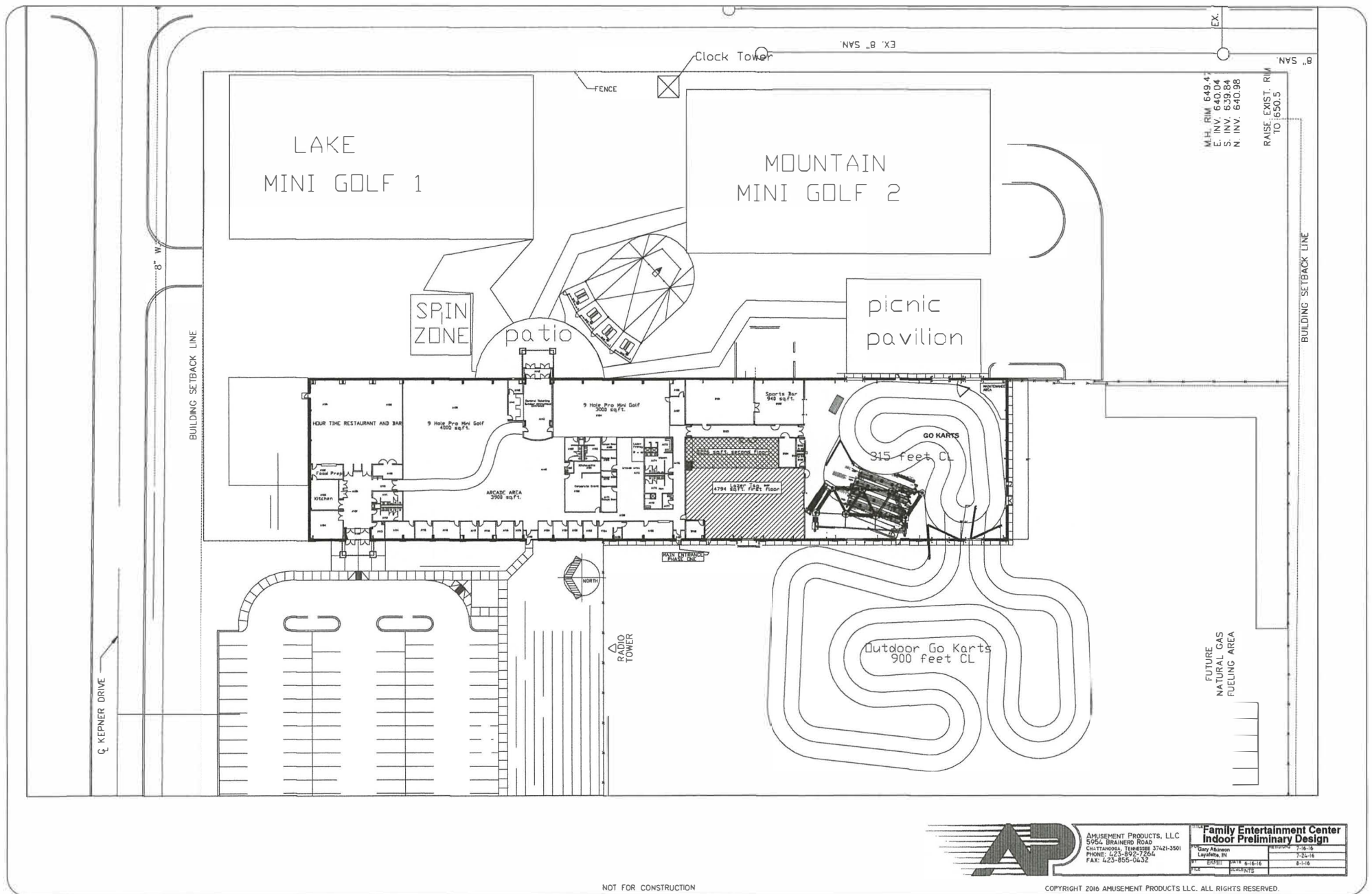
## Spin Zone Area (top pics) Garage & Hallway Entrances



**Ticket & Concession Counter & "Hour Time" *Is Fun Time* Area**







NOT FOR CONSTRUCTION



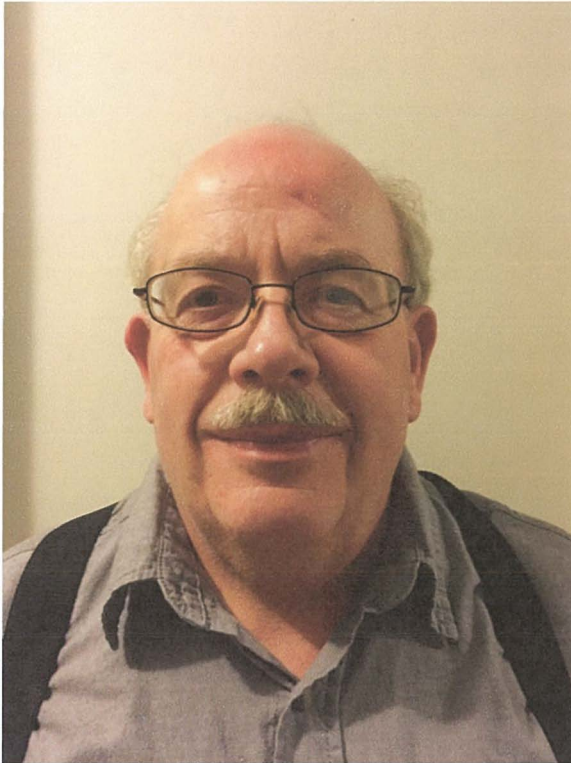
AMUSEMENT PRODUCTS, LLC  
5054 BRANNARD ROAD  
CHATTANOOGA, TENNESSEE 37421-3501  
PHONE: 423-855-1204  
FAX: 423-855-0432

**Family Entertainment Center  
Indoor Preliminary Design**

|                               |         |         |
|-------------------------------|---------|---------|
| Gary Akenson<br>Lead Designer | 7-16-16 | 7-16-16 |
| DATE                          | 8-1-16  | 8-1-16  |
| REVISIONS                     |         |         |

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## The Team



**Mark L. Snyder**



**Monte L. Snyder**

**Mark & Monte Snyder have been life-long residents and successful business owners in Lafayette for over 30 years. Mark's Custom Installations has installed thousands of car phones, audio, stereo, communications, safety and surveillance equipment for the automobiles, homes and businesses of the Greater Lafayette area. Since 2006, Monte's International Drivers Training School has instructed hundreds of International students, mostly attending Purdue University, how to drive safely in the United States. He has been a Member of the Professional Putters Association's Midwest Tour for over 30 years, most seasons carrying a National ranking. The twins both attended Purdue and after college Monte leased and managed several Putt-Putt<sup>®</sup> franchises in Merrillville, Indianapolis and two in Lafayette. Understanding Lafayette's desperate need for a wholesome family entertainment venue and the desire to get back in the fun business, the duo formed Snyder Entertainment Group, LLC to develop [LafayetteRaceway.com](http://LafayetteRaceway.com)... "Your Family Fun Park"**



## **Corporate Structure**

**The Snyder Entertainment Group, LLC (SEG), consists of a group of mature professionals who each bring their unique talents and experience to the project in a complimentary fashion. To develop the Park, the Company has retained the services of several industry consultants to assist with the design, marketing, feasibility and construction of the development. This seasoned group of professionals will be continually retained to assist; in the hiring, training and certifying of the Companies employees and to evaluate the efficiency and ongoing success of the business.**

**The LafayetteRaceway.com, LLC (LRC) will own the Park, pay for the improvements and hire the staff. The Snyder Entertainment Group, the Founding Member of LRC, will act as Manager. The 1<sup>st</sup> Phase Investors will be called the “Master Members” of LRC. In return for the initial equity contribution the Master Members will receive a 10% return on their investment and 50% of the net profits until the 2<sup>nd</sup> Phase of the development is funded; then their interest will reduce to 25% of net profits thru perpetuity and 25% of net proceeds upon sale to a 3<sup>rd</sup> party.**

**In return for covering the predevelopment costs and managing the Company’s business, SEG will receive 10% of gross revenue and 50% of net profits thru the 1<sup>st</sup> Phase, dropping to 25% once the 2<sup>nd</sup> Phase escrow is released.**

**The investors in the subsequent phases will be called “Charter Members” and will fund Phases 2 thru 6 of the project (estimated to be a total of \$2,500,000) and in exchange for their Membership purchase they will receive a 10% return on their investment plus 50% of the net profits until they receive their capital back and a cumulative 10% return. Upon parity, the payout will reduce to 25% of net profits thru perpetuity, until a sale at which time they will receive 25% of net sales proceeds.**

**Upon parity, Snyder Entertainment Group will begin earning 50% of net profits thru perpetuity and 50% of net proceeds upon sale to a 3<sup>rd</sup> party.**

**The anticipated Return on Investment (ROI) is illustrated in the Financial Projection section of this Business Plan. The Master & Charter Memberships will be offered through a FINRA registered portal and are available only to their**

**Qualified Investors.** Visit their website to become a qualified investor or click the link at [www.lafayetteraceway.com](http://www.lafayetteraceway.com).

**We anticipate that a large number of families will want to assist the Master & Charter Members with the funding of “Your Family Fun Park”. We will offer Annual Memberships to the general public for \$1,000 with \$1,100 credited to their account to spend any way they choose at the park. We hope to offer a LafayetteRaceway.com Visa® card that will offer a cash back feature as well. Having the Members help fund the park development gives them a vested interest in seeing the Park succeed and guarantees a constant stream of loyal patrons.**

## **The Investment Property & Building**

**We have negotiated a Letter of Intent with the building owners offering to lease the building with the option to purchase. The building has over 50,000 sq. ft., is clear span steel construction with offices, garage and storage facilities. We can take possession of the property as soon as we execute the lease and pay the Purchase Option Premium. Lease payments will begin when we open for business. This investment opportunity is as much a real estate play as it is a start-up business. The \$3.25 million purchase price equates to \$65 per sq.ft. for the 50,000+ building. Just the land value alone is \$265,000 per acre for the 12.27 acres. We have projected that we can fully amortize the building in a 10 year land contract. Converting the building from its current mixed use industrial zoning to a retail property will further increase its valuation. Building the iconic Clock Tower will also add to the property’s uniqueness and value. The Master & Charter Members will participate on sale to a 3<sup>rd</sup> party.**

**This document is for the private use of the Members and is not to be released to any other parties. If the Members choose to share this information, it is with the implied intent of developing interest in the project and in no way expresses an offer to invest in or a solicitation of an offer to purchase any securities.**



## Consultants & Vendors

The Snyder Entertainment Group, LLC (SEG), has contracted with Dutch McGrath, President of Amusement Products & Amusement Construction Companies of Chattanooga, TN, (<http://www.amusementproducts.com/>) for the Preliminary Park Design. We expect his construction company ([www.http://amusementconstruction.com/](http://amusementconstruction.com/)) will be building the Go Kart Tracks, the Mini Golf Courses, Batting Cages and Spin Zone car arena and be supplying the Karts and equipment for those attractions.

We have met with Dave Wallace, President of Turfway Entertainment Management Group, (<http://www.turfwayentertainment.com/>) and plan to hire his firm to complete a detailed 100+ page comprehensive feasibility study. They will also be retained to help source services, other vendors, negotiate contracts, train staff and evaluate ongoing performance.

We have had several meetings with Jack Swets, President of Team Combat a new tactical laser tag franchise (<https://teamcombat.com/>) from Merrillville, Indiana that we are considering as the supplier of the laser tag attraction. We may choose to go with the proven international firm of Delta Strike (<https://www.deltastrike.com/>) for this 1<sup>st</sup> phase and reconsider Team Combat for an outdoor arena in maybe a 4<sup>th</sup> phase.

We plan to purchase a franchise with an existing Escape Room operator for the 1<sup>st</sup> phase and not recreate the wheel [www.escapology.com](http://www.escapology.com) out of Orlando, Florida. Party Center Software (<http://www.partycentersoftware.com/>) will be incorporated into our website to assist Mom's with birthday party planning and the scheduling for Laser Tag games & Escape Room bookings. Their POS system and liability waivers are included in the monthly package pricing.

Dave Sexton & Mike Springer of Betson Enterprises (<http://www.betson.com/>) will most likely get the nod as our arcade vendor, another international success story they offer a full service and financing capabilities. Shaffer Distributing (<http://shafferdistributing.com/>) is based in Ohio with an Indianapolis office, but is a little higher priced. We will be purchasing the Lazer Frenzy room, Atomic Rush room & Color Crush games from CreativeWorks (<http://thewoweffect.com/>) for the 2nd Phase arcade. Embed Card reader system (<http://embedcard.com/>) will be utilized for the arcade games, ride

attractions and batting cages, doing away the need for the old tokens and tickets. Redemption Plus (<http://www.redemptionplus.com/>) will supply and manage the inventory and ordering for our Gift Shop & Redemption Center.

Lafayette's own, Noah Mattern, owner of Maximummedia Design (<http://maximummedia.com/>) has been contracted to design our logo and website. He will also be assisting with marketing, branding and graphic design. Mark Sweval, Speedpro Imaging (<http://www.greaterlafayettegraphics.com/>) will be repurposing our Ford Transit's advertising wrap and providing initial signage and banners.

Stuart Boehning, Esq. (<http://www.hereforlife.com/>) has been retained as legal counsel for both companies and Bret Hawks, from Heman Lawson & Hawks (<http://www.hemanlawsonhawks.com/>) will handle the accounting. Ryan E. Gillenwater, Vice President of Keystone Amusement Enterprises, (<http://www.safeparkusa.com/>) a member of Keystone Insurers Group will provide the property, casualty and liability insurance for the facility. Bernie Robinson of FunStruction Results (<http://www.funstructionresults.com/>) will help minimize risks by training and certifying our employees.

Kelly Good, <http://www.kjgarchitecture.com/> will handle any drawings and submissions necessary and Steve Habben, <http://www.kettelhut.com/> will oversee the construction services.

Lafayette Bank & Trust, now part of the First Merchants Bank (<https://www.firstmerchants.com/LBT>) will handle cash management and may do the credit card processing. Vantiv (<https://www.vantiv.com/>) is the other processor we are considering because they have an integrated system with Party Planning POS system.

We are looking into relationships with Brad Cohen, Arni's brand (<https://meetyouatarnis.com/>) or Andy Wittenborn's Monical's Pizza ([www.monicals.com](http://www.monicals.com)); 90% of the birthday parties include pizza. We may develop our own brand for the Sports Bar and concessions. In the 5<sup>th</sup> Phase we will be opening the full service "Hour Time" Restaurant & Bar. We purchased the Hour Time brand with the Clock. Our hook line is, "Hour Time is Fun Time".



## **Competition & Market**

**It would be easy to claim there is no competition, because never has there been this many attractions combined in one development anywhere near this market area. However, we will identify the businesses that are competing for the entertainment dollars being spent in this market.**

**First we should identify our market area; Greater Lafayette is a good start, however we believe we will be attracting patrons from a much larger population base. The 2010 Census identified the Lafayette Metropolitan Statistical Area as having a population of 235,013. It includes the counties of Tippecanoe, Carroll & Benton, the cities of Lafayette, West Lafayette & Delphi, the small towns of Shadeland, Dayton, Mulberry, Rossville, Flora, Camden, Clarks Hill, Battle Ground, Brookston, Boswell, Fowler, Oxford & Otterbein.**

**The Realtor's Executive Summary indicates that the 2013 Demographics have the population within 5 miles of the site at 121,565, with an additional 26,772 daytime inhabitants. It states there are 45,122 households with an average income of \$52,959.**

**The Lafayette SMA report also identifies the Micropolitan Frankfort area & Clinton County as part of this statistical area. We estimate the total population for all of these areas to be well over 300,000.**

**The FEC Success conferences we've attended suggest that patrons will travel 20 minutes to visit an attraction. We believe that the uniqueness and the significant number of attractions at our Park will draw visitors from a much larger radius.**

**We're calling LafayetteRaceway.com, "Your Family Fun Park", as opposed to the industry moniker Family Entertainment Center (FEC). The nearest FEC is the ever present "Chuck E. Cheese's" at the corner of Creasy & Rt. 26. They have a reasonably sized arcade and target the younger children's birthday party scene.**

**Our primary target market initially is the 25 to 40 young professionals who grew up gaming and want to have a total immersion experience. Many of them have children who they will bring if it is a safe clean environment. The tactical laser tag will accommodate birthday parties for children as young as 8 but is geared**

patrons. Mike Aulby's Arrowhead Bowl is by far the nicest and cleanest in the market. While the other Lafayette locations have a few video machines, Mike's features a sizable arcade room with redemption prizes. He appears to be doing a robust business, but you need to know where you're going because he's tucked behind other business in the aged Teal Road retail area.

Movie theaters compete for entertainment dollars in a big way, and they like the rest of the FEC industry are recession resistant. In the last economic downturn, that began in 2008, the FEC industry experienced the least amount of losses, falling in right behind the gains realized in the Government and Healthcare sectors. When times are tough people still want to escape the depression and very few Birthday Parties are skipped because of the economy. There are 3 movie complexes in our market, Lafayette 7, located on McCarty Lane just around the corner, Eastside 9, just 2 miles away off Rt. 26 and Wabash Landing across the river on the Levee. These businesses appear to be very successful and their proximity again should confirm the likelihood for success in our location.

Golf courses also compete for the consumer's entertainment budget. There are several golf courses or country clubs within the 20 minute driving radius of our site, oh and 2 driving ranges. The Tee Off 2 driving range, aka/A Home on the Range, on Veterans Parkway East just north of St. Rd. 38, has covered tee boxes and offers a full service shop. The Birck Boilermaker complex at Purdue has a driving range, pro shop and two courses. The Kampen, formerly north course and the newly renovated Ackerman south course, both redesigned by the legendary Pete Dye. Although a bit pricey they are both open to the public, unlike the private 9 hole Lafayette Country Club located on south 9<sup>th</sup> street. Most of the other clubs are semi-private and offer annual memberships as well as daily green fees. Coyote Crossing located between CR 500 & 600 North not far from I-65, designed by Hall-of-Famer Hale Irwin is ranked by Golf Advisor, #9 Best Value in America. Edwood Glen Country Club, now called Bello Terra golf course, on 650 North closer to the interstate just off St. Rd. 43, the Battle Ground Golf Club on Pretty Prairie Road, the former Elks County Club, now rebranded the West Lafayette Golf & Country Club on West US 52 and the Ravines Golf Course west on Division Road past where South River Road ends, round out the golfing opportunities in the area. We don't believe the area golf courses represent direct competition, in fact we expect a great many of their



members will be visiting the Park to take advantage of our simulators on days of inclement weather.

Most grocery stores have a few video and prize games and maybe the proverbial horse type rides to attract the young ones as Mom tries to get her groceries to the car, but no one in the area will compete with our full arcade, redemption center and gift store once phase 3 is completed. The FEC success seminars confirm that the attractions bring in the patrons and the arcade games make the money. It is recommended that we pay out 20%-30% of the arcade revenues in redemption prizes. I don't want to say it's gambling for kids, but you want every child to go home with a toy they can't find elsewhere, most with your logo or advertising on them.

# **The LafayetteRaceway.com “Your Family Fun Park”**

## **Attractions by Phase with Timeline**

### **Phase 1 Attractions**

**Opening Fall 2017**

**Tactical Laser Tag**

**8 SpinZone Cars**

**Arcade Games**

**“Hour Time” Sports Pub, Wine Bar & Bakery Cafe**

### **Phase 2 Attractions**

**Spring 2018**

**Indoor Go-Kart Track with 10 Electric Karts**

**Rope Course**

**Golf Simulator**

**More Arcade Games**

### **Phase 3 Attractions**

**Fall 2018**

**Outdoor Family Go-Kart Track**

**with 10 More Electric Karts**

**Outdoor Batting Cages 4**

**Picnic Pavilion**

### **Phase 4 Attractions**

**Spring 2019**

**Outdoor Mini Golf (Lake & Mountain Courses)**

**Outdoor Clubhouse for 12 Spin Cars**

### **Phase 5 Attractions**

**Fall 2019**

**Hour Time Restaurant & Bar with Alfresco Dinning Area**

**Indoor Mini Golf (Pro Course)**

**More Arcade Games & Redemption Center/Gift Shop**

### **Phase 6 Attractions**

**Spring 2020**

**Outdoor Laser Tag Arena**

**Complete Property Purchase**



**LafayetteRaceway.com**  
Initial Checklist & Uses of Funds

**Phase 1 - Fall 2017**

|   |                   |
|---|-------------------|
| Payment to Founding Member (Pre-Development Expenses)   |                   |
| 2016 (Due Diligence Trips & Research, Purchase Clock & Hour Time Memorabilia, Park Design)                | \$ 26,627         |
| 2017 (Accounting, Develop Brand, Website, Marketing Video & Crowd Funding Marketing Plan)                 | \$ 13,373         |
| Implement Crowd Funding Campaign (Phase 1)  | \$ 25,000         |
| Secure Commitment from Building Owners (Lease with Purchase Option)                                       | \$ 35,000         |
| Move Clock  | \$ 10,000         |
| Secure Liquor License (2 Way)   | \$ 10,000         |
| Purchase "Team Combat" Tactical Laser Tag franchise (computer system, equipment, installation & training) | \$ 60,000         |
| Build Out Laser Tag Arena   | \$ 50,000         |
| 8 Spin Zone Bumper Cars & Buildout  | \$ 80,000         |
| Purchase Arcade Games (10 @ \$6K Betson)  | \$ 60,000         |
| POS Computers (2) software and QuickBooks and ADP payroll system & credit card system                     | \$ 5,000          |
| Build Out "Hour Time" Sports Pub, Wine Bar & Bakery Café  | \$ 75,000         |
| Concession Equipment & Supplies   | \$ 25,000         |
| Initial Marketing Plan (Signage & Advertising)  | \$ 10,000         |
| Consultant Design Fees & Legal  | \$ 12,000         |
| Working Reserve   | \$ 3,000          |
|   | <b>\$ 500,000</b> |

**Phase 2 - Spring 2018**

|  |                   |
|--|-------------------|
| Implement Crowd Funding Campaign (Phase 2)           | \$ 25,000         |
| Finalize Overall Park Design Plans                   | \$ 25,000         |
| Build Indoor Go-Kart Track                           | \$ 100,000        |
| Purchase 10 Electric Thunderbolt Karts (1/2 Doubles) | \$ 100,000        |
| Build Rope Course                                    | \$ 75,000         |
| Purchase Golf Simulator                              | \$ 55,000         |
| Purchase Arcade Games (20 @ \$6K Betson)             | \$ 120,000        |
|  | <b>\$ 500,000</b> |

**Phase 3 - Fall 2018**

|  |                   |
|--|-------------------|
| Implement Crowd Funding Campaign (Phase 3)           | \$ 25,000         |
| Build Outdoor Go-Kart Track                          | \$ 150,000        |
| Purchase 10 Electric Thunderbolt Karts (1/2 Doubles) | \$ 100,000        |
| Batting Cages Outdoor 4                              | \$ 150,000        |
| Picnic Pavilion                                      | \$ 75,000         |
|  | <b>\$ 500,000</b> |

**Phase 4 - Spring 2019**

|   |                   |
|---|-------------------|
| Implement Crowd Funding Campaign (Phase 4)                    | \$ 25,000         |
| Build Outdoor Miniature Golf Courses (Lake & Mountain)        | \$ 225,000        |
| Build Clock Tower, Clubhouse & Spin Zone Arena with Restrooms | \$ 210,000        |
| 4 more Spin Zone Bumper Cars                                  | \$ 40,000         |
|   | <b>\$ 500,000</b> |

**Phase 5 - Fall 2019**

|  |                   |
|--|-------------------|
| Implement Crowd Funding Campaign (Phase 5) | \$ 25,000         |
| Build Out Hour Time Restaurant & Bar       | \$ 200,000        |
| Build Indoor Mini Golf                     | \$ 100,000        |
| Purchase Arcade Games (20 @ \$6K Betson)   | \$ 120,000        |
| Redemption Center/Gift Shop & Arcade       | \$ 55,000         |
|  | <b>\$ 500,000</b> |

**Phase 6 - Spring 2020**

|   |                   |
|---|-------------------|
| Implement Crowd Funding Campaign (Phase 6)              | \$ 25,000         |
| Purchase "Escapology" franchise & buildout Escape Rooms | \$ 100,000        |
| Outdoor Laser Tag Arena                                 | \$ 75,000         |
| Purchase Property - Contract Down Payment               | \$ 300,000        |
|   | <b>\$ 500,000</b> |

|              |                     |
|--------------|---------------------|
| Total Equity | <b>\$ 3,000,000</b> |
|--------------|---------------------|

|                        |                     |
|------------------------|---------------------|
| Land Purchase Contract | <b>\$ 3,250,000</b> |
|------------------------|---------------------|

|                    |                     |
|--------------------|---------------------|
| Total Project Cost | <b>\$ 6,250,000</b> |
|--------------------|---------------------|

# LafayetteRaceway.com Your Family Fun Park

Attraction Income Potential

## Assumptions:

### Laser Tag (Phase 1)

Evenings 4pm to 10pm (6 hours) 5 days, Weekends 10am to 10pm (12 hours) 2 days

|     |   |      |                                      |
|-----|---|------|--------------------------------------|
| 54  | hours per week                                  | 108  | possible battles per week            |
| 24  | players per experience                          | 2592 | possible player experiences per week |
| \$9 | for 20 minute experience, 2 battles per hour... |      |                                      |
| \$  | 23,328.00                                       |      | potential per week                   |
| \$  | 101,088.00                                      |      | potential per month                  |

64.29% Winter Hours vs Summer

### Laser Tag (Summer)

Summer- 10am to 10pm (12 hours per day)

|     |   |      |                                      |
|-----|---|------|--------------------------------------|
| 84  | Hours per week                                  | 168  | possible battles per week            |
| 24  | players per experience                          | 4032 | possible player experiences per week |
| \$9 | for 20 minute experience, 2 battles per hour... |      |                                      |
| \$  | 36,288.00                                       |      | potential per week                   |
| \$  | 157,248.00                                      |      | potential per month                  |

### SpinZone Bumper Cars (Phase 1)

\$5 for 5 minute battle, 8 battles per hour...

\$40 per Car per hour

8 Cars for 54 hours per week \$ 17,280.00 potential per week

\$ 74,880.00 potential per month

SpinZone Bumper Cars (Summer) \$ 26,880.00 potential per week

\$ 116,480.00 potential per month

### SpinZone Bumper Cars (Phase 4)

12 Cars for 54 hours per week \$ 25,920.00 potential per week

\$ 112,320.00 potential per month

SpinZone Bumper Cars (Summer) \$ 40,320.00 potential per week

\$ 174,720.00 potential per month

### Video Arcade (Phase 5)

100 Redemption Games @ \$1 per 6 minutes

\$10 per game per hour \$1,000 per 12 hours \$ 12,000.00 potential per day

\$ 360,000.00 potential per month

Video Arcade (Phase 1 @ 10%) \$ 36,000.00 potential per month

Video Arcade (Phase 2 @ 30%) \$ 216,000.00 potential per month

### Indoor Go Karts (Phase 2)

\$7 for 7 minuterace, 6 races per hour...

\$42 per Kart per hour

10 Karts for 54 hours per Week \$ 22,680.00 potential per Week

\$ 98,280.00 potential per month

### Indoor & Outdoor Go Karts (Phase 3 - Summer)

\$7 for 7 minute race, 6 races per hour...

\$42 per Kart per hour

20 Karts for 84 hours per Week \$ 70,560.00 potential per Week

\$ 305,760.00 potential per month

### Miniature Golf

One hour to play 18 holes, 4 players per hole, 12 groups per hour...

\$7 per game, 3 games for \$14 & 10 games for \$35... \$ 1,680.00 480 possible games per day potential per day

\$ 50,400.00 potential per month per course \$ 151,200.00 potential per month

Three courses playing in good weather, indoor course year round... \$ 50,400.00 Monthly year round potential

### Batting Cages

4 cages outdoors

10 pitches for \$1

10 sessions per hour \$ 480.00 potential per day

\$ 14,400.00 potential per month

### Rope Climbing Trail

\$3 for 1 Trail, \$5 for 2 or \$20 for 10

20 treckers per hour \$ 480.00 potential per day

\$ 14,400.00 potential per month

### Golf Simulator & Range

\$50 per hour (1 Simulator)

12 hours per day \$ 600.00 potential per day

\$ 18,000.00 potential per month

### Concessions (Phase 1 @ \$2 per guest)

\$ 22,464.00 potential per month

Concessions (Phase 2-6 @ \$3 per guest) \$ 33,696.00 potential per month

Sports Pub & Wine Bar (Phase 1 @ \$2 per guest) \$ 22,464.00

Sports Pub & Wine Bar(Phase 2-6 @ \$3 per guest) \$ 33,696.00

### Hour Time Restaruant & Bar (Leased Space per Month)

\$ 30,000.00

### Utilization Rate

|  |                 | @ 10%         | @ 30%         |
|--|-----------------|---------------|---------------|
| Total Potential Monthly Income Phase 1 | \$ 256,896.00   | \$ 25,689.60  | \$ 77,068.80  |
| Total Potential Monthly Income Phase 2 | \$ 687,800.00   | \$ 68,780.00  | \$ 206,340.00 |
| Total Potential Monthly Income Phase 3 | \$ 1,007,960.00 | \$ 100,796.00 | \$ 302,388.00 |
| Total Potential Monthly Income Phase 4 | \$ 1,167,000.00 | \$ 116,700.00 | \$ 350,100.00 |
| Total Potential Monthly Income Phase 5 | \$ 1,391,400.00 | \$ 139,140.00 | \$ 417,420.00 |
| Total Potential Monthly Income Phase 6 | \$ 1,548,648.00 | \$ 154,864.80 | \$ 464,594.40 |



**LafayetteRaceway.com "Your Family Fun Park"**  
**Phase 1 Projected Cash Flow**

|                                |             |             |             |             |             |             |             |             |                  |                  |                  |                  |                  |
|--------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------------|------------------|------------------|------------------|------------------|
| Utilization Rate               | 10%         |             |             |             |             |             |             |             | Phase 1          |                  |                  |                  |                  |
| Start-Up Phase In Rate         |             |             |             |             |             |             |             |             | 80%              | 90%              | 100%             |                  |                  |
|                                | Jan-17      | Feb-17      | Mar-17      | Apr-17      | May-17      | Jun-17      | Jul-17      | Aug-17      | Sep-17           | Oct-17           | Nov-17           | Dec-17           | TOTALS           |
| <b>INCOME</b>                  |             |             |             |             |             |             |             |             |                  |                  |                  |                  |                  |
| Go Karts                       | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             |
| Putt-Putt                      | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             |
| SpinZone Bumper Cars           | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 5,990.40         | 6,739.20         | 7,488.00         | 7,488.00         | 27,705.60        |
| Lazer Tag Arena                | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 8,087.04         | 9,097.92         | 10,108.80        | 10,108.80        | 37,402.56        |
| Batting Cages                  | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             |
| Rope Climbing Trails           | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             |
| Golf Simulator                 | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             |
| Video Arcade (10 units)        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 3,600.00         | 3,600.00         | 3,600.00         | 3,600.00         | 14,400.00        |
| Bakery Café / Concessions      | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 2,246.40         | 2,246.40         | 2,246.40         | 2,246.40         | 8,985.60         |
| Sports Pub & Wine Bar          | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 2,246.40         | 2,246.40         | 2,246.40         | 2,246.40         | 8,985.60         |
| Hour Time Restaurant & Bar     | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             |
| <b>TOTAL INCOME</b>            | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>22,170.24</b> | <b>23,929.92</b> | <b>25,689.60</b> | <b>25,689.60</b> | <b>97,479.36</b> |
| <b>DIRECT EXPENSES</b>         |             |             |             |             |             |             |             |             |                  |                  |                  |                  |                  |
| Manager Fees                   | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 2,217.02         | 2,392.99         | 2,568.96         | 2,568.96         | 9,747.94         |
| Salaries - Support Staff       | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 3,000.00         | 4,000.00         | 4,000.00         | 4,000.00         | 15,000.00        |
| Payroll Taxes                  | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 912.98           | 1,118.77         | 1,149.57         | 1,149.57         | 4,330.89         |
| Franchise Fees                 | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 844.65           | 950.23           | 1,055.81         | 1,055.81         | 3,906.49         |
| Supplies & Maintenance         | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 1,500.00         | 1,500.00         | 1,500.00         | 1,500.00         | 6,000.00         |
| Cost of Goods (Concessions)    | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 786.24           | 786.24           | 786.24           | 786.24           | 3,144.96         |
| Redemption Counter             | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             |
| <b>TOTAL DIRECT EXPENSES</b>   | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>9,260.89</b>  | <b>10,748.23</b> | <b>11,060.58</b> | <b>11,060.58</b> | <b>42,130.27</b> |
| <b>INDIRECT EXPENSES</b>       |             |             |             |             |             |             |             |             |                  |                  |                  |                  |                  |
| Advertising                    | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 2,500.00         | 2,500.00         | 3,000.00         | 3,000.00         | 11,000.00        |
| Bank Charges                   | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 665.11           | 717.90           | 770.69           | 770.69           | 2,924.38         |
| Dues/Subscriptions/Licenses    | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 100.00           | 100.00           | 100.00           | 100.00           | 400.00           |
| Insurance & Workman's Comp     | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 250.00           | 250.00           | 250.00           | 250.00           | 1,000.00         |
| Office Expense                 | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 200.00           | 200.00           | 200.00           | 200.00           | 800.00           |
| Postage & Deliver              | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 150.00           | 150.00           | 150.00           | 150.00           | 600.00           |
| Professional Fees              | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 300.00           | 300.00           | 300.00           | 300.00           | 1,200.00         |
| CAM                            | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 500.00           | 500.00           | 500.00           | 500.00           | 2,000.00         |
| Repairs/Maintenance/Cleaning   | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 500.00           | 500.00           | 500.00           | 500.00           | 2,000.00         |
| Software & Internet            | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 500.00           | 500.00           | 500.00           | 500.00           | 2,000.00         |
| Utilities                      | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 1,500.00         | 1,500.00         | 1,500.00         | 1,500.00         | 6,000.00         |
| Meals/Travel                   | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 500.00           | 500.00           | 500.00           | 500.00           | 2,000.00         |
| <b>TOTAL INDIRECT EXPENSES</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>7,665.11</b>  | <b>7,717.90</b>  | <b>8,270.69</b>  | <b>8,270.69</b>  | <b>31,924.38</b> |
| <b>CASH-FLOW - OPERATIONS</b>  | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>5,244.24</b>  | <b>5,463.79</b>  | <b>6,358.34</b>  | <b>6,358.34</b>  | <b>23,424.70</b> |
| <b>OTHER EXPENSES</b>          |             |             |             |             |             |             |             |             |                  |                  |                  |                  |                  |
| Lease with Purchase Option     | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 5,000.00         | 5,000.00         | 5,000.00         | 5,000.00         | 20,000.00        |
| Master Member Payments @ 10%   | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             |
| Charter Member Payments @ 10%  | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             |
| <b>TOTAL OTHER EXPENSES</b>    | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>5,000.00</b>  | <b>5,000.00</b>  | <b>5,000.00</b>  | <b>5,000.00</b>  | <b>20,000.00</b> |
| <b>OTHER INCOME</b>            |             |             |             |             |             |             |             |             |                  |                  |                  |                  |                  |
| Gift Certificates Sold         | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             |
| <b>NET CASH BALANCE</b>        | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>244.24</b>    | <b>463.79</b>    | <b>1,358.34</b>  | <b>1,358.34</b>  | <b>3,424.70</b>  |

**LafayetteRaceway.com "Your Family Fun Park"**  
**Phase 2 and 3 Projected Cash Flow**

| Utilization Rate               | 10%              | Phase 3          |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  | 2018              |
|--------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
|                                | Phase 2          |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  | TOTALS            |
|                                | Jan-18           | Feb-18           | Mar-18           | Apr-18           | May-18           | Jun-18           | Jul-18           | Aug-18           | Sep-18           | Oct-18           | Nov-18           | Dec-18           |                   |
| <b>INCOME</b>                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                   |
| Go Karts                       | 9,828.00         | 9,828.00         | 9,828.00         | 9,828.00         | 9,828.00         | 9,828.00         | 30,576.00        | 30,576.00        | 30,576.00        | 30,576.00        | 9,828.00         | 9,828.00         | 200,928.00        |
| Putt-Putt                      | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00              |
| SpinZone Bumper Cars           | 7,488.00         | 7,488.00         | 7,488.00         | 7,488.00         | 11,648.00        | 11,648.00        | 11,648.00        | 11,648.00        | 7,488.00         | 7,488.00         | 7,488.00         | 7,488.00         | 106,496.00        |
| Lazer Tag Arena                | 10,108.80        | 10,108.80        | 10,108.80        | 10,108.80        | 15,724.80        | 15,724.80        | 15,724.80        | 15,724.80        | 10,108.80        | 10,108.80        | 10,108.80        | 10,108.80        | 143,769.60        |
| Batting Cages                  | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 1,440.00         | 1,440.00         | 1,440.00         | 1,440.00         | 0.00             | 0.00             | 5,760.00          |
| Rope Climbing Trails           | 1,440.00         | 1,440.00         | 1,440.00         | 1,440.00         | 1,440.00         | 1,440.00         | 1,440.00         | 1,440.00         | 1,440.00         | 1,440.00         | 1,440.00         | 1,440.00         | 17,280.00         |
| Golf Simulator                 | 1,800.00         | 1,800.00         | 1,800.00         | 1,800.00         | 1,800.00         | 1,800.00         | 1,800.00         | 1,800.00         | 1,800.00         | 1,800.00         | 1,800.00         | 1,800.00         | 21,600.00         |
| Video Arcade (30 units)        | 21,600.00        | 21,600.00        | 21,600.00        | 21,600.00        | 21,600.00        | 21,600.00        | 21,600.00        | 21,600.00        | 21,600.00        | 21,600.00        | 21,600.00        | 21,600.00        | 259,200.00        |
| Bakery Café / Concessions      | 2,246.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 40,684.80         |
| Sports Pub & Wine Bar          | 2,246.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 3,494.40         | 40,684.80         |
| Hour Time Restaurant & Bar     | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00              |
| <b>TOTAL INCOME</b>            | <b>56,757.60</b> | <b>59,253.60</b> | <b>59,253.60</b> | <b>59,253.60</b> | <b>69,029.60</b> | <b>69,029.60</b> | <b>91,217.60</b> | <b>91,217.60</b> | <b>81,441.60</b> | <b>81,441.60</b> | <b>59,253.60</b> | <b>59,253.60</b> | <b>836,403.20</b> |
| <b>DIRECT EXPENSES</b>         |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                   |
| Manager Fees                   | 5,675.76         | 5,925.36         | 5,925.36         | 5,925.36         | 6,902.96         | 6,902.96         | 9,121.76         | 9,121.76         | 8,144.16         | 8,144.16         | 5,925.36         | 5,925.36         | 83,640.32         |
| Salaries - Support Staff       | 10,000.00        | 10,000.00        | 10,000.00        | 10,000.00        | 10,000.00        | 10,000.00        | 15,000.00        | 20,000.00        | 18,000.00        | 16,000.00        | 8,000.00         | 8,000.00         | 145,000.00        |
| Payroll Taxes                  | 2,743.26         | 2,786.94         | 2,786.94         | 2,786.94         | 2,958.02         | 2,958.02         | 4,221.31         | 5,096.31         | 4,575.23         | 4,225.23         | 2,436.94         | 2,436.94         | 40,012.06         |
| Franchise Fees                 | 1,055.81         | 1,055.81         | 1,055.81         | 1,055.81         | 1,642.37         | 1,642.37         | 1,642.37         | 1,642.37         | 1,055.81         | 1,055.81         | 1,055.81         | 1,055.81         | 15,015.94         |
| Supplies & Maintenance         | 3,000.00         | 3,000.00         | 3,000.00         | 3,000.00         | 3,000.00         | 3,000.00         | 5,000.00         | 5,000.00         | 5,000.00         | 5,000.00         | 5,000.00         | 5,000.00         | 48,000.00         |
| Cost of Goods (Concessions)    | 786.24           | 1,223.04         | 1,223.04         | 1,223.04         | 1,223.04         | 1,223.04         | 1,223.04         | 1,223.04         | 1,223.04         | 1,223.04         | 1,223.04         | 1,223.04         | 14,239.68         |
| Redemption Counter             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00              |
| <b>TOTAL DIRECT EXPENSES</b>   | <b>23,261.07</b> | <b>23,991.15</b> | <b>23,991.15</b> | <b>23,991.15</b> | <b>25,726.39</b> | <b>25,726.39</b> | <b>36,208.48</b> | <b>42,083.48</b> | <b>37,998.24</b> | <b>35,648.24</b> | <b>23,641.15</b> | <b>23,641.15</b> | <b>345,907.99</b> |
| <b>INDIRECT EXPENSES</b>       |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                   |
| Advertising                    | 2,000.00         | 2,000.00         | 2,000.00         | 2,000.00         | 2,000.00         | 2,000.00         | 3,500.00         | 3,500.00         | 3,500.00         | 3,500.00         | 3,500.00         | 3,500.00         | 33,000.00         |
| Bank Charges                   | 1,702.73         | 1,777.61         | 1,777.61         | 1,777.61         | 2,070.89         | 2,070.89         | 2,736.53         | 2,736.53         | 2,443.25         | 2,443.25         | 1,777.61         | 1,777.61         | 25,092.10         |
| Dues/Subscriptions/Licenses    | 100.00           | 100.00           | 100.00           | 100.00           | 100.00           | 100.00           | 100.00           | 100.00           | 100.00           | 100.00           | 100.00           | 100.00           | 1,200.00          |
| Insurance & Workman's Comp     | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 6,000.00          |
| Office Expense                 | 200.00           | 200.00           | 200.00           | 200.00           | 200.00           | 200.00           | 200.00           | 200.00           | 200.00           | 200.00           | 200.00           | 200.00           | 2,400.00          |
| Postage & Deliver              | 150.00           | 150.00           | 150.00           | 150.00           | 150.00           | 150.00           | 150.00           | 150.00           | 150.00           | 150.00           | 150.00           | 150.00           | 1,800.00          |
| Professional Fees              | 300.00           | 300.00           | 300.00           | 300.00           | 300.00           | 300.00           | 300.00           | 300.00           | 300.00           | 300.00           | 300.00           | 300.00           | 3,600.00          |
| CAM                            | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 6,000.00          |
| Repairs/Maintenance/Cleaning   | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 6,000.00          |
| Software & Internet            | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 6,000.00          |
| Utilities                      | 2,000.00         | 2,000.00         | 2,000.00         | 2,000.00         | 2,000.00         | 2,000.00         | 4,000.00         | 4,000.00         | 4,000.00         | 4,000.00         | 4,000.00         | 4,000.00         | 36,000.00         |
| Meals/Travel                   | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 12,000.00         |
| <b>TOTAL INDIRECT EXPENSES</b> | <b>9,452.73</b>  | <b>9,527.61</b>  | <b>9,527.61</b>  | <b>9,527.61</b>  | <b>9,820.89</b>  | <b>9,820.89</b>  | <b>13,986.53</b> | <b>13,986.53</b> | <b>13,693.25</b> | <b>13,693.25</b> | <b>13,027.61</b> | <b>13,027.61</b> | <b>139,092.10</b> |
| <b>CASH-FLOW - OPERATIONS</b>  | <b>24,043.81</b> | <b>25,734.85</b> | <b>25,734.85</b> | <b>25,734.85</b> | <b>33,482.33</b> | <b>33,482.33</b> | <b>41,022.60</b> | <b>35,147.60</b> | <b>29,750.12</b> | <b>32,100.12</b> | <b>22,584.85</b> | <b>22,584.85</b> | <b>351,403.11</b> |
| <b>OTHER EXPENSES</b>          |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                   |
| Lease with Purchase Option     | 5,000.00         | 5,000.00         | 5,000.00         | 5,000.00         | 5,000.00         | 5,000.00         | 13,000.00        | 13,000.00        | 13,000.00        | 13,000.00        | 13,000.00        | 13,000.00        | 108,000.00        |
| Master Member Payments @ 10%   | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 4,166.67         | 4,166.67         | 4,166.67         | 4,166.67         | 4,166.67         | 4,166.67         | 25,000.00         |
| Charter Member Payments @ 10%  | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00              |
| <b>TOTAL OTHER EXPENSES</b>    | <b>5,000.00</b>  | <b>5,000.00</b>  | <b>5,000.00</b>  | <b>5,000.00</b>  | <b>5,000.00</b>  | <b>5,000.00</b>  | <b>17,166.67</b> | <b>17,166.67</b> | <b>17,166.67</b> | <b>17,166.67</b> | <b>17,166.67</b> | <b>17,166.67</b> | <b>133,000.00</b> |
| <b>OTHER INCOME</b>            |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                   |
| Gift Certificates Sold         | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00              |
| <b>NET CASH BALANCE</b>        | <b>19,043.81</b> | <b>20,734.85</b> | <b>20,734.85</b> | <b>20,734.85</b> | <b>28,482.33</b> | <b>28,482.33</b> | <b>23,855.93</b> | <b>17,980.93</b> | <b>12,583.45</b> | <b>14,933.45</b> | <b>5,418.18</b>  | <b>5,418.18</b>  | <b>218,403.11</b> |



**LafayetteRaceway.com "Your Family Fun Park"**  
**Phase 4 and 5 Projected Cash Flow**

| Utilization Rate               | 10%              |                  |                  |                  |                  |                  | 15%               |                   |                   |                   |                   |                   | 2019                |
|--------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------|
|                                | Phase 4          |                  |                  |                  |                  |                  | Phase 5           |                   |                   |                   |                   |                   | TOTALS              |
|                                | Jan-19           | Feb-19           | Mar-19           | Apr-19           | May-19           | Jun-19           | Jul-19            | Aug-19            | Sep-19            | Oct-19            | Nov-19            | Dec-19            |                     |
| <b>INCOME</b>                  |                  |                  |                  |                  |                  |                  |                   |                   |                   |                   |                   |                   |                     |
| Go Karts                       | 9,828.00         | 9,828.00         | 9,828.00         | 9,828.00         | 9,828.00         | 9,828.00         | 45,864.00         | 45,864.00         | 45,864.00         | 14,742.00         | 14,742.00         | 14,742.00         | 240,786.00          |
| Putt-Putt                      | 0.00             | 0.00             | 0.00             | 0.00             | 10,080.00        | 10,080.00        | 15,120.00         | 15,120.00         | 15,120.00         | 7,560.00          | 7,560.00          | 7,560.00          | 88,200.00           |
| SpinZone Bumper Cars           | 11,232.00        | 11,232.00        | 11,232.00        | 11,232.00        | 17,472.00        | 17,472.00        | 26,208.00         | 26,208.00         | 16,848.00         | 16,848.00         | 16,848.00         | 16,848.00         | 199,680.00          |
| Lazer Tag Arena                | 10,108.80        | 10,108.80        | 10,108.80        | 10,108.80        | 15,724.80        | 15,724.80        | 23,587.20         | 23,587.20         | 15,163.20         | 15,163.20         | 15,163.20         | 15,163.20         | 179,712.00          |
| Batting Cages (outdoor)        | 0.00             | 0.00             | 0.00             | 1,440.00         | 1,440.00         | 1,440.00         | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 17,280.00           |
| Rope Climbing Trails           | 1,440.00         | 1,440.00         | 1,440.00         | 1,440.00         | 1,440.00         | 1,440.00         | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 21,600.00           |
| Golf Simulator & Range         | 1,800.00         | 1,800.00         | 1,800.00         | 1,800.00         | 1,800.00         | 1,800.00         | 2,700.00          | 2,700.00          | 2,700.00          | 2,700.00          | 2,700.00          | 2,700.00          | 27,000.00           |
| Video Arcade (50 units)        | 21,600.00        | 21,600.00        | 21,600.00        | 21,600.00        | 21,600.00        | 21,600.00        | 54,000.00         | 54,000.00         | 54,000.00         | 54,000.00         | 54,000.00         | 54,000.00         | 453,600.00          |
| Bakery Café / Concessions      | 2,246.40         | 2,246.40         | 2,246.40         | 2,246.40         | 2,246.40         | 2,246.40         | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 33,696.00           |
| Sports Pub & Wine Bar          | 2,246.40         | 2,246.40         | 2,246.40         | 2,246.40         | 2,246.40         | 2,246.40         | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 33,696.00           |
| Hour Time Restaurant & Bar     | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 30,000.00         | 30,000.00         | 30,000.00         | 30,000.00         | 30,000.00         | 30,000.00         | 180,000.00          |
| <b>TOTAL INCOME</b>            | <b>60,501.60</b> | <b>60,501.60</b> | <b>60,501.60</b> | <b>61,941.60</b> | <b>83,877.60</b> | <b>83,877.60</b> | <b>208,538.40</b> | <b>208,538.40</b> | <b>190,754.40</b> | <b>152,072.40</b> | <b>152,072.40</b> | <b>152,072.40</b> | <b>1,475,250.00</b> |
| <b>DIRECT EXPENSES</b>         |                  |                  |                  |                  |                  |                  |                   |                   |                   |                   |                   |                   |                     |
| Manager Fees                   | 6,050.16         | 6,050.16         | 6,050.16         | 6,194.16         | 8,387.76         | 8,387.76         | 20,853.84         | 20,853.84         | 19,075.44         | 15,207.24         | 15,207.24         | 15,207.24         | 147,525.00          |
| Salaries - Support Staff       | 8,000.00         | 8,000.00         | 9,000.00         | 10,000.00        | 15,000.00        | 20,000.00        | 30,000.00         | 30,000.00         | 25,000.00         | 20,000.00         | 15,000.00         | 15,000.00         | 205,000.00          |
| Payroll Taxes                  | 2,458.78         | 2,458.78         | 2,633.78         | 2,833.98         | 4,092.86         | 4,967.86         | 8,899.42          | 8,899.42          | 7,713.20          | 6,161.27          | 5,286.27          | 5,286.27          | 61,691.88           |
| Franchise Fees                 | 1,280.45         | 1,280.45         | 1,280.45         | 1,280.45         | 1,991.81         | 1,991.81         | 2,987.71          | 2,987.71          | 1,920.67          | 1,920.67          | 1,920.67          | 1,920.67          | 22,763.52           |
| Supplies & Maintenance         | 5,000.00         | 5,000.00         | 5,000.00         | 5,000.00         | 5,000.00         | 5,000.00         | 10,000.00         | 10,000.00         | 10,000.00         | 10,000.00         | 10,000.00         | 10,000.00         | 90,000.00           |
| Cost of Goods (Concessions)    | 786.24           | 786.24           | 786.24           | 786.24           | 786.24           | 786.24           | 1,179.36          | 1,179.36          | 1,179.36          | 1,179.36          | 1,179.36          | 1,179.36          | 11,793.60           |
| Redemption Counter             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 16,200.00         | 16,200.00         | 16,200.00         | 16,200.00         | 16,200.00         | 16,200.00         | 97,200.00           |
| <b>TOTAL DIRECT EXPENSES</b>   | <b>23,575.63</b> | <b>23,575.63</b> | <b>24,750.63</b> | <b>26,094.83</b> | <b>35,258.67</b> | <b>41,133.67</b> | <b>90,120.33</b>  | <b>90,120.33</b>  | <b>81,088.67</b>  | <b>70,668.54</b>  | <b>64,793.54</b>  | <b>64,793.54</b>  | <b>635,974.00</b>   |
| <b>INDIRECT EXPENSES</b>       |                  |                  |                  |                  |                  |                  |                   |                   |                   |                   |                   |                   |                     |
| Advertising                    | 2,000.00         | 2,000.00         | 2,000.00         | 2,000.00         | 2,000.00         | 5,000.00         | 3,500.00          | 3,500.00          | 3,500.00          | 3,500.00          | 3,500.00          | 3,500.00          | 36,000.00           |
| Bank Charges                   | 1,815.05         | 1,815.05         | 1,815.05         | 1,858.25         | 2,516.33         | 2,516.33         | 6,256.15          | 6,256.15          | 5,722.63          | 4,562.17          | 4,562.17          | 4,562.17          | 44,257.50           |
| Dues/Subscriptions/Licenses    | 100.00           | 100.00           | 100.00           | 100.00           | 100.00           | 100.00           | 100.00            | 100.00            | 100.00            | 100.00            | 100.00            | 100.00            | 1,200.00            |
| Insurance & Workman's Comp     | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 12,000.00           |
| Office Expense                 | 200.00           | 200.00           | 200.00           | 200.00           | 200.00           | 200.00           | 200.00            | 200.00            | 200.00            | 200.00            | 200.00            | 200.00            | 2,400.00            |
| Postage & Deliver              | 150.00           | 150.00           | 150.00           | 150.00           | 150.00           | 150.00           | 150.00            | 150.00            | 150.00            | 150.00            | 150.00            | 150.00            | 1,800.00            |
| Professional Fees              | 300.00           | 300.00           | 300.00           | 300.00           | 300.00           | 300.00           | 300.00            | 300.00            | 300.00            | 300.00            | 300.00            | 300.00            | 3,600.00            |
| CAM                            | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 6,000.00            |
| Repairs/Maintenance/Cleaning   | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 12,000.00           |
| Software & Internet            | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00           | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 6,000.00            |
| Utilities                      | 4,000.00         | 4,000.00         | 4,000.00         | 4,000.00         | 4,000.00         | 4,000.00         | 4,000.00          | 4,000.00          | 4,000.00          | 4,000.00          | 4,000.00          | 4,000.00          | 48,000.00           |
| Meals/Travel                   | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00         | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 12,000.00           |
| <b>TOTAL INDIRECT EXPENSES</b> | <b>12,565.05</b> | <b>12,565.05</b> | <b>12,565.05</b> | <b>12,608.25</b> | <b>13,266.33</b> | <b>16,266.33</b> | <b>18,506.15</b>  | <b>18,506.15</b>  | <b>17,972.63</b>  | <b>16,812.17</b>  | <b>16,812.17</b>  | <b>16,812.17</b>  | <b>185,257.50</b>   |
| <b>CASH-FLOW - OPERATIONS</b>  | <b>24,360.93</b> | <b>24,360.93</b> | <b>23,185.93</b> | <b>23,238.53</b> | <b>35,352.61</b> | <b>26,477.61</b> | <b>99,911.91</b>  | <b>99,911.91</b>  | <b>91,693.09</b>  | <b>64,591.69</b>  | <b>70,466.69</b>  | <b>70,466.69</b>  | <b>654,018.51</b>   |
| <b>OTHER EXPENSES</b>          |                  |                  |                  |                  |                  |                  |                   |                   |                   |                   |                   |                   |                     |
| Lease with Purchase Option     | 13,000.00        | 13,000.00        | 13,000.00        | 13,000.00        | 13,000.00        | 13,000.00        | 28,000.00         | 28,000.00         | 28,000.00         | 28,000.00         | 28,000.00         | 28,000.00         | 246,000.00          |
| Master Member Payments @ 10%   | 4,166.67         | 4,166.67         | 4,166.67         | 4,166.67         | 4,166.67         | 4,166.67         | 4,166.67          | 4,166.67          | 4,166.67          | 4,166.67          | 4,166.67          | 4,166.67          | 50,000.00           |
| Charter Member Payments @ 10%  | 4,166.67         | 4,166.67         | 4,166.67         | 4,166.67         | 4,166.67         | 4,166.67         | 8,333.33          | 8,333.33          | 8,333.33          | 8,333.33          | 8,333.33          | 8,333.33          | 75,000.00           |
| <b>TOTAL OTHER EXPENSES</b>    | <b>21,333.33</b> | <b>21,333.33</b> | <b>21,333.33</b> | <b>21,333.33</b> | <b>21,333.33</b> | <b>21,333.33</b> | <b>40,500.00</b>  | <b>40,500.00</b>  | <b>40,500.00</b>  | <b>40,500.00</b>  | <b>40,500.00</b>  | <b>40,500.00</b>  | <b>371,000.00</b>   |
| <b>OTHER INCOME</b>            |                  |                  |                  |                  |                  |                  |                   |                   |                   |                   |                   |                   |                     |
| Gift Certificates Sold         | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00             | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              | 0.00                |
| <b>NET CASH BALANCE</b>        | <b>3,027.59</b>  | <b>3,027.59</b>  | <b>1,852.59</b>  | <b>1,905.19</b>  | <b>14,019.27</b> | <b>5,144.27</b>  | <b>59,411.91</b>  | <b>59,411.91</b>  | <b>51,193.09</b>  | <b>24,091.69</b>  | <b>29,966.69</b>  | <b>29,966.69</b>  | <b>283,018.51</b>   |

**LafayetteRaceway.com "Your Family Fun Park"**  
**Phase 6 2020 Projected Cash Flow**

| Utilization Rate               | 15%               |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                     |
|--------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------|
|                                | Phase 6           |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   | 2020                |
|                                | Jan-20            | Feb-20            | Mar-20            | Apr-20            | May-20            | Jun-20            | Jul-20            | Aug-20            | Sep-20            | Oct-20            | Nov-20            | Dec-20            | TOTALS              |
| <b>INCOME</b>                  |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                     |
| Go Karts                       | 14,742.00         | 14,742.00         | 14,742.00         | 14,742.00         | 14,742.00         | 14,742.00         | 45,864.00         | 45,864.00         | 45,864.00         | 14,742.00         | 14,742.00         | 14,742.00         | 270,270.00          |
| Putt-Putt                      | 7,560.00          | 7,560.00          | 7,560.00          | 7,560.00          | 15,120.00         | 15,120.00         | 15,120.00         | 15,120.00         | 15,120.00         | 7,560.00          | 7,560.00          | 7,560.00          | 128,520.00          |
| SpinZone Bumper Cars           | 16,848.00         | 16,848.00         | 16,848.00         | 16,848.00         | 26,208.00         | 26,208.00         | 26,208.00         | 26,208.00         | 16,848.00         | 16,848.00         | 16,848.00         | 16,848.00         | 239,616.00          |
| Lazer Tag Arena                | 15,163.20         | 15,163.20         | 15,163.20         | 15,163.20         | 23,587.20         | 23,587.20         | 23,587.20         | 23,587.20         | 15,163.20         | 15,163.20         | 15,163.20         | 15,163.20         | 215,654.40          |
| Batting Cages                  | 0.00              | 0.00              | 0.00              | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 0.00              | 0.00              | 0.00              | 25,920.00           |
| Rope Climbing Trails           | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 2,160.00          | 32,400.00           |
| Golf Simulator                 | 2,700.00          | 2,700.00          | 2,700.00          | 2,700.00          | 2,700.00          | 2,700.00          | 2,700.00          | 2,700.00          | 2,700.00          | 2,700.00          | 2,700.00          | 2,700.00          | 518,400.00          |
| Video Arcade (50 units)        | 32,400.00         | 32,400.00         | 32,400.00         | 32,400.00         | 32,400.00         | 32,400.00         | 54,000.00         | 54,000.00         | 54,000.00         | 54,000.00         | 54,000.00         | 54,000.00         | 40,435.20           |
| Bakery Café / Concessions      | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 40,435.20           |
| Sports Pub & Wine Bar          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 3,369.60          | 378,000.00          |
| Hour Time Restaurant & Bar     | 31,500.00         | 31,500.00         | 31,500.00         | 31,500.00         | 31,500.00         | 31,500.00         | 31,500.00         | 31,500.00         | 31,500.00         | 31,500.00         | 31,500.00         | 31,500.00         | 378,000.00          |
| <b>TOTAL INCOME</b>            | <b>129,812.40</b> | <b>129,812.40</b> | <b>129,812.40</b> | <b>131,972.40</b> | <b>157,316.40</b> | <b>157,316.40</b> | <b>210,038.40</b> | <b>210,038.40</b> | <b>192,254.40</b> | <b>151,412.40</b> | <b>151,412.40</b> | <b>151,412.40</b> | <b>1,902,610.80</b> |
| <b>DIRECT EXPENSES</b>         |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                     |
| Manager Fees                   | 11,981.24         | 11,981.24         | 11,981.24         | 13,197.24         | 15,731.64         | 15,731.64         | 21,003.84         | 21,003.84         | 19,225.44         | 15,141.24         | 15,141.24         | 15,141.24         | 187,261.08          |
| Salaries - Support Staff       | 18,000.00         | 18,000.00         | 18,000.00         | 20,000.00         | 25,000.00         | 30,000.00         | 30,000.00         | 30,000.00         | 25,000.00         | 20,000.00         | 15,000.00         | 15,000.00         | 264,000.00          |
| Payroll Taxes                  | 5,246.72          | 5,246.72          | 5,246.72          | 5,809.52          | 7,128.04          | 8,003.04          | 8,925.67          | 8,925.67          | 7,739.45          | 6,149.72          | 5,274.72          | 5,274.72          | 78,970.69           |
| Franchise Fees                 | 1,920.67          | 1,920.67          | 1,920.67          | 1,920.67          | 2,987.71          | 2,987.71          | 2,987.71          | 2,987.71          | 1,920.67          | 1,920.67          | 1,920.67          | 1,920.67          | 27,316.22           |
| Supplies & Maintenance         | 10,000.00         | 10,000.00         | 10,000.00         | 10,000.00         | 10,000.00         | 10,000.00         | 10,000.00         | 10,000.00         | 10,000.00         | 10,000.00         | 10,000.00         | 10,000.00         | 120,000.00          |
| Cost of Goods (Concessions)    | 1,179.36          | 1,179.36          | 1,179.36          | 1,179.36          | 1,179.36          | 1,179.36          | 1,179.36          | 1,179.36          | 1,179.36          | 1,179.36          | 1,179.36          | 1,179.36          | 14,152.32           |
| Redemption Counter             | 9,720.00          | 9,720.00          | 9,720.00          | 9,720.00          | 9,720.00          | 9,720.00          | 16,200.00         | 16,200.00         | 16,200.00         | 16,200.00         | 16,200.00         | 16,200.00         | 155,520.00          |
| <b>TOTAL DIRECT EXPENSES</b>   | <b>58,047.99</b>  | <b>58,047.99</b>  | <b>58,047.99</b>  | <b>61,826.79</b>  | <b>71,746.75</b>  | <b>77,621.75</b>  | <b>90,296.58</b>  | <b>90,296.58</b>  | <b>81,264.92</b>  | <b>70,590.99</b>  | <b>64,715.99</b>  | <b>64,715.99</b>  | <b>847,220.31</b>   |
| <b>INDIRECT EXPENSES</b>       |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                     |
| Advertising                    | 2,000.00          | 2,000.00          | 2,000.00          | 2,000.00          | 2,000.00          | 5,000.00          | 3,500.00          | 3,500.00          | 3,500.00          | 3,500.00          | 3,500.00          | 3,500.00          | 36,000.00           |
| Bank Charges                   | 3,894.37          | 3,894.37          | 3,894.37          | 3,959.17          | 4,719.49          | 4,719.49          | 6,301.15          | 6,301.15          | 5,767.63          | 4,542.37          | 4,542.37          | 4,542.37          | 57,078.32           |
| Dues/Subscriptions/Licenses    | 100.00            | 100.00            | 100.00            | 100.00            | 100.00            | 100.00            | 100.00            | 100.00            | 100.00            | 100.00            | 100.00            | 100.00            | 1,200.00            |
| Insurance & Workman's Comp     | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 12,000.00           |
| Office Expense                 | 200.00            | 200.00            | 200.00            | 200.00            | 200.00            | 200.00            | 200.00            | 200.00            | 200.00            | 200.00            | 200.00            | 200.00            | 2,400.00            |
| Postage & Deliver              | 150.00            | 150.00            | 150.00            | 150.00            | 150.00            | 150.00            | 150.00            | 150.00            | 150.00            | 150.00            | 150.00            | 150.00            | 1,800.00            |
| Professional Fees              | 300.00            | 300.00            | 300.00            | 300.00            | 300.00            | 300.00            | 300.00            | 300.00            | 300.00            | 300.00            | 300.00            | 300.00            | 3,600.00            |
| CAM                            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 6,000.00            |
| Repairs/Maintenance/Cleaning   | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 12,000.00           |
| Software & Internet            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 500.00            | 6,000.00            |
| Utilities                      | 4,000.00          | 4,000.00          | 4,000.00          | 4,000.00          | 4,000.00          | 4,000.00          | 4,000.00          | 4,000.00          | 4,000.00          | 4,000.00          | 4,000.00          | 4,000.00          | 48,000.00           |
| Meals/Travel                   | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 1,000.00          | 12,000.00           |
| <b>TOTAL INDIRECT EXPENSES</b> | <b>14,644.37</b>  | <b>14,644.37</b>  | <b>14,644.37</b>  | <b>14,709.17</b>  | <b>15,469.49</b>  | <b>18,469.49</b>  | <b>18,551.15</b>  | <b>18,551.15</b>  | <b>18,017.63</b>  | <b>16,792.37</b>  | <b>16,792.37</b>  | <b>16,792.37</b>  | <b>198,078.32</b>   |
| <b>CASH-FLOW - OPERATIONS</b>  | <b>57,120.04</b>  | <b>57,120.04</b>  | <b>57,120.04</b>  | <b>55,436.44</b>  | <b>70,100.16</b>  | <b>61,225.16</b>  | <b>101,190.66</b> | <b>101,190.66</b> | <b>92,971.84</b>  | <b>64,029.04</b>  | <b>69,904.04</b>  | <b>69,904.04</b>  | <b>857,312.16</b>   |
| <b>OTHER EXPENSES</b>          |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                     |
| Purchase Mortgage              | 28,000.00         | 28,000.00         | 28,000.00         | 28,000.00         | 28,000.00         | 28,000.00         | 28,000.00         | 28,000.00         | 28,000.00         | 28,000.00         | 28,000.00         | 28,000.00         | 336,000.00          |
| Master Member Payments @ 10%   | 4,166.67          | 4,166.67          | 4,166.67          | 4,166.67          | 4,166.67          | 4,166.67          | 4,166.67          | 4,166.67          | 4,166.67          | 4,166.67          | 4,166.67          | 4,166.67          | 50,000.00           |
| Charter Member Payments @ 10%  | 16,666.67         | 16,666.67         | 16,666.67         | 16,666.67         | 16,666.67         | 16,666.67         | 20,833.33         | 20,833.33         | 20,833.33         | 20,833.33         | 20,833.33         | 20,833.33         | 225,000.00          |
| <b>TOTAL OTHER EXPENSES</b>    | <b>48,833.33</b>  | <b>48,833.33</b>  | <b>48,833.33</b>  | <b>48,833.33</b>  | <b>48,833.33</b>  | <b>48,833.33</b>  | <b>53,000.00</b>  | <b>53,000.00</b>  | <b>53,000.00</b>  | <b>53,000.00</b>  | <b>53,000.00</b>  | <b>53,000.00</b>  | <b>611,000.00</b>   |
| <b>OTHER INCOME</b>            |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                     |
| Gift Certificates Sold         | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              | 0.00                |
| <b>NET CASH BALANCE</b>        | <b>8,286.71</b>   | <b>8,286.71</b>   | <b>8,286.71</b>   | <b>6,603.11</b>   | <b>21,266.83</b>  | <b>12,391.83</b>  | <b>48,190.66</b>  | <b>48,190.66</b>  | <b>39,971.84</b>  | <b>11,029.04</b>  | <b>16,904.04</b>  | <b>16,904.04</b>  | <b>246,312.16</b>   |



# LafayetteRaceway.com "Your Family Fun Park"

## 10 Year Projected Cash Flow

| Phases                         | 1<br>2017<br>TOTALS | 2 & 3<br>2018<br>TOTALS | 4 & 5<br>2019<br>TOTALS | 6<br>2020<br>TOTALS | 5% Annual Increase →<br>2021<br>TOTALS | 2022<br>TOTALS      | 2023<br>TOTALS      | 2024<br>TOTALS      | 2025<br>TOTALS      | 2026<br>TOTALS      | 2027<br>TOTALS      |
|--------------------------------|---------------------|-------------------------|-------------------------|---------------------|--|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>INCOME</b>                  |                     |                         |                         |                     |  |                     |                     |                     |                     |                     |                     |
| Go Karts                       | 0.00                | 200,928.00              | 240,786.00              | 270,270.00          | 283,783.50                             | 297,972.68          | 312,871.31          | 328,514.87          | 344,940.62          | 362,187.65          | 380,297.03          |
| Putt-Putt                      | 0.00                | -                       | 88,200.00               | 128,520.00          | 134,946.00                             | 141,693.30          | 148,777.97          | 156,216.86          | 164,027.71          | 172,229.09          | 180,840.55          |
| SpinZone Bumper Cars           | 27,705.60           | 106,496.00              | 199,680.00              | 239,616.00          | 251,596.80                             | 264,176.64          | 277,385.47          | 291,254.75          | 305,817.48          | 321,108.36          | 337,163.77          |
| Lazer Tag Arena                | 37,402.56           | 143,769.60              | 179,712.00              | 215,654.40          | 226,437.12                             | 237,758.98          | 249,646.92          | 262,129.27          | 275,235.73          | 288,997.52          | 303,447.40          |
| Batting Cages                  | 0.00                | 5,760.00                | 17,280.00               | 12,960.00           | 13,608.00                              | 14,288.40           | 15,002.82           | 15,752.96           | 16,540.61           | 17,367.64           | 18,236.02           |
| Rope Climbing Trails           | 0.00                | 17,280.00               | 21,600.00               | 25,920.00           | 27,216.00                              | 28,576.80           | 30,005.64           | 31,505.92           | 33,081.22           | 34,735.28           | 36,472.04           |
| Golf Simulator                 | 0.00                | 21,600.00               | 27,000.00               | 32,400.00           | 34,020.00                              | 35,721.00           | 37,507.05           | 39,382.40           | 41,351.52           | 43,419.10           | 45,590.05           |
| Video Arcade (50 units)        | 14,400.00           | 259,200.00              | 453,600.00              | 518,400.00          | 544,320.00                             | 571,536.00          | 600,112.80          | 630,118.44          | 661,624.36          | 694,705.58          | 729,440.86          |
| Bakery Café / Concessions      | 8,985.60            | 40,684.80               | 33,696.00               | 40,435.20           | 42,456.96                              | 44,579.81           | 46,808.80           | 49,149.24           | 51,606.70           | 54,187.04           | 56,896.39           |
| Sports Pub & Wine Bar          | 8,985.60            | 40,684.80               | 33,696.00               | 40,435.20           | 42,456.96                              | 44,579.81           | 46,808.80           | 49,149.24           | 51,606.70           | 54,187.04           | 56,896.39           |
| Hour Time Restaurant & Bar     | 0.00                | -                       | 180,000.00              | 378,000.00          | 396,900.00                             | 416,745.00          | 437,582.25          | 459,461.36          | 482,434.43          | 506,556.15          | 531,883.96          |
| <b>TOTAL INCOME</b>            | <b>97,479.36</b>    | <b>836,403.20</b>       | <b>1,475,250.00</b>     | <b>1,902,610.80</b> | <b>1,997,741.34</b>                    | <b>2,097,628.41</b> | <b>2,202,509.83</b> | <b>2,312,635.32</b> | <b>2,428,267.08</b> | <b>2,549,680.44</b> | <b>2,677,164.46</b> |
| <b>DIRECT EXPENSES</b>         |                     |                         |                         |                     |  |                     |                     |                     |                     |                     |                     |
| Manager Fees                   | 9,747.94            | 83,640.32               | 147,525.00              | 187,261.08          | 196,624.13                             | 206,455.34          | 216,778.11          | 227,617.01          | 238,997.86          | 250,947.76          | 263,495.14          |
| Salaries - Support Staff       | 15,000.00           | 145,000.00              | 205,000.00              | 264,000.00          | 277,200.00                             | 291,060.00          | 305,613.00          | 320,893.65          | 336,938.33          | 353,785.25          | 371,474.51          |
| Payroll Taxes                  | 4,330.89            | 40,012.06               | 61,691.88               | 78,970.69           | 82,919.22                              | 87,065.18           | 91,418.44           | 95,989.37           | 100,788.83          | 105,828.28          | 111,119.69          |
| Franchise Fees                 | 3,906.49            | 15,015.94               | 22,763.52               | 27,316.22           | 28,682.04                              | 30,116.14           | 31,621.94           | 33,203.04           | 34,863.19           | 36,606.35           | 38,436.67           |
| Supplies & Maintenance         | 6,000.00            | 48,000.00               | 90,000.00               | 120,000.00          | 126,000.00                             | 132,300.00          | 138,915.00          | 145,860.75          | 153,153.79          | 160,811.48          | 168,852.05          |
| Cost of Goods (Concessions)    | 3,144.96            | 14,239.68               | 11,793.60               | 14,152.32           | 14,859.94                              | 15,602.93           | 16,383.08           | 17,202.23           | 18,062.35           | 18,965.46           | 19,913.74           |
| Redemption Counter             | 0.00                | -                       | 97,200.00               | 155,520.00          | 163,296.00                             | 171,460.80          | 180,033.84          | 189,035.53          | 198,487.31          | 208,411.67          | 218,832.26          |
| <b>TOTAL DIRECT EXPENSES</b>   | <b>42,130.27</b>    | <b>345,907.99</b>       | <b>635,974.00</b>       | <b>847,220.31</b>   | <b>889,581.33</b>                      | <b>934,060.40</b>   | <b>980,763.41</b>   | <b>1,029,801.59</b> | <b>1,081,291.66</b> | <b>1,135,356.25</b> | <b>1,192,124.06</b> |
| <b>INDIRECT EXPENSES</b>       |                     |                         |                         |                     |  |                     |                     |                     |                     |                     |                     |
| Advertising                    | 11,000.00           | 33,000.00               | 36,000.00               | 36,000.00           | 37,800.00                              | 39,690.00           | 41,674.50           | 43,758.23           | 45,946.14           | 48,243.44           | 50,655.62           |
| Bank Charges                   | 2,924.38            | 25,092.10               | 44,257.50               | 57,078.32           | 59,932.24                              | 62,928.85           | 66,075.29           | 69,379.06           | 72,848.01           | 76,490.41           | 80,314.93           |
| Dues/Subscriptions/Licenses    | 400.00              | 1,200.00                | 1,200.00                | 1,200.00            | 1,260.00                               | 1,323.00            | 1,389.15            | 1,458.61            | 1,531.54            | 1,608.11            | 1,688.52            |
| Insurance & Workman's Comp     | 1,000.00            | 6,000.00                | 12,000.00               | 12,000.00           | 12,600.00                              | 13,230.00           | 13,891.50           | 14,586.08           | 15,315.38           | 16,081.15           | 16,885.21           |
| Office Expense                 | 800.00              | 2,400.00                | 2,400.00                | 2,400.00            | 2,520.00                               | 2,646.00            | 2,778.30            | 2,917.22            | 3,063.08            | 3,216.23            | 3,377.04            |
| Postage & Deliver              | 600.00              | 1,800.00                | 1,800.00                | 1,800.00            | 1,890.00                               | 1,984.50            | 2,083.73            | 2,187.91            | 2,297.31            | 2,412.17            | 2,532.78            |
| Professional Fees              | 1,200.00            | 3,600.00                | 3,600.00                | 3,600.00            | 3,780.00                               | 3,969.00            | 4,167.45            | 4,375.82            | 4,594.61            | 4,824.34            | 5,065.56            |
| CAM                            | 2,000.00            | 6,000.00                | 6,000.00                | 6,000.00            | 6,300.00                               | 6,615.00            | 6,945.75            | 7,293.04            | 7,657.69            | 8,040.57            | 8,442.60            |
| Repairs/Maintenance/Cleaning   | 2,000.00            | 6,000.00                | 12,000.00               | 12,000.00           | 12,600.00                              | 13,230.00           | 13,891.50           | 14,586.08           | 15,315.38           | 16,081.15           | 16,885.21           |
| Software & Internet            | 2,000.00            | 6,000.00                | 6,000.00                | 6,000.00            | 6,300.00                               | 6,615.00            | 6,945.75            | 7,293.04            | 7,657.69            | 8,040.57            | 8,442.60            |
| Utilities                      | 6,000.00            | 36,000.00               | 48,000.00               | 48,000.00           | 50,400.00                              | 52,920.00           | 55,566.00           | 58,344.30           | 61,261.52           | 64,324.59           | 67,540.82           |
| Meals/Travel                   | 2,000.00            | 12,000.00               | 12,000.00               | 12,000.00           | 12,600.00                              | 13,230.00           | 13,891.50           | 14,586.08           | 15,315.38           | 16,081.15           | 16,885.21           |
| <b>TOTAL INDIRECT EXPENSES</b> | <b>31,924.38</b>    | <b>139,092.10</b>       | <b>185,257.50</b>       | <b>198,078.32</b>   | <b>207,982.24</b>                      | <b>218,381.35</b>   | <b>229,300.42</b>   | <b>240,765.44</b>   | <b>252,803.71</b>   | <b>265,443.90</b>   | <b>278,716.09</b>   |
| <b>CASH-FLOW - OPERATIONS</b>  | <b>23,424.70</b>    | <b>351,403.11</b>       | <b>654,018.51</b>       | <b>857,312.16</b>   | <b>900,177.77</b>                      | <b>945,186.66</b>   | <b>992,445.99</b>   | <b>1,042,068.29</b> | <b>1,094,171.71</b> | <b>1,148,880.29</b> | <b>1,206,324.31</b> |
| <b>OTHER EXPENSES</b>          |                     |                         |                         |                     |  |                     |                     |                     |                     |                     |                     |
| Purchase Mortgage              | 20,000.00           | 108,000.00              | 246,000.00              | 336,000.00          | 396,000.00                             | 396,000.00          | 396,000.00          | 396,000.00          | 396,000.00          | 396,000.00          | 396,000.00          |
| Master Member Payments @ 10%   | 0.00                | 25,000.00               | 50,000.00               | 50,000.00           | 50,000.00                              | 50,000.00           | 50,000.00           | 50,000.00           | 50,000.00           | 50,000.00           | 50,000.00           |
| Charter Member Payments @ 10%  | 0.00                | -                       | 75,000.00               | 225,000.00          | 250,000.00                             | 250,000.00          | 250,000.00          | 250,000.00          | 250,000.00          | 250,000.00          | 250,000.00          |
| <b>TOTAL OTHER EXPENSES</b>    | <b>20,000.00</b>    | <b>133,000.00</b>       | <b>371,000.00</b>       | <b>611,000.00</b>   | <b>696,000.00</b>                      | <b>696,000.00</b>   | <b>696,000.00</b>   | <b>696,000.00</b>   | <b>696,000.00</b>   | <b>696,000.00</b>   | <b>696,000.00</b>   |
| <b>OTHER INCOME</b>            |                     |                         |                         |                     |  |                     |                     |                     |                     |                     |                     |
| Gift Certificates Sold         | 0.00                | 0.00                    | 0.00                    | 0.00                | 0.00                                   | 0.00                | 0.00                | 0.00                | 0.00                | 0.00                | 0.00                |
| <b>NET CASH BALANCE</b>        | <b>3,424.70</b>     | <b>218,403.11</b>       | <b>283,018.51</b>       | <b>246,312.16</b>   | <b>204,177.77</b>                      | <b>249,186.66</b>   | <b>296,445.99</b>   | <b>346,068.29</b>   | <b>398,171.71</b>   | <b>452,880.29</b>   | <b>510,324.31</b>   |

**Lafayette Raceway Family Fun Center  
Member Return On Investment**

| Utilization Rate<br>Phase                        | 10%<br>1<br>2017 | 2 & 3<br>2018    | 15%<br>4 & 5<br>2019 | →<br>6<br>2020   | 2021             | 2022              | 2023                       | 2024          | 2025          | 2026          |
|--|------------------|------------------|----------------------|------------------|------------------|-------------------|----------------------------|---------------|---------------|---------------|
| <b>Master Member Payments @ 10%</b>              | 0                | 25,000           | 50,000               | 50,000           | 50,000           | 50,000            | 50,000                     | 50,000        | 50,000        | 50,000        |
| Profit Distributions to Master Members           | 1,712            | 54,601           | 93,255               | 61,578           | 146,867          | 162,911           | 179,756                    | 197,444       | 216,016       | 235,517       |
| Total Distributions to Master Members            | 1,712            | 79,601           | 143,255              | 111,578          | 196,867          | 212,911           | 229,756                    | 247,444       | 266,016       | 285,517       |
| <b>Annual Return on Investment</b>               | <b>0.34%</b>     | <b>15.92%</b>    | <b>28.65%</b>        | <b>22.32%</b>    | <b>39.37%</b>    | <b>42.58%</b>     | <b>45.95%</b>              | <b>49.49%</b> | <b>53.20%</b> | <b>57.10%</b> |
| Cumulative Distributions to Master Members       | 1,712            | 81,313           | 224,568              | 336,146          | 533,013          | 745,924           | 975,680                    | 1,223,125     | 1,489,141     | 1,774,658     |
| <b>Charter Member Payments @ 10%</b>             |                  | 0                | 75,000               | 225,000          | 250,000          | 250,000           | 250,000                    | 250,000       | 250,000       | 250,000       |
| Profit Distributions to Charter Members          |                  | 109,202          | 186,509              | 123,156          | 293,735          | 325,822           | 359,513                    | 394,888       | 432,033       | 471,034       |
| Total Distributions to Charter Members           |                  | 109,202          | 261,509              | 348,156          | 543,735          | 575,822           | 609,513                    | 644,888       | 682,033       | 721,034       |
| <b>Annual Return on Investment</b>               |                  | <b>7.28%</b>     | <b>10.46%</b>        | <b>13.93%</b>    | <b>21.75%</b>    | <b>23.03%</b>     | <b>24.38%</b>              | <b>25.80%</b> | <b>27.28%</b> | <b>28.84%</b> |
| Cumulative Distributions to Charter Members      |                  | 109,202          | 370,711              | 718,867          | 1,262,602        | 1,838,423         | 2,447,936                  | 3,092,824     | 3,774,857     | 4,495,892     |
| Cumulative Parity Interest                       |                  | 0                | 75,000               | 300,000          | 550,000          | 800,000           | 1,050,000                  | 1,300,000     | 1,550,000     | 1,800,000     |
| Cumulative Parity Balance                        |                  | 500,000          | 1,575,000            | 2,800,000        | 3,050,000        | 3,300,000         | 3,550,000                  | 3,800,000     | 4,050,000     | 4,300,000     |
| Projected Sales Proceeds 2026 (Xs Gross Revenue) |                  | 3 x              | 4 x                  | 5 x              | 6 x              | 7 x               | <b>Original Investment</b> |               |               |               |
| Sale Profit Distributions to Master Members      |                  | 2,393,109        | 3,190,812            | 3,988,515        | 4,786,219        | 5,583,922         |                            |               |               |               |
| <b>Total Distributions to Master Members</b>     |                  | <b>4,167,767</b> | <b>4,965,471</b>     | <b>5,763,174</b> | <b>6,560,877</b> | <b>7,358,580</b>  | <b>500,000</b>             |               |               |               |
| Sale Profit Distributions to Charter Members     |                  | 2,393,109        | 3,190,812            | 3,988,515        | 4,786,219        | 5,583,922         |                            |               |               |               |
| <b>Total Distributions to Charter Members</b>    |                  | <b>6,889,001</b> | <b>7,686,704</b>     | <b>8,484,407</b> | <b>9,282,110</b> | <b>10,079,813</b> | <b>2,500,000</b>           |               |               |               |

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