

The Sports and Coaching Camp Business Guide

Price and discount calculator

Add your details and work through this sheet with your team.

Camp / programme

Prepared by

Date

Offering and unit

Name and unit

Fixed costs for this staffing band

F

Variable cost per unit

V

Expected units sold

N

Target surplus

S

Starting price calculation: $V + (F + S) \div N$

Proposed headline price

Amount

Discount plan

Offer, eligible units, amount, dates, maximum uses

Expected net sales after discounts

Amount

Expected average net price: $\text{net sales} \div \text{units sold}$

Contribution per unit: $\text{average net price} - \text{variable cost}$

Break-even: $\text{fixed costs} \div \text{contribution}$, rounded up for whole-unit sales.

When contribution is zero or negative, selling more of that unit does not cover fixed costs. Change the plan.

Capacity check

Break-even and target bookings compared with safe capacity

Low-sales test

Result

Fee check

Recalculate processing and other price-linked costs

Approved price and owner

Amount/name/date