

PROPOSAL FOR HAUNT ATTRACTION

LOCATION: TCL Chinese Theater Ballroom (Six-Plex)

CAPACITY: 1,500

SIZE: We would use approximately 5,000 square feet of the total 9,000 sq. ft. of available space

- This includes the maze, ticket office, and space for guests to line up to go through the attraction.
- All 6 theaters, concessions, and the VIP lounge would still be able to operate under normal circumstances.

DATES OF OPERATION: September 20th – October 31st (35 NIGHTS TOTAL)

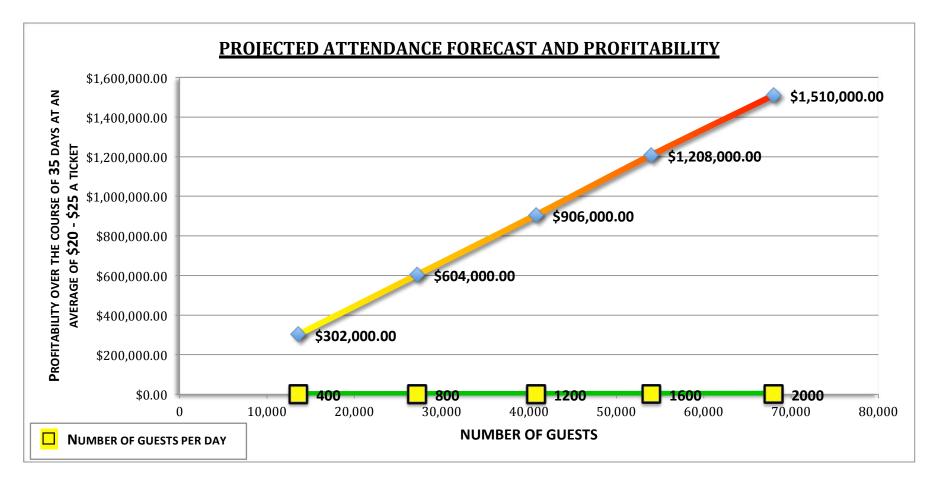
ATTRACTION OPERATING TIMES: 19 Days, 3pm - 9pm / 15 Days, 12:30pm - 1am / 1 Day, 12pm - 10pm

SEPTEMBER											
SUN	MON	FRI	SAT								
1	2	3	4	5	6	7					
8	9	10	11	12	13	14					
15	16	17	18	19	20	21					
22	23	24	25	26	27	28					
29	30										

	OCTOBER										
SUN	MON	TUES	THU	FRI	SAT						
		1	2	3	4	5					
6	7	8	9	10	11	12					
13	14	15	16	17	18	19					
20	21	22	23	24	25	26					
27	28	2 9	30	31	Nov. 1						

TIMELINE OF BUILD, INSTALL, OPERATION, & TEARDOWN:
1 ½ -MONTH BUILD(July 23 nd – August 31 st)
AUDITIONS/PRESS RELEASE(August 1 st)
2-WEEKS INSTALL(September 1 st – 13 th)
ORIENTATION & FITTING(Thursday, September 5 th)
DRESS REHEARSAL(Thursday, September 12 th)
RED CARPET/PRESS JUNCTION(Thursday, September 19 th)
35-NIGHTS TOTAL(September 20 th – October 31 st)
TEAR DOWN(October 31 st – November 1 st)

PROFIT POTENTIAL:



Based from online statistics taken for the area over the last 3 years, we could easily double, and very well triple the projected attendance, if marketed correctly to the core demographic.

The attraction will run a total of 35 days. Of those 35 days, we suggest selling 2 basic ticket prices with available discount coupons. One ticket, for 19 "offpeak" days, would have a base price of \$25 with a \$5 coupon. The second ticket, for 15 "high-peak" days, would have a base price of \$28 with a \$3 coupon.

To meet our budget, we'd simply have to bring in 400 guests per day. As we stated above, and as you can see in the graph, this Haunt Attraction can easily triple and even quadruple that attendance figure.

The profit generated could easily surpass \$1 million dollars, just by taking in a little under 2,000 guests per day.

GUESTS PER DAY/MONTH RATIOS:

GUESTS PER DAY	MULTIPLIED BY	PROFIT
	35 Days of Operation	
400	14,000	\$315,000

13,600 guests ÷ **35** days = **400** guests (*avg.*) per day for **35** days

400 guests x 19 days = 7,600 guests x \$20.00 = \$152,000 400 guests x 15 days = 6,000 guests x \$25.00 = \$150,000 = \$302,000

GUESTS PER DAY	Multiplied by 35 Days of Operation	Profit		
800	28,000	\$630,000		

13,600 guests ÷ 35 days = 400 guests (avg.) per day for 35 days

800 guests x 19 days = 15,200 guests x \$20.00 = \$304,000 = \$604,000 = \$604,000

Guests per Day	Multiplied by 35 Days of Operation	Profit
1200	42,000	\$945,000

13,600 guests \div 35 days = 400 guests (avq.) per day for 35 days

1200 guests x 19 days = 22,800 guests x \$20.00 = \$456,000 = \$906,000
1200 guests x 15 days = 18,000 guests x \$25.00 = \$450,000

Profit	Multiplied by 35 Days of Operation	GUESTS PER DAY 35 I	
\$1.260,000	56,000	1600	

13,600 guests ÷ **35** days = **400** guests (*avg.*) per day for **35** days

1600 guests x 19 days = 30,400 guests x \$20.00 = \$608,000 = \$1,208,000 = \$1,208,000

TICKET PRICE & HOUR BREAKDOWN:

	SEPTEMBER											
SUN	MON	FRI	SAT									
1	2	3	4	5	6	7						
8	9	10	11	12	13	14						
15	16	17	18	19	20	21						
22	23	24	25	26	27	28						
29	30											

	OCTOBER										
SUN	MON	MON TUES WED THU FRI									
		1	2	3	4	5					
6	7	8	9	10	11	12					
13	14	15	16	17	18	19					
20	21	22	23	24	25	26					
27	28	29	30	31	Nov. 1						

19 DAYS AT THIS RATE

TICKET BASE PRICE: \$25.00

DISCOUNT COUPON: \$ 5.00 OFF-PEAK AVG RATE: \$20.00

HAUNT HOURS

3:00 PM - 9:00 PM

(Open 6 hours)

Shift Time

2:00 PM - 10:00 PM

(8HRS. & 20 TALENT/PAS)

Make-Up & Wardrobe

2:00 PM - 3:00 PM

Performing in Maze

3:00 PM - 9:30 PM

De-Costume

9:30 PM - 10:00 PM

15 DAYS AT THIS RATE

TICKET BASE PRICE: \$28.00

DISCOUNT COUPON: \$ 3.00

HIGH-PEAK AVG RATE: \$25.00

HAUNT HOURS

12:30 PM - 1:00 AM

(Open 12 1/2 hours)

1st Shift Time 2nd Shift Time

11:30 AM – 7:30 PM 6:00 PM – 2:00 AM

(8HRS. & 20 TALENT/PAS) (8HRS. & 20 TALENT/PAS)

Make-Up & Wardrobe Make-Up & Wardrobe

11:30 PM - 12:30 PM 6:00 PM - 7:00 PM

Performing in Maze Performing in Maze

12:30 PM - 7:00 PM 7:00 PM - 1:30 AM

<u>De-Costume</u> <u>De-Costume</u>

7:00 PM - 7:30 PM 1:30 AM - 2:00 AM

1 DAYS AT THIS RATE

TICKET BASE PRICE: \$25.00

DISCOUNT COUPON: \$5.00 OFF-PEAK AVG RATE: \$20.00

HAUNT HOURS

12:00 PM - 10:00 PM

(Open 10 hours)

Shift Time Shift Time

11:00 AM - 6:00 PM 4:00 PM - 11:00 PM

(7HRS. & 20 TALENT/PAS) (7HRS. & 20 TALENT/PAS)

Make-Up & Wardrobe Make-Up & Wardrobe

11:00 AM - 12:00 PM 4:00 PM - 5:00 PM

Performing in Maze Performing in Maze

12:00 PM - 5:30 PM 5:00 PM - 10:30 PM

<u>De-Costume</u> <u>De-Costume</u>

5:30 PM - 6:00 PM 10:30 PM - 11:00 PM

BUDGET BREAKDOWN:

ESTIMATED BUDGET: \$300,000

ESTIMATE BREAKDOWN:

\$30,000 Materials

• This includes all build materials (E.g., plywood, foam), props, dressing, and special

\$5,360 Wardrobe, Prosthetics, & Masks

• This includes all materials, special effects make-up, and props for each character's costume, and cleaning.

\$4,000 Off-Site Location for Build & Haul (TBD)

• This includes all build materials (E.g., plywood, foam), props, dressing, and special effects, plus transport for install and strike. Once the final design is approved, we will be able to provide a detailed breakdown of materials and costs.

\$90,000 Operations

 This rate covers complete operation and production of the haunt from start to finish, including the design, build, daily operation, and tear down of the attraction.

\$27,000 Build Crew Salary

• This is based on our crew of 5 individuals constructing and installing, the attraction for a total of 45 days, July 23rd – September 13th, and dismantling the attraction on October 31st – November 1st (completed by morning of). They'll be working with a flat day rate of \$120/day (10 – 12 hours per day).

\$143,640 Talent/PA Payroll

• This is based on two teams of 15 actors & 5 maze PAs working two separate shifts each night of operation. That's a cast of 30 actors & 10 maze PAs working 8 hours per shift, at a rate of \$10.50 an hour. This includes 35 days of the attraction being open to the public, 1 day for the orientation and fitting, 1 day for the dress rehearsal, and 1 day for a red carpet opening. There will also be a date for auditions however this is unpaid.

BUDGET INSTALLMENT PLAN:

	April 1 st	May 1 st	June 1 st	July 26 th	Aug. 2 nd	Aug. 9 th	Aug. 16 th	Aug. 23 rd	Aug. 30 th	Sep. 6 th	Sep. 13 th	Sep. 20 th	Sep. 27 th	Oct. 4 th	Oct. 11 th	Oct. 18 th	Oct. 25 th	Nov. 1 st	TOTALS
Materials		\$15,000	\$15,000																\$30,000.00
WPM					\$5,360														\$5,360.00
Build-Site			\$2,000	\$2,000															\$4,000.00
Operations		\$4,720	\$4,720	\$4,720	\$4,720	\$4,720	\$4,720	\$4,720	\$5,696	\$5,696	\$5,696	\$5,696	\$5,696	\$5,696	\$5,696	\$5,696	\$5,696	\$5,696	\$90,000.00
Build Crew				\$1,800	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,000	\$3,600							\$600	\$27,000.00
Talent/PAs							·					\$5,040	\$3,360	\$8,400	\$21,840	\$26,880	\$31,920	\$46,200	\$143,640.00
TOTAL	\$0	\$19,720	\$21,720	\$8,520	\$13,680	\$8,320	\$8,320	\$8,320	\$9,296	\$8,696	\$9,296	\$10,736	\$9,056	\$14,096	\$27,536	\$32,576	\$37,616	\$52,496	\$300,000.00

PRE-PRODUCTION SCHEDULE:

ITEM	DATES	COMMENTS
Project Approval	APRIL 1 st	Project would need approval by April 1 st , 2013, so we can begin scheduling the project right away.
Design Approval	MAY 1 st	Once the project is approved, we will begin the design process immediately, with a final draft approval date of May 1 st .
Begin ordering Materials	MAY 1 st	Upon design approval on May 1 st , we will then immediately begin ordering all of the materials needed for the project. Materials can take time
Begin Build	JULY 23 rd	

CAST/PAs PAYROLL BREAKDOWN:

Монтн	PAY DATE	# OF EMPLOYEE	\$/Hr.	Hours/Day	# OF DAYS	PAYDAY INSTALLMENTS
September	20 th	40	\$10.50	4	3	\$5,040.00
September	27 th	20	\$10.50	8	2	\$3,360
October	4 th	20	\$10.50	8	5	\$8,400
October	11 th	20	\$10.50	8	5	\$8,400
October	**	40	\$10.50	16	2	\$13,440
October	18 th	20	\$10.50	8	4	\$6,720
Octobel	10	40	\$10.50	16	3	\$20,160
October	25 th	20	\$10.50	8	3	\$5,040
October	23	40	\$10.50	16	4	\$26,880
November	1 st	40	\$10.50	14	1	\$5,880
November	-	40	\$10.50	16	6	\$40,320
TOTALS	7 PAYDAYS	40	\$10.50 PER HOUR	122	38	\$143,640

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19 Days x 8hrs = 152hrs x $10.50/hr = $1,596 x 20 employees = $ 31,920
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15 Days x 16hrs = 240hrs x \$10.50/hr = \$2,520 x 40 employees = \$100,800

1 Day x 14hrs = 14hrs x \$10.50/hr = \$147 x 40 employees = \$5,880

