

Indoor Soccer Business Plan

ADDRESS

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Business Plan

2024

Prepared By

John Doe



"Play Hard, Play Indoors!"

Information provided in this business plan is unique to this business and confidential; therefore, anyone reading this plan agrees not to disclose any of the information in this business plan without prior written permission of the company.

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Executive Summary

Market opportunity
Services Offered
Marketing & Sales Strategies
Financial Highlights



An executive summary is the first section of the business plan intended to provide an overview of the whole business plan.

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□ Elite Indoor Soccer Arena

Start your executive summary by briefly introducing your business to your readers.

This section may include the location, business history, the type of indeer account business, etc.

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Start writing here..

Market opportunity



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Summarize your market research, including market size, growth potential, and marketing trends.

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Start writing here..

Services Offered

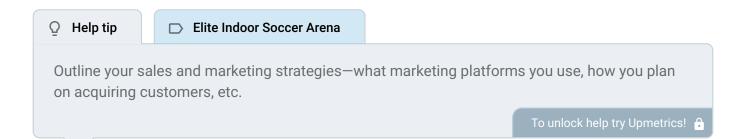


□ Elite Indoor Soccer Arena

Highlight the services you offer your clients. The USPs and differentiators you offer are always a plus.

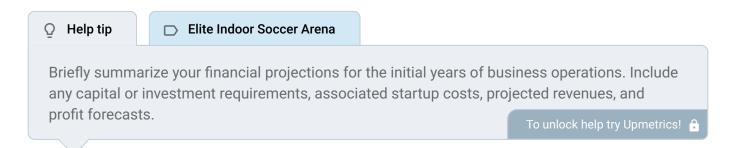
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Marketing & Sales Strategies



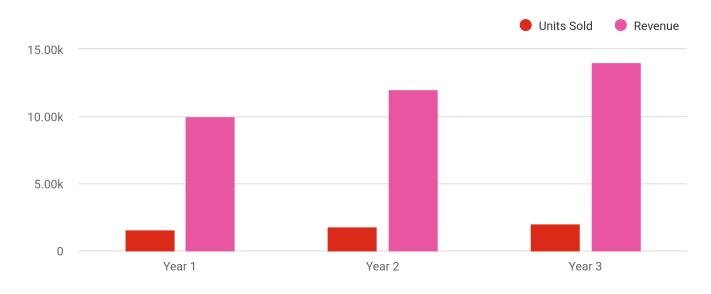
Start writing here..

Financial Highlights



Start writing here..

Units Sold v/s Revenue



Financial Year	Units Sold	Revenue
Year 1	1,550	\$10,000
Year 2	1,800	\$12,000



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Summarize your executive summary section with a clear CTA, for example, inviting investors to discuss the potential business investment.

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Write a call to action for your business plan.

Company Overview

Ownership
Mission statement
Business history

Future goals



Depending on what details of your business are essential, you'll need different elements in your business overview.

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Describe this section by providing all the basic information:

Describe what kind of indoor soccer company you run and the name of it. You may appoint to

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Start writing here..

Ownership

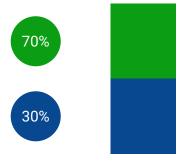


List the names of your indoor soccer company's founders or owners. Describe how much shares they own and their responsibilities for efficiently managing the business.

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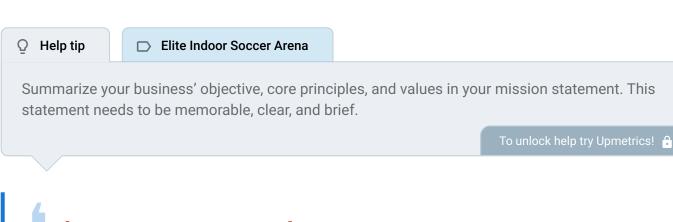
Business Owners



David Martinez

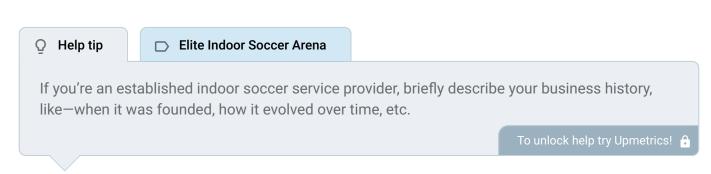
Sophia Nguyen

Mission statement



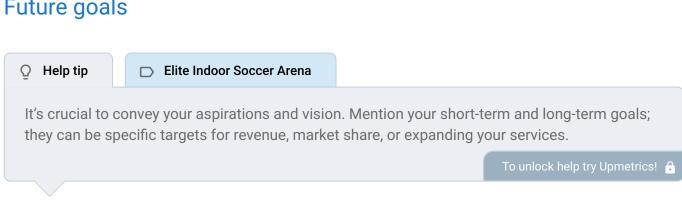
[Elite Indoor Soccer Arena] is dedicated to providing a world-class indoor soccer experience, promoting community engagement, and fostering a love for the game through top-tier facilities, professional coaching, and a welcoming environment for all players.

Business history



Start writing here..

Future goals



Market Analysis

Target Market

Market size and growth potential

Competitive analysis

Market trends

Regulatory environment



Market analysis provides a clear understanding of the market in which your printing business will run along with the target market, competitors, and growth opportunities.

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To write the introduction section of your market analysis, start by clearly identifying your primary target market.

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Start writing here..

Target Market



Start this section by describing your target market. Define your ideal customer and explain what types of services they prefer. Creating a buyer persona will help you easily define your target market to your readers. To unlock help try Upmetrics! 🔒

Start writing here..

Market size and growth potential

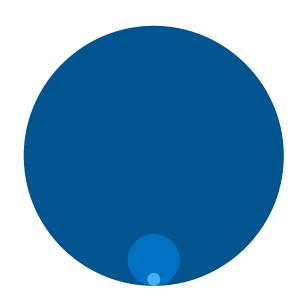


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Describe your market size, growth potential, and whether you will target a niche or broader market.

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Market Size



Available Market

All soccer enthusiasts in the Orange County area seeking year-round soccer facilities.

Served Market

Individuals and groups within a 15-mile radius of Westminster, CA, actively playing soccer.

200k

Target Market

Local youth, young adults, and corporate teams looking for premium indoor soccer services.

50k



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Identify and analyze your direct and indirect competitors. Identify their strengths and weaknesses, and describe what differentiates your indoor soccer business from them. Point out how you have a competitive edge in the market.

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Competitive analysis

Westminster Soccer Club

A long-standing local facility offering leagues and training programs primarily for youth players.

Features

Youth leagues and training programs.

Seasonal tournaments for local teams.

Basic indoor turf facilities.

Strengths

Strong community presence and reputation.

Affordable pricing for youth programs.

Weaknesses

Limited amenities and outdated facilities.

Lack of offerings for adults or corporate groups.

Orange County Indoor Sports Center

A multi-sport facility providing indoor soccer services alongside other sports like volleyball and basketball.

Features

Recreational leagues for youth and adults.

Facility rentals for private events.

Multi-sport programs.

Strengths

Versatility in offerings attracts a diverse customer base.

Large facility capable of hosting multiple events.

Weaknesses

Focus on multiple sports dilutes soccer-specific programs.

Crowded schedule limits soccer field availability.

Futsal Factory USA

A soccer training facility focused on Futsal, with programs designed to develop technical skills.

Features

Specialized Futsal training programs.

Small-sided leagues for skill development.

Coaching by licensed professionals.

Strengths

Highly specialized training programs for serious players.

High-quality coaching staff with professional credentials.

Weaknesses

Limited appeal to recreational players or casual teams.

Smaller facility unsuitable for fullsize soccer games.

Market trends



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Analyze emerging trends in the industry, such as technology disruptions, focus on containment, etc. Explain how your business will cope with all the trends.

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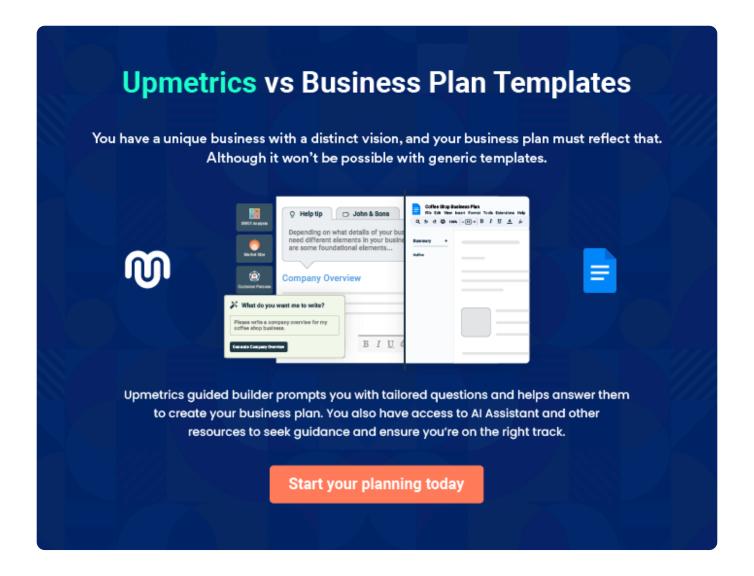
Regulatory environment



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List regulations and licensing requirements that may affect your indoor soccer business, such as zoning laws, building regulations, licensing & permits, employee regulations, etc.

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Products and Services

Services

Quality Measures



The product and services section of a senior daycare business plan should describe the specific services and products that will be offered to customers.

To write this section should include the following:

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To craft the introduction for your "Products and Services" chapter, begin by positioning your business within its industry, emphasizing its unique strengths or value proposition.

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Start writing here..

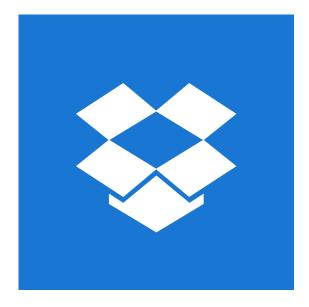


Help tip

Mention the indoor soccer services/ facilities your business will offer. This list may include facilities like:

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Services



Field Rentals

Price: [\$120] per hour (standard field), [\$150] per hour (premium field)

High-quality indoor turf fields available for individual and team rentals. Perfect for casual games, team practices, or private events.

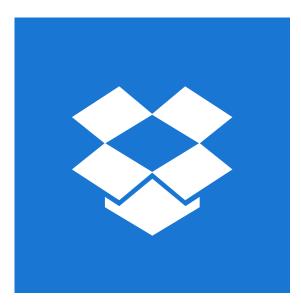
Specifications

- · Regulation-sized fields with premium turf.
- LED lighting for optimal visibility.
- · Adjustable goal sizes to accommodate various game formats.

Recreational Leagues

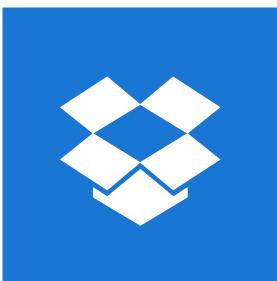
Price: [\$200] per team per season

Weekly matches for players of all skill levels, fostering a fun and competitive environment.



Specifications

- 8-week season, including playoffs.
- Divisions for youth, adults, and co-ed teams.
- · Official referees for all matches.



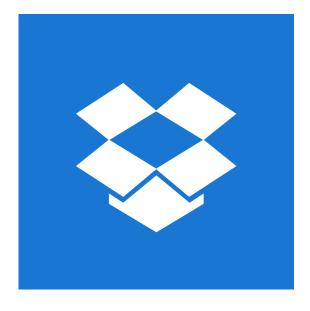
Professional Coaching Sessions

Price: [\$50] per hour (individual), [\$200] per session (team of up to 10 players)

Personalized training sessions with certified coaches to improve skills and game strategy.

Specifications

- Custom training plans based on skill assessment.
- Sessions cover technical skills, tactical awareness, and physical conditioning.
- · Suitable for players aged 6 and above.



Equipment Rentals

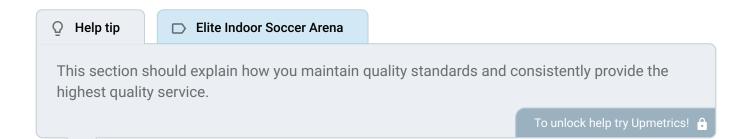
Price: [\$10] per item per session

High-quality soccer gear available for rent to ensure players have everything they need.

Specifications

- Soccer balls, goalkeeping gloves, shin guards, and pinnies.
- Equipment sanitized after every use.

Quality Measures



Sales And Marketing Strategies

Unique Selling Proposition (USP)

Pricing Strategy

Marketing strategies

Sales strategies

Customer retention



Writing the sales and marketing strategies section means a list of strategies you will use to attract and retain your clients.

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To create an effective introduction for your "Sales and Marketing Strategies" chapter, start by setting the stage within your specific industry or market.

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Start writing here..

Unique Selling Proposition (USP)



Define your business's USPs depending on the market you serve, the equipment you use, and the unique services you provide. Identifying USPs will help you plan your marketing strategies.

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Start writing here..

Pricing Strategy



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Describe your pricing strategy—how you plan to price your services and stay competitive in the local market. You can mention any discounts you plan on offering to attract new customers.

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Discuss your marketing strategies to market your services. You may include some of these marketing strategies in your business plan-social media marketing, influencer marketing, and print marketing.

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Marketing strategies

Online



Social Media Marketing

Engaging content and advertisements on platforms like Instagram and Facebook to reach local families, young adults, and teams.



Influencer Marketing

Collaborations with local athletes and sports influencers to enhance brand visibility.



Search Engine Optimization (SEO)

Optimizing our website to appear in top search results for relevant keywords like "indoor soccer near me."

Offline



Community Partnerships

Sponsoring local schools, youth programs, and community events to build trust and brand loyalty.



Print Marketing

Flyers, posters, and banners in local schools, gyms, and community centers.



Outline the strategies you'll implement to maximize your sales. Your sales strategies may include direct sales calls, offering referral marketing, etc.

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Sales strategies



Multisession Discounts

Reduced pricing for customers who book multiple coaching sessions or field rentals.



Group Discounts

Special rates for teams, families, and corporate groups.



Referral Programs

Offering incentives such as free sessions or merchandise for customers who refer new clients.



Describe your customer retention strategies and how you plan to execute them. For instance, introducing loyalty programs, discounts on annual membership, personalized service, etc

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Customer retention



Loyalty Programs

Points-based rewards for frequent bookings and league participation.



Birthday Offers

Free field rental or coaching session for customers celebrating their birthdays.



Festival Promotions

Special offers and themed events during major holidays to keep customers engaged.



Personalized Communication

Regular updates and personalized offers sent via email and SMS to ensure customer loyalty.

Operations Plan

Staffing & Training
Operational Process
Equipment & Tools



When writing the operations plan section, it's important to consider the various aspects of your business operations.

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To create an effective introduction for your "Operational Plan" chapter, start by emphasizing the pivotal role of efficient operations in the success of your business, underscoring how they directly impact the quality of services delivered.

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Start writing here..

Staffing & Training



Mention your business's staffing requirements, including the number of employees or workers needed. Include their qualifications, the experience required, and the duties they will perform.

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Start writing here..

Operational Process



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Outline the processes and procedures you will use to run your indoor soccer business.

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Equipment & Tools



□ Help tip

□ Elite Indoor Soccer Arena

Outline the essential medical supplies and equipment used for indoor soccer services. Also, consider setting up technology and software systems to streamline your daily operations.

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Management Team

Founders/CEO

Key managers

Organizational structure

Compensation plan

Board of advisors



The management team section provides an overview of the individuals responsible for running your business plan.

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To craft an introduction for your "Management Team" chapter, begin by emphasizing the crucial role of leadership in the success of any business.

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Start writing here..

Founders/CEO



Mention the founders and CEO of your indoor soccer business, and describe their roles and responsibilities in successfully running the business.

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Start writing here..







David Martinez

Founder and CEO - david.martinez@example.com

Educational Background:

 Bachelor's Degree in Sports Management from the University of Southern California.

Professional Background:

- David is a former professional soccer player with over 15 years of experience playing and coaching in competitive leagues across the United States and Europe.
- · After retiring from professional play, David pursued a career in sports management, leading youth development programs and community outreach initiatives. His expertise in soccer and business strategy laid the foundation for Elite Indoor Soccer Arena.

Key managers



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Introduce your management and key team members, and explain their roles and responsibilities.

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Start writing here..



Sophia Nguyen

General Manager - sophia.nguyen@example.com

Educational Background:

• Master's Degree in Business Administration from the University of California, Irvine.

Professional Background:

- Sophia has 10 years of experience in managing sports and recreation facilities.
- She previously worked as the Operations Manager for a multi-sport facility in Los Angeles, where she optimized scheduling systems and increased customer satisfaction by 25%.
- At Elite Indoor Soccer Arena, she oversees daily operations, staff management, and customer engagement strategies.











Michael Johnson

Marketing Manager - michael.johnson@example.com

Educational Background:

• Bachelor's Degree in Marketing from California State University, Fullerton.

Professional Background:

- Michael is a seasoned digital marketing specialist with 8 years of experience in sports branding and event marketing.
- Before joining Elite Indoor Soccer Arena, he led marketing campaigns for a regional sports equipment retailer, increasing online sales by 40%.
- · Michael is responsible for social media campaigns, partnerships, and customer acquisition strategies.





Emily Rivera Head Coach - emily.rivera@example.com

Educational Background:

• Bachelor's Degree in Physical Education from San Diego State University.

Professional Background:

- Emily is a certified soccer coach with 10 years of experience coaching youth and adult players.
- She has worked with multiple community-based programs, focusing on skill development and team-building exercises.
- · At Elite Indoor Soccer Arena, she manages the coaching staff and oversees all training programs.

Organizational structure



Help tip

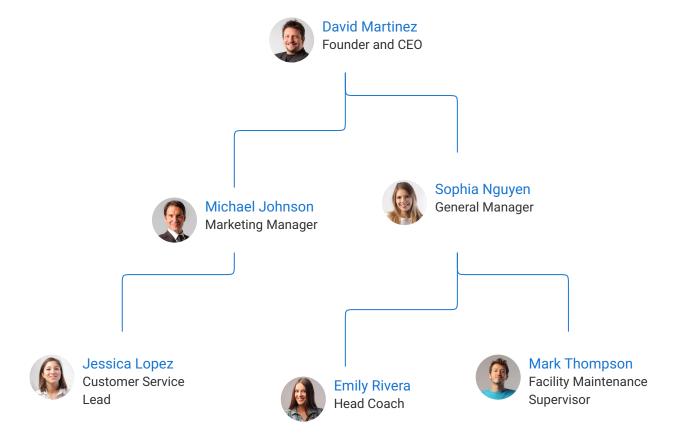
Elite Indoor Soccer Arena

Explain the organizational structure of your management team. Include the reporting line and decision-making hierarchy.

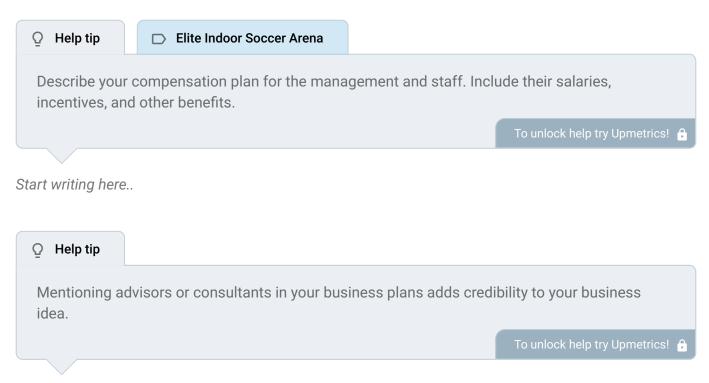
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Organization chart



Compensation plan



Board of advisors



Dr. Laura GreeneBusiness Consultant

Dr. Greene is a seasoned business strategist with 20 years of experience advising startups in the sports and recreation industry. She provides guidance on financial planning, market positioning, and strategic growth initiatives.



Coach James TurnerSoccer Program Advisor

Coach Turner, a former collegiate soccer coach with 25 years of experience, advises on program development and player performance strategies, ensuring the facility meets the highest standards of training excellence.

Financial Plan

Profit & loss statement

Cash flow statement

Balance sheet

Break-even Point

Financing needs



When writing the financial plan section of a business plan, it's important to provide a comprehensive overview of your financial projections for the first few years of your business, You may provide the following:

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To create an effective introduction for your "Financial Plan" chapter, begin by stressing the critical role of a well-structured financial plan in the success of your venture.

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Start writing here..



Describe details such as projected revenue, operational costs, and service costs in your projected profit and loss statement. Make sure to include your business's expected net profit or loss.

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Profit & loss statement

	2024	2025	2026
Revenue	\$240,052.60	\$417,362.90	\$641,017.20
Soccer Field Rentals	\$120,000	\$120,000	\$120,000

	2024	2025	2026
Total Hours	2,400	2,400	2,400
Hourly Price	\$50	\$50	\$50
Youth Soccer Training Programs	\$21,600	\$21,600	\$21,600
Unit Sales	720	720	720
Unit Price	\$30	\$30	\$30
Membership Subscriptions	\$98,452.60	\$275,762.90	\$499,417.20
Users	257	567	967
Recurring Charges	\$50	\$50	\$50
Cost Of Sales	\$48,600	\$48,600	\$48,600
General Costs	\$48,600	\$48,600	\$48,600
Facility Maintenance Costs	\$10,800	\$10,800	\$10,800
Turf Maintenance	\$6,000	\$6,000	\$6,000
Lighting Costs	\$4,800	\$4,800	\$4,800
Equipment Costs	\$37,800	\$37,800	\$37,800
Soccer Ball Replacement	\$36,000	\$36,000	\$36,000

	2024	2025	2026
Training Equipment Wear	\$1,800	\$1,800	\$1,800
Revenue Specific Costs	\$0	\$0	\$0
Personnel Costs (Direct Labor)	\$0	\$0	\$0
Gross Margin	\$191,452.60	\$368,762.90	\$592,417.20
Gross Margin (%)	79.75%	88.36%	92.42%
Operating Expense	\$253,320	\$263,108.40	\$273,348.24
Payroll Expense (Indirect Labor)	\$218,520	\$228,308.40	\$238,548.24
Coaching Staff	\$83,160	\$86,562	\$90,111.48
Head Coach	\$45,360	\$47,628	\$50,009.40
Assistant Coach	\$37,800	\$38,934	\$40,102.08
Operations Team	\$77,040	\$80,510.40	\$84,138.96
Facility Manager	\$38,880	\$40,824	\$42,865.20
Maintenance Staff	\$38,160	\$39,686.40	\$41,273.76

	2024	2025	2026
Administrative Staff	\$58,320	\$61,236	\$64,297.80
Receptionist	\$19,440	\$20,412	\$21,432.60
Accountant	\$38,880	\$40,824	\$42,865.20
General Expense	\$34,800	\$34,800	\$34,800
Administrative Costs	\$7,200	\$7,200	\$7,200
Office Supplies	\$1,200	\$1,200	\$1,200
Insurance Premiums	\$6,000	\$6,000	\$6,000
Marketing and Advertising	\$19,200	\$19,200	\$19,200
Digital Marketing	\$12,000	\$12,000	\$12,000
Community Events	\$7,200	\$7,200	\$7,200
Utilities	\$8,400	\$8,400	\$8,400
Electricity	\$6,000	\$6,000	\$6,000
Water Supply	\$2,400	\$2,400	\$2,400
Bad Debt	\$0	\$0	\$0
Amortization of Current Assets	\$0	\$0	\$0

	2024	2025	2026
EBITDA	(\$61,867.40)	\$105,654.50	\$319,068.96
Additional Expense	\$9,581.98	\$8,658.21	\$7,687.20
Long Term Depreciation	\$4,992	\$4,992	\$4,992
Gain or loss from Sale of Assets	\$0	\$0	\$0
EBIT	(\$66,859.40)	\$100,662.50	\$314,076.96
Interest Expense	\$4,589.96	\$3,666.20	\$2,695.19
EBT	(\$71,449.38)	\$96,996.29	\$311,381.76
Income Tax Expense / Benefit	\$0	\$0	\$0
Total Expense	\$311,501.98	\$320,366.61	\$329,635.44
Net Income	(\$71,449.38)	\$96,996.29	\$311,381.76
Net Income (%)	(29.76%)	23.24%	48.58%
Retained Earning Opening	\$0	(\$88,451.21)	(\$11,454.92)

	2024	2025	2026
Owner's Distribution	\$17,001.83	\$20,000	\$20,000
Retained Earning Closing	(\$88,451.21)	(\$11,454.92)	\$279,926.84



The cash flow for the first few years of your operation should be estimated and described in this section. This may include billing invoices, payment receipts, loan payments, and any other cash flow statements.

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Cash flow statement

	2024	2025	2026
Cash Received	\$240,052.60	\$417,362.90	\$641,017.20
Cash Paid	\$306,509.98	\$315,374.61	\$324,643.44
COS & General Expenses	\$83,400	\$83,400	\$83,400
Salary & Wages	\$218,520	\$228,308.40	\$238,548.24
Interest	\$4,589.96	\$3,666.20	\$2,695.19
Sales Tax	\$0	\$0	\$0
Income Tax	\$0	\$0	\$0

2024	2025	2026
(\$66,457.38)	\$101,988.29	\$316,373.76
ĆO.	ĊΩ	\$0
\$0 	\$0	\$0
\$40,000	\$0	\$0
(\$40,000)	\$0	\$0
\$150,000	\$0	\$0
		\$0
		_
\$0	\$0	\$0
\$50,000	\$0	\$0
\$35,057.29	\$38,979.23	\$39,950.24
\$18,055.48	\$18,979.24	\$19,950.25
\$17,001.83	\$20,000	\$20,000
\$114,942.71	(\$38,979.23)	(\$39,950.24)
	\$0 \$40,000 \$150,000 \$100,000 \$0 \$50,000 \$35,057.29 \$18,055.48 \$17,001.83	\$101,988.29 \$0 \$40,000 \$0 \$40,000) \$0 \$150,000 \$0 \$100,000 \$0 \$0 \$1,000,000 \$0 \$1,000,000 \$0 \$1,000,000 \$0 \$1,000,000 \$0 \$1,000,000 \$0 \$1,000,000 \$0 \$1,000,000 \$0 \$2,000 \$31,000,000 \$0 \$31,000,000 \$0 \$31,000,000 \$0 \$31,000,000 \$0 \$31,000,000 \$0 \$31,000,000 \$0 \$31,000,000 \$0 \$31,000,000

	2024	2025	2026
Summary			
Starting Cash	\$0	\$8,485.33	\$71,494.39
Cash In	\$390,052.60	\$417,362.90	\$641,017.20
Cash Out	\$381,567.27	\$354,353.84	\$364,593.68
Change in Cash	\$8,485.33	\$63,009.06	\$276,423.52
Ending Cash	\$8,485.33	\$71,494.39	\$347,917.91



Create a projected balance sheet documenting your indoor soccer business's assets, liabilities, and equity.

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Balance sheet

	2024	2025	2026
Assets	\$43,493.33	\$101,510.39	\$372,941.91
Current Assets	\$8,485.33	\$71,494.39	\$347,917.91

	2024	2025	2026
Cash	\$8,485.33	\$71,494.39	\$347,917.91
Accounts Receivable	\$0	\$0	\$0
Inventory	\$0	\$0	\$0
Other Current Assets	\$0	\$0	\$0
Long Term Assets	\$35,008	\$30,016	\$25,024
Gross Long Term Assets	\$40,000	\$40,000	\$40,000
Accumulated Depreciation	(\$4,992)	(\$9,984)	(\$14,976)
Liabilities & Equity	\$43,493.31	\$101,510.36	\$372,941.87
Liabilities	\$81,944.52	\$62,965.28	\$43,015.03
Current Liabilities	\$18,979.23	\$19,950.24	\$20,970.94
Accounts Payable	\$0	\$0	\$0
Income Tax Payable	\$0	\$0	\$0
Sales Tax Payable	\$0	\$0	\$0
Short Term Debt	\$18,979.23	\$19,950.24	\$20,970.94
Long Term Liabilities	\$62,965.29	\$43,015.04	\$22,044.09
Long Term Debt	\$62,965.29	\$43,015.04	\$22,044.09

	2024	2025	2026
Equity	(\$38,451.21)	\$38,545.08	\$329,926.84
Paid-in Capital	\$0	\$0	\$0
Common Stock	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0
Owner's Contribution	\$50,000	\$50,000	\$50,000
Retained Earnings	(\$88,451.21)	(\$11,454.92)	\$279,926.84
Check	\$0	\$0	\$0



Determine and mention your business's break-even point—the point at which your business costs and revenue will be equal.

This exercise will help you understand how much revenue you need to generate to sustain or be profitable.

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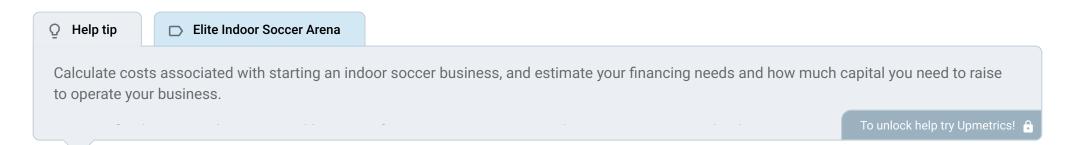
Break-even Point

	2024	2025	2026
Starting Revenue	\$0	\$240,052.60	\$657,415.50

	2024	2025	2026
Net Revenue	\$240,052.60	\$417,362.90	\$641,017.20
Closing Revenue	\$240,052.60	\$657,415.50	\$1,298,432.70
Starting Expense	\$0	\$311,501.98	\$631,868.59
Net Expense	\$311,501.98	\$320,366.61	\$329,635.44
Closing Expense	\$311,501.98	\$631,868.59	\$961,504.03
Is Break Even?	No	Yes	Yes
Break Even Month	0	Nov '25	0
Days Required	0	10 Days	0
Break Even Revenue	\$311,501.98	\$587,532.50	\$0
Soccer Field Rentals	\$0	\$223,333.33	\$0
Youth Soccer Training Programs	\$0	\$40,200	\$0
Membership Subscriptions	\$0	\$323,999.17	\$0
Break Even Units			

	2024	2025	2026
Soccer Field Rentals	0	4,467	0
Youth Soccer Training Programs	0	1,340	0
Membership Subscriptions	0	523	0

Financing needs



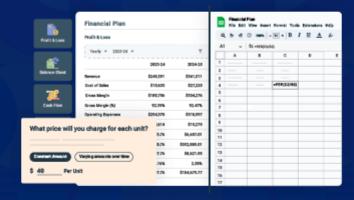
Start writing here..

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Spreadsheets can be a powerful tool for preparing complex financial reports and forecasts.

However, using them can be quite time-consuming, intimidating, and frustrating.







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Start your planning today

9.

Appendix

Embed Link



When writing the appendix section, you should include any additional information that supports the main content of your plan. This may include financial statements, market research data, legal do

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Embed Link

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Mariia Yevlash

★ ★ ★ ★

Student, Sumy State University – Ukraine

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