

3-Year Pro Forma Financial Operating Projections

	CY 2017 (Sep-Dec)	CY 2018	CY 2019	CY 2020
Sales Forecast:				
Turf - Soccer	\$33,680	\$80,940	\$140,630	\$153,440
Turf - Football	\$6,530	\$23,570	\$32,080	\$36,840
Turf - Lacrosse	\$0	\$5,500	\$7,750	\$9,000
Court - Basketball	\$2,400	\$83,280	\$141,600	\$181,140
Court - Volleyball	\$360	\$17,760	\$24,960	\$30,960
Court - Futsal, Dodgeball, Tennis, etc.	\$2,600	\$12,400	\$20,600	\$29,200
Other Income:				
Open Play	\$1,140	\$3,060	\$3,600	\$3,600
General Summer Camps	\$0	\$22,500	\$30,000	\$37,500
Parties	\$2,720	\$29,370	\$38,140	\$43,200
Café	\$3,270	\$17,431	\$28,085	\$33,718
Membership Fees	\$300	\$5,900	\$9,500	\$12,000
Space Lease	\$0	\$0	\$0	\$0
Facility Lease	\$0	\$0	\$0	\$0
Partnerships Cash	\$0	\$25,000	\$25,000	\$25,000
Partnerships Trade	\$0	\$0	\$0	\$0
Miscellaneous Income	\$0	\$0	\$0	\$0
Total Revenue	\$53,000	\$326,711	\$501,945	\$595,598
Expenses:				
Bank Charges	\$0	\$0	\$0	\$0
Café COGS	\$981	\$5,229	\$8,426	\$10,115
Consulting Fees	\$7,500	\$0	\$0	\$0
Dues & Subscriptions	\$3,000	\$9,000	\$9,000	\$9,000
Equipment R & M	\$2,000	\$6,000	\$6,000	\$6,000
Food/Drink Comped	\$200	\$600	\$600	\$600
Licenses & Fees	\$200	\$600	\$600	\$600
Marketing Costs	\$12,000	\$36,000	\$36,000	\$36,000
Meals & Entertainment	\$200	\$600	\$600	\$600
Office Supplies	\$1,200	\$3,600	\$3,600	\$3,600
Operating Loan Interest	\$0	\$0	\$0	\$0
Parties COGS	\$680	\$7,343	\$9,535	\$10,800
Sanitation	\$2,000	\$6,000	\$6,000	\$6,000
Supplies-Other	\$800	\$2,400	\$2,400	\$2,400
Telecommunications	\$800	\$2,400	\$2,400	\$2,400
Travel & Lodging	\$200	\$600	\$600	\$600
Other-Misc	\$800	\$2,400	\$2,400	\$2,400
Misc Expense Sub-Total:	\$32,561	\$82,772	\$88,161	\$91,115
Facility Lease	\$0	\$0	\$0	\$0
Building Repair & Maintenance	\$5,000	\$15,000	\$15,000	\$15,000
Landscape Maintenance	\$1,000	\$3,000	\$3,000	\$3,000
Insurance--P & L	\$2,080	\$6,240	\$6,240	\$6,240
Utilities	\$24,000	\$72,000	\$72,000	\$72,000
Facility Expense Sub-total:	\$32,080	\$96,240	\$96,240	\$96,240
Payroll--Permanent	\$26,667	\$80,000	\$80,000	\$80,000
Payroll--Incentive	\$0	\$0	\$0	\$0
Payroll--Instructors	\$4,500	\$18,960	\$21,300	\$23,040
Payroll--Parttime Sports	\$4,557	\$22,345	\$36,762	\$44,058
Payroll--Referees/Officials	\$2,267	\$26,843	\$41,453	\$53,753
Payroll--Taxes	\$5,716	\$19,409	\$22,090	\$23,536
Camp Expenses	\$0	\$9,320	\$12,600	\$15,880
Tournament Expenses	\$3,704	\$12,440	\$27,256	\$29,840
Insurance--Health	\$3,200	\$9,600	\$9,600	\$9,600
Personnel Expense Sub-total:	\$50,610	\$198,917	\$251,061	\$279,707
Total Expenses:	\$115,251	\$377,929	\$435,462	\$467,062
Annual Operating Profit/Loss:	-\$62,251	-\$51,218	\$66,484	\$128,535