

APPENDIX D: MAKERSPACE BUSINESS MODEL

Classes

Class	Students	Cost/Class	Session Fee	Sessions/Yr	Gross Revenue	Teacher Pay/Class	Teach Pay/Session	Teacher Pay/Year	Net Revenue
Woodworking 1	8	\$12.00	\$72.00	4	\$2,304.00	\$25.00	\$150.00	\$600.00	\$1,704.00
Woodworking 2	6	\$12.00	\$72.00	2	\$864.00	\$25.00	\$150.00	\$300.00	\$564.00
Video Game Creation	6	\$15.00	\$90.00	4	\$2,160.00	\$25.00	\$150.00	\$600.00	\$1,560.00
App Creation	8	\$15.00	\$90.00	2	\$1,440.00	\$25.00	\$150.00	\$300.00	\$1,140.00
Board & Card Game Creation	6	\$10.00	\$60.00	4	\$1,440.00	\$25.00	\$150.00	\$600.00	\$840.00
Robotics 1	6	\$15.00	\$90.00	4	\$2,160.00	\$25.00	\$150.00	\$600.00	\$1,560.00
Robotics 2	4	\$15.00	\$90.00	2	\$720.00	\$25.00	\$150.00	\$300.00	\$420.00
3D Development 1	6	\$15.00	\$90.00	4	\$2,160.00	\$25.00	\$150.00	\$600.00	\$1,560.00
3D Development 2	4	\$15.00	\$90.00	2	\$720.00	\$25.00	\$150.00	\$300.00	\$420.00
AV Production 1	10	\$15.00	\$90.00	4	\$3,600.00	\$25.00	\$150.00	\$600.00	\$3,000.00
AV Production 2	8	\$15.00	\$90.00	2	\$1,440.00	\$25.00	\$150.00	\$300.00	\$1,140.00
Drone Technology 1	8	\$15.00	\$90.00	4	\$2,880.00	\$25.00	\$150.00	\$600.00	\$2,280.00
Coding 1	16	\$12.00	\$72.00	6	\$6,912.00	\$25.00	\$150.00	\$900.00	\$6,012.00
Coding 2	10	\$12.00	\$72.00	6	\$4,320.00	\$25.00	\$150.00	\$900.00	\$3,420.00
Coding 3	8	\$15.00	\$90.00	2	\$1,440.00	\$25.00	\$150.00	\$300.00	\$1,140.00
					\$34,560.00			\$7,800.00	\$26,760.00

All classes are one hour in length and are offered once per week for six weeks.

Summer Camp

Summer Camp	Students	Cost	Duration (Hours)	# Days	Sessions/Summer	Gross Revenue	Teacher Pay	Net Revenue
Making Basics	12	\$150.00	2.5	5	2	\$3,600.00	\$125.00	\$3,475.00
Making 2	10	\$150.00	3	5	2	\$3,000.00	\$150.00	\$2,850.00
Advanced Coding	10	\$150.00	3	5	2	\$3,000.00	\$150.00	\$2,850.00
Woodworking Intensive	14	\$150.00	3	5	1	\$2,100.00	\$150.00	\$1,950.00
							\$575.00	\$11,125.00

Membership

Type	Cost	Cost/Month	# Memberships	YMCA Member Discount	Cost/Month	# Memberships/ YMCA	Revenue
After School (9 months)	\$100	\$11.11	16	NA	NA	NA	\$1,600
Student	\$125	\$10.42	20	\$110.00	\$9.17	5	\$3,050
Single	\$150	\$12.50	20	\$135.00	\$11.25	10	\$4,350
Couple	\$200	\$16.67	10	\$185.00	\$15.42	5	\$2,925
Family	\$300	\$25.00	20	\$275.00	\$22.92	6	\$7,650
							\$17,975

Non-Member Daily Visits	Cost	# Visits	Revenue
Student	\$5	60	\$300
Adult	\$8	60	\$480
			\$780
Grand Total			\$18,755

Staffing

FTE Staff	Salary
Program Manager*	\$20,000
Marketing Director	NA
Total	\$20,000

Marketing

	Month	Total
Advertising		
Social Media Ads	\$100	\$1,200
Radio	\$50	\$600
Print	\$50	\$600
Total	\$200	\$2,400
Printing		
Posters	\$50	\$600
Postcards	\$50	\$600
Total	\$100	\$1,200
Grand Total		\$3,600

Full Budget - Revenue

Income	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Total	Year 2 (5%)	Year 3 (5%)
Classes	\$2,880	\$1,812	\$1,812	\$1,812	\$1,812	\$1,812	\$1,812	\$1,812	\$1,812	\$1,812	\$1,812	\$1,812	\$22,812	\$23,952.60	\$25,150.23
Membership	\$1,563	\$1,563	\$1,563	\$1,563	\$1,563	\$1,563	\$1,563	\$1,563	\$1,563	\$1,563	\$1,563	\$1,563	\$18,755	\$19,692.75	\$20,677.39
Summer Camps	\$927	\$927	\$927	\$927	\$927	\$927	\$927	\$927	\$927	\$927	\$927	\$927	\$11,125	\$11,681.25	\$12,265.31
Rentals													\$52,692	\$55,326.60	\$58,092.93
Rentals	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$3,000	\$3,150.00	\$3,307.50
Fundraising													\$3,000	\$3,150	\$3,308
Corporate Gifts			\$1,000					\$1,000				\$1,000	\$3,000	\$3,150.00	\$3,307.50
Programming Sponsorships			\$2,500					\$2,500				\$2,500	\$7,500	\$7,875.00	\$8,268.75
Individual Gifts	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$500	\$1,600	\$1,680.00	\$1,764.00
Grants/Foundations			\$5,000					\$10,000				\$5,000	\$20,000	\$21,000.00	\$22,050.00
Endowment															
													\$32,100	\$33,705.00	\$35,390.25
Total Earned Revenue													\$55,692	\$58,477	\$61,400
Total Unearned Revenue													\$32,100	\$33,705	\$35,390
Total Income													\$87,792	\$92,181.60	\$96,790.68
Grand Total													\$1,744	\$1,831.20	\$1,922.76

Full Budget - Expenses

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Total	Year 2 (5%)	Year 3 (5%)
Staff															
Staff	\$1,667	\$1,667	\$1,667	\$1,667	\$1,667	\$1,667	\$1,667	\$1,667	\$1,667	\$1,667	\$1,667	\$1,667	\$20,000	\$21,000.00	\$22,050.00
Payroll Taxes	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$2,000	\$2,100.00	\$2,205.00
Health Insurance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0.00	\$0.00
Contract Staff	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0.00	\$0.00
													\$22,000	\$23,100.00	\$24,255.00
Programming															
Upkeep/Maintenance	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800	\$1,890.00	\$1,984.50
Teacher Fees	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$7,800	\$8,190.00	\$8,599.50
After School Scholarships	\$0	\$0	\$0	\$0	\$0	-	-	-	\$0	\$0	\$0	\$0	\$0	\$0.00	\$0.00
Tech Expense	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800	\$1,890.00	\$1,984.50
													\$11,400	\$11,970.00	\$12,568.50
Administration															
Office Supplies	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$600	\$630.00	\$661.50
Bank Fees	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$600	\$630.00	\$661.50
QuickBooks	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$420	\$441.00	\$463.05
Technology	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
Postage	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$300	\$315.00	\$330.75
Web Support	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$600	\$630.00	\$661.50
Misc/Contingency	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000	\$6,300.00	\$6,615.00
													\$9,720	\$10,206	\$10,716
Insurance/Pro Fees															
Insurance	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000	\$6,300.00	\$6,615.00
Workers Comp	\$27	\$27	\$27	\$27	\$27	\$27	\$27	\$27	\$27	\$27	\$27	\$27	\$328	\$344.40	\$361.62
Audit/CPA	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$3,000	\$3,150.00	\$3,307.50
Legal Fees	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
													\$10,528	\$11,054.40	\$11,607.12
Marketing															
Advertising	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	\$2,520.00	\$2,646.00
Printing	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$1,260.00	\$1,323.00
													\$3,600	\$3,780.00	\$3,969.00
Utilities															
Electric	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$18,000	\$18,900.00	\$19,845.00
Water	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$8,400	\$8,820.00	\$9,261.00
Phone/Internet	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	\$2,520.00	\$2,646.00
													\$28,800	\$30,240.00	\$31,752.00
Total Expenses													\$86,048	\$90,350	\$94,868