

Attachment A: Potential Revenues to Seattle Center from Release of Liquor Exclusivity

Location	2014 Sales	Projected Sales or Rent	Attributable to Liquor*	Percent to Seattle Center***	Net to Seattle Center
Existing Tenants - Potential Incremental Impact of Liquor Sales**					
Armory (existing)	\$ 1,270,000	\$1,397,000 - \$1,524,000	10% - 20%	8%	\$10,160 - \$20,320
Armory (existing)	\$ 995,000	\$1,094,500 - \$1,194,000	10% - 20%	8%	\$7,960 - \$15,920
McCaw Hall Restaurant	\$ 650,000	\$715,000 - \$780,000	10% - 20%	11.5%	\$7,475 - \$14,950
Potential Tenants					
Former NW Art Gallery (RFP)	NA	\$1,000,000 - \$2,000,000	25% - 40%	8%	\$20,000 - \$64,000
NW Room Café (subtenant)	NA	\$12,000 - \$18,000	\$3,000 - \$6,000	15%	\$450 - \$900
Armory (small lounge)	NA	\$300,000 - \$400,000	Dependent on Liquor License Opportunity	8%	\$24,000 - \$32,000
Future Opportunities					
NW Quadrant Redevelopment	NA	\$1,000,000 - \$2,000,000	25% - 40%	8%	\$20,000 - \$64,000
Century 21 Master Plan	NA	\$1,000,000 - \$2,000,000	25% - 40%	8%	\$20,000 - \$64,000
Total					\$110,045 - \$276,090

NOTE: Does not include potential revenue increases from attracting more customer due to broader restaurant offerings.

* Existing tenants, reflects only the incremental liquor sales. Potential tenants and future opportunities reflects overall sales (food and liquor) attributable to the liquor license, consistent with business dominated by lunch, not dinner.

** Chihuly Garden and Glass rent does not include a percentage of food and beverage sales.

***Armory tenants pay base rent plus varying percentages of sales over an established breakpoint. Eight percent is a mid-range estimated percentage of sales.