

APPENDIX A

Start up Costs

Item	number needed	cost/item	Item total
Facility (x3: dep. +1 st & last mo. rent)	2500 sq ft	\$1	7,500

Build Out Supplies

Raised Wood Floor

2x6 pine studs	100	\$5.50	\$550
4x8 3/4in plywood sheets (indoor)	50	\$12.99	\$650
Wood screws	2 cases	\$49.99	\$100.00
Floor surface coating	1-10 gal. bucket	\$150	\$150

Office, Changing Rm, Armory, Racks

2x4 pine studs	63	\$3.71	\$234
Doors & door hardware	2 sets	\$70	\$140
Drywall sheets	24	\$6.38	\$156
3/4-inch dowels	8	\$1.00	\$8
Vise and tools for armory	1 set	\$70	\$70
Light fixtures (8-foot flourescent)	12	\$50	\$600
Foils, epees, sabres, masks, jackets	25	\$100	\$2,500

Scoring Machines

EigerTech machines + wiring setups	6	\$630	\$3,768
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Sub Total

16,426

Cash Reserves

\$3,574

Total Start up Costs

20,000

MONTHLY COSTS

Bank Loan (see above note)		\$483
Rent		\$2,500
Utilities and telephone		\$100
Garbage		\$15
USFA liability insurance		\$17
Other insurance (facilities, equipment)		\$50
Advertising		\$400
Fencing equipment replacement		\$100
Scoring machine equipment repairs		\$100
Total estimated monthly costs		\$3,765 x12 months= \$45,180

MONTHLY REVENUE

Income Item	No. of occurances	Per occurrence	Revenue
Club Dues	75 members	\$45	\$3,375
Private lessons	120 per month	\$15	\$1,800
Floor fees	100 visiting fencers	\$10	\$1,000
Non-fencing facility rental	8 per month	\$50	\$400
Tournaments	1 per month	\$400	\$400
Total Estimated Monthly Revenue			\$6,975 x12 months=\$83,700

Total Estimated Annual Revenue

\$83,700

Total Estimated Annual Costs

(\$45,180)

Total Annual Net Income

\$38,520

Appendix B

Table of rent expense variables and associated net income including marketing variable of +15 members.

Square Footage	Cost per Square Foot	Annual Rent	Net Income	Net Income +15 mbrs
2500	\$1.00	\$30,000	\$38,520	\$46,620
2500	\$0.75	\$22,500	\$46,020	\$54,120
2000	\$0.75	\$18,000	\$50,520	\$58,620