

***Passenger Count and Gross Revenue from Ticket Sales***

<i>V&amp;T Railway - Polar Express 2023</i>					
<i>Customers 11/17/23-12/23/23</i>					
<b>Customer Type</b>	<b># of Pax</b>	<b>True Number of Pax</b>	<b>Base Price</b>	<b>Historical Fee</b>	<b>Total</b>
Coach	4736	8611	\$ 305,008.00	\$ 86,112.00	\$ 391,120.00
VIP Parlor Car	2093	1982	\$ 129,710.00	\$ 19,820.00	\$ 149,530.00
VIP Private Table	806	2644	\$ 173,080.00	\$ 26,440.00	\$ 199,520.00
VIP Private Room	66	990	\$ 81,600.00	\$ 9,900.00	\$ 91,500.00
Lap Baby	686	686			
<b>5 Customer Types</b>	<b>8387</b>	<b>14913</b>	<b>\$ 689,398.00</b>	<b>\$ 142,272.00</b>	<b>\$ 831,670.00</b>

**Polar Express 2022 vs 2023 Comparison**

*V&T Railway - Polar Express 2023*

Customer Type	# of Pax	True Number of Pax	Base Price	Historical Fee	Total
Coach	4736	8611	\$ 305,008.00	\$ 86,112.00	\$ 391,120.00
VIP Parlor Car	2093	1982	\$ 129,710.00	\$ 19,820.00	\$ 149,530.00
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<b>5 Customer Types</b>	<b>8387</b>	<b>14913</b>	<b>\$ 689,398.00</b>	<b>\$ 142,272.00</b>	<b>\$ 831,670.00</b>

*V&T Railway - Polar Express 2022*

Customer Type	# of Pax	True Number of Pax	Base Price	Historical Fee	Total
Coach	2672	5344	\$ 179,500.00	\$ 53,440.00	\$ 232,940.00
VIP Tickets	2301	2301	\$ 146,380.00	\$ 23,010.00	\$ 169,390.00
VIP Private Table	772	3088	\$ 155,340.00	\$ 30,880.00	\$ 186,220.00
VIP Private Room	76	1140	\$ 90,350.00	\$ 11,400.00	\$ 101,750.00
Lap Baby	638	638			
<b>5 Customer Types</b>	<b>6459</b>	<b>12511</b>	<b>\$ 571,570.00</b>	<b>\$ 118,730.00</b>	<b>\$ 690,300.00</b>

	# of Pax	True Number of Pax	Base Price	Historical Fee	Total
<b>Change</b>	<b>1928</b>	<b>2402</b>	<b>\$ 117,828.00</b>	<b>\$ 23,542.00</b>	<b>\$ 141,370.00</b>
<b>Percent Change 2022 to 2023</b>	<b>29.8%</b>	<b>19.2%</b>	<b>20.6%</b>	<b>19.8%</b>	<b>20.5%</b>

2023 Polar Express Revenue/Expenses Report  
(preliminary)

Revenue:

PEX Ticket Sales:	\$ 689,398.00
PEX Historical Fees:	\$ 142,272.00
PEX Parking Sales	\$ 32,062.46
PEX Photography Commission	\$ 8,708.73
PEX Gift Shop Sales	\$ 58,669.82
<b>Total Revenue</b>	<b>\$ 931,111.01</b>

Direct Expenses:

Royalties to Rail Events	\$ 198,547.00
Royalties to Rail Events-Photos (?)	\$ 4,353.00
Train Services	\$ 152,550.00
PEX Professional Services	\$ 159,911.42
PEX Operating Supplies	\$ 9,083.32
Merchant Svcs Fees:	
Fare Harbor	\$ 17,345.93
Clover POS (Gift Shop)	\$ 1,784.96
Special Event Expenses:	
Decorate Depot	\$ 11,400.00
Granny B's Cookies	\$ 11,427.25
Giveaways	\$ 58,242.62
Cost of Goods - Gift Shop	\$ 24,153.06
PEX Miscellaneous	\$ 1,272.50
<b>Total Direct Expenses</b>	<b>\$ 650,071.06</b>

Indirect Expenses:

Telephone	\$ 208.82
Utilities	\$ 6,487.11
<b>Total Indirect Expenses</b>	<b>\$ 6,695.93</b>

**Net Profit** **\$ 274,344.02**