

BN2-20 Request

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Executive Summary

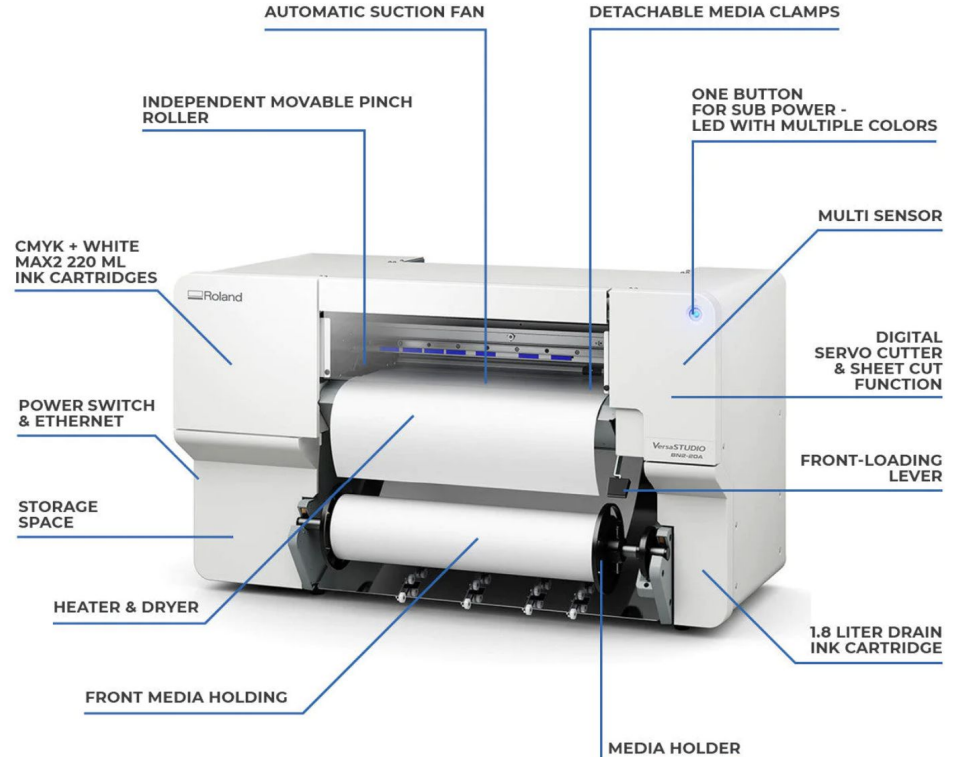
Request to Trade in the ULS laser, ULS Laser Bed, ULS Laser Rotary Tool and UV Printer Rotary tool for a Roland BN2-20

- By trading in the ULS laser and equipment we can recoup the maximum value available to us.
- A BN2-20 is an extremely useful machine especially for encouraging our members to create and sell popular merchandise.
- There are a variety of Make and Take options to run on the BN2-20
- The options made available with the BN2-20 fill in some of the gaps between the Sublimation and UV Printing setups with very little overlap.

What is a BN2-20?

- Printer for vinyl and specialty materials
- Can also cut out the designs at the same time.
- Roll style printing for wide variety of purposes.
- Easy to use programs but with commercial quality results.

BN2-20 PRODUCT FEATURES



What does it do?

The primary uses for the BN2-20 are the ability to print on Heat Transfer Vinyl and Sticker material. Prints are waterproof and outdoor rated.

Make and Take Class options

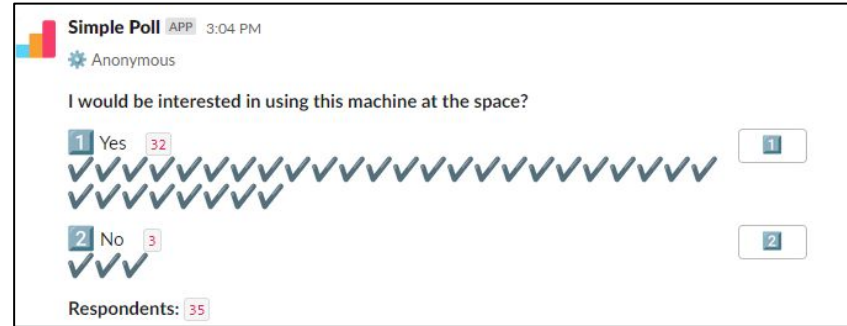
- Designs on t-shirts and bags
- Stickers and Sticker sheets
- Car decals
- Window decals
- Holiday gifts

What can it do versus the current printing options

	UV Printer	Sublimation	Regular Printer	Die-Cutter	Roland BN2-20
Regular Stickers	No	Sublidecal can't be used on surfaces prone to damage. Not UV safe	Yes but of moderate quality and requires specialty materials	Vinyl single color or layered	Yes, excels with high quality and durability including UV durability
Heat Transfer Vinyl	No	No	No	Single color or layered	Yes, can print artwork or custom designs including cutting
Car decals	No	No	No	Single color or layered	Yes. Outdoor rated for UV and water.
Clear stickers	No	No, no white ink	No, no white ink	No	Yes, white ink on clear material
Uneven or rough surfaces	Yes	Only heat tolerate surfaces/sublimation blanks.	No	No	No
Banners/signs	Signs but not banners	Signs but not banners	Plotter can print banners	With effort	Yes, can print small outdoor rated vinyl banners.

Member Interest

Survey on General channel



I would be interested in using this machine at the space?

- 32 members said “Yes”
- 3 members said “No”

Poll open for 4 days with 99 members visited the General channel during that time.

Schedule for profitability

Trade in the
ULS Laser and
additional items
and purchase
the BN2-20

April 2024

\$2,300

Setup the
Machine and test
out the functions.
Possibly order
additional printing
materials.

May 2024

>\$400

Estimated monthly
revenue minus
estimated ink and
material costs.
Includes classes,
make and takes,
and use fees.

Starting June 2024

~\$350

Projected
date of
profitability.

***December
2024***

Location Options	Leesburg (Main room)	Purcellville (Green Room)	Purcellville (Lower Building)
Facility Manager Buyin	Yes	Yes	Yes
Power	Yes	Yes	Yes
Computer/Network Connection	Yes	Yes, but possible upgrade to computer	No, New Computer
Physical location	Yes	No, Stand or Table	Yes
Heat Press	Yes	Yes, Move from Lower Building	Yes
Class Disruption (Interference with others/ equipment)	3, Laser, UV Printer and Project Area	2, Walk through traffic	1
Steward Preference Ranking	1	3	2
Additional Setup Costs	\$0.00	\$400 (Stand)	\$2,000 (Computer)

Leesburg Is Recommended Location

Total costs

Equipment Cost	Price
BN2-20	\$7,295.00
Ink	\$454.05
Setup	\$955.00
Shipping	\$450.00
Tax	\$464.98
Sub total	\$9,669.03
Trade In Credit	(\$7,295.00)
Total	\$2,364.03

Startup Costs	
Ink	\$200.00
Media	\$100.00
Misc.	\$100.00
Total	\$400.00

Total Investment \$2,764.03

Fees

Red Tool Classes

- Member \$50 (\$40 base price + \$10 materials)
- Non-member \$70 (\$60 base price + \$10 materials)

Make and Take Classes

- Priced so the space would be received at least \$20 per person

Ink

- Match LEF-200 UV Printer

Time

- Match LEF-200 UV Printer

Media

- Double Market Price (to cover shipping, waste and spoilage)

Motion 1

Issue: The ULS laser and UV printer rotary tool are not being used by members but still have value.

Solution: Trade the ULS equipment and UV Printer Rotary tool for a Roland BN2-20

Tax Exempt Status: None

Motion: Trade the ULS Laser, ULS Laser Bed, ULS Rotary Tool and UV Printer Rotary tool for the purchase of a Roland BN2-20 per the attached plan. Budget to come from the equipment reserve, and will not exceed \$2,800. Update fees to “UV Printers” in standing rules.

Motion 2

Issue: The BN2-20 will need a steward.

Solution: Appoint Diane Bollinger as steward of the BN2-20

Tax Exempt Status: None

Motion: Appoint Diane Bollinger as steward of the BN2-20

Payback Models for Fees

\$10,000.00	1 yr	2 yr	3 yr	4 yr	5 yr	\$2,800.00	1 yr	2 yr	3 yr	4 yr	5 yr
1/2 hr Fee	\$833.33	\$416.67	\$277.78	\$208.33	\$166.67	1/2 hr Fee	\$233.33	\$116.67	\$77.78	\$58.33	\$46.67
\$1.00	833	417	278	208	167	\$1.00	233	117	78	58	47
\$2.00	417	208	139	104	83	\$2.00	117	58	39	29	23
\$3.00	278	139	93	69	56	\$3.00	78	39	26	19	16
\$4.00	208	104	69	52	42	\$4.00	58	29	19	15	12
\$5.00	167	83	56	42	33	\$5.00	47	23	16	12	9
\$6.00	139	69	46	35	28	\$6.00	39	19	13	10	8
\$7.00	119	60	40	30	24	\$7.00	33	17	11	8	7
\$8.00	104	52	35	26	21	\$8.00	29	15	10	7	6
\$9.00	93	46	31	23	19	\$9.00	26	13	9	6	5
\$10.00	83	42	28	21	17	\$10.00	23	12	8	6	5
\$11.00	76	38	25	19	15	\$11.00	21	11	7	5	4
\$12.00	69	35	23	17	14	\$12.00	19	10	6	5	4
\$13.00	64	32	21	16	13	\$13.00	18	9	6	4	4
\$14.00	60	30	20	15	12	\$14.00	17	8	6	4	3
\$15.00	56	28	19	14	11	\$15.00	16	8	5	4	3
\$16.00	52	26	17	13	10	\$16.00	15	7	5	4	3

These charts show number of times monthly, a 1/2 hr fee would need to be charged to cover a \$10,000 and \$2,800 investment.

Payback Models for Class Fees

\$10,000.00	1 yr	2 yr	3 yr	4 yr	5 yr		\$2,800.00	1 yr	2 yr	3 yr	4 yr	5 yr
Class Fee	\$833.33	\$416.67	\$277.78	\$208.33	\$166.67		Class Fee	\$233.33	\$116.67	\$77.78	\$58.33	\$46.67
\$20.00	42	21	14	10	8		\$20.00	12	6	4	3	2
\$40.00	21	10	7	5	4		\$40.00	6	3	2	1	1

These charts show number of students monthly, would needed to cover a \$10,000 and \$2,800 investment.