



Mr. Horatio Skeete
Assistant City Manager
City of Glendale
5850 W. Glendale Ave.
Glendale, AZ 85301

Dear Horatio:

As you know, TLHocking & Associates LLC has been conducting detailed financial analysis of the potential parking revenue that may be generated from events at Jobing.com Arena in Glendale for several years now. As part on our ongoing process, this information is updated periodically based on the most current information available. Attached you will find the analysis that was updated November 22, 2010. This analysis was originally prepared to determine the estimated net present value of the annual cash flows that may be generated from a potential stream of parking revenues.

The assumptions used to calculate these revenues are shown on the attachment. In general, we used similar assumptions as recently reported in the comprehensive Parking Study, prepared by Walker Parking Consultants. Our analysis assumed a total of 44 Coyotes home games with an average attendance per game of 15,000 at stabilization or 660,000 per year. In addition, it is assumed that there will be approximately 80 additional non-hockey events at the Arena having a total annual attendance of approximately 615,000 at stabilization. Based on an average of 2.5 persons per vehicle, the total number of vehicles subject to the parking fees for all Arena events will be approximately 500,000 per year. Parking rates will vary based on the type of Arena event. These rates may range from \$5 to \$20.

Assuming that approximately 2.0% of the vehicles will not pay or avoid the parking fee, the estimated annual net revenue, after operating costs, will be approximately \$6.5 million, after stabilization. We have also assumed a 2.5% annual increase in parking fees.

As a result, the total estimated net revenue from parking over the 30-year period of the Coyotes lease will be approximately \$250 million, having a net present value of \$109 million at a 6% discount rate.

I have attached the spreadsheets that illustrate the estimated cash flows per year from the projected parking revenue stream. Upon your review, if you have any questions, please don't hesitate to call me.

Sincerely,

Tom Hocking
TLHocking & Associates LLC

Attachments

PROBABLE CASE
Coyotes Acquisition Proposal
FINANCING CASH FLOW ANALYSIS
Assumptions: Parking Cash Flow

The following assumptions are used in the development of the Parking cash flow analysis of revenues generated from attendance at Jobing .com Arena events.

Arena Events and Activities:

	<u>Annual</u>	<u>Comment</u>	<u>Total Attendance</u>
Coyotes Hockey Games:			
No. of Games:			
Regular Season	42	Constant	
Playoffs	2		
Attendance:			
Regular Season	12,000	First Year	528,000
	15,000	At Stabilization	660,000
Other Arena Events:			
Major Events/Shows			
No. of Events	10	Constant	
Avg. Attendance/Event	7,500	Constant	75,000
Amateur Events/AIA			
No. of Events	5	Constant	
Avg. Attendance/Event	2,500	Constant	12,500
Family Shows			
No. of Events	1	Constant	
Avg. Attendance/Event	3,500	Constant	3,500
Major Concerts/Shows			
No. of Events	22	Constant	
Avg. Attendance/Event	13,500	Constant	297,000
Minor Concerts/Shows			
No. of Events	8	Constant	
Avg. Attendance/Event	7,000	Constant	56,000
Other Misc. Local Events			
No. of Events	1	Constant	
Avg. Attendance/Event	2,500	Constant	2,500
Total Events & Attendance	<u>91</u>	1st Year	<u>974,500</u>
	126	Stabilization	1,275,000
Event Ticket Surcharge	\$0.00		

Parking Analysis Assumptions:

General Assumptions:		
No. of Persons/Car	2.5	Constant; Varies by Event
Leakage/Capacity	98%	Constant; Varies by Event
Annual Percent of Fee Increase	2.5%	Constant; Varies by Event
Parking O&M Expenses	15.0%	Percent of Gross
Average Parking Fees/Game or Event		
Coyotes Games	\$ 12.00	Annual Increase
Major Events	\$ 17.50	Annual Increase
Amateur Events	\$ 5.00	Annual Increase
Family Shows	\$ 10.00	Annual Increase
Major Concerts/Shows	\$ 17.50	Annual Increase
Minor Concerts/ Shows	\$ 15.00	Annual Increase
Other Misc. Local Events	\$ 5.00	Annual Increase

General Assumptions and Conditions:

The assumptions of attendance, number of events, gross sales, etc. are based on reasonable expectations that have not been validated or verified by any independent sources.

The approval of any financing structure or issuance of bonds to provide the revenue to cover anticipated or unanticipated shortfalls are subject to review and approval of

Mayor & Council
City's Bond Counsel
Underwriters

Revenue sources and/or estimates cannot be guaranteed by the City.

If bonded debt is issued, the City will not be liable to guarantee the cash flow estimates herein.

2011-2024 Seasonal Performance Summary																
No. Of Events	Avg Parking Fee/Car	Coyotes Games			Other Major Events/Shows		Misc Amateur Events		Family Shows	Major Concerts	Minor Concerts	Misc. Local Events	Gross Arena Parking Revs	Less: O&M Costs	Net Arena Parking Revs	NPV
		44	10	5	1	22	8	1	\$10.00	\$17.50	\$15.00	\$5.00	\$14.16	91	15.0%	Total Net Parking Revenue
FY																
1 2011		\$2,463,712	\$514,500	\$24,500	\$13,720	\$2,037,420	\$329,280	\$4,900	\$5,408,032	\$5,408,032	\$811,205	\$4,596,827	\$4,596,827	\$811,205	\$4,596,827	\$4,596,827
2 2012		\$2,757,955	\$527,383	\$25,113	\$36,252	\$2,088,366	\$337,512	\$49,490	\$5,642,040	\$5,642,040	\$878,308	\$4,763,734	\$4,763,734	\$878,308	\$4,763,734	\$4,763,734
3 2013		\$3,044,356	\$540,547	\$25,740	\$57,658	\$2,140,584	\$345,950	\$49,985	\$8,204,903	\$8,204,903	\$930,720	\$5,274,082	\$5,274,082	\$930,720	\$5,274,082	\$5,274,082
4 2014		\$3,231,912	\$738,747	\$26,384	\$54,599	\$2,493,271	\$354,599	\$50,485	\$7,249,596	\$7,249,596	\$1,037,499	\$6,182,487	\$6,182,487	\$1,037,499	\$6,182,487	\$6,182,487
5 2015		\$3,426,942	\$757,216	\$27,043	\$63,464	\$2,555,603	\$363,464	\$50,990	\$7,544,720	\$7,544,720	\$1,131,708	\$6,413,012	\$6,413,012	\$1,131,708	\$6,413,012	\$6,413,012
6 2016		\$3,512,615	\$776,146	\$27,720	\$372,550	\$2,819,493	\$372,550	\$51,499	\$7,732,573	\$7,732,573	\$1,159,966	\$6,572,607	\$6,572,607	\$1,159,966	\$6,572,607	\$6,572,607
7 2017		\$3,600,431	\$795,550	\$28,412	\$381,864	\$2,884,960	\$381,864	\$52,014	\$7,925,115	\$7,925,115	\$1,198,787	\$6,726,328	\$6,726,328	\$1,198,787	\$6,726,328	\$6,726,328
8 2018		\$3,690,441	\$815,410	\$29,123	\$391,410	\$2,926,105	\$391,410	\$52,535	\$8,122,463	\$8,122,463	\$1,218,369	\$6,904,093	\$6,904,093	\$1,218,369	\$6,904,093	\$6,904,093
9 2019		\$3,782,702	\$835,824	\$29,951	\$397,146	\$2,820,907	\$401,198	\$53,060	\$8,324,738	\$8,324,738	\$1,246,710	\$7,078,026	\$7,078,026	\$1,246,710	\$7,078,026	\$7,078,026
10 2020		\$3,677,270	\$856,720	\$30,597	\$421,226	\$2,891,430	\$411,228	\$53,591	\$8,532,059	\$8,532,059	\$1,279,809	\$7,252,250	\$7,252,250	\$1,279,809	\$7,252,250	\$7,252,250
11 2021		\$3,974,202	\$878,138	\$31,362	\$441,506	\$2,863,718	\$441,508	\$54,128	\$8,744,556	\$8,744,556	\$1,311,883	\$7,432,673	\$7,432,673	\$1,311,883	\$7,432,673	\$7,432,673
12 2022		\$4,073,557	\$900,091	\$32,146	\$432,044	\$3,037,609	\$432,044	\$54,868	\$8,962,358	\$8,962,358	\$1,344,354	\$7,618,005	\$7,618,005	\$1,344,354	\$7,618,005	\$7,618,005
13 2023		\$4,175,396	\$922,594	\$33,950	\$442,645	\$3,113,754	\$442,645	\$55,214	\$9,185,597	\$9,185,597	\$1,377,840	\$7,807,758	\$7,807,758	\$1,377,840	\$7,807,758	\$7,807,758
14 2024		\$4,278,761	\$945,659	\$33,774	\$453,916	\$3,191,598	\$453,918	\$55,787	\$9,414,409	\$9,414,409	\$1,412,181	\$8,002,248	\$8,002,248	\$1,412,181	\$8,002,248	\$8,002,248
15 2025		\$4,368,775	\$969,300	\$34,616	\$465,264	\$3,271,388	\$465,264	\$56,324	\$9,646,933	\$9,646,933	\$1,447,340	\$8,200,593	\$8,200,593	\$1,447,340	\$8,200,593	\$8,200,593
16 2026		\$4,496,444	\$993,533	\$35,483	\$476,896	\$3,353,172	\$476,896	\$56,887	\$9,889,311	\$9,889,311	\$1,483,397	\$8,405,915	\$8,405,915	\$1,483,397	\$8,405,915	\$8,405,915
17 2027		\$4,608,656	\$1,018,371	\$36,370	\$488,818	\$3,437,002	\$488,818	\$57,456	\$10,135,691	\$10,135,691	\$1,520,354	\$8,615,337	\$8,615,337	\$1,520,354	\$8,615,337	\$8,615,337
18 2028																

Coyotes Games													
No. Of Events	Avg Parking Fee/Car	FY	Coyotes Games	Other Major Events/Shows	Misc Amateur Events	Family Shows	Major Concerts	Minor Concerts	Misc. Local Events	Gross Arena Parking Revs	Less: O&M Costs	Net Arena Parking Revs	NPV
1	2011	\$2,463,712	\$514,500	\$24,500	\$13,720	\$2,037,420	\$329,280	\$4,900	\$5,408,032	\$811,205	\$4,596,827	\$4,596,827	
2	2012	\$2,757,955	\$527,383	\$25,113	\$36,252	\$2,088,366	\$337,512	\$49,490	\$5,642,040	\$878,308	\$4,763,734	\$4,763,734	
3	2013	\$3,044,356	\$540,547	\$25,740	\$57,658	\$2,140,584	\$345,950	\$94,985	\$8,204,803	\$930,720	\$5,274,082	\$5,274,082	
4	2014	\$3,231,912	\$738,747	\$26,384	\$54,599	\$2,493,271	\$354,599	\$50,485	\$7,249,596	\$1,037,499	\$6,182,487	\$6,182,487	
5	2015	\$3,426,942	\$757,216	\$27,043	\$63,464	\$2,555,603	\$363,464	\$50,990	\$7,544,720	\$1,131,708	\$6,413,012	\$6,413,012	
6	2016	\$3,512,615	\$776,146	\$27,720	\$372,550	\$2,819,493	\$372,550	\$51,499	\$7,732,573	\$1,159,966	\$6,572,607	\$6,572,607	
7	2017	\$3,600,431	\$795,550	\$28,412	\$381,864	\$2,884,960	\$381,864	\$52,014	\$7,925,115	\$1,198,787	\$6,736,328	\$6,736,328	
8	2018	\$3,690,441	\$815,410	\$29,123	\$391,410	\$2,762,105	\$391,410	\$52,535	\$8,122,463	\$1,218,369	\$6,904,093	\$6,904,093	
9	2019	\$3,782,702	\$835,824	\$29,851	\$397,146	\$2,820,907	\$401,198	\$53,060	\$8,324,738	\$1,248,710	\$7,076,028	\$7,076,028	
10	2020	\$3,677,270	\$856,720	\$30,597	\$411,228	\$2,891,430	\$411,228	\$53,591	\$8,532,059	\$1,279,809	\$7,252,250	\$7,252,250	
11	2021	\$3,974,202	\$878,138	\$31,362	\$421,506	\$2,863,718	\$421,506	\$54,128	\$8,744,556	\$1,311,883	\$7,432,673	\$7,432,673	
12	2022	\$4,073,557	\$900,091	\$32,146	\$432,044	\$3,037,609	\$432,044	\$54,868	\$8,962,358	\$1,344,354	\$7,618,005	\$7,618,005	
13	2023	\$4,175,396	\$922,594	\$33,950	\$442,645	\$3,113,754	\$442,645	\$55,214	\$9,185,597	\$1,377,840	\$7,807,758	\$7,807,758	
14	2024	\$4,278,761	\$945,659	\$33,774	\$453,916	\$3,191,598	\$453,916	\$55,787	\$9,414,409	\$1,412,181	\$8,002,248	\$8,002,248	
15	2025	\$4,368,775	\$969,300	\$34,616	\$465,264	\$3,271,388	\$465,264	\$56,324	\$9,646,933	\$1,447,340	\$8,200,593	\$8,200,593	
16	2026	\$4,496,444	\$993,533	\$35,483	\$476,896	\$3,353,172	\$476,896	\$56,887	\$9,889,311	\$1,483,397	\$8,405,915	\$8,405,915	
17	2027	\$4,608,656	\$1,018,371	\$36,370	\$488,818	\$3,437,002	\$488,818	\$57,456	\$10,135,691	\$1,520,354	\$8,615,337	\$8,615,337	
18	2028	\$4,724,077	\$1,043,830	\$37,280	\$501,038	\$3,522,927	\$501,038	\$58,031	\$10,388,221	\$1,556,233	\$8,832,988	\$8,832,988	
19	2029	\$4,842,179	\$1,069,926	\$38,212	\$513,564	\$3,611,000	\$513,564	\$58,611	\$10,647,058	\$1,597,058	\$9,049,998	\$9,049,998	
20	2030	\$4,963,233	\$1,096,674	\$39,167	\$528,404	\$3,701,275	\$526,404	\$59,197	\$10,912,354	\$1,636,853	\$9,275,500	\$9,275,500	
21	2031	\$5,067,314	\$1,124,091	\$40,148	\$539,564	\$3,793,807	\$539,564	\$59,789	\$11,184,274	\$1,677,841	\$9,506,433	\$9,506,433	
22	2032	\$5,214,497	\$1,152,193	\$41,150	\$553,053	\$3,888,862	\$553,053	\$60,387	\$11,452,884	\$1,719,448	\$9,743,337	\$9,743,337	
23	2033	\$5,344,859	\$1,180,998	\$42,178	\$566,679	\$3,985,968	\$566,679	\$60,991	\$11,748,693	\$1,762,298	\$9,986,395	\$9,986,395	
24	2034	\$5,476,481	\$1,210,523	\$43,233	\$581,051	\$4,085,515	\$581,051	\$61,601	\$12,041,567	\$1,851,235	\$10,230,336	\$10,230,336	
25	2035	\$5,616,443	\$1,240,786	\$44,314	\$595,577	\$4,187,653	\$595,577	\$62,217	\$12,341,567	\$1,942,376	\$10,459,191	\$10,459,191	
26	2036	\$5,755,829	\$1,271,906	\$45,422	\$610,467	\$4,292,344	\$610,467	\$62,728	\$12,649,173	\$1,994,689	\$10,719,797	\$10,719,797	
27	2037	\$5,899,725	\$1,303,801	\$46,557	\$625,728	\$4,399,653	\$625,728	\$63,468	\$12,964,460	\$1,944,868	\$11,019,797	\$11,019,797	
28	2038	\$6,047,216	\$1,338,191	\$47,721	\$641,372	\$4,509,644	\$641,372	\$64,102	\$13,287,619	\$1,993,143	\$11,294,476	\$11,294,476	
29	2039	\$6,198,396	\$1,369,596	\$48,914	\$657,406	\$4,622,385	\$657,406	\$64,743	\$13,618,848	\$2,042,827	\$11,576,021	\$11,576,021	
30	2040	\$6,353,356	\$1,403,836	\$50,137	\$673,941	\$4,737,945	\$673,941	\$65,391	\$13,958,348	\$2,093,782	\$11,864,566	\$11,864,566	
Total		\$134,927,960	\$29,589,765	\$1,075,616	\$13,571,171	\$100,791,233	\$14,456,282	\$1,660,360	\$296,072,406	\$44,410,881	\$251,661,545	\$251,661,545	

Coyotes Acquisition Proposal
PARKING FINANCING CASH FLOW SCENARIOS
 PROBABLE CASE

Arena Parking Revenue Analysis (Based on Walker Study)

Summary

Arena Events	1 2011	2 2012	3 2013	4 2014	5 2015	6 2016	7 2017	8 2018	9 2019	10 2020	11 2021	12 2022	13 2023	14 2024	15 2025
Coyotes Games	\$2,463,712	\$2,757,955	\$3,044,358	\$3,231,912	\$3,425,942	\$3,512,615	\$3,600,431	\$3,690,441	\$3,782,702	\$3,877,270	\$3,974,202	\$4,073,557	\$4,175,396	\$4,279,781	\$4,386,775
Other Major Events	\$514,500	\$527,363	\$540,547	\$736,747	\$757,216	\$776,146	\$795,550	\$815,438	\$835,824	\$856,720	\$878,138	\$900,091	\$922,594	\$945,659	\$969,300
Miscellaneous Events	\$24,500	\$25,113	\$25,740	\$26,384	\$27,043	\$27,720	\$28,412	\$29,123	\$29,851	\$30,597	\$31,362	\$32,146	\$32,950	\$33,774	\$34,618
Family Shows	\$13,720	\$56,252	\$57,658	\$54,599	\$363,464	\$372,550	\$381,864	\$391,410	\$401,196	\$411,226	\$421,506	\$432,044	\$442,645	\$453,916	\$465,264
Major Concerts	\$2,037,420	\$2,088,356	\$2,140,564	\$2,493,271	\$2,556,603	\$2,619,493	\$2,684,980	\$2,752,105	\$2,820,907	\$2,891,430	\$2,963,716	\$3,037,809	\$3,113,754	\$3,191,598	\$3,271,388
Minor Concerts/Shows	\$329,280	\$337,512	\$345,950	\$354,599	\$363,464	\$372,550	\$381,864	\$391,410	\$401,196	\$411,226	\$421,506	\$432,044	\$442,645	\$453,916	\$465,264
Other Local Events	\$4,900	\$49,490	\$49,985	\$50,485	\$50,990	\$51,499	\$52,014	\$52,535	\$53,060	\$53,591	\$54,126	\$54,668	\$55,214	\$55,767	\$56,324
Total Arena Events	\$5,408,032	\$5,842,040	\$6,204,803	\$7,249,996	\$7,544,720	\$7,732,573	\$7,925,115	\$8,122,463	\$8,324,736	\$8,532,059	\$8,744,556	\$8,962,358	\$9,185,597	\$9,414,409	\$9,648,933
Coyotes Games Parking	\$2,463,712	\$2,757,955	\$3,044,358	\$3,231,912	\$3,425,942	\$3,512,615	\$3,600,431	\$3,690,441	\$3,782,702	\$3,877,270	\$3,974,202	\$4,073,557	\$4,175,396	\$4,279,781	\$4,386,775
Non-Hockey Parking	\$2,924,320	\$3,084,085	\$3,160,444	\$4,018,084	\$4,117,778	\$4,219,958	\$4,324,685	\$4,432,021	\$4,542,034	\$4,654,789	\$4,770,355	\$4,888,802	\$5,010,202	\$5,134,629	\$5,262,158

Coyotes Acquisition Proposal
PARKING FINANCING CASH FLOW SCENARIOS
PROBABLE CASE

Arena Parking Revenue Analysis (Based on Walker Study)

Summary

Arena Events	16 2026	17 2027	18 2028	19 2029	20 2030	21 2031	22 2032	23 2033	24 2034	25 2035	26 2036	27 2037	28 2038	29 2039	30 2040	Total
Coyotes Games	\$4,498,444	\$4,608,856	\$4,724,077	\$4,642,179	\$4,963,233	\$5,087,314	\$5,214,497	\$5,344,859	\$5,478,481	\$5,615,443	\$5,755,829	\$5,899,725	\$6,047,218	\$6,198,398	\$6,353,358	\$134,927,960
Other Major Events	\$993,533	\$1,018,371	\$1,043,830	\$1,069,926	\$1,096,674	\$1,124,091	\$1,152,193	\$1,180,998	\$1,210,523	\$1,240,786	\$1,271,806	\$1,303,601	\$1,336,191	\$1,369,596	\$1,403,835	\$29,589,785
Miscellaneous Events	\$35,483	\$36,370	\$37,280	\$36,212	\$39,167	\$40,146	\$41,150	\$42,176	\$43,233	\$44,314	\$45,422	\$46,557	\$47,721	\$48,914	\$50,137	\$1,075,616
Family Shows	\$476,896	\$468,818	\$501,038	\$513,564	\$526,404	\$539,564	\$553,053	\$566,879	\$581,051	\$595,577	\$610,467	\$625,728	\$641,372	\$657,406	\$673,841	\$13,571,171
Major Concerts	\$3,353,172	\$3,437,002	\$3,522,927	\$3,611,000	\$3,701,275	\$3,793,807	\$3,888,652	\$3,985,868	\$4,085,515	\$4,187,653	\$4,292,344	\$4,399,653	\$4,509,644	\$4,622,385	\$4,737,945	\$100,791,233
Minor Concerts/Shows	\$476,896	\$468,818	\$501,038	\$513,564	\$526,404	\$539,564	\$553,053	\$566,879	\$581,051	\$595,577	\$610,467	\$625,728	\$641,372	\$657,406	\$673,841	\$14,456,282
Other Local Events	\$58,887	\$57,456	\$56,031	\$56,611	\$59,197	\$59,789	\$60,387	\$60,991	\$61,601	\$62,217	\$62,839	\$63,468	\$64,102	\$64,743	\$65,391	\$1,660,360
Total Arena Events	\$9,889,311	\$10,135,691	\$10,388,221	\$10,647,056	\$10,912,354	\$11,184,274	\$11,462,984	\$11,748,653	\$12,041,455	\$12,341,567	\$12,649,173	\$12,964,460	\$13,287,619	\$13,618,849	\$13,958,348	\$286,072,406

Coyotes Games Parking	\$4,498,444	\$4,608,856	\$4,724,077	\$4,642,179	\$4,963,233	\$5,087,314	\$5,214,497	\$5,344,859	\$5,478,481	\$5,615,443	\$5,755,829	\$5,899,725	\$6,047,218	\$6,198,398	\$6,353,358	
Non-Hockey Parking	\$5,392,867	\$5,526,835	\$5,664,144	\$5,804,877	\$5,949,120	\$6,096,960	\$6,248,487	\$6,403,794	\$6,562,974	\$6,726,124	\$6,893,344	\$7,064,735	\$7,240,401	\$7,420,450	\$7,604,990	

TLH
Version: 4
Date: 11/22/10

Coyotes Acquisition Proposal
FINANCING CASH FLOW SCENARIOS
PROBABLE CASE

Arena Parking for Arena Events Detail (Based on Walker Study)

Arena Events	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-2020	2020-21	2021-22	2022-23	2023-24	2024-25
Coyotes Games	42	42	42	42	42	42	42	42	42	42	42	42	42	42	42
Playoff Games	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Total No. of Games	44	44	44	44	44	44	44	44	44	44	44	44	44	44	44
Avg Attendance/Game	12,000	13,000	14,000	14,500	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Attendees/Vehicle	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Capacity - Leaseage	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%
Total No. of Cars Parked	208,976	224,224	241,472	250,096	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720
Total Attendees	528,000	572,000	616,000	638,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000
TEAM - AVG PARKING FEE	\$12.00	\$12.30	\$12.61	\$12.92	\$13.25	\$13.58	\$13.92	\$14.26	\$14.62	\$14.99	\$15.36	\$15.75	\$16.14	\$16.54	\$16.96
Percent of Change	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
Total Team Rev - Coyotes Games	\$2,463,712	\$2,757,955	\$3,044,358	\$3,231,912	\$3,426,942	\$3,512,615	\$3,600,431	\$3,690,441	\$3,782,702	\$3,877,270	\$3,974,202	\$4,073,537	\$4,175,396	\$4,279,781	\$4,386,775
Other Major Events/Shows	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
Avg Attendance/Game	7,500	7,500	7,500	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Attendees/Vehicle	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Capacity - Leaseage	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%
Total No. of Cars Parked	29,400	29,400	29,400	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200
Total Attendance	75,000	75,000	75,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
TEAM - AVG PARKING FEE	\$17.50	\$17.94	\$18.39	\$18.85	\$19.32	\$19.80	\$20.29	\$20.80	\$21.32	\$21.86	\$22.40	\$22.96	\$23.54	\$24.12	\$24.73
Percent of Change	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
Total Team Rev - Other Events	\$514,500	\$527,383	\$540,547	\$738,747	\$757,216	\$776,146	\$795,550	\$815,438	\$835,824	\$856,720	\$878,136	\$900,091	\$922,594	\$945,659	\$969,300
Miscellaneous Amateur Sports (AIA)	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
Avg Attendance/Game	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
Attendees/Vehicle	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Capacity	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%
Total No. of Cars Parked	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900
Total Attendance	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500
TEAM - AVG PARKING FEE	\$5.00	\$5.13	\$5.25	\$5.38	\$5.52	\$5.66	\$5.80	\$5.94	\$6.09	\$6.24	\$6.40	\$6.56	\$6.72	\$6.89	\$7.06
Percent of Change	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
Total Team Rev - Misc Am Sports	\$24,500	\$25,113	\$25,740	\$26,384	\$27,043	\$27,720	\$28,412	\$29,123	\$29,851	\$30,597	\$31,362	\$32,146	\$32,950	\$33,774	\$34,616
Family Shows	1	4	4	4	24	24	24	24	24	24	24	24	24	24	24
Avg Attendance/Game	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500
Attendees/Vehicle	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Capacity	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%
Total No. of Cars Parked	1,372	5,488	5,488	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928
Total Attendance	3,500	14,000	14,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000
TEAM - AVG PARKING FEE	\$10.00	\$10.25	\$10.51	\$10.77	\$11.04	\$11.31	\$11.60	\$11.89	\$12.18	\$12.49	\$12.80	\$13.12	\$13.45	\$13.79	\$14.13
Percent of Change	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
Total Team Rev - Family Shows	\$13,720	\$56,252	\$57,658	\$58,459	\$363,484	\$372,550	\$381,884	\$391,410	\$401,196	\$411,226	\$421,506	\$432,044	\$442,845	\$453,916	\$465,264

Coyotes Acquisition Proposal
FINANCING CASH FLOW SCENARIOS
PROBABLE CASE

Arena Parking for Arena Events Detail (Based on Walker Study)

Arena Events	18 2025-26	17 2026-27	16 2027-28	15 2028-29	14 2029-30	13 2030-31	12 2031-32	11 2032-33	10 2033-34	9 2034-35	8 2035-36	7 2036-37	6 2037-38	5 2038-39	4 2039-40	3 2040-41	2 2041-42	1 2042-43	Total
Coyotes Games	42	42	42	42	42	42	42	42	42	42	42	42	42	42	42	42	42	42	
Playoff Games	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	
Total No. of Games	44	44	44	44	44	44	44	44	44	44	44	44	44	44	44	44	44	44	
Avg Attendance/Game	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	
Attendees/Vehicle	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	
Capacity - Leakage	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	
Total No. of Cars Parked	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	7,649,488
Total Attendance	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	19,514,000
TEAM - AVG PARKING FEE	\$17.38	\$17.81	\$18.26	\$18.72	\$19.18	\$19.66	\$20.15	\$20.66	\$21.18	\$21.70	\$22.25	\$22.80	\$23.37	\$23.96	\$24.56	\$25.17	\$25.79	\$26.42	
Percent of Change	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	
Total Team Rev - Coyotes Games	\$4,496,444	\$4,608,866	\$4,724,077	\$4,842,179	\$4,963,233	\$5,087,314	\$5,214,497	\$5,344,859	\$5,478,461	\$5,615,443	\$5,755,829	\$5,899,725	\$6,047,218	\$6,198,398	\$6,353,358	\$6,513,171	\$6,677,811	\$6,851,344	\$134,927,960
Other Major Events/Shows																			
Avg Attendance/Game	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
Attendees/Vehicle	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	
Capacity - Leakage	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	
Total No. of Cars Parked	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	39,200	1,146,800
Total Attendance	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	2,925,000
TEAM - AVG PARKING FEE	\$25.35	\$25.98	\$26.63	\$27.29	\$27.96	\$28.66	\$29.39	\$30.13	\$30.98	\$31.85	\$32.74	\$33.66	\$34.61	\$35.59	\$36.60	\$37.64	\$38.71	\$39.81	
Percent of Change	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	
Total Team Rev - Other Events	\$993,533	\$1,018,371	\$1,043,630	\$1,069,926	\$1,096,674	\$1,124,091	\$1,152,193	\$1,180,998	\$1,210,523	\$1,240,786	\$1,271,806	\$1,303,601	\$1,336,191	\$1,369,596	\$1,403,835	\$1,438,937	\$1,474,904	\$1,511,845	\$29,589,765
Miscellaneous Amateur Sports (AUA)																			
Avg Attendance/Game	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	
Attendees/Vehicle	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	
Capacity - Leakage	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	
Total No. of Cars Parked	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	4,900	147,000
Total Attendance	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	375,000
TEAM - AVG PARKING FEE	\$7.24	\$7.42	\$7.61	\$7.80	\$7.99	\$8.19	\$8.40	\$8.61	\$8.82	\$9.04	\$9.27	\$9.50	\$9.74	\$9.98	\$10.23	\$10.48	\$10.74	\$11.00	
Percent of Change	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	
Total Team Rev - Misc Am Sports	\$35,483	\$38,370	\$41,360	\$44,464	\$47,684	\$50,924	\$54,184	\$57,464	\$60,764	\$64,094	\$67,454	\$70,844	\$74,264	\$77,714	\$81,194	\$84,704	\$88,244	\$91,814	\$1,075,616
Family Shows																			
Avg Attendance/Game	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	
Attendees/Vehicle	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	
Capacity - Leakage	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	
Total No. of Cars Parked	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	32,928	901,404
Total Attendance	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	2,299,500
TEAM - AVG PARKING FEE	\$14.48	\$14.85	\$15.22	\$15.60	\$15.99	\$16.39	\$16.80	\$17.22	\$17.65	\$18.09	\$18.54	\$19.00	\$19.48	\$19.96	\$20.46	\$20.97	\$21.49	\$22.02	
Percent of Change	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	
Total Team Rev - Family Shows	\$476,896	\$488,818	\$501,038	\$513,564	\$526,404	\$539,584	\$553,063	\$566,879	\$581,051	\$595,577	\$610,467	\$625,728	\$641,372	\$657,406	\$673,841	\$690,684	\$707,944	\$725,624	\$13,571,171

Arena Parking for Arena Events Detail (Based on Walker Study)

Arena Events	1 2010-11	2 2011-12	3 2012-13	4 2013-14	5 2014-15	6 2015-16	7 2016-17	8 2017-18	9 2018-19	10 2019-2020	11 2020-21	12 2021-22	13 2022-23	14 2023-24	15 2024-25
Major Concerts															
Avg Attendance/Game	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500
Attendees/Vehicle	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Capacity	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%
Total No. of Cars Parked	116,424	116,424	116,424	132,300	132,300	132,300	132,300	132,300	132,300	132,300	132,300	132,300	132,300	132,300	132,300
Total Attendance	297,000	297,000	297,000	337,500	337,500	337,500	337,500	337,500	337,500	337,500	337,500	337,500	337,500	337,500	337,500
TEAM - AVG PARKING FEE	\$17.50	\$17.94	\$18.39	\$18.85	\$19.32	\$19.80	\$20.29	\$20.80	\$21.32	\$21.86	\$22.40	\$22.96	\$23.54	\$24.12	\$24.73
Percent of Charge	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
Total Team Rev - Major Concerts															
	\$2,037,420	\$2,088,356	\$2,140,564	\$2,493,271	\$2,555,803	\$2,619,493	\$2,884,980	\$2,752,105	\$2,820,907	\$2,891,430	\$2,963,718	\$3,037,809	\$3,113,754	\$3,191,598	\$3,271,388
Minor Concerts/Shows															
Avg Attendance/Game	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000
Attendees/Vehicle	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Capacity	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%
Total No. of Cars Parked	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952
Total Attendance	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000
TEAM - AVG PARKING FEE	\$15.00	\$15.38	\$15.76	\$16.15	\$16.56	\$16.97	\$17.40	\$17.83	\$18.28	\$18.73	\$19.20	\$19.68	\$20.17	\$20.68	\$21.19
Percent of Charge	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
Total Team Rev - Concerts/Shows															
	\$329,280	\$337,512	\$345,950	\$354,599	\$363,464	\$372,550	\$381,864	\$391,410	\$401,196	\$411,228	\$421,506	\$432,044	\$442,845	\$453,916	\$465,264
Other Misc Local Events															
Avg Attendance/Event	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
Attendees/Vehicle	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Capacity	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%
Total No. of Cars Parked	980	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800
Total Attendance	2,500	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
TEAM - AVG PARKING FEE	\$5.00	\$5.05	\$5.10	\$5.15	\$5.20	\$5.26	\$5.31	\$5.38	\$5.41	\$5.47	\$5.52	\$5.58	\$5.63	\$5.69	\$5.75
Percent of Charge	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Total Team Rev - Local Events															
	\$4,900	\$49,490	\$49,985	\$50,485	\$50,990	\$51,499	\$52,014	\$52,535	\$53,060	\$53,591	\$54,126	\$54,668	\$55,214	\$55,767	\$56,324
Total Gross Revenue - All Events															
TEAM - Arena Parking Revenues															
Total Attendance - All Events	974,500	1,051,500	1,095,500	1,253,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000
No. of Events	91	103	103	128	126	126	126	126	126	126	126	126	126	126	126
Total No. of Copies Attendees	528,000	572,000	616,000	638,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000
Total No. of Other Events Attendees	448,500	479,500	479,500	615,000	615,000	615,000	615,000	615,000	615,000	615,000	615,000	615,000	615,000	615,000	615,000
Total No. of Attendees	976,500	1,051,500	1,095,500	1,253,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000
Total No. of Cars Parked	382,004	412,188	429,438	491,176	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800
Avg Parking Fee/Event	\$14.17	\$14.17	\$14.17	\$14.16	\$15.10	\$15.10	\$15.88	\$16.25	\$16.66	\$17.07	\$17.50	\$17.93	\$18.34	\$18.84	\$19.31
Avg Parking Fee/Attendee	\$5.55	\$5.58	\$5.66	\$5.79	\$5.92	\$6.06	\$6.22	\$6.37	\$6.53	\$6.69	\$6.86	\$7.03	\$7.20	\$7.38	\$7.57
No. of Cars for Hockey	206,978	224,224	241,472	250,096	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720
No. of Cars for Other Events	175,028	187,964	187,964	241,080	241,080	241,080	241,080	241,080	241,080	241,080	241,080	241,080	241,080	241,080	241,080
Total No. of Cars	382,004	412,188	429,438	491,176	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800

Arena Parking for Arena Events Detail (Based on Walker Study)

Arena Events	16 2025-26	17 2026-27	18 2027-28	19 2028-29	20 2029-30	21 2030-31	22 2031-32	23 2032-33	24 2033-34	25 2034-35	26 2034-35	27 2034-35	28 2034-35	29 2034-35	30 2034-35	Total
Major Concerts																
Avg Attendance/Game	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	
Attendees/Vehicle	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	
Capacity	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	
Total No. of Cars Parked	132,300	132,300	132,300	132,300	132,300	132,300	132,300	132,300	132,300	132,300	132,300	132,300	132,300	132,300	132,300	3,921,372
Total Attendance	337,500	337,500	337,500	337,500	337,500	337,500	337,500	337,500	337,500	337,500	337,500	337,500	337,500	337,500	337,500	10,003,500
TEAM - AVG PARKING FEE	\$25.35	\$25.98	\$26.63	\$27.29	\$27.98	\$28.68	\$29.39	\$30.13	\$30.88	\$31.65	\$32.44	\$33.26	\$34.09	\$34.94	\$35.81	
Percent of Change	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	
Total Team Rev - Major Concerts	\$3,353,172	\$3,437,002	\$3,522,927	\$3,611,000	\$3,701,275	\$3,793,807	\$3,888,652	\$3,985,868	\$4,085,515	\$4,187,653	\$4,292,344	\$4,399,653	\$4,509,644	\$4,622,385	\$4,737,945	\$100,791,233
Minor Concerts/Shows																
Avg Attendance/Game	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	
Attendees/Vehicle	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	
Capacity	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	
Total No. of Cars Parked	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	21,952	658,560
Total Attendance	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	56,000	1,680,000
TEAM - AVG PARKING FEE	\$21.72	\$22.27	\$22.82	\$23.39	\$23.98	\$24.58	\$25.19	\$25.82	\$26.47	\$27.13	\$27.81	\$28.50	\$29.22	\$29.95	\$30.70	
Percent of Change	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	
Total Team Rev - Concerts/Shows	\$476,896	\$468,818	\$501,038	\$513,564	\$528,404	\$539,564	\$553,053	\$566,879	\$581,051	\$595,577	\$610,467	\$625,728	\$641,372	\$657,406	\$673,841	\$14,456,282
Other Misc Local Events																
Avg Attendance/Event	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	
Attendees/Vehicle	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	
Capacity	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	98.0%	
Total No. of Cars Parked	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	9,800	285,180
Total Attendance	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	727,500
TEAM - AVG PARKING FEE	\$5.80	\$5.86	\$5.92	\$5.98	\$6.04	\$6.10	\$6.16	\$6.22	\$6.29	\$6.35	\$6.41	\$6.48	\$6.54	\$6.61	\$6.67	
Percent of Change	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	
Total Team Rev - Local Events	\$58,887	\$57,456	\$58,031	\$58,611	\$59,197	\$59,789	\$60,387	\$60,991	\$61,601	\$62,217	\$62,839	\$63,468	\$64,102	\$64,743	\$65,391	\$1,660,360
Total Gross Revenue - All Events	\$9,889,311	\$10,135,691	\$10,388,221	\$10,647,056	\$10,912,354	\$11,184,274	\$11,462,984	\$11,748,653	\$12,041,455	\$12,341,567	\$12,649,173	\$12,964,460	\$13,287,619	\$13,618,848	\$13,958,348	\$296,072,406
TEAM - Arena Parking Revenues																
Total Attendance - All Events	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	
No. of Events	126	126	126	126	126	126	126	126	126	126	126	126	126	126	126	
Total No. Of Coyotes Attendees	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	19,514,000
Total No. Of Other Events Attendees	615,000	615,000	615,000	615,000	615,000	615,000	615,000	615,000	615,000	615,000	615,000	615,000	615,000	615,000	615,000	18,010,500
Total No. of Attendees	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	1,275,000	37,524,500
Total No. of Cars Parked	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	14,709,604
Avg Parking Fee/Event	\$19.79	\$20.28	\$20.78	\$21.30	\$21.83	\$22.36	\$22.94	\$23.51	\$24.09	\$24.69	\$25.31	\$25.94	\$26.59	\$27.25	\$27.93	
Avg Parking Fee/Attendee	\$7.76	\$7.95	\$8.15	\$8.35	\$8.56	\$8.77	\$8.99	\$9.21	\$9.44	\$9.66	\$9.92	\$10.17	\$10.42	\$10.66	\$10.95	
No. of Cars for Hockey	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	258,720	7,649,488
No. of Cars for Other Events	241,080	241,080	241,080	241,080	241,080	241,080	241,080	241,080	241,080	241,080	241,080	241,080	241,080	241,080	241,080	7,060,116
Total No. of Cars	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	499,800	14,709,604