

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 fluorescent)	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 occurrences	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