

THE 2026 OPERATIONAL BLUEPRINT

Financial Risk & Budget Analysis for The Lumina Hall.

Determine the capitalized cost of survival, stability, and scale.



CONFIDENTIAL OPERATIONAL STRATEGY // 2026

The 2026 Financial Reality

Profitability requires high utilization. Fixed lease payments and core staff wages alone will consume >50% of gross income.

\$59,550

Monthly Fixed Overhead (Burn Rate)

\$74,000

Total Projected Monthly Budget

\$260,000

Required Cash Buffer (4 Months)

2 MONTHS

Projected Breakeven Timeline

The Monthly Burn Rate



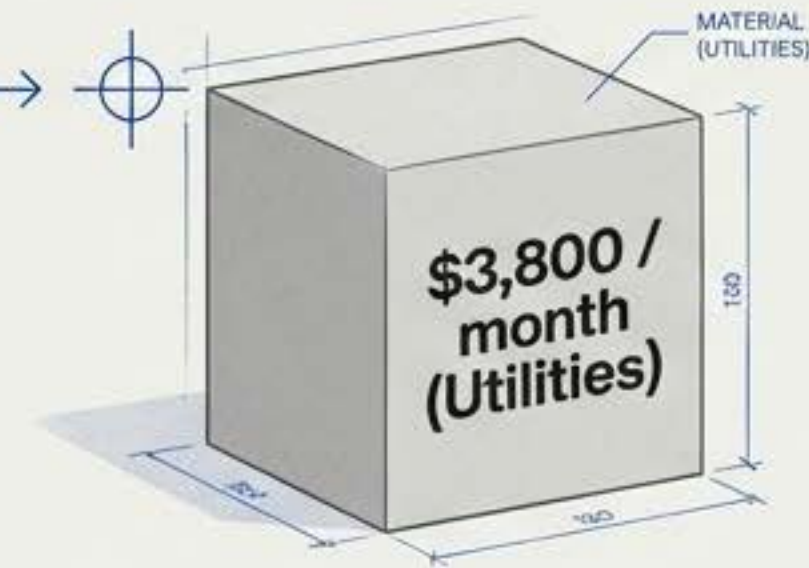
The Anchor: Venue Lease Payment



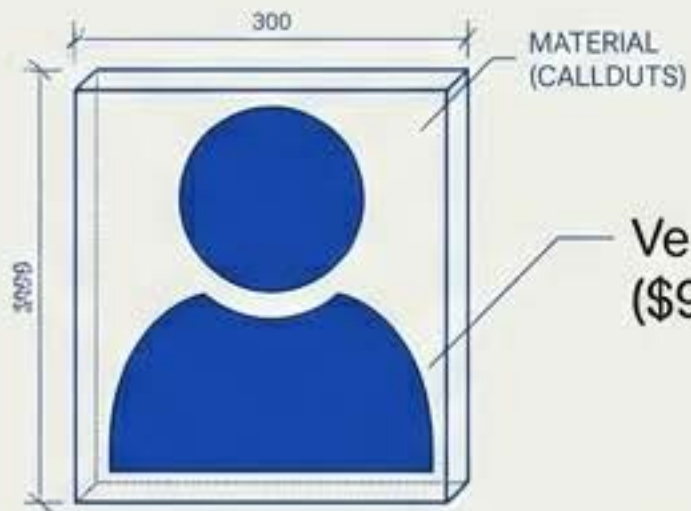
Status: Non-negotiable Fixed Cost.

Strategy: Focus on upfront negotiation. Secure rent abatement periods and cap escalations to CPI only.

The Lease is the **single largest non-labor expense**. It sets the floor for the entire business model.



The Engine: Fixed Staff Payroll



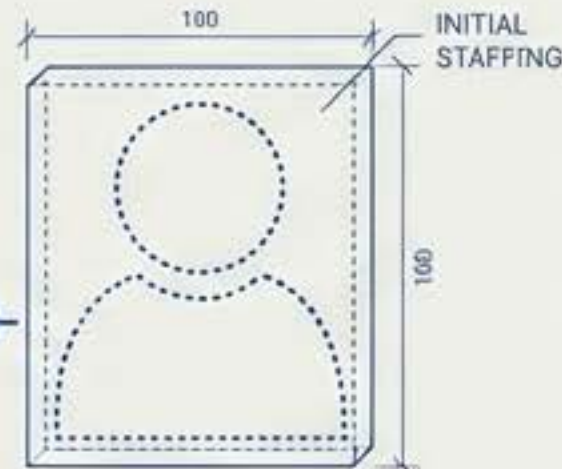
\$32,500 / MONTH
(Forecasted Average)

HIRE DELAY POINT

FORECASTED COST



DELAY HIRE until revenue is booked.



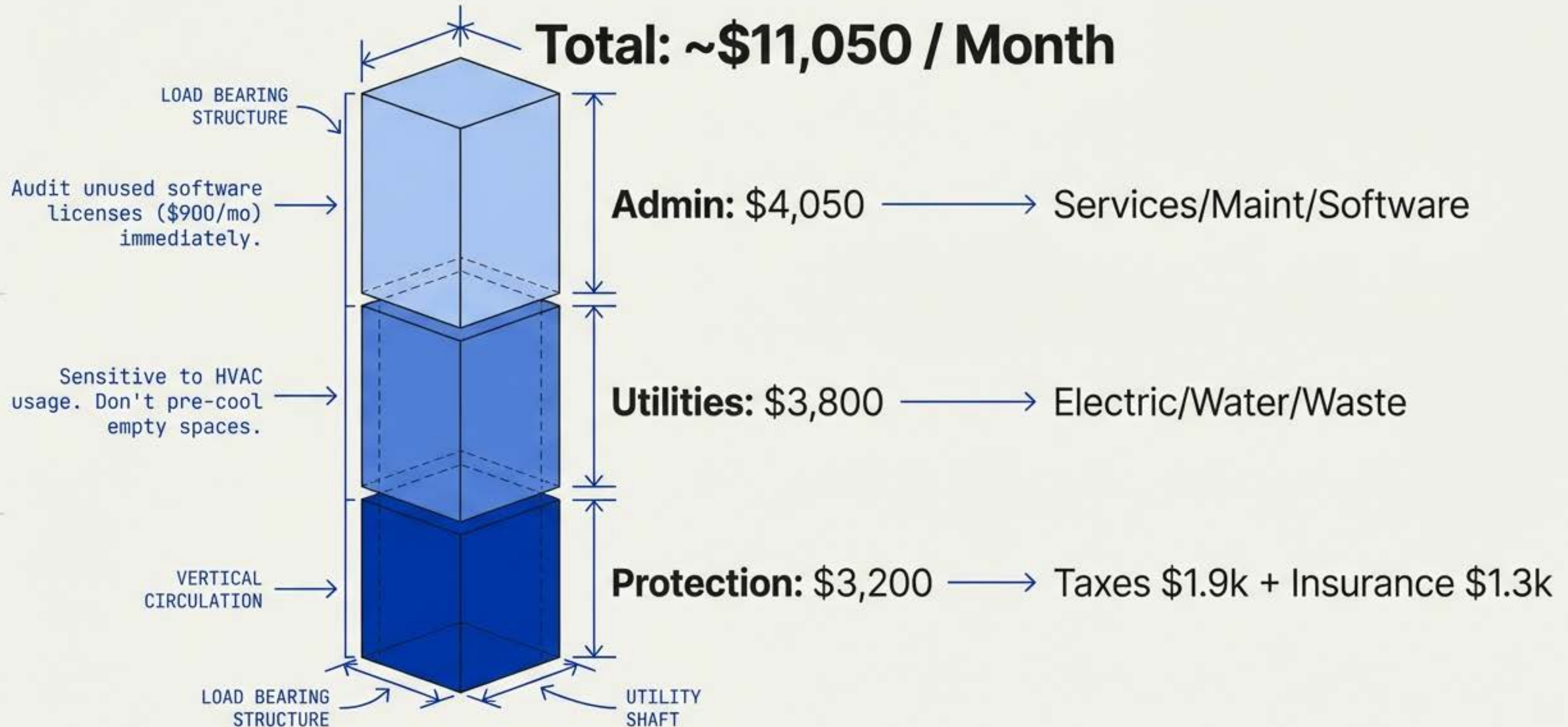
Sales Manager (\$80k/yr)

Don't staff for potential; staff for booked revenue. The Venue Manager must handle initial htry initial sales to protect cash flow.

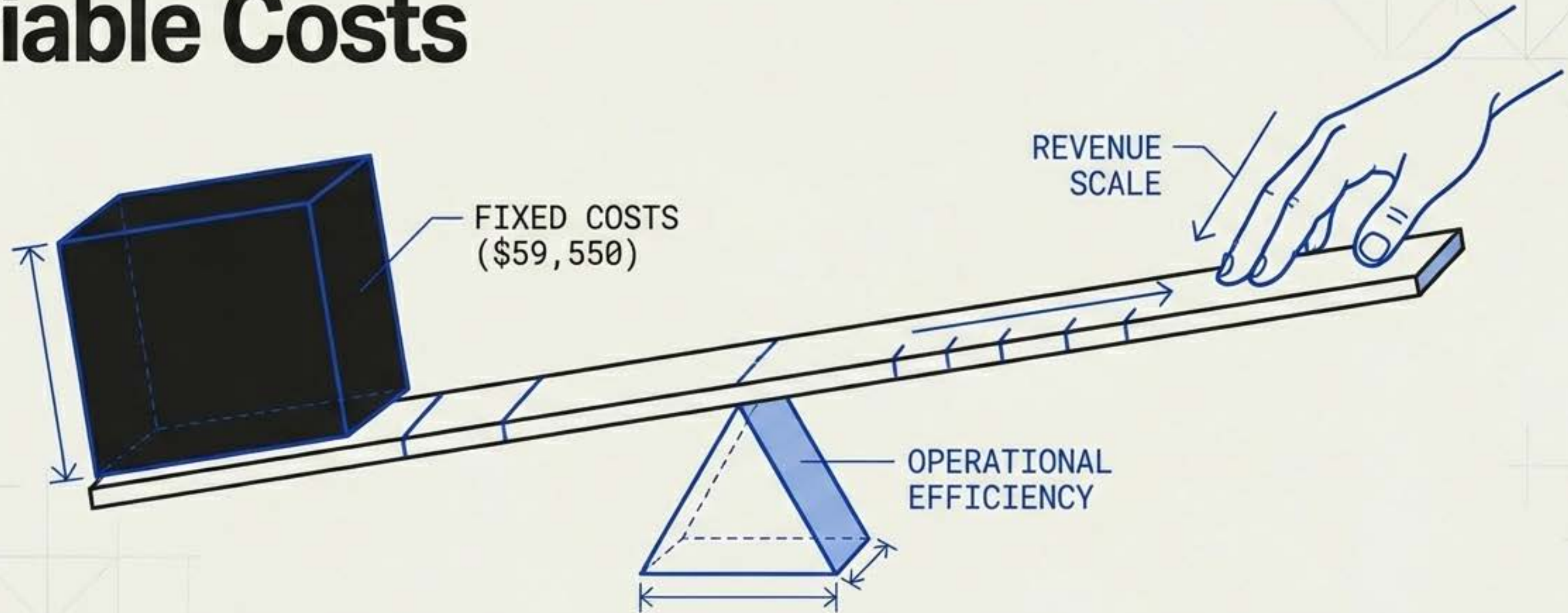


Infrastructure & Asset Protection

Total: ~\$11,050 / Month



The Profitability Levers: Variable Costs



Once fixed costs are covered, profitability hinges entirely on managing the costs that scale with revenue: Staffing and F&B.

The Primary Variable: Event Staffing



60% OF REVENUE
REVENUE

The Fixes

1. Tie staffing levels directly to ticket scans.
2. Negotiate bulk hourly rates.
3. Automate entry to reduce usher headcount.

Risk Warning: Overestimating capacity leads to paying idle labor.

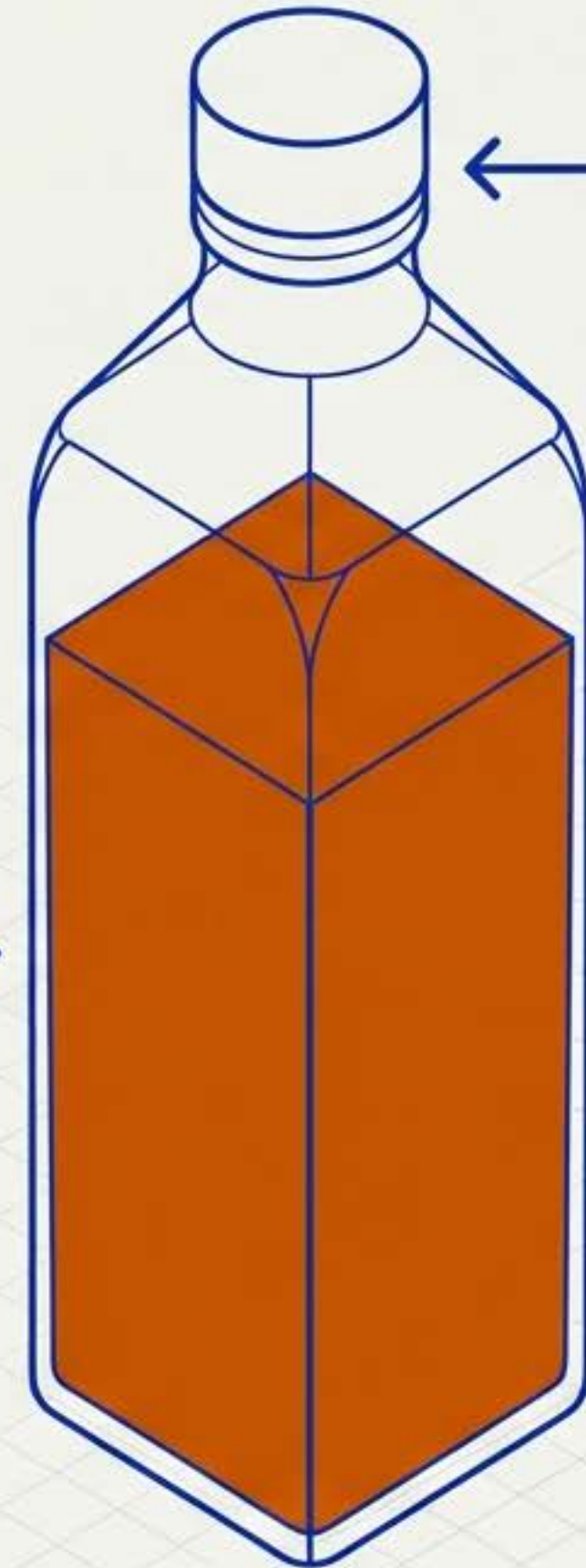
The Margin Trap: F&B COGS

High volume does not equal high profit if COGS are unchecked.

- Negotiate volume discounts.
- Tighten pour controls.
- Monitor spoilage rates.

80% COGS
(\$6,550 avg)

20% GROSS MARGIN



The Fortress: Working Capital Requirements



\$260,000

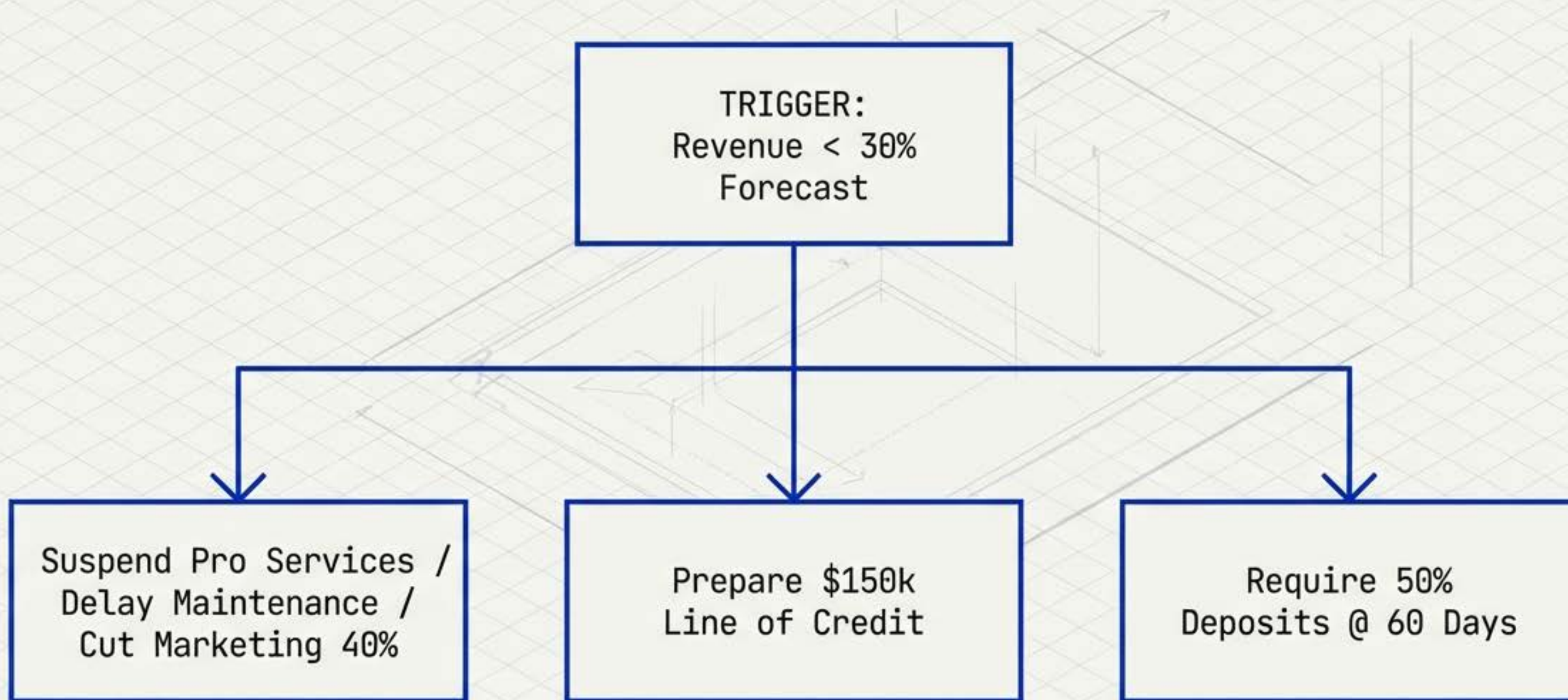
Required Cash Buffer.

4 MONTHS OF:

- Rent (\$16k)
- Core Salaries
- Insurance

To survive seasonality and slow months, a significant cash buffer is non-negotiable. Keep this liquid and separate from CapEx.

Stress Test: The 'Down 30%' Protocol



Operational Readiness Checklist

- 1. Lock in Lease:** Budget \$16k; negotiate escalation caps.
- 2. Secure Buffer:** Capitalization of \$260k for 4-month runway.
- 3. Staffing Discipline:** Delay Sales Hire until revenue is booked.
- 4. Inventory Control:** Implement strict tracking for F&B (80% COGS).
- 5. Audit:** Review software licenses (\$900/mo) and waste contracts.
- 6. Protocol:** Finalize the 'Down 30%' cost-cutting plan.

