

# BUSINESS GROWTH PLAN



**Joshua Thomas**  
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Tahoma High School  
23499 SE Tahoma Way  
Maple Valley, WA 98038

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# I. EXECUTIVE SUMMARY



## Company Overview

Rise and Grind Training is a youth basketball training business established in the summer 2025. The program is aimed at providing personalized basketball training at affordable prices to young athletes between the ages of 5-15. It is located in the Maple Valley, WA and operated out of local neighborhood parks. The business combines personalized coaching, flexible scheduling, and strong community relationships to provide measurable athletic development.

## About Me

My name is Joshua Thomas, a 16-year-old student at Tahoma High School and have been playing basketball since I was five. Basketball has been a big part of my life, and I now play for the Tahoma boys basketball program. Through Rise and Grind Training, I enjoy helping younger players improve their skills, build confidence, and develop a love for the game just like I did.

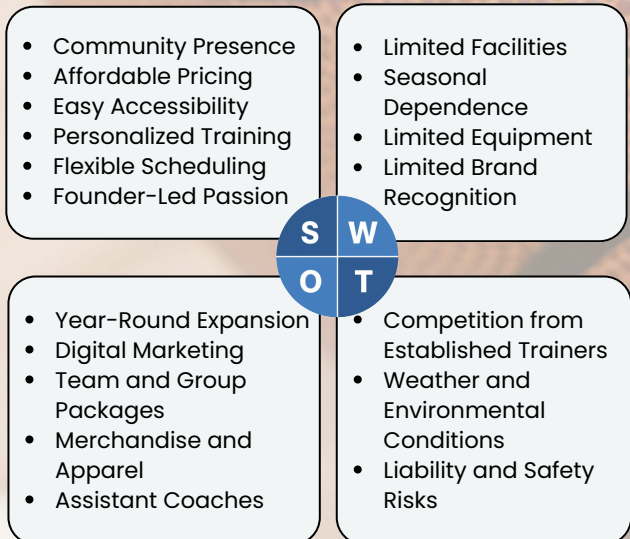
## Problem Statement

I started the program to address a lack of affordable and personalized training near Maple Valley, WA. Comparable programs charge between \$50-\$90 per hour for private and semi-private trainings making it a financial burden for families seeking a long-term training program.

## Primary Offerings

Personalized Trainings - Private and Semi-Private that focus on

- Skill Development - ball handling, shooting mechanics, footwork, defense, and basketball IQ
- Teamwork
- Sportsmanship
- Personalized Feedback



## Financial Plan

Rise and Grind Training offers semi-private and private sessions from \$20 an hour, making it affordable for families. The business made \$2,635 in net profit in the first summer of operations for 3 weeks, with demand increasing by the end of the season. The startup and operating costs were minimal and customers were highly satisfied. The five-year growth plan outlines a strategic expansion from outdoor neighborhood-based training to year-round training, indoor gym partnerships, advanced equipment such as shooting machines, and competitive offerings including 3x3 tournaments and a winter league. By Year 5, projected annual revenue exceeds \$100,000, with projected net profit of \$54,372, demonstrating a scalable and sustainable business model.

## 5 Year Growth Plan

YEAR	OFFERINGS	REVENUE	EXPENSE	ANNUAL LOAN PAYMENTS	PROFIT
2025 (Current)	Private and Semi Private sessions outdoors	\$2,940	\$305	0	\$2,635
2026 (Year 1)	Additional summer camps indoors.	\$18,800	\$8,948	\$3,648	\$9,852
2027 (Year 2)	Year-round semi private trainings indoors and summer camps and trainings outdoors	\$35,000	\$14,848	\$3,648	\$20,152
2028 (Year 3)	Increased social media and marketing presence. Expand to neighboring cities. Additional participants	\$58,600	\$26,708	\$3,648	\$31,892
2029 (Year 4)	Partnership with local gym. Invest in shooting machine. Community sponsors. Additional training sessions and participants	\$98,175	\$57,068	\$3,648	\$41,107
2030 (Year 5)	Competitive tournaments (3x3 and winter leagues). Shooting machine private training model. Additional sessions and participants	\$116,300	\$61,928	\$3,648	\$54,372

\*Detailed Financial Plan on Section V - Financial Plan

### Financial Request

Rise and Grind Training is requesting a capital loan of **\$15,000** for initial expansion to rent out a gym (\$6,000), buy additional equipment (\$3,000), increase staffing (\$2,250), marketing (\$2,250) and operational scaling (\$1,500).

This will support my vision for expansions to indoor facilities and year-round operations.

The plan is to repay this short-term loan over five years at a **fixed interest rate of 8%** with equal annual payments of **\$3,648**.



## II. INTRODUCTION

### A. Type of business owned and operated. Description of current operations



**Ball handling training with two incoming 7th graders**

I started Rise and Grind Training in the summer of 2025, after finishing my sophomore year at Tahoma High School. The business operates as a sole proprietorship in Washington State. The idea came from my love for basketball and my desire to give back to the community where I grew up. Since there are limited training options in Maple Valley, my parents often had to drive nearly an hour for practices and lessons. That experience inspired me to create a local training option for younger athletes.

### Parent Reviews

“  
**Jill Z.**

My son worked with Josh this summer and enjoyed getting to practice his basketball skills. Josh was great to work with, and my son felt connected to him right away. He gave him some skills to work on in preparation for tryouts in the fall. He was great at communicating and flexible with dates and times too.

“  
**Erik**

Josh did a great job with the one-on-one basketball training. My son had a lot of fun and picked up some new skills along the way. Josh kept things fun and challenging, and we really appreciated the time he put in. Highly recommend!

“  
**Moon C.**

My son had such a fun time training with Josh. He learned some really great skills including ball handling and control. It's evident that Josh really enjoys basketball as well as teaching it. He is very respectful, organized and has fun with the kids. I would highly recommend him to anyone that is interested in basketball!

During July and August of 2025, I hosted **71** outdoor training sessions for athletes ages 5–15 in the Tahoma School District.

Each one-hour session focused on skill development and usually included up to four players. I used cones, pads, and other equipment to create fun drills and competitions that kept athletes engaged while improving their fundamentals. As the summer went on, demand grew quickly, so I expanded sessions to six players and hired a part-time assistant coach to help.

Many athletes began signing up for multiple sessions in a day, and some requested private one-on-one training, showing strong interest in affordable local basketball training.



**Post training with incoming 8<sup>th</sup> grader**