

Appendix B: Cultural Center Business Plan

Class	Category	Ages	Students	Frequency/Wk	Duration (Hours)	# Weeks	Cost/Class	Session Fee	Sessions/Year	Gross Revenue	Teacher Pay per Class	Teacher Pay per Session	Teacher Pay/Year	Net Revenue
Drawing I	Fine Arts	All	6	1	1.5	6	\$10.00	\$60.00	3	\$1,080.00	\$22.50	\$135.00	\$405.00	\$675.00
Drawing II	Fine Arts	All	4	1	1.5	6	\$12.00	\$72.00	2	\$576.00	\$22.50	\$135.00	\$270.00	\$306.00
Painting the Watercolor & Soft Pastels	Fine Arts	All	5	1	2	4	\$12.00	\$48.00	2	\$480.00	\$30.00	\$120.00	\$240.00	\$240.00
Pastels I & II	Fine Arts	All	5	1	2	8	\$12.00	\$96.00	2	\$960.00	\$30.00	\$240.00	\$480.00	\$480.00
Photography: DSL	Fine Arts	All	6	1	1.5	4	\$12.00	\$48.00	4	\$1,152.00	\$22.50	\$90.00	\$360.00	\$792.00
Plein Air: Landscapes	Fine Arts	All	4	1	1.5	6	\$12.00	\$72.00	2	\$576.00	\$22.50	\$135.00	\$270.00	\$306.00
Plein Air: Landscapes Workshop	Fine Arts	All	4	2	6	1	\$200.00	\$200.00	2	\$1,600.00	\$90.00	\$90.00	\$180.00	\$1,420.00
Portraiture: Head & Shoulders	Fine Arts	All	4	1	1.5	6	\$13.00	\$78.00	2	\$624.00	\$22.50	\$135.00	\$270.00	\$354.00
Adventures in Lace Knitting	Textile & Fiber	All	8	1	1.5	6	\$12.00	\$72.00	2	\$1,152.00	\$22.50	\$135.00	\$270.00	\$882.00
Custom Crochet	Textile & Fiber	All	5	1	1.5	6	\$12.00	\$72.00	3	\$1,080.00	\$22.50	\$135.00	\$405.00	\$675.00
Knitting Kitty	Textile & Fiber	All	5	1	1.5	6	\$12.00	\$72.00	2	\$720.00	\$22.50	\$135.00	\$270.00	\$450.00
Knitting: Basics	Textile & Fiber	All	5	1	1	8	\$12.00	\$96.00	4	\$1,920.00	\$15.00	\$120.00	\$480.00	\$1,440.00
Portable Yarn Making	Textile & Fiber	13+	5	1	1.5	6	\$12.00	\$72.00	2	\$720.00	\$22.50	\$135.00	\$270.00	\$450.00
Rug Weaving Class	Textile & Fiber	All	4	1	3	4	\$16.00	\$64.00	3	\$768.00	\$45.00	\$180.00	\$540.00	\$228.00
Rug Weaving Workshop	Textile & Fiber	All	4	2	6	1	\$200.00	\$200.00	3	\$2,400.00	\$90.00	\$90.00	\$270.00	\$2,130.00
The Spinning Wheel	Textile & Fiber	All	8	1	2.5	4	\$20.00	\$80.00	2	\$1,280.00	\$37.50	\$150.00	\$300.00	\$980.00
Wool Braided Chair Pad Workshop	Textile & Fiber	All	8	2	6	1	\$200.00	\$200.00	1	\$1,600.00	\$90.00	\$90.00	\$90.00	\$1,510.00

Class	Category	Ages	Students	Frequency/Wk	Duration (Hours)	# Weeks	Cost/Class	Session Fee	Sessions/Year	Gross Revenue	Teacher Pay per Class	Teacher Pay per Session	Teacher Pay/Year	Net Revenue
Book Binding: Journals & More	Paper & Print	16+	8	1	1.5	6	\$12.00	\$72.00	2	\$1,152.00	\$22.50	\$135.00	\$270.00	\$882.00
Letterpress Valentines	Paper & Print	All	24	1	1.5	1	\$15.00	\$15.00	6	\$2,160.00	\$22.50	\$22.50	\$135.00	\$2,025.00
Letterpress: Beginners	Paper & Print	All	4	1	1.5	8	\$12.00	\$96.00	4	\$1,536.00	\$22.50	\$180.00	\$720.00	\$816.00
Letterpress: Holiday Coasters	Paper & Print	All	24	1	1.5	1	\$15.00	\$15.00	6	\$2,160.00	\$22.50	\$22.50	\$135.00	\$2,025.00
Luck, Love, and Letterpress	Paper & Print	All	24	1	1.5	1	\$15.00	\$15.00	4	\$1,440.00	\$22.50	\$22.50	\$90.00	\$1,350.00
Marbling Paper	Paper & Print	All	10	1	2	4	\$12.00	\$48.00	4	\$1,920.00	\$30.00	\$120.00	\$480.00	\$1,440.00
A Natural Christmas: Back to Basics	Homemaking Arts	All	10	1	2	1	\$15.00	\$15.00	5	\$750.00	\$30.00	\$30.00	\$150.00	\$600.00
Artisan Bread Making Made Easy	Homemaking Arts	All	8	1	4	1	\$20.00	\$20.00	8	\$1,280.00	\$60.00	\$60.00	\$480.00	\$800.00
Barn Quilt Painting	Homemaking Arts	All	6	1	2	4	\$20.00	\$80.00	2	\$960.00	\$30.00	\$120.00	\$240.00	\$720.00
Chair Caning: 7-Step Process	Homemaking Arts	All	6	1	3.5	2	\$50.00	\$100.00	1	\$600.00	\$52.50	\$105.00	\$105.00	\$495.00
Container Candles	Homemaking Arts	8+	8	1	2	4	\$15.00	\$60.00	4	\$1,920.00	\$30.00	\$120.00	\$480.00	\$1,440.00
Fall Harvest: Wild Edibles	Homemaking Arts	All	10	1	2.5	4	\$15.00	\$60.00	3	\$1,800.00	\$37.50	\$150.00	\$450.00	\$1,350.00
Foraging Camp	Homemaking Arts	All	10	1	2.5	4	\$15.00	\$60.00	3	\$1,800.00	\$37.50	\$150.00	\$450.00	\$1,350.00
Goat Milk Soap Making	Homemaking Arts	All	8	1	3	1	\$20.00	\$20.00	3	\$480.00	\$45.00	\$45.00	\$135.00	\$345.00
J40 Fusion Dying	Homemaking Arts	All	8	1	2	4	\$15.00	\$60.00	3	\$1,440.00	\$30.00	\$120.00	\$360.00	\$1,080.00
Spring Foraging Wild Edibles	Homemaking Arts	All	10	1	2.5	4	\$15.00	\$60.00	3	\$1,800.00	\$37.50	\$150.00	\$450.00	\$1,350.00
Wild Dyes	Homemaking Arts	All	8	1	2.5	3	\$15.00	\$45.00	3	\$1,080.00	\$37.50	\$112.50	\$337.50	\$742.50
Sculpting Basics	Homemaking Arts	All	5	1	2	6	\$15.00	\$90.00	2	\$900.00	\$30.00	\$180.00	\$360.00	\$540.00

Class	Category	Ages	Students	Frequency/Wk	Duration (Hours)	# Weeks	Cost/Class	Session Fee	Sessions/Year	Gross Revenue	Teacher Pay per Class	Teacher Pay per Session	Teacher Pay/Year	Net Revenue
Sculpting Basics: Wildlife	Homemaking Arts	All	5	1	2	6	\$15.00	\$90.00	1	\$450.00	\$30.00	\$180.00	\$180.00	\$270.00
Sculpture Portrait in Three Dimension	Homemaking Arts	All	5	1	2	8	\$20.00	\$160.00	1	\$800.00	\$30.00	\$240.00	\$240.00	\$560.00
Advanced Leather Crafting	Leather & Wood	All	4	1	8	1	\$100.00	\$100.00	2	\$800.00	\$120.00	\$120.00	\$240.00	\$560.00
Leather Christmas Ornament	Leather & Wood	All	24	1	2.5	1	\$20.00	\$20.00	6	\$2,880.00	\$37.50	\$37.50	\$225.00	\$2,655.00
Leather Crafting for Beginners	Leather & Wood	All	8	1	2	6	\$15.00	\$90.00	1	\$720.00	\$30.00	\$180.00	\$180.00	\$540.00
Wood Carving: Beginners	Leather & Wood	All	10	1	2	6	\$15.00	\$90.00	1	\$900.00	\$30.00	\$180.00	\$180.00	\$720.00
Introduction to the Kitchen	Cooking	6 to 10	8	1	1	4	\$15.00	\$60.00	3	\$1,440.00	\$15.00	\$60.00	\$180.00	\$1,260.00
Knife Skills	Cooking	14+	6	1	1.5	4	\$15.00	\$60.00	2	\$720.00	\$22.50	\$90.00	\$180.00	\$540.00
Preparing Fish & Game	Cooking	14+	6	1	1.5	4	\$15.00	\$60.00	2	\$720.00	\$22.50	\$90.00	\$180.00	\$540.00
Backyard to Table	Cooking	14+	6	1	1.5	4	\$15.00	\$60.00	2	\$720.00	\$22.50	\$90.00	\$180.00	\$540.00
Food Preservation	Cooking	14+	6	1	2	4	\$15.00	\$60.00	2	\$720.00	\$30.00	\$120.00	\$240.00	\$480.00
Holiday Cooking	Cooking	14+	6	1	2	4	\$15.00	\$60.00	2	\$720.00	\$30.00	\$120.00	\$240.00	\$480.00
Coding 1	Technology	All	10	1	1.5	6	\$12.00	\$72.00	6	\$4,320.00	\$22.50	\$135.00	\$810.00	\$3,510.00
Coding 2	Technology	All	6	1	1.5	6	\$12.00	\$72.00	6	\$2,592.00	\$22.50	\$135.00	\$810.00	\$1,782.00
Coding 3	Technology	All	4	1	1.5	8	\$15.00	\$120.00	2	\$960.00	\$22.50	\$180.00	\$360.00	\$600.00
Pinterest	Crafting	All	5	1	2	1	\$15.00	\$15.00	12	\$900.00	\$30.00	\$30.00	\$360.00	\$540.00
Introduction to Dancing	Dance	Youth	8	1	1	8	\$20.00	\$160.00	2	\$2,560.00	\$15.00	\$120.00	\$240.00	\$2,320.00

Class	Category	Ages	Students	Frequency/Wk	Duration (Hours)	# Weeks	Cost/Class	Session Fee	Sessions/Year	Gross Revenue	Teacher Pay per Class	Teacher Pay per Session	Teacher Pay/Year	Net Revenue
Dancing 2	Dance	Youth	8	1	1	6	\$20.00	\$120.00	2	\$1,920.00	\$15.00	\$90.00	\$180.00	\$1,740.00
Introduction to Dancing	Dance	16+	8	1	1	8	\$20.00	\$160.00	2	\$2,560.00	\$15.00	\$120.00	\$240.00	\$2,320.00
Dancing 2	Dance	16+	8	1	1	6	\$20.00	\$120.00	2	\$1,920.00	\$15.00	\$90.00	\$180.00	\$1,740.00
										\$73,188.00	\$1,807.50	\$6,502.50	\$16,822.50	\$56,365.50

Students	Frequency/Wk	Duration (Min)	# Weeks	Cost/Class	Session Fee	Sessions/Year	Gross Revenue	Teacher Pay/Class	Teach Pay/Session	Teacher Pay/Year	Net Revenue
6	1	60	6	\$10.00	\$60.00	4	\$1,440.00	\$12.00	\$72.00	\$288.00	\$1,152.00
4	1	60	6	\$12.00	\$72.00	2	\$576.00	\$12.00	\$72.00	\$144.00	\$432.00
6	1	60	6	\$10.00	\$60.00	4	\$1,440.00	\$12.00	\$72.00	\$288.00	\$1,152.00
4	1	60	6	\$12.00	\$72.00	2	\$576.00	\$12.00	\$72.00	\$144.00	\$432.00
6	1	60	6	\$10.00	\$60.00	4	\$1,440.00	\$12.00	\$72.00	\$288.00	\$1,152.00
4	1	60	6	\$10.00	\$60.00	2	\$480.00	\$12.00	\$72.00	\$144.00	\$336.00
6	1	60	6	\$12.00	\$72.00	4	\$1,728.00	\$12.00	\$72.00	\$288.00	\$1,440.00
4	1	60	6	\$12.00	\$72.00	2	\$576.00	\$12.00	\$72.00	\$144.00	\$432.00
6	1	60	6	\$12.00	\$72.00	4	\$1,728.00	\$12.00	\$72.00	\$288.00	\$1,440.00
4	1	60	6	\$12.00	\$72.00	2	\$576.00	\$12.00	\$72.00	\$144.00	\$432.00
6	1	60	6	\$12.00	\$72.00	4	\$1,728.00	\$12.00	\$72.00	\$288.00	\$1,440.00
4	1	60	6	\$12.00	\$72.00	2	\$576.00	\$12.00	\$72.00	\$144.00	\$432.00
6	1	60	6	\$12.00	\$72.00	4	\$1,728.00	\$12.00	\$72.00	\$288.00	\$1,440.00
4	1	60	6	\$12.00	\$72.00	2	\$576.00	\$12.00	\$72.00	\$144.00	\$432.00
10	1	60	6	\$12.00	\$72.00	6	\$4,320.00	\$12.00	\$72.00	\$432.00	\$3,888.00
6	1	60	6	\$12.00	\$72.00	6	\$2,592.00	\$12.00	\$72.00	\$432.00	\$2,160.00
4	1	60	6	\$15.00	\$90.00	2	\$720.00	\$12.00	\$72.00	\$144.00	\$576.00
							\$22,800.00			\$4,032.00	\$18,768.00

Summer Camp	Students	Cost	Duration (Hours)	# Days	Sessions/Summer	Gross Revenue	Teacher Pay	Net Revenue
Making Basics	12	\$100.00	2.5	5	2	\$2,400.00	\$125.00	\$2,275.00
Making 2	10	\$100.00	3	5	2	\$2,000.00	\$150.00	\$1,850.00
Advanced Coding	10	\$100.00	3	5	2	\$2,000.00	\$150.00	\$1,850.00
Woodworking Intensive	14	\$150.00	3	5	1	\$2,100.00	\$150.00	\$1,950.00
							\$575.00	\$7,925.00