

ELLIE SCHILLER HOMOSASSA SPRINGS STATE PARK

	2019*	2020	2021	2022	2023	2024
<b>REVENUE</b>						
<b>Food &amp; Beverage</b>						
Park F&B	224,301	809,771	1,060,028	1,164,843	1,211,095	1,266,891
Catering F&B	8,533	82,300	170,280	226,474	314,797	315,741
Total:	232,835	892,071	1,230,308	1,391,317	1,525,892	1,582,632
<b>Retail</b>						
General Merchandise Sales	160,820	601,499	668,818	743,056	773,001	804,153
Total:	160,820	601,499	668,818	743,056	773,001	804,153
<b>TOTAL REVENUE</b>	<b>393,654</b>	<b>1,493,570</b>	<b>1,899,125</b>	<b>2,134,374</b>	<b>2,298,893</b>	<b>2,386,786</b>
<b>EXPENSE</b>						
Salary Wages & Related	24,530	74,326	76,556	78,852	81,218	83,654
F&B Hourly Wages & Related	59,482	227,699	234,530	241,566	248,813	256,277
Retail Hourly Wages & Related	43,443	130,329	136,880	145,241	151,036	157,071
Total Payroll & Related:	127,455	432,354	447,966	465,659	481,067	497,002
F&B COGS	76,409	290,268	397,488	447,811	487,804	506,482
Retail COGS	58,378	212,714	236,520	262,774	273,364	284,381
Other F&B Dept. Expenses	16,077	52,842	54,428	56,060	57,742	59,474
Other Retail Dept. Expenses	6,448	18,346	20,399	22,663	23,577	24,527
Total Dept. Expenses:	157,312	574,170	708,834	789,309	842,487	874,863
Net Before Commission & Overhead	108,887	487,045	742,325	879,406	975,339	1,014,920
Commission	70,858	268,843	341,843	384,187	413,801	429,621
Sales & Use Tax on Commission	4,251	16,131	20,511	23,051	24,828	25,777
Total Commission:	75,109	284,973	362,353	407,238	438,629	455,399
Net Before Overhead	33,778	202,072	379,972	472,167	536,710	559,521
<b>OVERHEAD EXPENSE</b>						
Accounting	10,000	15,000	15,450	15,914	16,391	16,883
Telephone	550	1,504	1,672	1,858	1,933	2,010
Repairs & Maintenance	731	2,504	2,629	2,761	2,899	3,044
Sales & Marketing	15,000	30,000	30,900	31,827	32,782	33,765
Travel & Entertainment - HQ	2,500	4,007	4,127	4,251	4,379	4,510
Prop & Misc. Taxes Retail	2,006	3,008	3,098	3,191	3,287	3,386
IT Expense	1,003	3,007	3,344	3,715	3,865	4,021
Insurance Expense - General Liability	2,020	6,114	6,688	7,430	7,730	8,042
Service Fees - Bank Charges	1,003	3,007	3,344	3,715	3,865	4,021
Utilities	17,633	52,900	53,958	55,037	56,138	57,261
Total Overhead Expense:	52,446	121,052	125,211	129,699	133,267	136,942
<b>OTHER EXPENSES</b>						
Amortization	12,342	37,025	37,025	37,025	37,025	37,025
Pre-opening Expenses	30,000	-	-	-	-	-
State Taxes	898	2,693	3,582	4,579	4,828	5,087
Total Other Expenses:	43,240	39,718	40,607	41,604	41,853	42,112
<b>NET INCOME:</b>	<b>(61,908)</b>	<b>41,302</b>	<b>214,154</b>	<b>300,864</b>	<b>361,590</b>	<b>380,468</b>