

Models for Contract Revenue with Examples

METHOD: % of Gross Revenue			
Examples	% of Gross Revenue		
Bryant Park Grill - NYC	16%		
EpicSUP	12%		
Zilker Zephyr	11%		
Union Square Café - NYC	10%		
METHOD: % of Gross Revenue + Flat Fee			
Examples	% of Gross Revenue	Gross Revenue	Annual Fee
Butler Pitch and Putt	1%	< \$80,000	\$14,400
	1.5%	> \$80,000	
BS Food and Beverage	8%	< \$265,000	\$90,000
	28.50%	> \$265,000	
Texas Rowing Center	1%	< \$80,000	\$12,000
	8%	> \$80,000	
Lone Star	8%	> \$187,500	\$15,000
Rowing Dock	1%	> \$0	\$8,004
	8%	> \$80,000	
Zilker Boat Rental	10%	> \$180,000	\$18,000
METHOD: Increasing % of Gross Revenue based on Gross Revenue			
Example	% of Gross Revenue	Gross Revenue	
Austin Rowing Club	3%	<\$300,000	
	10.5%	\$300,001 to \$1,200,000	
	15%	>\$1,200,000	
METHOD: Increasing % of Gross Revenue based on # of Contract Years			
Example	% of Gross Revenue	Years	
Tavern on the Green - NYC	6% to 15%	Increases annually over 20 year term	