



## Rhythm's Guide to Team Budgeting

You'd like to do a skydiving team and you've found other skydivers to join you. Congratulations! Now what? The good news is the greatest hurdle is behind you. But now the next step is to come up with a team budget. There are two sides to coming up with a team budget. On one side, there's what you want to do. That's a question of everyone's goals and desired effort. On the other side, there are your constraints. That comes down to two things: time and money.

You have an idea of how many jumps and how much tunnel you'd like to do. You may even know how much you'd like to spend for the season. Now how do you make sure you've accounted for everything realistically, and that your goals and constraints match up? This guide will help you work through these questions and develop a realistic team budget.

### Step one: Commitment Matrix

The commitment matrix below can help you get started. It separates each teammate's commitment into four categories: goals, desired effort, time and money. The important thing to keep in mind here is that there are no right or wrong answers. It's easy to think the teammate with the biggest goals and desired effort or the largest money commitment is "right," but the happiest teams are not those that feel pressured to rise up to the commitment of the most ambitious teammate. Rather, the teams that tend to last the longest are those where all participants comes as close as possible to having compatible goals and desired effort. So be honest!

**Goals:** Before worrying about the costs, ask yourself honestly what do you want to get out of the sport? Would you like to medal at Nationals, or do you just want have fun with a consistent group that you can rely on to show up when you come out to the dropzone? There's no wrong answer here.

In your goals, include an idea of how many and what types of competitions you'd like to do. If going to Nationals is a deal breaker for one teammate, you need to know that.

**Desired effort:** If money and time were no object, what would your ideal time, jump and tunnel commitment look like? This won't be the same for everyone. Some people would like to train every weekend, and do 16 jumps per day. Others would genuinely prefer to train one weekend per month, doing 8 jumps per day and then enjoying a drink at the bar. As a bonus, you might want to share an idea of how much outside visualization, physical training, and other mental work you'd like to commit outside of team training.

**Time:** How many training days can you commit to? Often it's easier to think about this in terms of days per month, or even camps per month. For example, you might decide



you could do one three-day training camp per month. Consider your other commitments (family, prior commitments, other hobbies, etc.), but try to leave out cost for now. Consider additional time that resulting from participating in certain competitions.

Money: How much money can you spend for the season? If it helps, you might consider a cost per month and add that up.

Commitment matrix (each teammate should fill this out separately):

What you want to do	What you can do
Goals	Time
Desired effort	Money

It is extremely rare to have a team where all members match up exactly in all four areas of the commitment matrix. The good news is an exact match is not necessary for a successful team. Instead, the goal of the team should be to come to a compromise that leaves all teammates happy. You may be able to meet in the middle, or you may have to agree to the commitment level of the most constrained teammate. The only right answer is the one that everyone can stick to for the whole season, and that no one will resent anyone else for sticking to. For those who have more time and money to commit, they should strongly consider doing “extra credit” training outside the team. They can join additional tunnel workshops, coached events, or fill in for other teams as needed. This can be a great way to keep those with more resources happy, allowing them to progress faster, while not adding pressure to those who can’t commit as much. And any extra training you do only helps the team you come back to.

Step two: Crunch the numbers



Now that you have a rough idea of the team's time and money commitment, you can use the budget tool below to help you decide how you will allocate those resources. Here are some key questions to help you get started:

1. Number of training jumps (and where you will jump)
2. Amount of tunnel time (and where you will fly)
3. Amount of coaching (and who will choose)
4. Competition schedule

Once you have a rough idea of each of these things, you can enter the values into the budget tool, and iterate until you meet the team's time and money limits.

Where you will train – jumping and tunnel – is an important question that affects time, money, and goals. You might get a better rate at one dropzone, but end up doing fewer jumps because that dropzone runs fewer loads, or requires a greater giveback commitment in return. On the other hand, you might choose a specific tunnel or dropzone based on the quality of coaching you can get there, helping you achieve your goals even if it costs more. For many skydivers, being more efficient with their time or getting better coaching is more valuable than saving a few dollars.

As a final step, it's important to open up a calendar and put specific dates to your plan. It doesn't matter if everyone can do one weekend per month, if those weekends don't line up with each other. Working with a calendar is a critical step in the budgeting process.

Final thoughts:

1. We said it before, but there is no right answer to the questions we lay out here. Wanting to do more is not "better" than wanting to do less, and no one should be made to feel bad about committing less than anyone else. The important thing is to be realistic, and then know that once a commitment is made, every teammate will stick to that commitment.
2. Get on the team that you are most compatible with, not the team that you think has the "best" skydivers. Compatibility is the most important for keeping a team happy in the long run.
3. Unforeseen obstacles will inevitably come up. If everyone's honest as they communicate their commitments, then these hurdles will be easy to overcome because the team's goals will be aligned. If not, trust breaks down and it becomes difficult to come to agreements when difficult decisions have to be made.
4. Get on the most compatible team you can, but don't let small differences in commitment stop you from joining what could be a rewarding experience. Too many skydivers have sat around doing no team as they search for the perfect team. As discussed, those with higher commitment should seek out

opportunities for extra credit training, and the rest of the team should encourage that.

5. Be realistic about your weather contingency %. We typically recommend 65% at most. While that may seem low, what we call weather really represents any number of roadblocks that reduce your jump plan from the target. They can be weather, sickness, family emergencies, dropzone issues, airplane problems, and other unforeseen obstacles. If you don't account for these things in the plan, you're likely to end the season disappointed.

Download the excel version here: [http://www.rhythmskydiving.com/download\\_file/156/](http://www.rhythmskydiving.com/download_file/156/)



### Team Budget Tool

Team Budget Tool						
Inputs	Jump Training	Team Jumps	Slot Cost - inside jumper	\$ 25.00	<p>This is how many jumps the team would like to make over the season</p> <p>This is how many jumps you would like to make per day with no weather or any other obstacles</p> <p>This is the daily expected success rate accounting for weather, sickness, dz slow-downs, personal issues, etc. We recommend 65%</p>	
			Slot Cost - video	\$ 25.00		
			Total season training jumps target	100		
			Pack job cost	\$ 7.00		
			Jumps per day target	10		
			Days per jump camp	2		
		Jump Coaching	Weather Contingency (%)	65%		
			Coached days	10		
			Coached weekends	5		
			Coach day rate	\$ 400		
			Coach travel, other expenses per weekend	\$ 250		
	Tunnel Training	Coached One-on-One Time	Total hours for the team	4	<p>This is for two teammates getting in and working on solo skills together</p>	
			Rate	\$ 1,350		
		Coached 2on2 Time	Total hours for the team	2		
			Rate	\$ 1,600		
		Coached 4way Time	Total hours for the team	10		
			Rate	\$ 1,400		
		Non-Coached One-on-One Time	Total hours for the team	2		
			Rate	\$ 1,150		
		Non-Coached 4way Time	Total hours for the team	2		
			Rate	\$ 1,150		
	Tunnel Training Regimen	Hours per person per day	1.00			
		Days per tunnel camp	3			
Competitions	Local Meets	Number of local meets	2			
		Meet registration (\$/team)	\$ 100			
		slot cost at meet	\$ 25.00			
		Competition jumps per meet	6			
		Days per local meet	1			
	Tunnel Meets	Number of tunnel meets	1			
		Tunnel meet fees (\$/team)	\$400			
		Days per tunnel meet	2			
	Nationals	Nationals Registration (\$/team)	\$ 80			
		Slot cost at Nationals	\$ 26.00			
		Nationals Days	4			
		Total travel cost per inside jumper			\$ 1,000	
		Calculated Values	Costs		Jump Training	Slot cost for the team
Slot cost per person	\$ 3,125					
Pack job cost for the team	\$ 3,500					
Pack job cost per person	\$ 875					
<b>Total jump cost per person</b>	<b>\$ 4,000</b>					
Jump Coaching	Coaching cost for the team			\$ 5,250		
	<b>Coaching cost per person</b>			<b>\$ 1,313</b>		
	Tunnel cost for the team			\$ 27,200		
Tunnel Training	<b>Tunnel cost per person</b>			<b>\$ 6,800</b>		
	Local meet cost for the team			\$ 2,120		
Local Meets	<b>Local meet cost per person</b>			<b>\$ 530</b>		
	Tunnel meet cost for the team			\$400		
Tunnel Meets	<b>Tunnel meet cost per person</b>			<b>\$100</b>		
	Nationals cost for the team		\$ 1,730			
Nationals	<b>Nationals cost per person</b>		<b>\$ 433</b>			
	<b>Total cost per person</b>		<b>\$ 14,175</b>			
Time	Jump Training		Jump days before weather	10.0		
			<b>Jump days after weather</b>	<b>15.4</b>		
			Jump camps after weather	7.7		
			Tunnel hours for the team	20		
	Tunnel Training		<b>Tunnel hours per person</b>	<b>15.00</b>		
			Tunnel days	15.0		
			Tunnel camps	5.0		
	Competitions	Number of competitions	4			
		Competition days	8			
		<b>Total training days</b>	<b>30.4</b>			
		<b>Total training camps</b>	<b>12.7</b>			
		<b>Total team days (including competitions)</b>	<b>38.4</b>			
		<b>Total team jumps (including competitions)</b>	<b>122</b>			