

Marquee Machining & Engineering – Business Plan

Leesburg, Indiana | Service-Disabled Veteran-Owned Small Business (SDVOSB)

Plan Date: December 2025

1. Executive Summary Marquee Machining & Engineering is a precision CNC job shop launched by a 25-year veteran of aerospace, defense, and commercial manufacturing. Starting in a personally-owned 700 ft² facility (zero rent/mortgage expense), the company will immediately self-certify as a Service-Disabled Veteran-Owned Small Business and pursue set-aside contracts through SAM.gov. **Core Offering**

- 3-Axis CNC milling (up to 14" × 16" × 15" envelope) State of the Art
- Engineering & design-for-manufacturability (DFM) services
- Prototype through production quantities
- Industry-leading speed: 24–72 hour quote turnaround, 3–10 day delivery on most parts

Financial Targets (realistic & aggressive)

- Year 1 (2026): \$60,000 revenue
- Year 2 (2027): \$120,000
- Year 3 (2028): \$200,000
- Year 5 (2030): \$1.0–\$1.5 M with 8–10 employees and larger facility

Key Competitive Advantages

- Zero facility cost in Years 1–3 → 25–30% higher gross margin than typical shops
- 25 years of proven Medical, Shop, and Aerospace/defense experience
- Ability to win sole-source and set-aside federal, state, and corporate SDVOSB contracts
- Extreme focus on speed and quality → “Marquee” truly stands out

2. Company Description

- Legal Name: Marquee Machining & Engineering LLC
- Location: Leesburg, Indiana (Kosciusko County)
- Ownership: 100% Service-Disabled Veteran
- Facility: Existing 700 ft² detached shop (owned free-and-clear)
- NAICS Codes: 332710 (Machine Shops), 541330 (Engineering Services)
- Certifications (to be obtained in first 60 days):
 - SAM.gov registration & SDVOSB self-certification
 - VA CVE verification (for VA set-asides)
 - Indiana Veteran-Owned Small Business (IVOSB)

3. Market Analysis Target Customers (in order of priority)

1. Federal Government (VA, DoD, GSA) – SDVOSB set-asides & sole-source under \$7M
2. Prime Defense Contractors (RTX, Lockheed, Northrop, GD, Honeywell, etc.) – supplier diversity goals (3–5% SDVOSB spend)
3. Indiana & Midwest OEMs in orthopedics, recreational vehicles, agriculture, and firearms
4. Commercial startups and inventors needing rapid prototypes

Regional Opportunity

- Indiana ranks #2 in U.S. manufacturing GDP
- Warsaw, IN (“Orthopedic Capital of the World”) <30 min away
- RV industry (Elkhart) <45 min away
- Growing reshoring trend + CHIPS Act / Inflation Reduction Act driving domestic sourcing

4. Products & Services

- Precision CNC 3-axis milling (aluminum, stainless, titanium, plastics)
- Turning (live tooling planned Year 2)
- Design & reverse engineering (SolidWorks 2025)
- First-article inspection reports (FAIR), PPAP, AS9100-compliant processes (full AS9100 planned Year 3–4)

5. Marketing & Sales Strategy Year 1 – “Bootstrap & Certify”

- Immediate SAM.gov & VA CVE certification
- Register on prime contractor supplier portals (RTX Supplier Portal, Lockheed Martin Exostar, etc.)
- Attend 4–6 veteran and manufacturing networking events (SAME, NDIA, Elite SDVOB conferences)
- LinkedIn + veteran-focused digital marketing (\$300/mo)
- Direct outreach to 50 local primes and VA contracting officers

Year 2–3 – “Win Set-Asides & Build Reputation”

- Bid on select SDVOSB set-aside under \$250k on SAM.gov
- Target 3–5 corporate diversity supplier contracts
- Launch new website with portfolio and case studies
- Exhibit at one major trade show per year (e.g., MD&M West, Rapid+TCT, or Shot Show)

6. Operations Plan Current Equipment (owned outright)

- 2025 Haas Super Minimill Vertical Machining Center (high-speed spindle, 30+1 side-mount tool changer)
- Full complement of tooling, vises, and inspection equipment (CMM, optical comparator, etc.)

Planned Investments

Year 1: \$8,000

- Additional tooling & fixture plates
- Mastercam 2026 license
- Quality management software (ProShop ERP)

Year 2: \$90–110k (financed)

- Second VMC (Haas VF-2 or similar, HAAS Lathe)
- 4-axis upgrade or lathe

Year 3: Move to 2,000–4,000 ft² leased facility if revenue trajectory holds **Staffing Plan**

- Year 1: Owner/operator only (60–70 hr weeks)
- Year 2: Hire 1 full-time machinist/programmer (\$65–75k + benefits)
- Year 3: Add 1–2 more machinists + part-time inspector/bookkeeper

7. Financial Projections (Conservative)

Year	Revenue	COGS	Gross Profit	OpEx	Net Profit (pre-tax)	Gross Margin
2026 (Yr1)	\$60,000	\$12,000	\$48,000	\$18,000	\$30,000	80%
2027 (Yr2)	\$120,000	\$36,000	\$84,000	\$52,000	\$32,000	70%
2028 (Yr3)	\$200,000	\$66,000	\$134,000	\$82,000	\$52,000	67%
2029 (Yr4)	\$500,000	\$185,000	\$315,000	\$220,000	\$95,000	63%
2030 (Yr5)	\$1.2M	\$468,000	\$732,000	\$550,000	\$182,000	61%

Year 1 Detailed Budget

- Tools, software, fixtures: \$8,000
 - Marketing & trade shows: \$5,000
 - Insurance (liability + equipment): \$3,500
 - Office & admin: \$1,500
 - Contingency: \$2,000
- Total OpEx ≈ \$18–20k

Break-even: ~\$1,800/month (extremely low because of zero facility cost)

8. Funding Requirements

- No outside investment required for Year 1
- Year 2 equipment purchase: \$90–110k via 5-year equipment loan or SBA 7(a) (10–20% down from Year 1 profits)

9. Milestones (Next 12 Months)

- Month 1: Form LLC, obtain EIN, open business banking

- Month 1–2: SAM.gov registration, self-certify SDVOSB, apply VA CVE
- Month 2: Launch basic website, LinkedIn company page
- Month 3: First paid job (target: \$5–10k)
- Month 6: \$30k cumulative revenue
- Month 12: \$60k revenue, fully documented quality system, 3–5 repeat customers

10. Long-Term Vision By Year 5, Marquee Machining & Engineering will be the go-to SDVOSB precision machining partner in the Midwest, operating out of a 8,000–10,000 ft² AS9100/ISO13485 facility with 10–12 employees, multiple 5-axis machines, and \$1–5 M in annual revenue while still delivering the fastest, highest-quality parts in the region. We don't just want to be another shop. We will be the Marquee. Ready to execute January 2026.