"AMAZING GRACE" - Recoupment Analysis

PRELIMINARY - FOR DISCUSSION PURPOSES ONLY

As of MAR-21-2013

PRICE SCALE - 3 PERFORMANCES PER WEEK

Location	# of seats	Base Ticket Price	Local Tax Est (3%)	B.O. Fee	Total Customer Price	SUBTOTALS	
General Admission - Orchestra	1100	$99.00	$2.97	$10.50	$112.47	123,717	
General Admission - Mezzanine	850	$59.00	$1.77	$8.50	$69.27	58,880	
Comps / Press	50	$0.00	$0.00	$0.00	$0.00	0	
PERF. POTENTIAL CAPACITY	2000					**$ 182,597**	
WEEKLY POTENTIAL CAPACITY	6,000	3 Performances per week				**$ 547,790**	**WEEKLY GROSS GROSS POTENTIAL**

CAPACITY %		**100%**	**90%**	**85%**	**80%**	**75%**	**70%**	*(breakeven)* **57.3%**
Ticket Count		**6,000**	**5,400**	**5,100**	**4,800**	**4,500**	**4,200**	**3,438**
Weekly Gross Gross		$ 547,789.50	$ 493,010.55	$ 465,621.08	$ 438,231.60	$ 410,842.13	$ 383,452.65	$ 313,883.38
Less State Tax (estimate - varies by State)	3.00%	$ 14,314.50	$ 12,883.05	$ 12,167.33	$ 11,451.60	$ 10,735.88	$ 10,020.15	$ 8,202.21
Less Box Office Fee	$10.5 or $8.50	$ 56,325.00	$ 50,692.50	$ 47,876.25	$ 45,060.00	$ 42,243.75	$ 39,427.50	$ 32,274.23
Less Credit Card Commissions	3.00%	$ 16,433.69	$ 14,790.32	$ 13,968.63	$ 13,146.95	$ 12,325.26	$ 11,503.58	$ 9,416.50
Less Commissions (to 3rd parties)	5.00%	$ 27,389.48	$ 24,650.53	$ 23,281.05	$ 21,911.58	$ 20,542.11	$ 19,172.63	$ 15,694.17
Net Adjusted Gross Box Office Receipts ("NAGBOR")		**$ 433,326.84**	**$ 389,994.16**	**$ 368,327.81**	**$ 346,661.47**	**$ 324,995.13**	**$ 303,328.79**	**$ 248,296.28**
LOCAL EXPENSES (Deductable)								
Local Press Agent		$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00
Local Stage Crew Salary (5 x $600)		$ 3,000.00	$ 3,000.00	$ 3,000.00	$ 3,000.00	$ 3,000.00	$ 3,000.00	$ 3,000.00
Local Stage Crew Load-In / Load Out		$ 2,000.00	$ 2,000.00	$ 2,000.00	$ 2,000.00	$ 2,000.00	$ 2,000.00	$ 2,000.00
Crew Benefits / PR Tax / Workers Comp	20%	$ 1,000.00	$ 1,000.00	$ 1,000.00	$ 1,000.00	$ 1,000.00	$ 1,000.00	$ 1,000.00
Theatre Misc. Expense (Janitorial, Maintenance) x $400 / Perf		$ 1,200.00	$ 1,200.00	$ 1,200.00	$ 1,200.00	$ 1,200.00	$ 1,200.00	$ 1,200.00
Theatre Rent	5%	$ 21,666.34	$ 19,499.71	$ 18,416.39	$ 17,333.07	$ 16,249.76	$ 15,166.44	$ 12,414.81
Local Advertising Expenses		$ 50,000.00	$ 50,000.00	$ 50,000.00	$ 50,000.00	$ 50,000.00	$ 50,000.00	$ 50,000.00
TOTAL LOCAL EXPENSES		**$ 81,366.34**	**$ 79,199.71**	**$ 78,116.39**	**$ 77,033.07**	**$ 75,949.76**	**$ 74,866.44**	**$ 72,114.81**
COMPANY SHARE SPLIT:		$ 351,960.50	$ 310,794.45	$ 290,211.42	$ 269,628.40	$ 249,045.37	$ 228,462.35	$ 176,181.47
Show	90%	$ 316,764.45	$ 279,715.00	$ 261,190.28	$ 242,665.56	$ 224,140.84	$ 205,616.11	$ 158,563.32
Presenter	10%	$ 35,196.05	$ 31,079.44	$ 29,021.14	$ 26,962.84	$ 24,904.54	$ 22,846.23	$ 17,618.15
ROYALTIES CALCULATED ON COMPANY SHARE								
COMPANY SHARE GROSS		$ 316,764.45	$ 279,715.00	$ 261,190.28	$ 242,665.56	$ 224,140.84	$ 205,616.11	$ 158,563.32
STAR Overage (% of Co. Share Gross)	0.0%	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**
PRODUCERS (% of Co. Share Gross)	0.0%	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**
AGENCY (% of Co. Share Gross)	10.0%	**$ 31,676.44**	**$ 27,971.50**	**$ 26,119.03**	**$ 24,266.56**	**$ 22,414.08**	**$ 20,561.61**	**$ 15,856.33**
SHOW COSTS								
Fixed Weekly Operating Show Expenses		**$ 160,000.00**	**$ 160,000.00**	**$ 160,000.00**	**$ 160,000.00**	**$ 160,000.00**	**$ 160,000.00**	**$ 160,000.00**

WEEKLY OPERATING SHOW PROFIT *(not including merchandising)*		**$ 160,284.05**	**$ 122,822.95**	**$ 104,092.40**	**$ 85,361.84**	**$ 66,631.29**	**$ 47,900.74**	**$ 325.13**
WEEKS TO RECOUP $3,000,000 INVESTMENT:		**19**	**24**	**29**	**35**	**45**	**63**	**n/a**
($2MM to AF, $500K Production, $500K Pre Marketing)								
WEEKLY POST RECOUPMENT PROFIT SPLIT:								
Producer	40%	$ 64,113.62	$ 49,129.18	$ 41,636.96	$ 34,144.74	$ 26,652.52	$ 19,160.29	$ 130.05
Investors	60%	$ 96,170.43	$ 73,693.77	$ 62,455.44	$ 51,217.11	$ 39,978.77	$ 28,740.44	$ 195.08