

# DII Estimate Needs and Assignment

## Building Costs

### Acquisition

- SQ Footage
- Number of Sheets Proposed
- Lease \$/SF (Only if Lease)
- Purchase Price (Only if Purchase)
- Taxes
- Insurance
- COMs
- Utilities

### Build Out (Potentially Not all Encompassing)

- Permitting
- Chiller
- Compressor
- Cooling Tower
- Pumps
- Chiller Control System
- Mats
- Roofing/Building Fixes
- Plumbing and Electrical
- Warm Room Build Out
- Demo
- HVAC Updates
- Oh Shit

## Funding

### Fundraising

- Individual
  - Consider different levels of giving and the goals to reach with those levels
- Corporate
  - Consider different levels of giving and the goals to reach with those levels
- Other
  - Other Fundraising Sources, Grants, Bring to Actual from GF

### Loans

- For each loan
  - Rate, 0 interest period, interest only period, balloon payment period, loan amount

## Pro Forma P/L

### Big Picture

- Olympic year income adjustment (%)
- Olympic year expense adjustment (%)
- Estimated first year membership
- Estimated membership growth per year, accounting for olympic changes

### Membership

- Membership levels
- Cost of membership levels
- %of members in each membership level

### Income (For each need number of participants/events, and price of event)

- Lessons (Individual Count)
- Corporate Events (Event Count)
- Bar (Average Bar spend per member)
- Bonspiels (Estimated Revenue per event, number of events)
- Friendlies (Estimated Revenue per event, number of events)
- Advertising (Should probably be broken up pretty granularly but listed in doc as one line item)
- In-Club Events - (Internal spiels, special events, list per event income and number of events)
- Ice Rentals (Income per rental, estimated number of rentals)
- Grants (ongoing)
- Olympic open house events (Events held only during olympic cycles)
- Olympic Bar (Bar customers specific to olympics)
- Vending Machines
- Pro Shop (Total Revenue per year)
- Beginner Leagues
- Ongoing fundraising goals (Think per year goals)

### Expenses

- Licenses/Permits (Alcohol, food service etc...)
- Bar (Calculated in form as cost per member)
- Member Dues (USCA/GLCA Payments calculated per member)
- Promotional/Advertising (Overall Budget estimate)
- Computer/Web/Internet
- Equipment (Per year budget for equipment maintenance and purchases)
- Insurance (Insurance not associated with the property itself so think bar etc...)
- Pro Shop (Overall expenses related to the revenue listed above)
- Contingency \$
- Mechanical Maintenance