



# Operational viability hinges on four critical targets.

**\$869k**

## THE LAUNCH CAPITAL

Minimum cash requirement (Feb 2026) to cover CapEx and operating losses.

**30**

## THE BREAKEVEN VOLUME

Students required in Month 1 to cover fixed overhead.

**35%**

## THE EFFICIENCY GOAL

Target COGS by 2030 (reduced from 50% starting point).

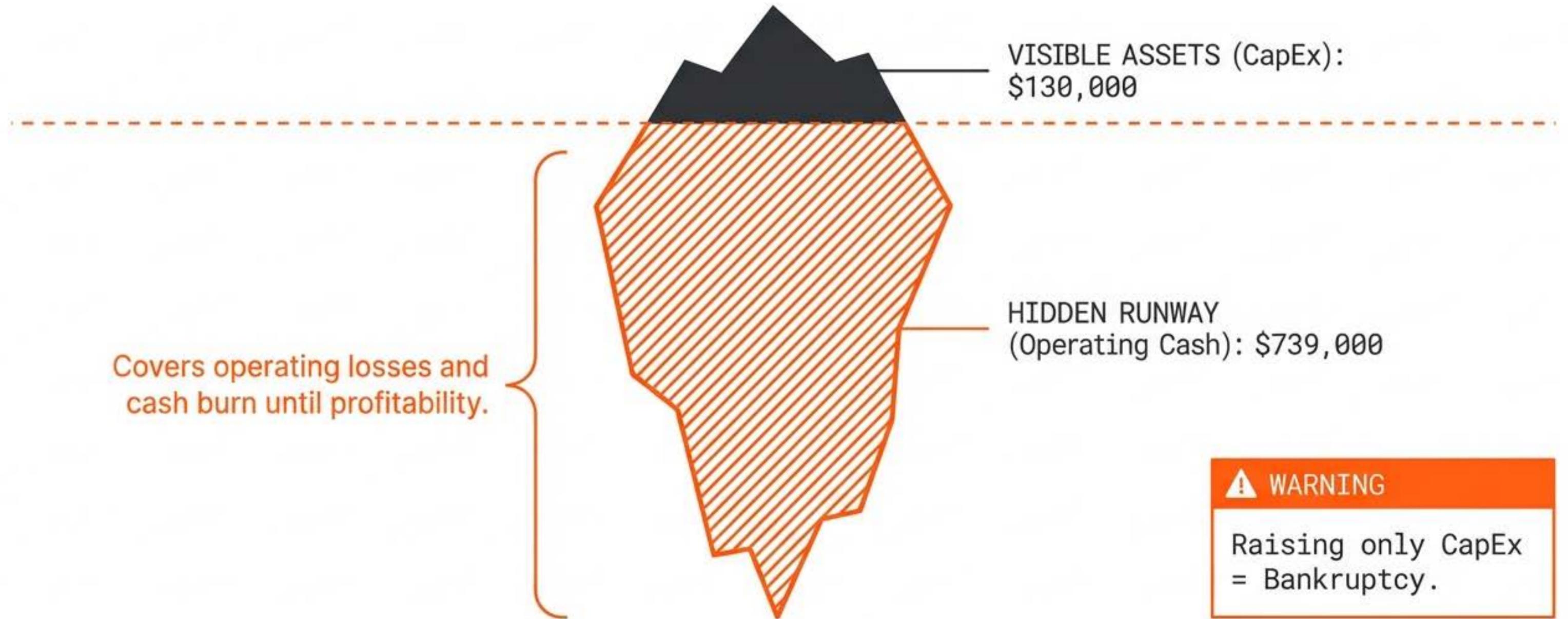
**110**

## THE SCALE (FTEs)

Staffing target for 2030 based on 1:7.3 ratio.

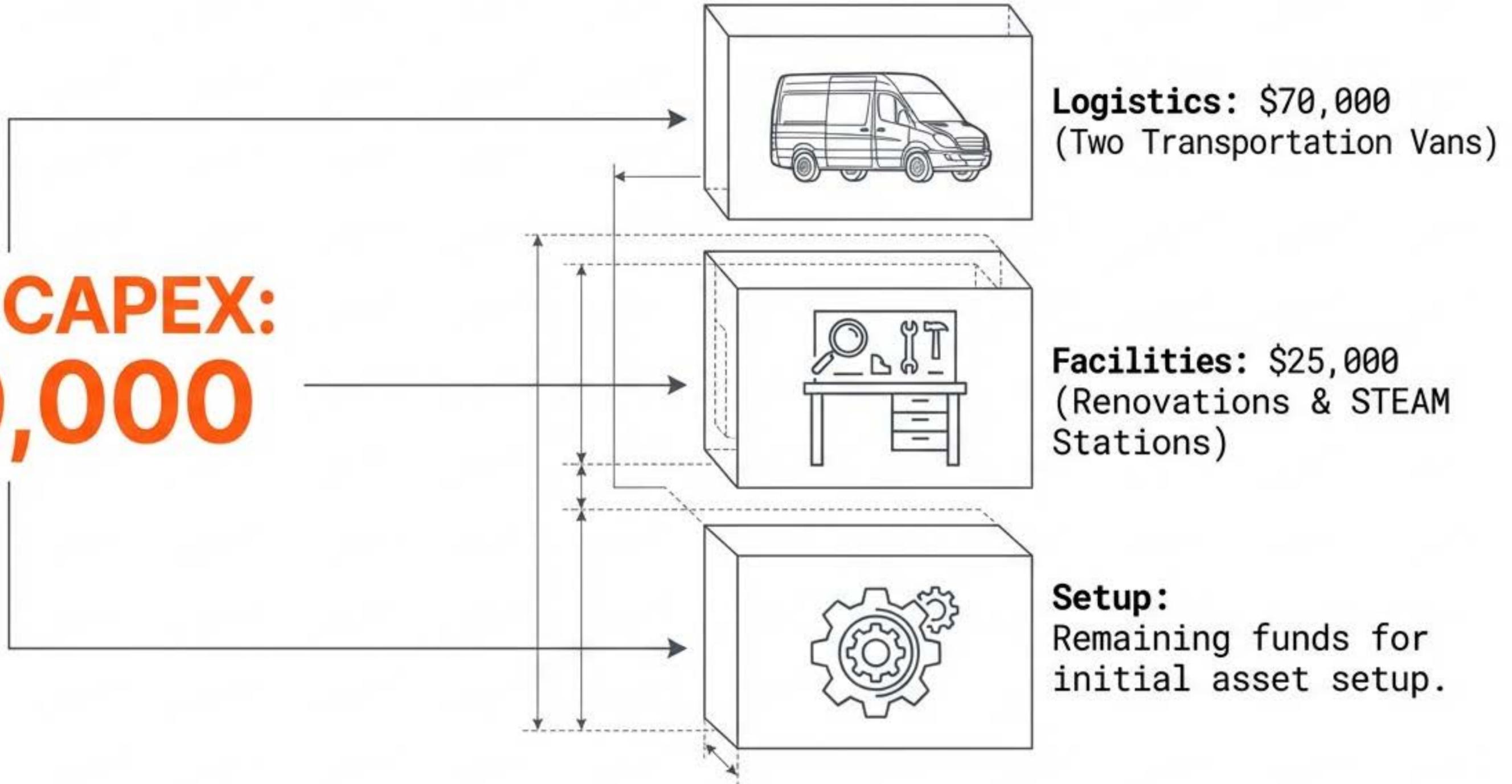
SUCCESS REQUIRES HITTING THE GROUND RUNNING IN MONTH 1 TO VALIDATE UNIT ECONOMICS.

# True viability requires a runway of \$869,000, not just asset funding.



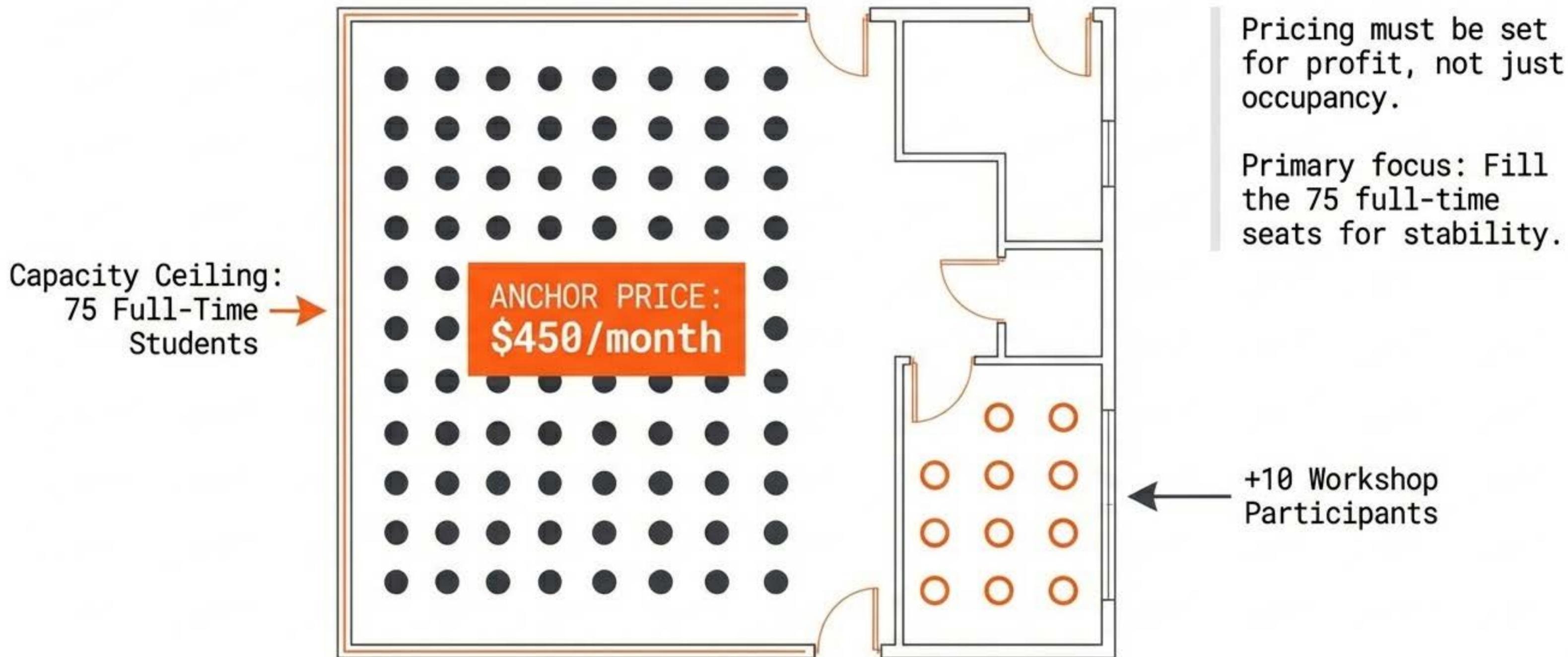
# Initial capital expenditure defines our physical capacity to serve.

**TOTAL CAPEX:  
\$130,000**

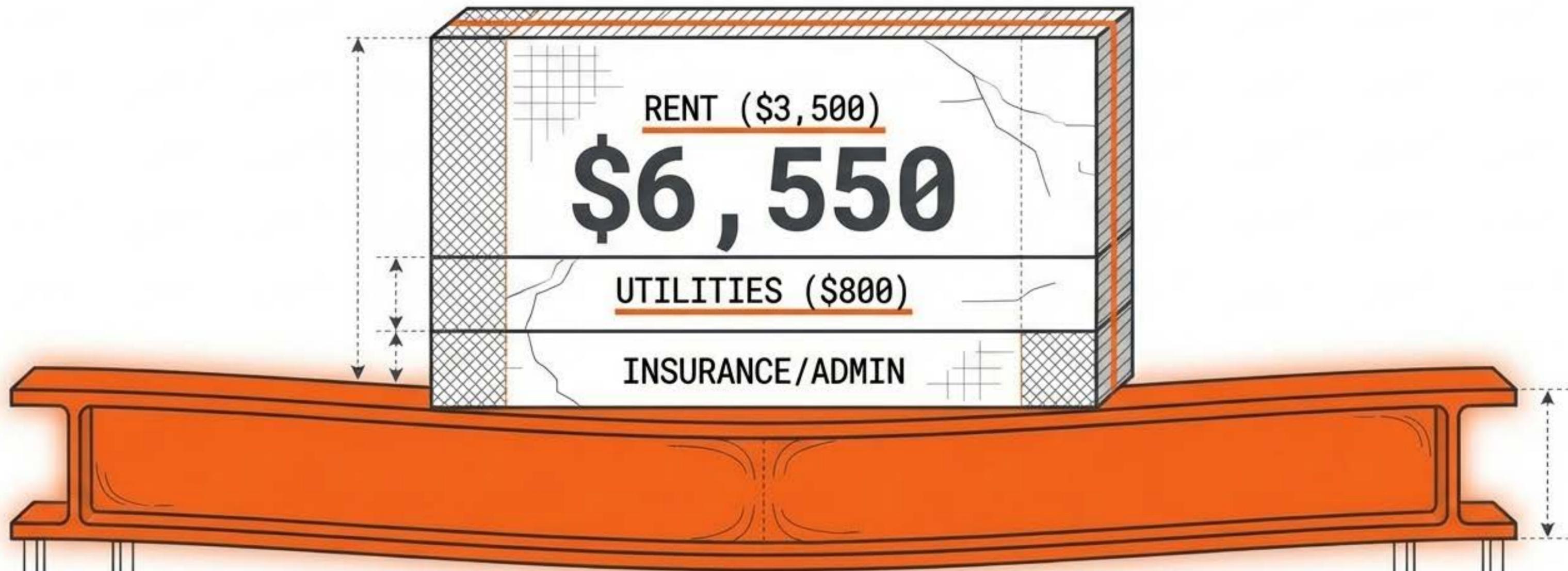


These are long-life assets. Must be funded via equity/debt before Jan 2026.

# Revenue potential is physically limited by a 75-student capacity.



# Monthly fixed overhead creates a \$6,550 floor from Day 1.



**The Reality Check:** This cost is static. Whether 1 student or 75, this bill is due Jan 2026.

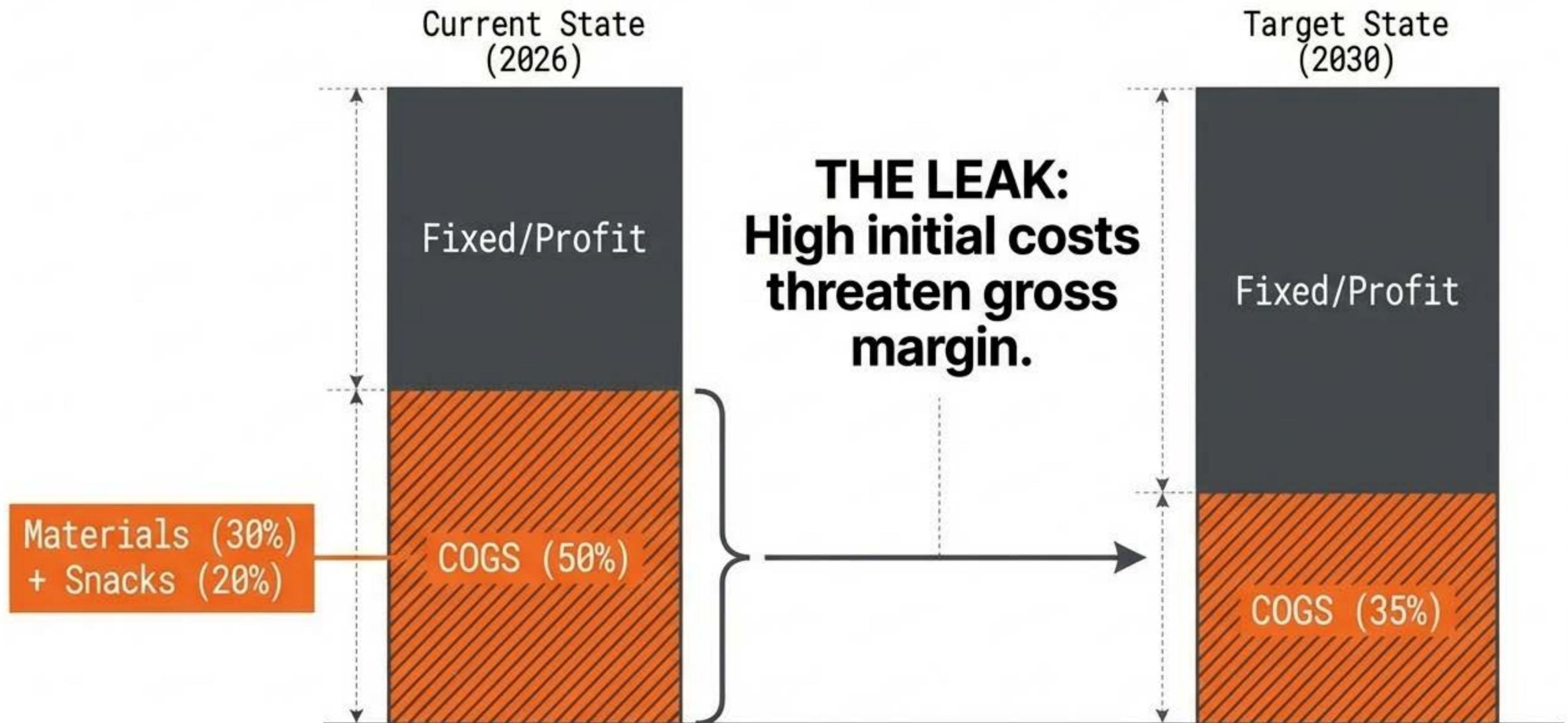
**Survival depends on enrolling  
30 students in the first month.**

$$\underbrace{\$6,550}_{\text{Fixed Costs}} \div \underbrace{\$225}_{\text{Contribution Margin}} = 29.11 \rightarrow \text{30 STUDENTS}$$

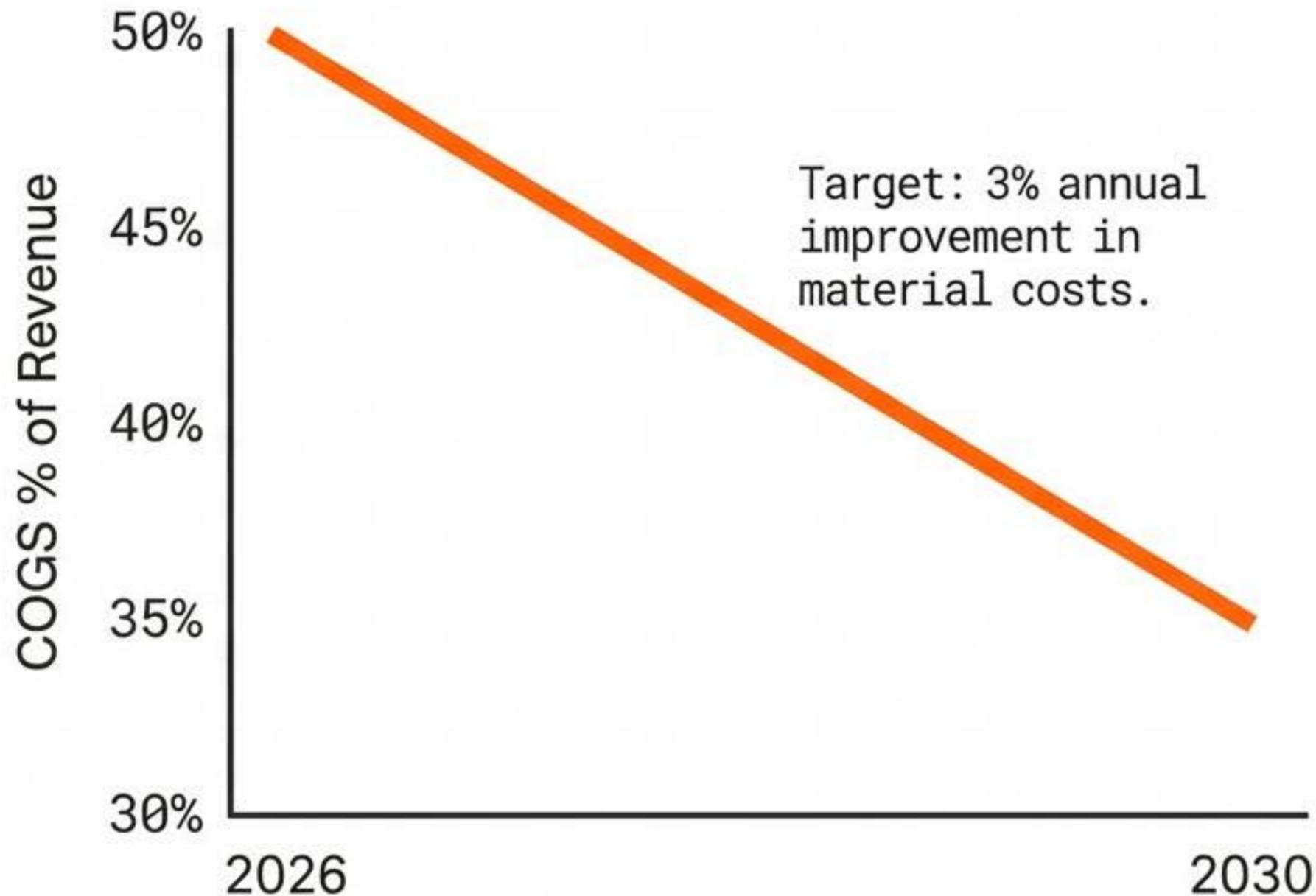
Contribution Margin = Tuition (\$450) - Variable Costs (\$225).

**Target:** Jan 2026.  
**Consequence of missing:** Immediate cash runway depletion.

# Initial variable costs consume 50% of revenue.



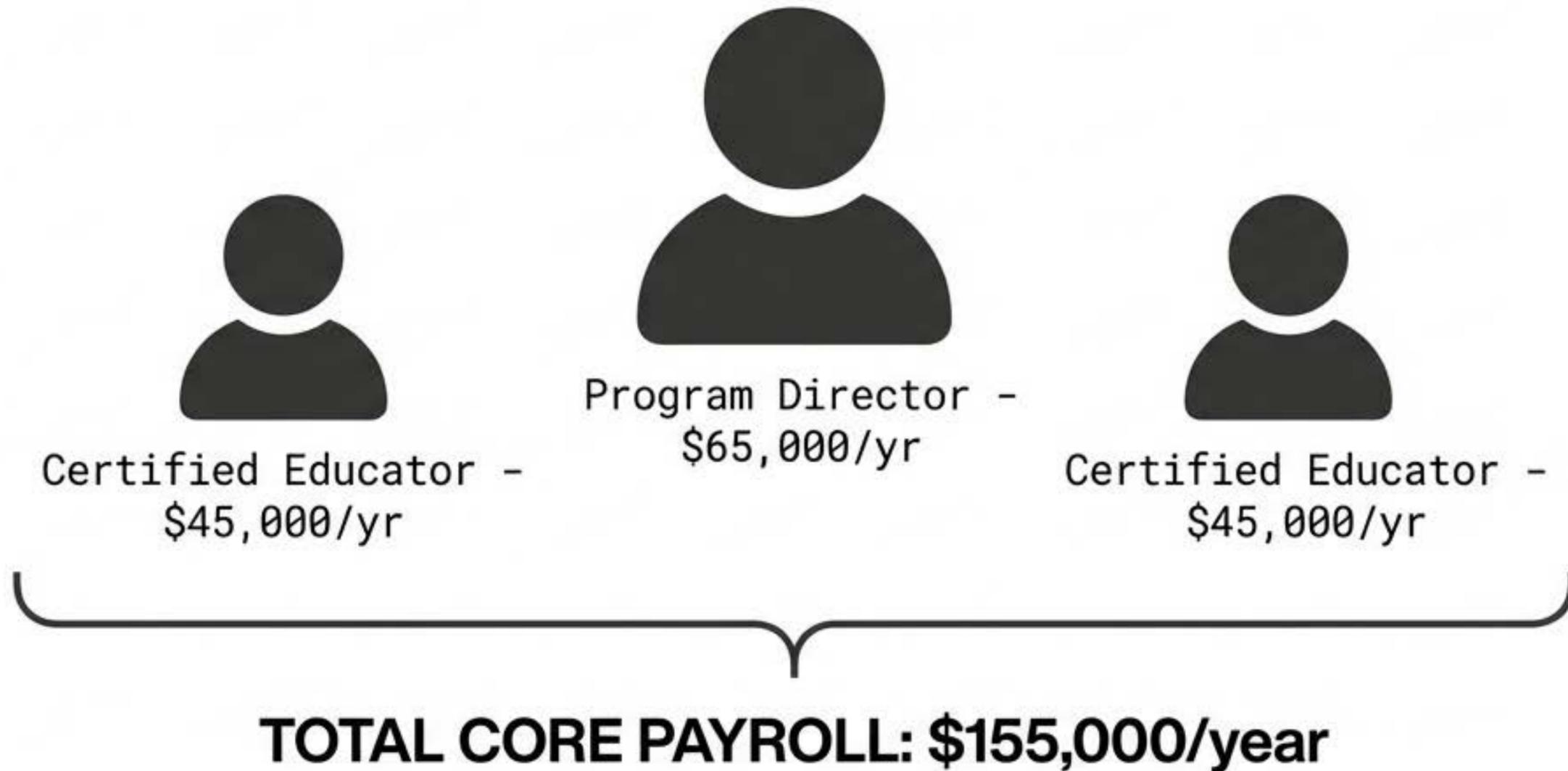
# Aggressive supply chain management must drive COGS to 35%.



## STRATEGY

- Negotiate unit prices via volume.
- Supply chain consolidation.
- Reduce 15 percentage points over 4 years.

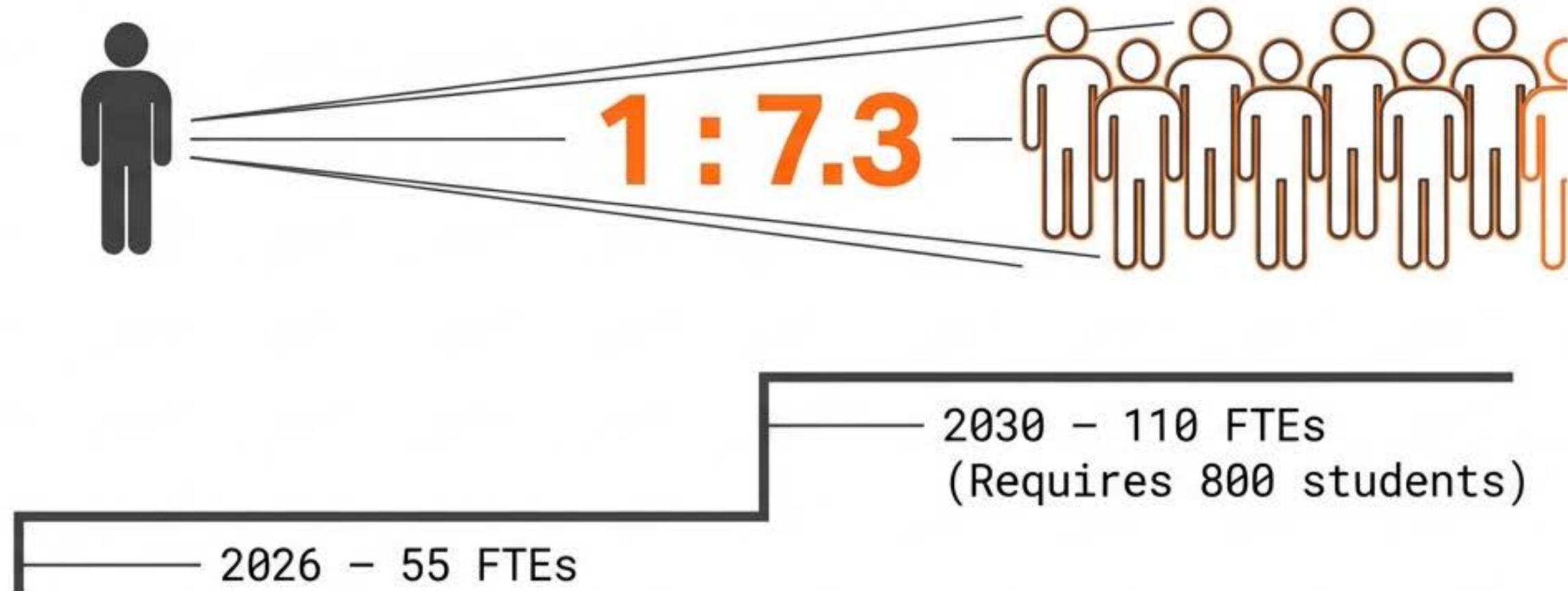
# Compliance requires a heavy initial investment in leadership.



## THE CONSTRAINT

This cost is independent of student count. It ensures safety and quality but creates a high burn rate.

# Scaling to 110 FTEs relies on strict adherence to density ratios.



**The Rule: Hiring must TRAIL confirmed enrollment.  
Adding headcount before density kills margin.**

# Four operational levers to protect contribution margins.

## PRICING REVIEW

Review tuition vs. cost of instruction monthly.

## HIGH-VALUE FOCUS

Shift staff to STEAM workshops (higher contribution/hour).

## ADMIN EFFICIENCY

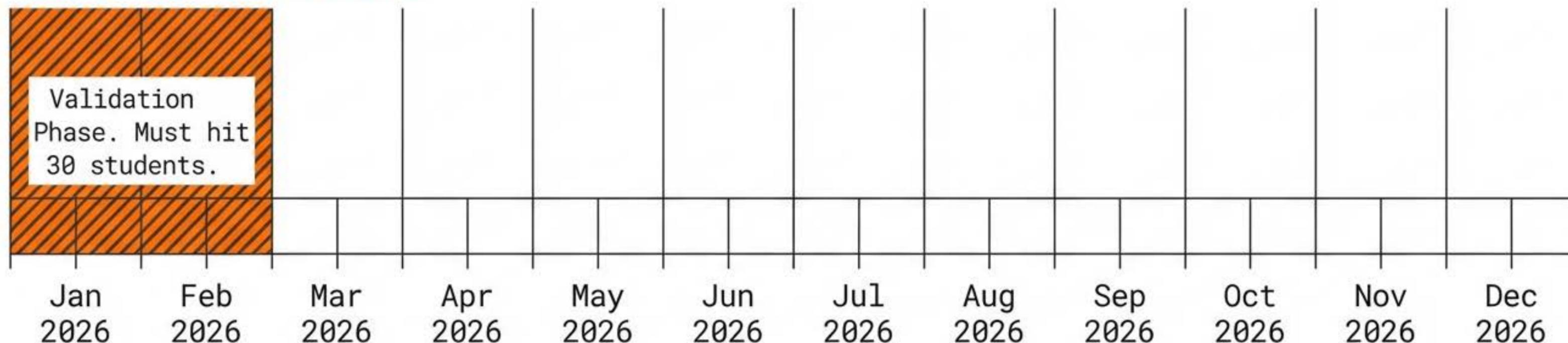
Use software to minimize non-billable time.

## MAXIMIZE RATIOS

Increase group sizes where compliance allows.

# Risk is concentrated in the first 60 days of operation.

## THE DANGER ZONE



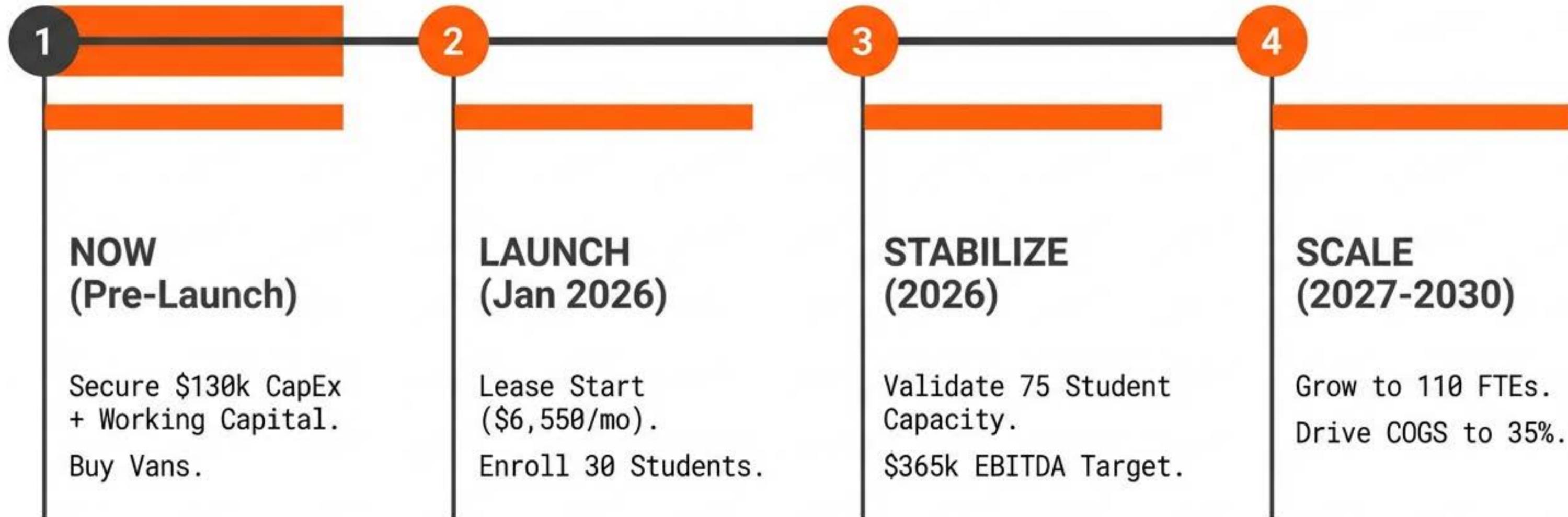
RISK:

**RISK:** Failing to cover fixed costs.

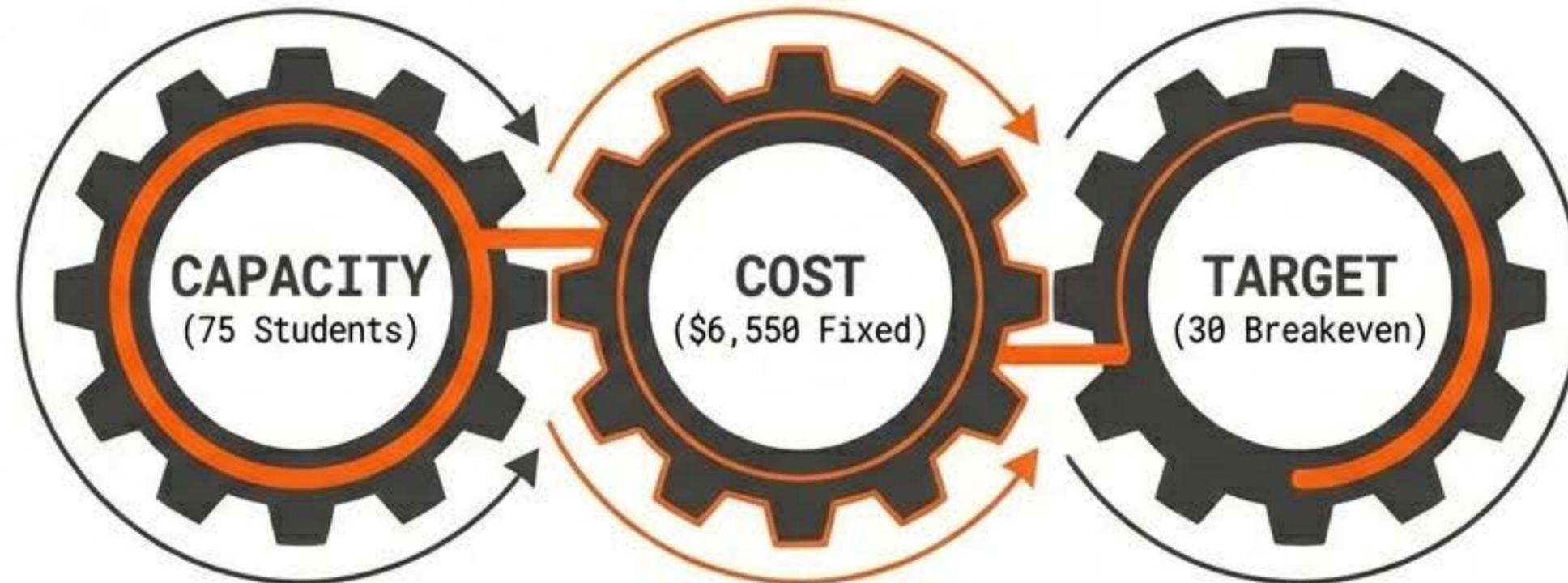
MITIGATION:

**MITIGATION:** \$869,000 cash buffer secured upfront.

# Critical Milestones: From Capital Raise to Market Maturity



# Financial discipline creates the foundation for educational impact.



**The \$869,000 investment covers the gap between launch and scale, enabling a program that is not just educationally sound, but operationally solvent.**