

HOME OF HOCKEY PROJECTED P & L

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REVENUES			
	Indoor Facilities (court @ \$100 per hour)		
	National Indoor Senior & Junior Team (a)	\$43,300	
	USFHA Indoor Tournament (b)	\$36,000	
	U12-U18 Club Team ©	\$168,000	
	U30 Team (d)	\$75,000	
	Rent out to other sports (Soccer, Lax)	\$75,000	
	Subtotal for Indoor		\$397,000
	Outdoor Facility (wet field @ \$140 per hour and dry @ \$100 per hour)		
	Senior National Team (e)	\$45,675	
	Junior National Teams (e1)	\$2,240	
	High Performance trainings May, June, July 30-100 players (f)		
	Junior High Performance Camp (f1)	\$43,680	
	Regional Futures (g)	\$14,400	
	USFHA Tournaments (g1)	\$61,600	
	Club Teams (h)	\$108,500	
	U30+ (j)	\$25,000	
	Subtotal		\$301,095
	Dedicated Facilities		
	Natioanl Training Center (k)		\$68,400
	TOTAL REVENUES		\$766,500
EXPENSES			
	Labor to Manage HOH		
	Receptionist	\$40,000	
	Manager	\$75,000	
	Two shift Gurad	\$80,000	
	Sub Total	\$195,000	
	Plus 20% professional fee	\$234,000	
	Accounting	\$10,000	
	Subtotal		\$634,000
	Operating Expenses**		
	Indoor Fields (1)	\$194,000	
	National Team Center (2)	\$68,400	
	Reserve (to replace surfaces)		
	One wet field (3)	\$125,000	
	Second wet field (3)	\$125,000	
	Five indoor rubber fields (4)	\$30,000	
	Subtotal for Reserve		\$280,000
	Inner City Component		
	Fall Program Two vasily and two middle school (20 players/team)		
	Four Coaches	pro bono	
	Practice Fields (2hrs x 2 fields x 5 days x 12wks @\$100/field)	pro bono	
	Transportation to and from HOH	\$10,000	
	Uniforms and equipment	\$10,000	
	10 games: refs and transportation	\$10,000	
	Winter Program (16 weeks)		
	Club Team (total 8 players grades 8-12)		
	8 x \$150 x 16	\$19,200	
	Travel Expenses	\$5,000	
	Transportation	\$5,000	
	Total Inner City Program		\$59,200
	TOTAL EST ANNUAL OPERATING EXPENSES		\$845,000
	NET INCOME (deficit)		(\$78,500)

Assumptions:

- a. Denice Zelenack letter dated May 2nd, 2012
- b. Indoor competition runs 9 days, 4 fields, 10hrs/day = 360 court hours
- c. Nov - March, 14 weeks, 6 days/week, 4 hours (5-9), 5 courts = 1680 court hours
- d. Have to develop league for kids in the tri-state area
- e. Practice 3 hours/day, 5 days, 20 weeks or 300 field hours plus 3 international games (5 games each) another 15 field hours = 315 field hours @ \$145
- e1. Juniors will only practice twice, 2 long weekends on 1 field: 8 hours x 2days x 1 wet field =
- f.
- f1. Training May, June, July: 12 weeks (Sat and Sun 9am-6pm & Tues/Weds 5-9pm): 12 weeks x 26 hours x 1 wet field
- g. Bring in two regions within 25 miles of Camden. Each region is two weekend a month for five months (Jan-May). (Sunday 9am - 6pm): 8 days x 9 hours = 72 field hours per region
- g1. Have three tournaments in VA Beach: NFC's, NCC's, HP Championship?
 HP Championship: 8 days x 13 hours x \$140 = \$14,560 (current billing from Unvi of MD = \$3,300)
 NFC: 7 days x 12 hours x 2 fields = \$23,500
 NCC: 7 days x 12 hours x 2 fields = \$23,500

k. The National Training Center is 5700 SF. It needs to be cleaned, utilities supplied, maintenance year round. Estimated cost to be \$1.00 per sf per month

h. Camps in the summer: U12, U14, U16, U19: July and August (5 days x 8 weeks x 6 hours) = 240 field hours x \$100 per field = \$24,000

Evening in the Summer: 5 days x 6 weeks x 6 = 180 field hours x \$140 = \$25,200

Weekends: 10 x 2 x 10 weeks different league play = 200 field hours x 140 = \$28,000

FALL Practice: 12 weeks x 3 days x 4 hours x \$140 = \$20,160

Tournaments: 2 weekends - 12 hours x 2 days x 2 fields = \$11,520

SPRING = \$15,000

Total = \$ \$108,500

j. Play in the fall and spring but very developmental

** includes all operating costs (ie: janitorial services, utilities, repair, HAVC, snow removal)

1. Range of operating expenses for industrial building: \$.20 - .35 per sq ft per month. Only maintenance is cleaning the surface weekly. Lighting expense over 64,800 sq ft

2. Range of expenses \$.80 - \$1.20 per sq ft per month. Use \$1.00 per sq foot. Building will be 5700 sq ft. Should be significantly less if only use part during the year

3. According to Jeff Graydon at Princeton - can get 8-10 years from wet field. Use 8 years and replacement cost of \$1,000,000

4. Useful life 15-20 years. Use 18 years