

# Indoor Shooting Range – Income Statement

Below I detail the organization of a Profitable Indoor Shooting Range

## **Total Building = 30,000 sq. ft.**

32 x 25m shooting lanes – (4 Ranges – 8 Lanes each)

## **4000 sq.ft. Retail Space**

140 Linear Feet of CASED Firearms and Accessories  
30 Linear Feet of Firearms (Check in / Out)  
9 Point of Sale Stations  
\$1.5 - \$2.5 Million in Inventory

## **Staff Requirement:**

1 General Manager  
2 Managers  
2 Senior Supervisors  
2 Supervisors  
  
15 Morning Staff  
15 Afternoon Staff  
3 Floater Staff

## **Average Traffic:**

Monday through Friday 180 – 250 / day through door  
Saturday through Sunday 350 – 500 / day through door

## **Range Usage as % of Capacity:**

Monday through Friday 50% - 60%  
Saturday through Sunday 85% - 100%

The following three pages show a breakdown of departmental sales over the same time period for three consecutive years. 2005 – 2007 – This is purely to show where your income should come from.

Note: The relationship of Range Rental Income compared to Accessories.  
The dramatic increase in firearms sales.  
GIFT CARDS – these show as profit, although they will have to be spent some time.  
There are no staff wages or operating costs detailed.

## Departmental Sales with Profit – (4/1/2005 through 6/30/2005) - 3 Months 2005

Department	Date	Qty Sold	Sales	Cost	Profit
- Overall		64342.50	\$1,628,219.05	\$900,582.660	\$727,636.39
+		85.00	\$2,669.21	\$504.990	\$2,164.22
+ Accessory		16485.50	\$719,044.77	\$440,095.080	\$278,949.70
+ Administrative		4233.00	\$14,356.59	\$0.000	\$14,356.59
+ Ammo		12842.00	\$161,503.54	\$94,156.130	\$67,347.41
+ Dues Prepay 1 Year Red		9.00	\$2,361.15	\$0.000	\$2,361.15
+ Dues Prepay 1 Year Tit...		6.00	\$13,200.00	\$0.000	\$13,200.00
+ Dues Prepay 1 Yr Family		1.00	\$440.00	\$0.000	\$440.00
+ Dues Prepay 1 Yr Std		138.00	\$29,128.35	\$0.000	\$29,128.35
+ Dues Prorated/Recurri...		47.00	\$3,887.00	\$0.000	\$3,887.00
+ Dues Prorated/Recurri...		33.00	\$1,320.00	\$0.000	\$1,320.00
+ Dues Prorated/Recurri...		1277.00	\$28,838.27	\$0.000	\$28,838.27
+ Dues Prorated/Recurri...		793.00	\$16,239.80	\$0.000	\$16,239.80
+ Dues Prorated/Recurri...		205.00	\$50,106.67	\$0.000	\$50,106.67
+ Dues Prorated/Recurri...		85.00	\$1,973.55	\$0.000	\$1,973.55
+ Firearms		662.00	\$385,476.40	\$334,937.190	\$50,539.21
+ Gift Card		175.00	\$27,581.50	\$0.000	\$27,581.50
+ Guest Passes Purchased		16.00	\$380.00	\$0.000	\$380.00
+ Gunsmithing		64.00	\$2,593.67	\$0.000	\$2,593.67
+ Inv Asset-Firearms		-34.00	(\$11,623.38)	\$0.000	(\$11,623.38)
+ Membership - Family		19.00	\$1,400.00	\$0.000	\$1,400.00
+ Membership - Red, Whi...		303.00	\$0.00	\$0.000	\$0.00
+ Membership - Standard		264.00	\$19,380.00	\$0.000	\$19,380.00
+ Membership - Titanium		18.00	\$56,000.00	\$0.000	\$56,000.00
+ Membership - Weekday		21.00	\$487.50	\$0.000	\$487.50
+ Mngr W/O Advert Dona...		-29.00	(\$12,652.39)	\$0.000	(\$12,652.39)
+ Mngr W/O Gunsmith To...		-5.00	(\$592.71)	\$0.000	(\$592.71)
+ Mngr W/O Misc Expense		-11.00	(\$1,454.60)	\$0.000	(\$1,454.60)
+ Mngr W/O Payroll Fees ...		-65.00	(\$965.00)	\$0.000	(\$965.00)
+ Mngr W/O Rewards		-16.00	(\$482.75)	\$0.000	(\$482.75)
+ Mngr W/O Sales Floor ...		-34.00	(\$298.78)	\$0.000	(\$298.78)
+ Range Fees		24376.00	\$15,967.51	\$3,020.140	\$12,947.37
+ Rental		1963.00	\$38,826.75	\$0.000	\$38,826.75
+ Shipping		27.00	\$875.70	\$0.000	\$875.70
+ Shoot House		40.00	\$13,999.60	\$10,418.000	\$3,581.60
+ Suppressors		50.00	\$25,633.63	\$17,451.130	\$8,182.50
+ Training		232.00	\$21,362.50	\$0.000	\$21,362.50
+ Vault Storage		67.00	\$1,255.00	\$0.000	\$1,255.00

## Departmental Sales with Profit – (4/1/2006 through 6/30/2006) - 3 Months 2006

Department	Date	Qty Sold	Sales	Cost	Profit
<b>- Overall</b>		<b>81660.27</b>	<b>\$2,234,607.90</b>	<b>\$1,385,721.490</b>	<b>\$848,886.41</b>
+		18.00	\$42.90	\$0.000	\$42.90
<b>+ Accessory</b>		<b>15717.00</b>	<b>\$774,639.63</b>	<b>\$514,485.560</b>	<b>\$260,154.07</b>
+ Administrative		3060.00	\$12,503.54	\$0.000	\$12,503.54
+ Ammo		19921.00	\$257,904.90	\$166,911.290	\$90,993.61
+ Dues Prepay 1 Year Red		146.00	\$39,577.05	\$0.000	\$39,577.05
+ Dues Prepay 1 Year Tit...		21.00	\$46,200.00	\$0.000	\$46,200.00
+ Dues Prepay 1 Year We...		1.00	\$274.45	\$0.000	\$274.45
+ Dues Prepay 1 Yr Family		9.00	\$5,276.70	\$0.000	\$5,276.70
+ Dues Prepay 1 Yr Std		246.00	\$62,084.94	\$0.000	\$62,084.94
+ Dues Prorated/Recurri...		-7.00	(\$209.65)	\$0.000	(\$209.65)
+ Dues Prorated/Recurri...		36.00	\$1,724.55	\$0.000	\$1,724.55
+ Dues Prorated/Recurri...		823.00	\$15,601.47	\$0.000	\$15,601.47
+ Dues Prorated/Recurri...		588.00	\$13,345.28	\$0.000	\$13,345.28
+ Dues Prorated/Recurri...		56.00	\$10,900.00	\$0.000	\$10,900.00
+ Dues Prorated/Recurri...		1.00	\$24.95	\$0.000	\$24.95
<b>+ Firearms</b>		<b>1169.00</b>	<b>\$750,416.42</b>	<b>\$651,946.020</b>	<b>\$98,470.40</b>
+ Gift Card		270.00	\$59,860.91	\$0.000	\$59,860.91
+ Gunsmithing		261.00	\$15,726.24	\$0.000	\$15,726.24
+ Inv Asset-Firearms		-38.00	(\$14,238.36)	\$0.000	(\$14,238.36)
+ Inv Asset-Suppressor		-3.00	(\$1,350.00)	\$0.000	(\$1,350.00)
+ Membership - Family		21.00	\$1,370.00	\$0.000	\$1,370.00
+ Membership - Red, Whi...		547.00	\$50.00	\$0.000	\$50.00
+ Membership - Standard		353.00	\$21,557.60	\$0.000	\$21,557.60
+ Membership - Titanium		4.00	\$19,900.00	\$0.000	\$19,900.00
+ Membership - Weekday		1.00	\$25.00	\$0.000	\$25.00
+ Mngr W/O Advert Dona...		-45.00	(\$14,732.75)	\$0.000	(\$14,732.75)
+ Mngr W/O Firearm Rent...		-1.00	(\$1,180.84)	\$0.000	(\$1,180.84)
+ Mngr W/O Gunsmith To...		-1.00	(\$1,586.10)	\$0.000	(\$1,586.10)
+ Mngr W/O Member Gue...		-1.00	(\$25.00)	\$0.000	(\$25.00)
+ Mngr W/O Misc Expense		-5.00	(\$3,764.66)	\$0.000	(\$3,764.66)
+ Mngr W/O Payroll Fees ...		8.00	(\$6,414.00)	\$0.000	(\$6,414.00)
+ Mngr W/O Rewards		-6.00	(\$275.00)	\$0.000	(\$275.00)
+ Mngr W/O Sales Floor ...		-59.00	(\$1,917.73)	\$0.000	(\$1,917.73)
<b>+ Range Fees</b>		<b>35827.27</b>	<b>\$51,300.32</b>	<b>\$3,634.360</b>	<b>\$47,665.96</b>
+ Rental		2086.00	\$37,362.25	\$25,468.000	\$11,894.25
+ Shipping		43.00	\$1,551.39	\$0.000	\$1,551.39
+ Shoot House		40.00	\$1,959.66	\$493.290	\$1,466.37
+ Suppressors		87.00	\$32,364.88	\$22,782.960	\$9,581.92
+ Training		439.00	\$46,411.96	\$0.000	\$46,411.96
+ Vault Storage		27.00	\$345.00	\$0.000	\$345.00

## Departmental Sales with Profit – (4/1/2007 through 6/30/2007) - 3 Months 2007

Department	Date	Qty Sold	Sales	Cost	Profit
- Overall		97727.79	\$2,905,445.53	\$1,870,268.910	\$1,035,176.63
+		24.00	\$3,135.81	\$490.000	\$2,645.81
+ Accessory		14352.00	\$769,794.68	\$524,466.310	\$245,328.37
+ Administrative		5629.79	\$14,005.17	\$0.000	\$14,005.17
+ Ammo		33373.00	\$393,080.19	\$265,530.380	\$127,549.81
+ Consignment		29.00	\$47,971.60	\$39,364.060	\$8,607.54
+ Dues Prepay 1 Year Red		182.00	\$49,458.05	\$0.000	\$49,458.05
+ Dues Prepay 1 Year Tit...		18.00	\$39,600.00	\$0.000	\$39,600.00
+ Dues Prepay 1 Year We...		1.00	\$274.45	\$0.000	\$274.45
+ Dues Prepay 1 Yr Family		8.00	\$4,836.70	\$0.000	\$4,836.70
+ Dues Prepay 1 Yr Std		237.00	\$61,741.25	\$0.000	\$61,741.25
+ Dues Prorated/Recurri...		2.00	\$306.95	\$0.000	\$306.95
+ Dues Prorated/Recurri...		29.00	\$1,294.94	\$0.000	\$1,294.94
+ Dues Prorated/Recurri...		889.00	\$14,718.89	\$0.000	\$14,718.89
+ Dues Prorated/Recurri...		523.00	\$12,337.98	\$0.000	\$12,337.98
+ Dues Prorated/Recurri...		89.00	\$17,773.33	\$0.000	\$17,773.33
+ Firearms		1734.00	\$1,197,730.87	\$971,653.650	\$226,077.22
+ Gift Card		261.00	\$44,203.39	\$0.000	\$44,203.39
+ Gunsmithing		183.00	\$11,786.11	\$0.000	\$11,786.11
+ Inv Asset-Firearms		-75.00	(\$23,976.43)	\$0.000	(\$23,976.43)
+ Inv Asset-Suppressor		-1.00	(\$517.75)	\$0.000	(\$517.75)
+ Membership - Family		19.00	\$1,400.00	\$0.000	\$1,400.00
+ Membership - Red, Whi...		506.00	\$0.00	\$0.000	\$0.00
+ Membership - Standard		279.00	\$16,383.53	\$0.000	\$16,383.53
+ Membership - Titanium		3.00	\$21,440.00	\$0.000	\$21,440.00
+ Mngr W/O Advert Dona...		-44.00	(\$5,460.42)	\$0.000	(\$5,460.42)
+ Mngr W/O Firearm Rent...		-3.00	(\$866.35)	\$0.000	(\$866.35)
+ Mngr W/O Gunsmith To...		-1.00	(\$30.83)	\$0.000	(\$30.83)
+ Mngr W/O Misc Expense		-11.00	(\$2,039.29)	\$0.000	(\$2,039.29)
+ Mngr W/O Payroll Fees ...		-7.00	(\$3,346.00)	\$0.000	(\$3,346.00)
+ Mngr W/O Rewards		-3.00	(\$260.89)	\$0.000	(\$260.89)
+ Mngr W/O Sales Floor ...		-32.00	(\$1,989.76)	\$0.000	(\$1,989.76)
+ Range Fees		36221.00	\$56,008.23	\$4,420.630	\$51,587.60
+ Rental		2231.00	\$40,530.75	\$32,152.000	\$8,378.75
+ Shipping		70.00	\$2,174.65	\$0.000	\$2,174.65
+ Shoot House		103.00	\$3,753.71	\$1,364.130	\$2,389.58
+ Suppressors		117.00	\$43,503.47	\$30,827.740	\$12,675.73
+ Training		747.00	\$74,058.55	\$0.000	\$74,058.55
+ Vault Storage		45.00	\$630.00	\$0.000	\$630.00