

**Detailed Operating Income Statement & Projections**

	1	2	3	4	5	6	7	8	9	10	11	12	YTD
	Sep-08	Oct-08	Nov-08	Dec-08	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	
Number of Weekdays	22	23	20	23	22	20	22	22	21	22	23	21	261
Number of Weekends	4	5	5	4	5	4	4	4	5	4	4	5	53

**ASSUMPTIONS & PROJECTIONS**

Travel Tournaments & Events	
Season Length in Months	6
Travel - Est. April Tournament Cost (2008)	\$425.00
Travel - Est. July #1 Tournament Cost (2008)	\$695.00
Travel - Est. July #2 Tournament Cost (2008)	\$675.00
Travel - Avg. # of Players per Team	10
Travel - Avg. Coaches Fee per Hour	\$0.00
Travel - Avg. Hours Coached (2008)	10

Local Tournaments & Events	
Local - Est. Avg. Tournaments per Season (2008)	22
Local - Est. Avg. Amt. of Teams Play per Season (2008)	57
Local - Est. Avg. # of Games Played per Season (2008)	155
Local - Est. Avg. # of Games per Month	25.83
Local - Est. Avg. Coaches Cost per Game *(A)	\$21.65
Local - Est. Total Tournament Cost per Season (2008)	\$16,670.00
Local - Est. Avg. Coaches Cost for 2009 *(B)	\$3,525.00

Avg. Player Amt. Per Team	9
Actual Amt. of Teams	6.67

Facility Usage Per Month	
Est. Total # of Practice Days Available per Season (2008)	76
Est. Total Hours Available per Season (2008)	152
Est. Skills Training Facility Cost per Hour	\$50.00
Group 1 Total Est. Hourly Usage (10-30 players)	17.60
Group 2 Total Est. Hourly Usage (40-50 players)	35.20
Group 3 Total Est. Hourly Usage (60-70 players)	52.80
Group 4 Total Est. Hourly Usage (80-90 players)	70.40
Group 5 Total Est. Hourly Usage (100-110 players)	88.00
Group 6 Total Est. Hourly Usage (120+ players)	105.60
Avg. Weeks Available per Month	4.40

Tryouts	
Tryout Cost	\$10.00
Tryout Participants	49

Coaches Pay Per Practice & Games	
Coach #1	\$25.00
Coach #2	\$10.00
Coach #3	\$0.00
Coach #4	\$0.00

Skills Training & Instruction	
Avg. Skills Sessions per Month	4
Avg. Hours per Session	2
Est. Facility Cost per Hour	\$25.00
Est. Facility Cost per Session	\$0.00
Player Cost per Session	\$0.00
Instructor #1 Fee per Session	\$2.00
Instructor #2 Fee per Session	\$0.00
Monthly Growth Rate Increase	5%
Est. Amt Participants per Session	20

Merchant Service Fees	
Compass Merchant per Transaction Fee	2.19%
Compass Merchant Cents per Transaction	\$0.25
Compass Merchant Monthly fee	\$15.00
Gateway Monthly Fee	\$20.00
Gateway Cents per Transaction Fee	\$0.10
SportsSignup Cost per Registration fee	\$2.00

Group Hrs Used Per Week	GP #1	GP #2	GP #3	GP #4	GP #5	GP #6
	4	8	12	16	20	24

**TOURNAMENTS & EVENTS**

	1	2	3	4	5	6	7	8	9	10	11	12	YTD
	Sep-08	Oct-08	Nov-08	Dec-08	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	
Number of Weekdays	22	23	20	23	22	20	22	22	21	22	23	21	261
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Travel Tournament Costs per Player (2008)													
Tournament #1								\$42.50				\$0.00	\$42.50
Tournament #2								\$0.00				\$69.50	\$69.50
Tournament #3								\$0.00				\$67.50	\$67.50
<b>Total Cost</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$137.00	\$0.00	\$137.00

Local Tournament Costs (2008 CALCULATIONS FROM ABOVE)													
Total Monthly Tournament Cost (2008)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,100.00	\$3,145.00	\$3,200.00	\$4,675.00	\$200.00	\$15,320.00
Avg. # of Teams Play per Month (2008)	0	0	0	0	0	0	6	11	13	12	15	2	59
Avg. Cost per Team per Tournament (2008)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$225.00	\$372.73	\$241.92	\$266.67	\$311.67	\$100.00	\$1,517.98
Est. Avg. Cost per Tournament (Per Month 2009)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,484.85	\$1,612.82	\$1,777.78	\$2,077.78	\$666.67	\$8,619.89

Local Tournament Coaching Costs (2008)													
Avg. # of Games (2008)	0	0	0	0	0	0	20	40	35	30	25	5	155
Avg. # of Coaches Utilized (2008)	0	0	0	0	0	0	4	8	7	6	5	1	31
Total Coaches Cost Per Month (2008)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Local Tournament Team Costs (2009)													
# of Tournaments	0	0	0	0	0	0	0	3	5	5	5	1	19
Avg. # of Teams Play per Month	0.0	0.0	0.0	0.0	0.0	0.0	0.0	12.0	13.0	16.0	14.0	14.0	69.0
Avg. Cost per Team per Tournament	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$340.00	\$266.54	\$261.56	\$214.29	\$214.29	\$1,296.67
<b>Total Monthly Tournament Cost</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,080.00	\$3,465.00	\$4,185.00	\$3,000.00	\$3,000.00	\$17,730.00

Coaches Practice Costs (2009)													
Avg. Hours Per Month	0.0	0.0	0.0	0.0	0.0	4.0	26.0	16.0	14.0	10.0	10.0	0.0	80.00
Amount of Practices Per Month	0.0	0.0	0.0	0.0	0.0	2.0	13.0	8.0	7.0	5.0	5.0	0.0	40.00
Coach #1 Total Monthly Practice Costs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00	\$325.00	\$200.00	\$175.00	\$125.00	\$125.00	\$0.00	\$1,000.00

Avg. Hours Per Month	0.0	0.0	0.0	0.0	0.0	0.0	14.0	16.0	10.0	2.0	10.0	0.0	52.00
Amount of Practices Per Month	0.0	0.0	0.0	0.0	0.0	0.0	7.0	8.0	5.0	1.0	5.0	0.0	26.00
Coach #1 Total Monthly Practice Costs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$70.00	\$80.00	\$50.00	\$10.00	\$50.00	\$0.00	\$260.00
<b>Total Coaches Practice Cost Per Month</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00	\$395.00	\$280.00	\$225.00	\$135.00	\$175.00	\$0.00	\$1,260.00

Local Tournament Coaching Costs (2009)													
Avg. # of Games Needed For Coaches (2009)	0	0	0	0	0	0	0	30	35	45	20	10	140
Coach #1 Games Needed	0	0	0	0	0	0	0	19	19	23	21	6	88
Coach #1 Total Cost	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$475.00	\$475.00	\$575.00	\$525.00	\$150.00	\$2,200.00
Coach #2 Games Needed	0	0	0	0	0	0	0	8	0	0	0	0	8
Coach #2 Total Cost (\$100 per Tournament)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$75.00	\$175.00	\$150.00	\$75.00	\$150.00	\$625.00
Coach #3 Games Needed	0	0	0	0	0	0	0	5	0	0	0	0	5
Coach #3 Total Cost	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Coach #4 Games Needed	0	0	0	0	0	0	0	0	0	0	0	0	0
Coach #4 Total Cost	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Coaches Tournament Costs Per Month</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$75.00	\$650.00	\$625.00	\$650.00	\$675.00	\$150.00	\$2,825.00

<b>Total Cost Per Month</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00	\$470.00	\$5,010.00	\$4,315.00	\$4,970.00	\$3,987.00	\$3,150.00	\$21,952.00
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<b>Cost of Tournament &amp; Events</b>														
Total Travel Tournament Costs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$42.50	\$0.00	\$0.00	\$69.50	\$0.00	\$112.00
<b>Total Local Tournament &amp; Event Costs</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,080.00	\$3,465.00	\$4,185.00	\$3,000.00	\$3,000.00	\$17,730.00	
<b>Cost of Practice Facilities</b>														
Tryout Facility Costs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
<b>Total Hourly Practice Facility Usage Costs</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$62.50	\$350.00	\$300.00	\$300.00	\$0.00	\$0.00	\$1,012.50	
<b>Coaches Practice Cost</b>														
<b>Total Coaches Practice Cost per Month</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00	\$395.00	\$280.00	\$225.00	\$135.00	\$175.00	\$1,260.00	
<b>Coaches Tournament Game Cost</b>														
<b>Total Coaches Game Cost per Month</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$75.00	\$650.00	\$625.00	\$650.00	\$675.00	\$2,825.00	
<b>Skills Training Cost of Labor</b>														
Total Skills Training Facility Costs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
<b>Total Skills Training Instructor Cost</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$106.00	\$0.00	\$0.00	\$0.00	\$0.00	\$106.00	
<b>Total Cost of Sales</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$99.00	\$8,694.54	\$2,028.00	\$6,346.20	\$5,625.00	\$4,990.00	\$3,870.00	\$3,170.00	\$34,822.74

**SUMMARY - REVENUE GENERATED**

	1	2	3	4	5	6	7	8	9	10	11	12	YTD
	Sep-08	Oct-08	Nov-08	Dec-08	Jan-09	Feb-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	
Number of Weekdays	22	23	20	23	22	20	22	22	21	22	23	21	261
Number of Weekends	4	5	5	4	5	4	4	4	5	4	4	5	53

Monthly Dues & Payments	0	0	0	0	0	0	195	195	195	195	195	75	
Est. New Players Acquired (28% in 2008, 69.64% in 2009)							42						
Est. Returning Players Acquired (71% in 2008, 30.35% in 2009)							18						
<b>Total Players in Organization</b>							<b>60</b>						
Tryout Income	-	-	-	-	-	\$490.00	-	-	-	-	-	-	\$490.00
Website Player Profile Income	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Travel Tournament Coaching Fee Income	-	-	-	-	-	-	-	\$0.00	-	-	\$0.00	-	\$0.00
Skills Training & Instruction Income	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
New Player Registration Income	-	-	-	-	-	\$12,600.00	\$12,600.00	-	-	-	-	-	\$25,200.00
Returning Player Registration Income	-	-	-	-	-	\$5,400.00	\$1,800.00	-	-	-	-	-	\$7,200.00
Total Monthly Dues Income	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$11,700.00	\$11,700.00	\$11,700.00	\$11,700.00	\$11,700.00	\$4,500.00	\$63,000.00
<b>Total Revenue Generated</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,490.00	\$26,100.00	\$11,700.00	\$11,700.00	\$11,700.00	\$11,700.00	\$4,500.00	\$95,890.00

**SUMMARY - GROSS PROFIT**

<b>TOTAL GROSS PROFIT</b>	\$0.00	\$0.00	\$0.00	\$0.00	-\$99.00	\$9,795.46	\$24,072.00	\$5,353.80	\$6,075.00	\$6,710.00	\$7,830.00	\$1,330.00	\$61,067.26
<i>Gross Profit Margin</i>	0%	0%	0%	0%	0%	53%	92%	46%	52%	57%	67%	30%	64%

**PERSON SUMMARY - GROSS PROFIT**

Personal Overhead Costs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$21,000.00
<b>TOTAL GROSS PROFIT</b>	\$0.00	\$0.00	\$0.00	\$0.00	-\$99.00	\$6,795.46	\$21,072.00	\$2,353.80	\$3,075.00	\$3,710.00	\$4,830.00	-\$1,670.00	\$40,067.26
<i>Gross Profit Margin</i>	0%	0%	0%	0%	0%	69%	88%	44%	51%	55%	62%	-126%	66%