

PROJECTION OF PERFORMANCE*** NEW FACILITY LOCATION**

	2021	2022	2023
Number Of Facility Access Units	YEAR 1	YEAR 2	YEAR 3
New Tuition Enrollments (Access)	60	90	120
Prepaid (PIF-paid in full) Enrollments	12	24	36
Enhancement Fees (Access)	120	240	420
TOTAL CLIENT UNITS	192	354	576

Revenue From Access Enrollment Units

New Access Tuition	\$960	\$1,440	\$1,920
Prepaid Tuition Enrollment	\$1,440	\$2,880	\$4,320
Enhancement Access Enrollment	\$12,000	\$24,000	\$42,000
New Tuition Enrollment Enhancement Fees	\$6,000	\$17,700	\$28,800
TOTAL CLIENT REVENUE	\$20,400	\$46,020	\$77,040

Number Of Units

New Personal Training Clients	60	180	210
New Enhanced Performance Training Clients	180	240	280
TOTAL TRAINING CLIENT UNITS	240	420	490

Revenue From Training Services

Personal Training Services	\$16,500	\$49,500	\$57,750
Enhanced Performance Training Services	\$94,500	\$126,000	\$147,000
TOTAL TRAINING CLIENT REVENUE	\$111,000	\$175,500	\$204,750

TOTAL NEW ENROLLMENT BUSINESS

Total Client Units	432	774	1066
Total Client Services Revenue	\$131,400	\$221,520	\$281,790

Attrition @ 5%	-\$6,570	-\$11,076	-\$14,089
NET REVENUE NEW CLIENT	\$124,830	\$210,444	\$267,701

Number of Large Group Class Units

Youth Fitness	360	415	475
Adult Fitness	180	235	295
Youth Sports Performance	540	600	675
Camps/Clinics	80	185	300
TOTAL LARGE GROUP CLASS UNITS	1160	1435	1745

Revenue From Large Group Classes

Youth General Fitness	\$36,000	\$41,500	\$47,500
Adult General Fitness	\$22,500	\$29,375	\$36,875
Youth Skill & Sports Performance	\$81,000	\$90,000	\$101,250
Camps/Clinics	\$14,500	\$33,500	\$54,375
TOTAL LARGE GROUP CLASSES REVENUE	\$154,000	\$194,375	\$240,000
Attrition @ 5%	-\$7,700	-\$9,719	-\$12,000
NET REVENUE LARGE GROUP CLASSES	\$146,300	\$184,656	\$228,000

TOTAL REVENUE FROM FITNESS SERVICES	\$271,130	\$395,100	\$495,700
TOP FLIGHT COACH CONTRACTOR PAYMENTS @ 75%	-\$203,347	-\$296,325	-\$371,775
TOP FLIGHT COACH CONTRACTOR MANAGEMENT FEES	\$12,000	\$15,000	\$20,000
TOP FLIGHT ATHLETICS NET FITNESS SERVICES REVENUE	\$79,783	\$113,775	\$143,925

Revenue From Third Party

Events	\$24,000	\$32,000	\$40,000
Facility Rentals	\$6,000	\$18,000	\$32,000
Rents (The Compound)	\$5,400	\$6,210	\$6,480
Rents (SHO TIME)	\$3,000	\$3,450	\$3,600
Personal Trainer Leases	\$6,000	\$12,000	\$18,000
Revenue Share From Personal Trainers	\$4,800	\$9,600	\$14,400
Revenue Share From Partnerships	\$8,000	\$12,000	\$18,000
TOTAL REVENUE FROM THIRD PARTY	\$57,200	\$93,260	\$132,480

Retail

Revenue Merchandise	\$25,000	\$40,000	\$55,000
Cost Of Goods Sold Merchandise @ 70%	-\$17,500	-\$28,000	-\$38,500
Revenue Food & Beverage & Nutrition	\$23,100	\$28,800	\$36,000
Cost Of Goods Sold Food and Beverage @ 55%	-\$12,705	-\$15,840	-\$19,800
NET RETAIL REVENUE	\$17,895	\$24,960	\$32,700

Facility Operations Costs

Rent + Utilities	-\$24,000	-\$26,400	-\$28,800
Management Fee (Advertising, Marketing, Accounting, Legal)	-\$12,000	-\$13,200	-\$14,400
Facility Maintanance and Supplies	-\$1,200	-\$1,320	-\$1,440
Property Taxes	\$0	\$0	\$0
Insurance	-\$500	-\$550	-\$600
Depreciation	\$0	\$0	\$0
Wages + Salaries	\$0	\$0	\$0
Total Facility Operations Costs	-\$37,700	-\$41,470	-\$45,240

Business Costs

Credit Card Processing Fees (@ 2%)	-\$2,700	-\$3,950	-\$4,960
Interest Income	0	0	0
Equipment Interest Expense	0	0	0
Debt Interest Expense	0	0	0
Debt Services	0	0	0
Total Business Costs	-\$2,700	-\$3,950	-\$4,960
TOP FLIGHT ATHLETICS NET PROFIT BEFRE TAX & DEFERRALS	\$114,478	\$186,575	\$258,905