



Jewelry and Lapidary Class Potential

The following is a partial list of classes that we're currently offering as well as classes that could be offered by our group:

1. Cold forming (Jody, currently offered)
2. Make a bangle (Heather, currently offered)
3. Christmas ornament class (Heather, in development)
4. Make a ring with Vic (In development)
5. Decorative stamp making (In development)
6. Make a silver cuff
7. Make a pendant
8. Make a broach
9. Casting
10. Mold making
11. Wax injecting
12. Wax carving
13. Enameling
14. Project silver
15. Bezel setting cabochon
16. Lapidary

Depending on costs and demand, these classes could bring in considerable revenue for the organization. Currently classes generate roughly 80 dollars per student with an average of 4 or so students per class. If we offered 8 classes per month, we could generate roughly \$30K in revenue for the organization. In addition to the direct revenue potential from the classes, increased engagement with the space would likely result in new member sign ups, increased engagement with other elements of the space, and a potential for new communities to emerge.

I am personally excited about the potential a wider class offering brings to the organization and I would love to work with you to bring these ideas to fruition.

The income projection of these classes is an exercise in possibilities not fact. I do not have access to the LMN books so my numbers are based upon what is generally occurring now we could offer say one class every Saturday and one class during the week, with an attendance of say four students per class.

So the following calculation is possible
eight classes per month
four students per class
four hour duration at \$20 per hour plus materials or \$80 per student per class
 $\$80 \times 4 = \320
 $\$320 \times 8 = \2560 per month
 $\$2560 \times 12 = \$30,720$ per year

new members possibility say two per one hundred students taught, number of new members has a

great deal to do with classes offered as members receive discount on classes.