

Business Owner

Application Fee	\$100 USD
Monthly License Fee - per language, per teacher	\$75 USD
Additional language	
Monthly license	\$25 USD

Caregiver & Child Classes

4 month program (per child, per month) *Includes puppet and digital materials for parents	\$15 USD
2 month program (per child, per month) *Includes puppet and digital materials for parents	\$20 USD
Non-US Classes (per child, per month) *Includes only digital materials for parents	\$10 USD

Additional Teacher

Application Fee	\$100 USD
Monthly License	\$25 USD
Additional Year 1 Kit	\$297 USD (*Plus shipping for Non-US)
Year 2 Kit	\$297 USD (*Plus shipping for Non-US)

School Classes

Monthly Fee per School	\$50 USD
*Includes digital materials for unlimited number of parents in each school	

Birthday Parties

Fee per party	\$25 USD
*Includes 3-song download and Birthday coloring page for each guest	



Birdkit Classroom Kit Materials

Your kit includes the below items and is complete for 24 students. Additional items can be purchased as a complete kit or individually.



*Image for reference only, some items may vary.

Your Kit Includes:

1 Large Myla Birdie Puppet	Bubbles	1 LED Bounce Ball
1 Large Biko Birdie Puppet	1 Bilingual Birdies T-Shirt	1 Birthday Cake
1 Large Zee Birdie Puppet	24 Individual Chiquitas Maracas	Farm Animals Set
1 Natural Hand Drum	Set of 12 Scarves	1 Small Star Tambourine
1 Slide Whistle	1 Avocado Shaker	Set of 6 Jungle Animal Masks
1 Bilingual Birdies Parachute	Set of 15 Giant Pipe Cleaners	Wood Block Family Set

Additional Items for Purchase:

T-shirt	\$25 USD
Tote Bag	\$4 USD
Maracas (Set of 20)	\$60 USD
Cluster Bell	\$80 USD
Rhythm Sticks (Set of 20)	\$80 USD
Scarves (Set of 12)	\$32 USD



Assumptions

Number of Classes Offered During Semester	1	2	4
Weeks in semester	8	8	8
Number of kids in class(es)	10	20	40
Materials Fees paid to Bilingual Birdies	\$40	\$40	\$40
Revenue per semester per kid	\$160	\$160	\$160

Fees to Bilingual Birdies

Monthly Certification and Content Fee \$75

Revenue Model

Number of Classes Offered During Semester	1	2	4
Revenue to Teacher per semester	\$1,600	\$3,200	\$6,400
Less fees to Bilingual Birdies			
Take Home Materials	-\$400	-\$800	-\$1,600
Monthly license fees (2 months per semester)	-\$150	-\$150	-\$150
Income to Teacher per Semester	\$1,050	\$2,250	\$4,650

Income to Teacher Monthly \$525 \$1,125 \$2,325

Pro-Rating Classes:

For an 8 week semester:

- Parents can sign up until week 4.
- Parent materials fee is \$40 if they sign up in weeks 1-4.
- After week 5 parent has to wait till next semester.

For a 16 week semester:

- Parents can sign up until week 12.
- Parent materials fee is \$60 if they sign up in weeks 1-8.
- Parent materials fee is \$40 if they sign up in weeks 9-12.
- After week 13 parent has to wait till next semester.

