SQUASH COURT & CLUB
Dynamic Financial Model 10years

Introducing the Ultimate Squash Courts and Club Financial Forecasting Model: A Game-Changer for Your Success

In the dynamic world of squash court and club development, strategic planning and financial foresight are paramount. Our Squash Courts and Club Financial Forecasting Model stands out as the indispensable tool you need to turn your vision into a thriving reality. Here's why this model is a game-changer for you:

Unmatched Coherence and User-Friendliness

Navigating the complexities of financial planning is often a daunting task. Our model eliminates this challenge with unparalleled coherence and user-friendliness. Designed for both financial experts and enthusiasts, it ensures a seamless experience, allowing you to focus on your squash passion while effortlessly steering your project towards success.

10 Years of Comprehensive Projections

Looking beyond the immediate future, our model provides a 10-year projection, delivering a detailed three-statement analysis. This extensive foresight empowers you to make informed decisions, anticipate challenges, and ensure the sustained growth of your squash venture.

Diversified Revenue Streams

Your squash club's success isn't limited to court-related income. Our model goes beyond, allowing you to factor in revenue from court hire, restaurant facilities, and other potential sources. This comprehensive approach ensures that your financial outlook is robust and adaptable, capturing the full spectrum of income possibilities.

Dynamic and Adaptive

The business landscape evolves, and static models fall short. Our Squash Courts and Club Financial Forecasting Model is dynamic and adaptive, accounting for annual escalations and exit values. This flexibility ensures that your financial strategy aligns with the ever-changing dynamics of the industry.

Investor-Centric Analysis

Securing funding for your squash venture becomes seamless with our model. It generates essential financial metrics such as gross and net profit, along with investor-centric measures like IRR, NPV, and MIRR. Presenting a compelling case to potential investors has never been easier.

Time-Efficient Business Plan Integration

Recognizing the value of your time, the model comes equipped with an integrated business plan template. It automatically imports key financial data inputs, streamlining the planning process and ensuring accuracy in your business strategy.

Tailored for Fundraising Success

Whether you're seeking investors or preparing presentations, our model positions you for success. It provides a comprehensive overview, instilling confidence in potential backers and facilitating successful fundraising for your squash court and club development.

In conclusion, our Squash Courts and Club Financial Forecasting Model is more than just a tool – it's your strategic partner in the journey towards a prosperous squash venture. From simplicity and coherence to investor appeal, this model encapsulates everything you need to elevate your squash game and business simultaneously. Don't just plan; plan for success with the ultimate financial model designed for squash court and club triumph.

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PROPPRO247

International best practise models

INPUTS SHEET

Development / Lease Information	Amounts and Explanations					
If you are purchasing Land to develop the infrastructure, then enter this field!	100 000	Use either Square Feet or Meters consistently				
	Cost of land					
(OR)						
If you are Leasing the Land to develop the infrastructure, then enter this field!	0	Monthly lease amount		3,00%	pa escalation (%)	
Cost of perimeter walling / fencing	35 000	Perimeter	5 000	Cost per square (FT or M2)	7	
Cost of civils (total services, and parking facilities)	15 000					
Cost of Clubhouse / Structure	90 000	Total Space	225	Cost per square (FT or M2)	400	(FT2 or M2)
Cost of Coffee Shop/Restaurant / Structure	0	Total Space	0	Cost per square (FT or M2)	0	(FT2 or M2)
Cost of Courts	500 000	No. Courts	10	Cost per Court	50 000	
	640 000	TOTAL Development Costs				
(OR)						
Enter Fields below if you are Leasing (renting) the total Infrastructure from a third party						
Monthly Lease amount (start amount)	0	Leave as (0) if you are developing and not leasing!				
Lease escalation (%) per annum	0,00%					
	0	TOTAL 1st Year Lease/Rental Costs				

If you enter amounts in these 2 x fields, then we ignore the development costs above!

Maintenance and Capex Information (monthly)	Amounts and Explanations					
Court Maintenance	450					
Budget for Net replacement (maintenance)	100					
Dividing Fencing maintenance projection	150					
If Indoor Courts - Structural maintenance and coating projection	0					
If Clubhouse/Coffee Shop owned (not leased) Structure maintenance projection	800					
Lights, Water, Levies, etc. (pm) Total Indnfrastructure	2 000					
Depreciation/Capex Computers / Software	208	pm Dep.	72	Lifespan (months)	15 000	Cap Amount
Depreciation/Capex Furniture	333	pm Dep.	120	Lifespan (months)	40 000	Cap Amount
Depreciation/Capex Vehicles	476	pm Dep.	84	Lifespan (months)	40 000	Cap Amount
Depreciation/Capex Stoves	0	pm Dep.		Lifespan (months)		Cap Amount
Depreciation/Capex Refrigeration	0	pm Dep.		Lifespan (months)		Cap Amount
Depreciation/Capex Furniture	0	pm Dep.		Lifespan (months)		Cap Amount
Depreciation/Capex Computers / Software	0	pm Dep.		Lifespan (months)		Cap Amount
Depreciation/Capex Vehicles	0	pm Dep.	0	Lifespan (months)	0	Cap Amount
	4 518	TOTAL Maintenance and Depreciation Monthly costs				

These are budgeted amounts for general maintenance dependent on whose responsibility it is to maintain. If the entire Squash courts structure is owned and maintained by an external party, then leave (0)

Capex Courts Only!

Capex Restaurant Only! If self operated and not leased to a 3rd party.

INPUTS SHEET cont.

Staff Information (monthly budget)	Amounts and Explanations	
This Staff budget for Squash Courts only!		Staff requirements for squash courts only!
Manager/s	0	
Courts - Daily maintenance and cleaning	0	
Club Equipment - Admin Staff - Sport Shop	6 000	
Marketing	0	
Other	0	
This Staff budget for the Restaurant Facilities only - (if you are not leasing this to a 3rd party)!		The Restaurant staffing section needs to be completed only if you own the restaurant as part of the business. You may decide to lease these facities to a third party, leave as (0), and under the **finance section insert the lease amount.**
Manager/s	0	
Chefs	0	
Waiters	0	
Cleaners	0	
	6 000	TOTAL Monthly Permanent Staff

Combined Monthly Expenditure Flow Information	Amounts and Explanations	
Accounting/Bookkeeping/Auditing	500	The white cells are brought forward from all your other inputs. The finance arrangements are separated into Interest and Capital in the Income Statements and Balance Sheets. There is no depreciation on the Courts and Buildings, as we treat this expense as maintenance. If the restaurant is owned and operated (NOT LEASED to a 3rd Party!), then include these expenses in the Blue Cells. We use 50/50 on the Blue Cells for Restaurant and Courts!
Advertising	1 000	
Depreciation	1 018	
Entertainment	700	
Salaries	6 000	
Term Finance - Cap and Interest	4 644	
Other Cap and Interest, or Interest only	3 100	
Monthly Maintenance (provision)	4 518	
Lease / Rental (if any)	0	
Stationary / Petties	300	
Other 1		
Other 2		
Other 3		
	21 780	TOTAL Initial Monthly Expenditure and Capital
What is your expected annual (%) increment on the fixed costs element?	3,00%	

Finance Information	Amounts and Explanations						
Term Finance obtained from Bankers / other	400 000	Amount	7,00%	Annual (%)	120	Months	4 644
Finance obtained from owner *(owners loan account)*	120 000	Amount	6,00%	Annual (%)	0	Months	600
Finance obtained from Partners (1) *(Enter Amount and Interest only if no fixed term)*	80 000	Amount	10,00%	Annual (%)	0	Months	667
If you are offering shares to Partner (1), stipulate the (%) shares offered	15,00%	The (%) shares offered to Partner (1)					
Finance obtained from Partners (2) *(Enter Amount and Interest only if no fixed term)*	80 000	Amount	10,00%	Annual (%)	0	Months	667
If you are offering shares to Partner (2), stipulate the (%) shares offered	13,00%	The (%) shares offered to Partner (2)					
Finance obtained from Partners (3) *(Enter Amount and Interest only if no fixed term)*	80 000	Amount	10,00%	Annual (%)	0	Months	667
If you are offering shares to Partner (3), stipulate the (%) shares offered	5,00%	The (%) shares offered to Partner (3)					
Finance obtained from Partners (4) *(Enter Amount and Interest only if no fixed term)*	60 000	Amount	10,00%	Annual (%)	0	Months	500
If you are offering shares to Partner (4), stipulate the (%) shares offered	5,00%	The (%) shares offered to Partner (4)					
If you business runs into a cash flow negative, what is the (%) charged by bankers?	8,00%	Annual (%)	Interest paid on negative (overdraft) balances				
When your business has a positive cash flow balance, what is the (%) earned from bankers?	3,00%	Annual (%)	Interest received on positive balances				
The difference between (%) shares offered to partners and 100% is owners shares!	62,00%	Owners shares after allocation of partners shares					
Developed the restaurant space and leasing space to a third party? What is monthly amount?	2 000	Enter lease amount if leasing restaurant to a 3rd party					
If you are leasing the restaurant space to a 3rd party, what is your (pa) lease escalation (%)	3,00%						
What is your Commpany or entity tax rate (%)	24,00%						
	7 744	TOTAL Monthly Cash Outflow Finance Only					

Income Information	Amounts and Explanations				
Estimate the number of non members bookings per month Estimate the number of members paying a regular subscription fee	Income generated by the courts are a mixture of membership fees and court bookings per hour for non-members . Members will naturally buy an unlimited playtime package or limited package				
Unlimited playing time membership (monthly fee)	1 000	125	Fees (pm)	8	no. of new member gains in the first year
Unlimited playing time membership (annual fee)	6 000	1 000	Fees (pa)	6	no. of new member gains in the first year
Limited playing time membership (eg 10 hours per month) (monthly fee)	432	72	Fees (pm)	6	no. of new member gains in the first year
Limited playing time membership (eg 10 hours per month) (annual fee)	3 900	650	Fees (pa)	6	no. of new member gains in the first year
Non-members fees and play time estimate	2 400	20	Fee per hour	120	no. hours estimate for all courts (pm)
Total net Income 1st year (members fees)	277 296	1st year			
What is you expected annual net gains in membership from end of first year (%)	3,00%	(%)			
What is your expected annual growth in court membership fee escalations (%)	2,00%	(%)			
What is your market related PE Ratio for this type of business?	3,5	1,2,3 etc			

<u>Monthly Income generated by Restaurant (if operating and not leased out)</u>

Gross food sales estimated monthly	0	0	COS	0,00%	mark up (%)
Gross profit on food sales (%)	0,00%	0	GP		
Gross beverage sales estimated monthly	0	0	COS	0,00%	mark up (%)
Gross profit on beverage sales (%)	0,00%	0	GP		
Annual escalations on restaurant turnover (%)	0,00%				

<u>Monthly Income generated by the Sports Shop</u>

Equipment / Sports Sales	3 800	Gross Sales	50,00%	GP Profit (%)	1 900	COS
Represhment Sales	1 200	Gross Sales	65,00%	GP Profit (%)	420	COS
Other Sales		Gross Sales		GP Profit (%)	0	COS

Automated CASH FLOW STATEMENTS

Opening	0	77 216	241 376	420 085	615 416	828 354	1 059 960	1 310 751	1 581 117	1 873 634
Income generated (subs and bookings))	277 296	372 031	388 738	407 841	427 851	448 843	470 865	493 968	518 204	543 630
Income generated from Sport Shop	60 000	61 800	63 654	65 564	67 531	69 556	71 643	73 792	76 006	78 286
Restaurant Lease Income (*if leased to 3rd party*)	24 000	24 720	25 462	26 225	27 012	27 823	28 657	29 517	30 402	31 315
Restaurant Income (*if self operated*)	0	0	0	0	0	0	0	0	0	0
Cash received from External Loan	400 000	0	0	0	0	0	0	0	0	0
Cash from Primary Owner (loan account)	120 000	0	0	0	0	0	0	0	0	0
Cash from Investors/Partners loans	300 000	0	0	0	0	0	0	0	0	0
Interest generated positive cash balance	0	2 316	7 241	12 603	18 462	24 851	31 799	39 323	47 434	56 209
Land Purchase	100 000	0	0	0	0	0	0	0	0	0
(OR) land leased from a 3rd party	0	0	0	0	0	0	0	0	0	0
Total Equipment/Furnishing/Fittings/Vehicles	95 000	0	0	0	0	0	0	0	0	0
Total Structure Cost	640 000	0	0	0	0	0	0	0	0	0
(or) Total Structure Lease	0	0	0	0	0	0	0	0	0	0
Total Structure Running Costs	42 000	43 260	44 558	45 895	47 271	48 690	50 150	51 655	53 204	54 800
Salaries (courts)	72 000	74 160	76 385	78 676	81 037	83 468	85 972	88 551	91 207	93 944
Salaries (restaurant)	0	0	0	0	0	0	0	0	0	0
COS Restaurant (*if self operated*)	0	0	0	0	0	0	0	0	0	0
COS Sport Shop	27 840	28 675	29 535	30 422	31 334	32 274	33 242	34 240	35 267	36 325
Loan Repayment (External Loan)	55 732	55 732	55 732	55 732	55 732	55 732	55 732	55 732	55 732	55 732
Loan Repayment or Interest (Investors)	37 200	37 200	37 200	37 200	37 200	37 200	37 200	37 200	37 200	37 200
Interest paid on negative cash balance	0	0	0	0	0	0	0	0	0	0
Pre-Tax Cash Generated (this period)	111 524	221 840	241 685	264 308	288 282	313 709	340 668	369 223	399 436	431 439
Tax Payments	34 308	57 681	62 976	68 977	75 343	82 103	89 877	98 857	106 918	115 467
Closing Balance	77 216	241 376	420 085	615 416	828 354	1 059 960	1 310 751	1 581 117	1 873 634	2 189 606

Automated INCOME STATEMENTS

Year	1	2	3	4	5	6	7	8	9	10
TOTAL REVENUE	333 456	432 192	455 559	481 811	509 522	538 798	569 722	602 360	636 780	673 115
Subscription and Court Fee Income	277 296	372 031	388 738	407 841	427 851	448 843	470 865	493 968	518 204	543 630
Sales from Sport Shop	60 000	61 800	63 654	65 564	67 531	69 556	71 643	73 792	76 006	78 286
COS Sport Shop	27 840	28 675	29 535	30 422	31 334	32 274	33 242	34 240	35 267	36 325
Restaurant Income (lease or sales)	24 000	24 720	25 462	26 225	27 012	27 823	28 657	29 517	30 402	31 315
COS on Restaurant (if owned)	0	0	0	0	0	0	0	0	0	0
Interest Earned	0	2 316	7 241	12 603	18 462	24 851	31 799	39 323	47 434	56 209
EXPENDITURE	190 507	191 857	193 159	194 407	195 592	196 704	195 234	190 456	191 287	192 001
Land Lease Expenditure	0	0	0	0	0	0	0	0	0	0
Infrastructure Lease Expenditure	0	0	0	0	0	0	0	0	0	0
Total Infrasture running costs	42 000	43 260	44 558	45 895	47 271	48 690	50 150	51 655	53 204	54 800
Fixed Cost Expenditure (courts)	72 000	74 160	76 385	78 676	81 037	83 468	85 972	88 551	91 207	93 944
Fixed Cost Expenditure (restaurant))	0	0	0	0	0	0	0	0	0	0
Depreciation (court equipment)	12 214	12 214	12 214	12 214	12 214	12 214	9 714	4 000	4 000	4 000
Depreciation (restaurant equipment)	0	0	0	0	0	0	0	0	0	0
Loan Account Interest (primary owner)	7 200	7 200	7 200	7 200	7 200	7 200	7 200	7 200	7 200	7 200
Interest paid (partners)	30 000	30 000	30 000	30 000	30 000	30 000	30 000	30 000	30 000	30 000
Interest paid (external loan)	27 093	25 022	22 802	20 422	17 869	15 132	12 197	9 050	5 675	2 057
Interest paid on negative balance	0	0	0	0	0	0	0	0	0	0
Net Profit Before Tax	142 949	240 336	262 400	287 404	313 930	342 095	374 489	411 905	445 493	481 114
Taxation Paid	34 308	57 681	62 976	68 977	75 343	82 103	89 877	98 857	106 918	115 467
Net Profit After Tax	108 641	182 655	199 424	218 427	238 587	259 992	284 611	313 048	338 574	365 647

Automated BALANCE SHEETS

Year	1	2	3	4	5	6	7	8	9	10
TOTAL ASSETS	900 002	1 051 947	1 218 442	1 401 558	1 602 283	1 821 675	2 062 751	2 329 117	2 617 634	2 929 606
Fixed Assets	822 786	810 571	798 357	786 143	773 929	761 714	752 000	748 000	744 000	740 000
Land	100 000	100 000	100 000	100 000	100 000	100 000	100 000	100 000	100 000	100 000
Civils / Services (walling / fencing)	50 000	50 000	50 000	50 000	50 000	50 000	50 000	50 000	50 000	50 000
Buildings	590 000	590 000	590 000	590 000	590 000	590 000	590 000	590 000	590 000	590 000
Equipment / Vehicles	82 786	70 571	58 357	46 143	33 929	21 714	12 000	8 000	4 000	0
Current Assets	77 216	241 376	420 085	615 416	828 354	1 059 960	1 310 751	1 581 117	1 873 634	2 189 606
Cash / Bank	77 216	241 376	420 085	615 416	828 354	1 059 960	1 310 751	1 581 117	1 873 634	2 189 606
Tax Credits (c/f) future periods	0	0	0	0	0	0	0	0	0	0
Total Liabilities	791 361	760 651	727 721	692 411	654 548	613 949	570 414	523 732	473 675	420 000
Current Liabilities										
Overdraft / Bank Balance	0	0	0	0	0	0	0	0	0	0
Long Term Liabilities	791 361	760 651	727 721	692 411	654 548	613 949	570 414	523 732	473 675	420 000
External Loan Balance	371 361	340 651	307 721	272 411	234 548	193 949	150 414	103 732	53 675	0
Owners Loan Balance	120 000	120 000	120 000	120 000	120 000	120 000	120 000	120 000	120 000	120 000
Partners Loan Balance	300 000	300 000	300 000	300 000	300 000	300 000	300 000	300 000	300 000	300 000
Owners Equity	108 641	291 296	490 720	709 147	947 734	1 207 726	1 492 337	1 805 385	2 143 959	2 509 606
TOTAL EQUITY + LIABILITIES	900 002	1 051 947	1 218 442	1 401 558	1 602 283	1 821 675	2 062 751	2 329 117	2 617 634	2 929 606

Automated INVESTOR ANALYSIS

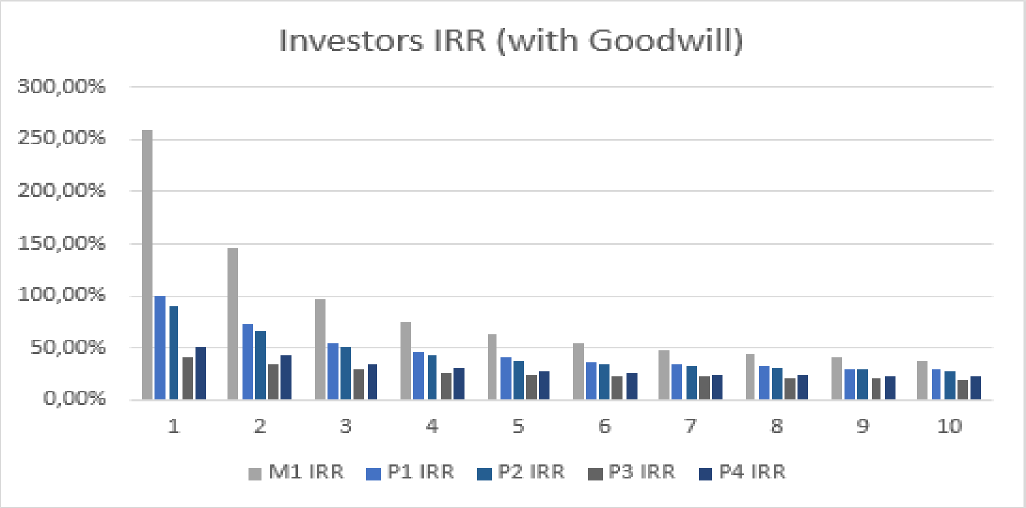
DETAIL	PRIMARY INVESTOR	INVESTOR (1)	INVESTOR (2)	INVESTOR (3)	INVESTOR (4)	TOTALS
NAME						
Loan Capital	120 000	80 000	80 000	80 000	60 000	420 000
Annual Interest (%)	6,00%	10,00%	10,00%	10,00%	10,00%	
Shares obtained (%)	62,00%	15,00%	13,00%	5,00%	5,00%	100%
TECHNICAL Earnings						
1st Year (post Co. Tax and pre Dividend Tax)	67 358	16 296	14 123	5 432	5 432	108 641
Interest earnings generated	7 200	8 000	8 000	8 000	6 000	
Total Income generated	74 558	24 296	22 123	13 432	11 432	145 841
pre-dividend tax - ROI (1st year)	62,13%	30,37%	27,65%	16,79%	19,05%	
GOODWILL Value (PE:RATIO)						
1st Year Using a PE RATIO 3,50	235 751	57 037	49 432	19 012	19 012	380 244

With Goodwill Factored into the Exit Value according to your PE RATIO chosen above, and (zero annual dividends declared and paid)

INVESTOR	***M1***	***P1***	***P2***	***P3***	***P4***	
Years	IRR	IRR	IRR	IRR	IRR	EXIT YEAR
1	258,59%	100,67%	89,44%	40,56%	50,74%	1
2	145,26%	73,74%	66,70%	34,77%	42,04%	2
3	96,18%	55,00%	50,50%	28,82%	33,96%	3
4	74,54%	45,91%	42,56%	25,80%	29,88%	4
5	62,11%	40,34%	37,66%	23,88%	27,31%	5
6	53,95%	36,50%	34,27%	22,51%	25,49%	6
7	48,18%	33,70%	31,78%	21,50%	24,17%	7
8	43,88%	31,54%	29,86%	20,71%	23,08%	8
9	40,40%	29,73%	28,23%	20,00%	22,16%	9
10	37,58%	28,22%	26,87%	19,40%	21,37%	10

Without any Goodwill Value, and without declaring and paying dividends each year

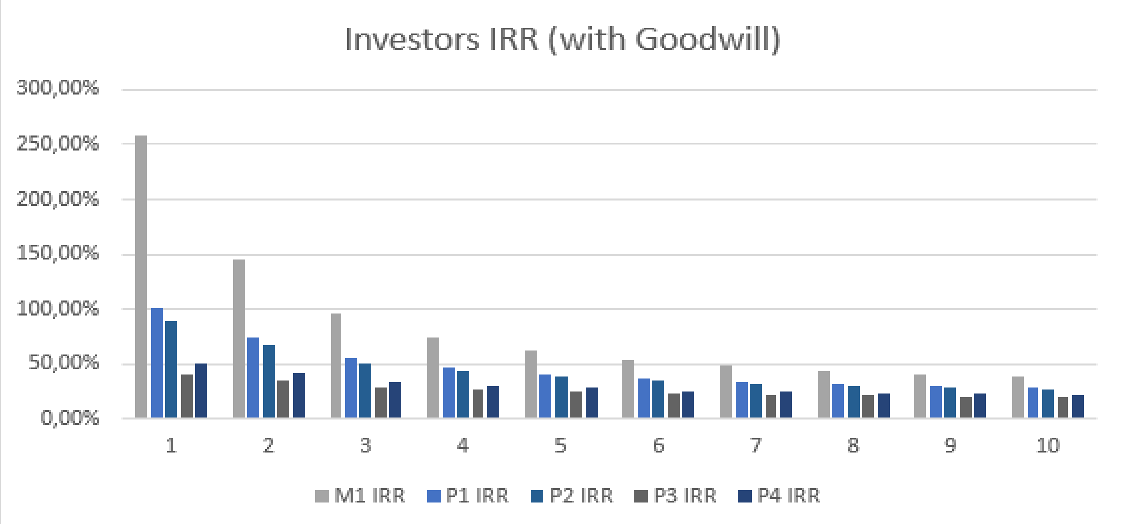
Years	IRR	IRR	IRR	IRR	IRR	EXIT YEAR
1	62,13%	30,37%	27,65%	16,79%	19,05%	1
2	63,19%	33,40%	30,53%	18,34%	20,98%	2
3	56,55%	32,54%	29,99%	18,54%	21,12%	3
4	50,69%	31,15%	28,91%	18,44%	20,87%	4
5	45,99%	29,75%	27,78%	18,24%	20,51%	5
6	42,22%	28,45%	26,70%	18,00%	20,11%	6
7	39,16%	27,30%	25,73%	17,74%	19,71%	7
8	36,64%	26,28%	24,86%	17,50%	19,34%	8
9	34,50%	25,35%	24,06%	17,25%	18,98%	9
10	32,66%	24,50%	23,33%	17,00%	18,62%	10



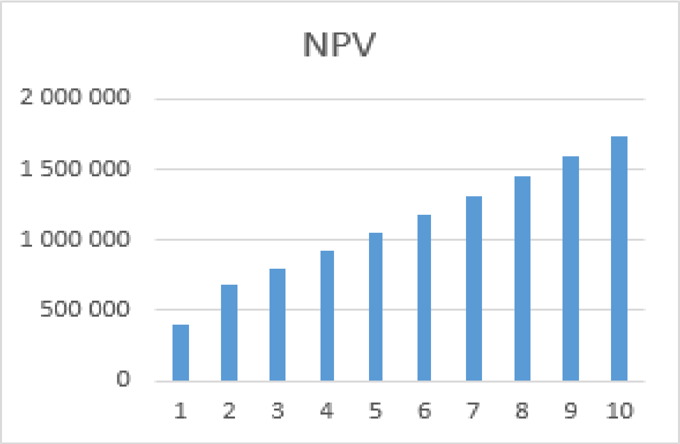
Automated DASHBOARD

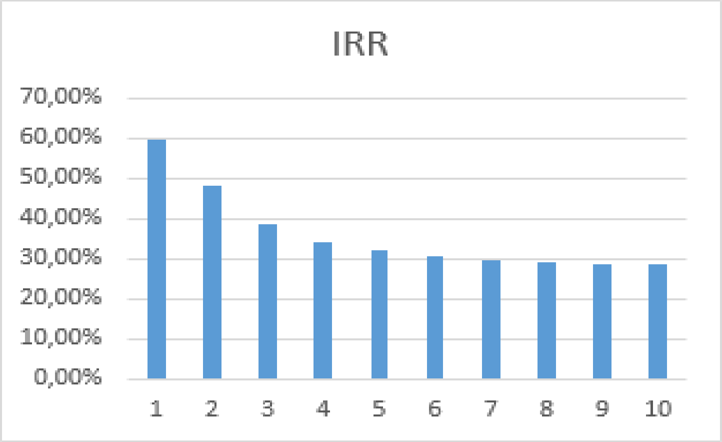
Year	1	2	3	4	5	6	7	8	9	10
All Loans	791 361	760 651	727 721	692 411	654 548	613 949	570 414	523 732	473 675	420 000
Value	1 308 886	1 641 948	1 717 408	1 802 921	1 893 641	1 989 964	2 100 751	2 228 714	2 343 584	2 465 410

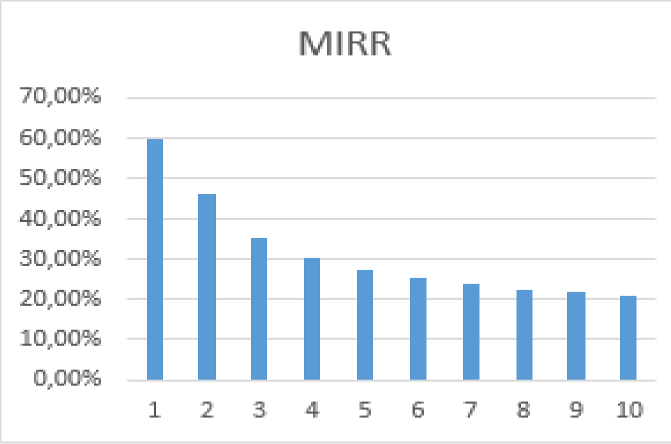
IINVESTOR ANALYSIS



NPV - IRR - MIRR





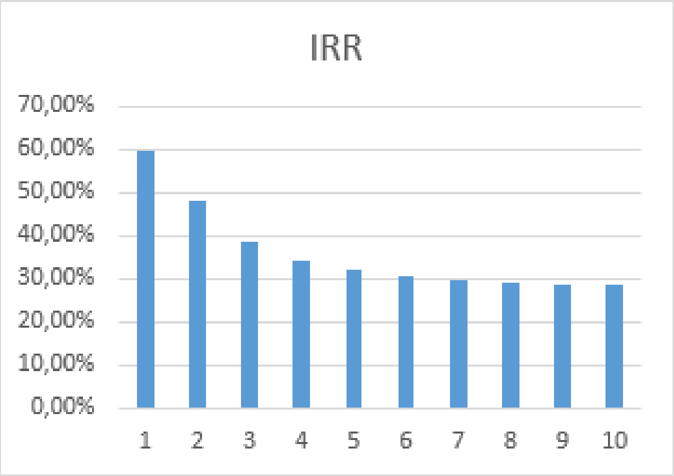


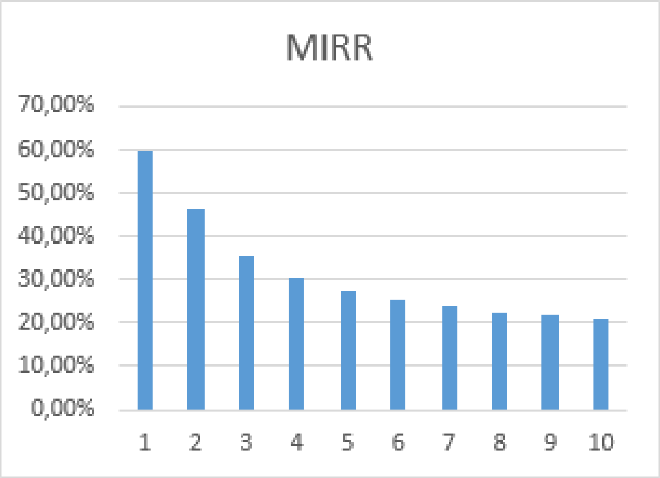
Automated VALUATION ANALYSIS

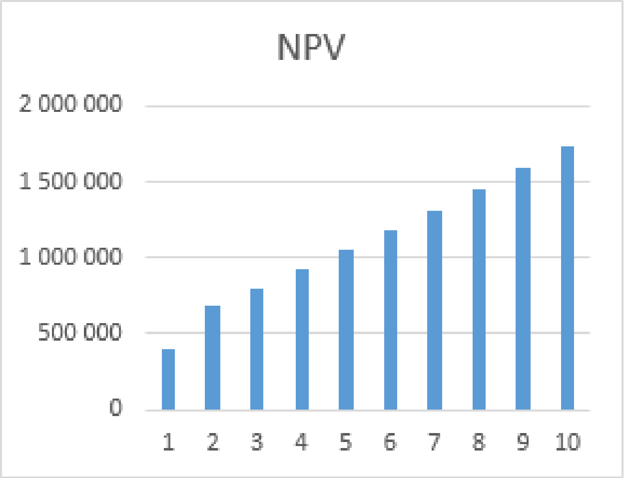
B/f from Investors Sheet (market related PE RATIO) (1 - 20) 3,50 For MIRR we utilise the weighted aver cost of debt 7,95%

	Start Off Capital	Exit Year 1	Exit Year 2	Exit Year 3	Exit Year 4	Exit Year 5	Exit Year 6	Exit Year 7	Exit Year 8	Exit Year 9	Exit Year 10
	-820 000	1 308 886	1 641 948	1 717 408	1 802 921	1 893 641	1 989 964	2 100 751	2 228 714	2 343 584	2 465 410
Goodwill		380 244	639 293	697 984	764 494	835 054	909 972	996 140	1 095 666	1 185 010	1 279 763
Earnings		108 641	182 655	199 424	218 427	238 587	259 992	284 611	313 048	338 574	365 647

YEAR	1	2	3	4	5	6	7	8	9	10
IRR	59,62%	48,28%	38,51%	34,24%	31,93%	30,55%	29,73%	29,23%	28,84%	28,58%
MIRR	59,62%	46,47%	35,53%	30,36%	27,28%	25,21%	23,75%	22,66%	21,73%	20,96%
NPV	392 479	689 618	802 561	923 500	1 048 437	1 176 907	1 313 422	1 458 830	1 597 260	1 737 302







Business Plan Template

Executive Summary & Overview

Business Name Here
This is where you will summarise the main inputs such as market, personnel and important financial data!
It is probably better to first complete the sections below and then extract the most pertinent data and info!
Funding requirements.

The Business Description & Structure

This is where you will outline the why and how of your products, basic business description and what you are selling.
You will also provide an overview of personnel, your intellectual property and the legal structure of your company

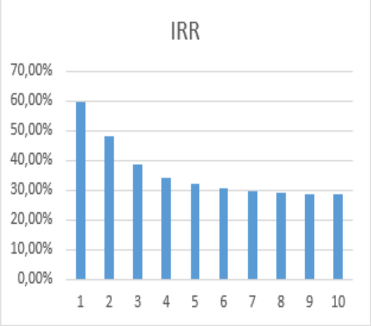
The Market, Research & Strategies

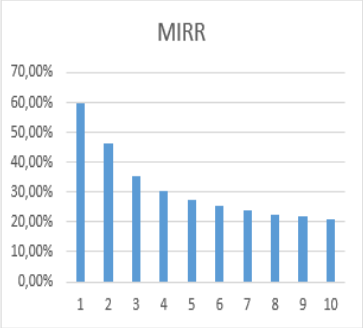
This is where you will outline the why and how of your products stack up against competitors, your basic marketing/advertising strategy.
You will also provide an overview of personnel, your intellectual property and the legal structure of your company
You will also provide a bit of data analysis such as sales forecasts etc. (this we have automated for you below)

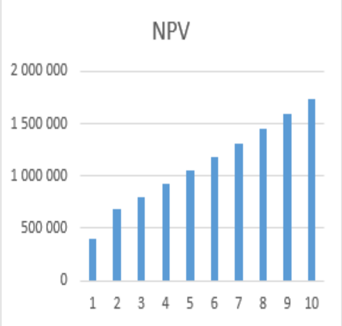
Management & Personnel

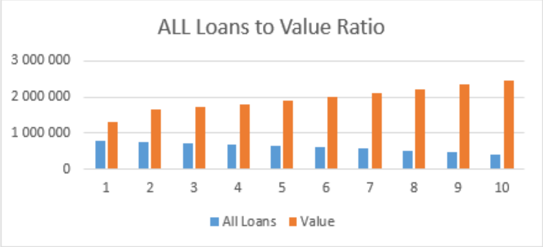
This is where you will include the skills and bio of management and staff!
Specific expertise.
PS Note - Funders and Investors always look at the jockey's before the business!

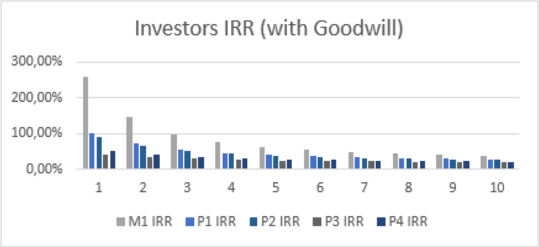
FINANCIAL SUMMARY and ANALYSIS

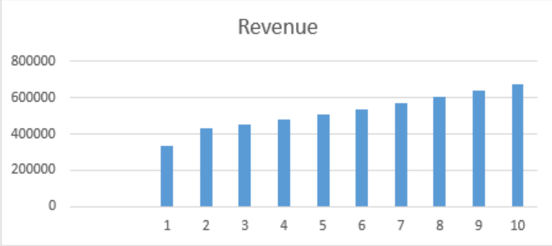


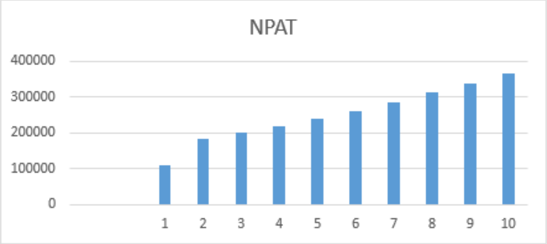












Thank You for downloading this Explainer!

Should you choose to purchase this Excel Model, you are always welcome to mail us if you require any enhancement or adjustment. We will not charge any additional fee unless it requires a major re-write.

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