



# Woodworking Shop

# Business Plan

[YEAR]

Carving out excellence.

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## Prepared By



John Doe



(650) 359-3153



10200 Bolsa Ave, Westminster, CA, 92683



info@example.com



<http://www.example.com>

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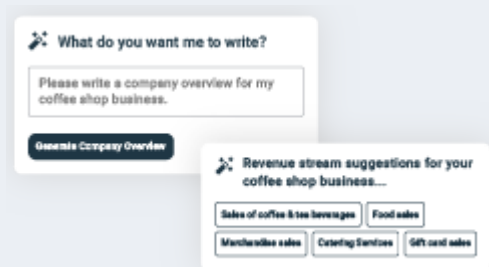
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# 1.

## Executive Summary

Business Overview

Objectives

Mission

Products And Services

Management

Customers

Operating Summary



## REMEMBER

Before you think about how to start Woodworking services, you must create a detailed Woodworking business plan. It will not only guide you in the initial phases of your startup but will also help you later on.

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# Business Overview

## Ex :: Jacobs Woodworking

Jacobs Woodworking Shop, Inc. is a registered woodworking company that will be located in Reno – Nevada; in an ideal location highly suitable for the kind of business we want to establish. We have been able to lease a facility that is big enough (a 10,000 sq ft building) to accommodate our needs.

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# Objectives

## Ex :: Jacobs Woodworking

The objectives of the Jacobs Woodworking Shop are:

- Capture the majority of the garden carpentry business in the Old Town area.

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# Mission

## Ex :: Jacobs Woodworking

The mission of Jacobs Woodworking Shop is to become the primary resource for residential garden carpentry in the Old Town area.

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# Products And Services

Ex :: Jacobs Woodworking

Jacobs Woodworking Shop will be involved in the carving of woods, cabins, and also a wide range of household furniture (living room, dining room, and bedroom furniture, upholstered, coffee tables, sofa tables, end tables, sofas, love seats, chairs, bookshelves, etc.)

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# Management

Ex :: Jacobs Woodworking

Jacobs Woodworking Shop, Inc. is a family business that is owned by Nathaniel Jacobs and his immediate family members. Nathaniel Jacobs holds a Bachelor of Arts degree from Western College in Art that she obtained while working full-time in the construction industry.

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# Customers

Ex :: Jacobs Woodworking

The majority of the people decorate their property like decks, terrace, staircases, lawns, balcony, and kitchens, etc. with wooden adornments. Many just buy beautiful wooden pieces and decorations for placing inside their houses. As the Strip is the center of the town, it attracts a large number of tourists who visit the area for shopping and sightseeing.

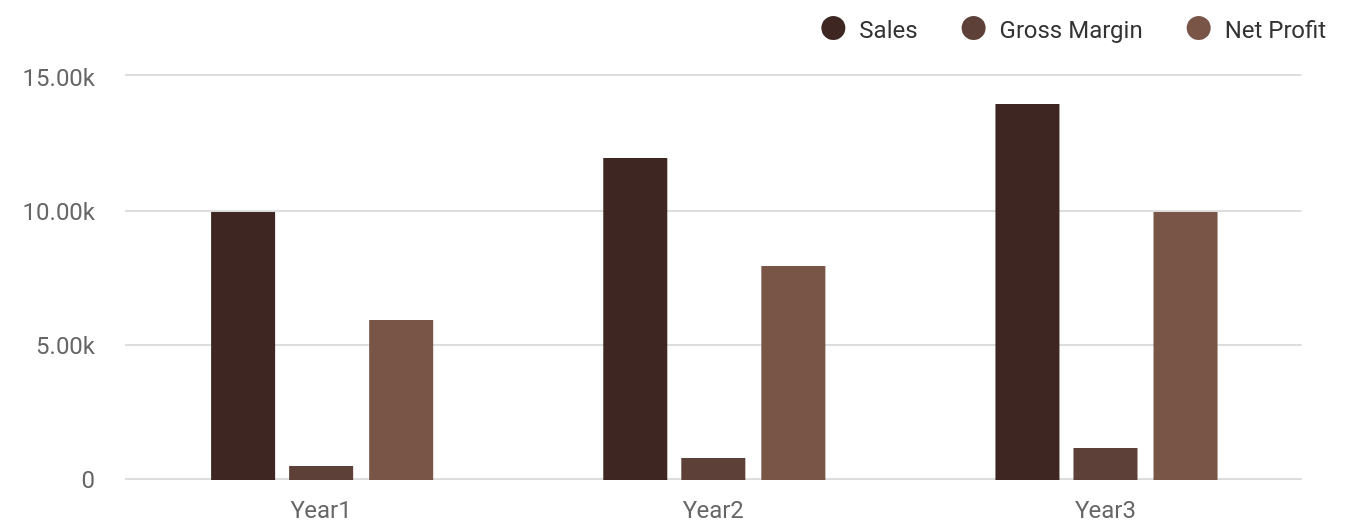
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# Operating Summary

Our 3 year financial profit forecast is as follow:

## 3 Year profit forecast



Financial Year	Sales	Gross Margin	Net Profit
Year1	10,000	500	6,000
Year2	12,000	800	8,000
Year3	14,000	1,200	10,000



# 2.

## Business Description

Company Owner

Purpose of starting a business

Legal Structure

Start-up Summary

# Company Owner

## Ex :: Jacobs Woodworking

Nathaniel Jacobs will be the owner of the company. Jacobs is a famous interior designer, crafting unique items of wood is Jacobs's hobby, even some of his handmade wooden sculptures were kept in the International Woodworking Fair last year.

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# Purpose of starting a business

## Ex :: Jacobs Woodworking

Jacobs has been related to making designs, and artifacts since his childhood. He is called by various shows and programs to give interior design ideas. By starting a woodwork business, Jacobs wants to use his experience, skill, and passion on a larger scale.

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# Legal Structure

## Ex :: Jacobs Woodworking

Jacobs Woodworking Shop is a sole proprietorship.

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# Start-up Summary

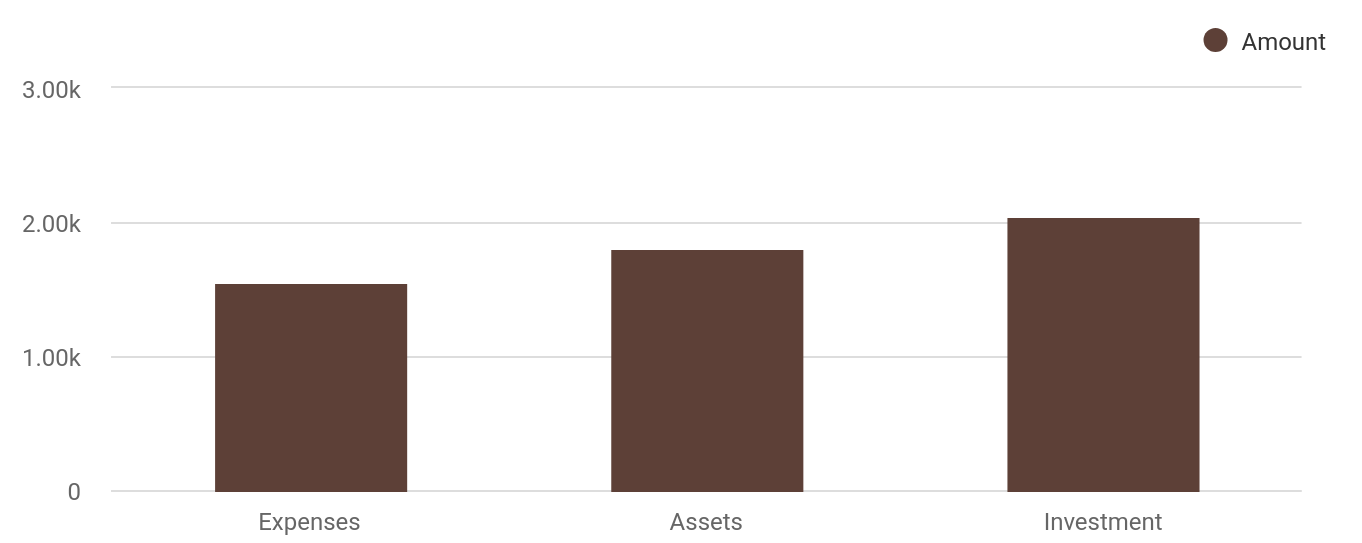
Ex :: Jacobs Woodworking

Jacobs will provide the major investment in starting Jacobs Woodworking Shop. Jacobs will also secure an SBA loan. The following table and chart show the projected initial start-up costs for Jacobs Woodworking Shop.

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## Startup Cost



Cost distribution	Amount
Expenses	1,550
Assets	1,800
Investment	2,050

## Startup Requirements

The detailed start-up requirements and liabilities as forecast by experts is given below:

Start-up Expenses	Amount
Legal	\$55,300
Consultants	\$0
Insurance	\$32,750

Start-up Expenses	Amount
Rent	\$32,500
Research and Development	\$32,750
Expense Equipment	\$32,750
Signs	\$1,250
TOTAL START-UP EXPENSES	\$187,300
Start-up Assets	\$0
Cash Required	\$332,500
Start-up Inventory	\$32,625
Other Current Assets	\$232,500
Long-term Assets	\$235,000
TOTAL ASSETS	\$121,875
Total Requirements	\$245,000
START-UP FUNDING	\$0
START-UP FUNDING	\$273,125
Start-up Expenses to Fund	\$11,875
Start-up Assets to Fund	\$15,000
TOTAL FUNDING REQUIRED	\$0
Assets	\$23,125
Non-cash Assets from Start-up	\$18,750
Cash Requirements from Start-up	\$0
Additional Cash Raised	\$18,750
Cash Balance on Starting Date	\$21,875
TOTAL ASSETS	\$0
Liabilities and Capital	\$0
Liabilities	\$0
Current Borrowing	\$0
Long-term Liabilities	\$0
Accounts Payable (Outstanding Bills)	\$0

Start-up Expenses	Amount
Other Current Liabilities (interest-free)	\$0
TOTAL LIABILITIES	\$0
Capital	\$0
Planned Investment	\$0
Investor 1	\$332,500
Investor 2	\$0
Other	\$0
Additional Investment Requirement	\$0
TOTAL PLANNED INVESTMENT	\$695,000
Loss at Start-up (Start-up Expenses)	\$313,125
TOTAL CAPITAL	\$251,875
TOTAL CAPITAL AND LIABILITIES	\$251,875
Total Funding	\$255,000

# 3.

## Products and Services

Products and services



## REMEMBER

Before starting a woodworking business, you must take many things into consideration such as you must consider what types of wood services will you be providing to your customers. Deciding your s

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### Ex :: Jacobs Woodworking

Jacobs Woodworking Shop, Inc. is in the woodworking industry to service a wide range of clients and of course to make profits, which is why we will ensure we go all the way to give our clients and potential clients options. The products and services that

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## Products and services



**Beautifully carved wooden decoration pieces and sculptures**



**Designated wooden chests**



**Designated wooden cradles**



**Wooden toys**



**Wall to wall woodworking**

### Ex :: Jacobs Woodworking

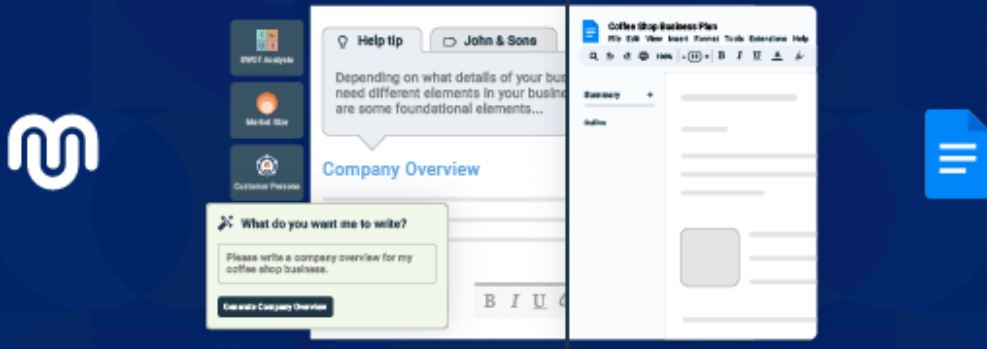
Jacobs Woodcraft's major serving will be adorning the stage and sets with beautiful woodwork in events and programs. The company will also take orders on doing interior wood designing in residential or commercial buildings.

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# 4.

## Market Analysis

Market Trends

Target Market

Marketing Segmentation

Product Pricing



## REMEMBER

The most significant part of developing a woodworking business plan is its accurate market analysis. Knowing the customers' demand before you start your own woodworking business is really helpful in

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# Market Trends

## Ex :: Jacobs Woodworking

If you are conversant with the trends in the Woodworking Industry, you will quite agree that the changes in disposable income, consumer sentiment, ever-changing trends, and of course the rate of homeownership are major growth drivers for this industry.

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# Target Market

## Ex :: Jacobs Woodworking

We are fully aware that there is indeed a large national and international market for products made from wood hence we have positioned our woodworking company to service wood-related construction companies, households, and other manufacturing comp

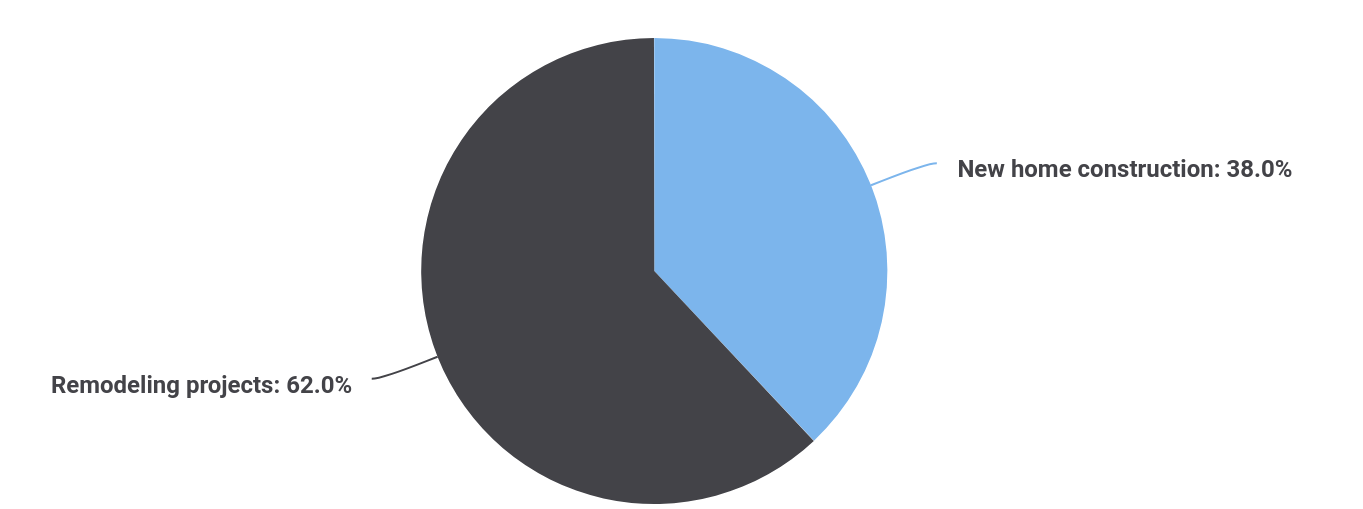
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# Marketing Segmentation

Jacobs Woodworking Shop will focus on two significant customer groups:

## Marketing Share



Segments	Market share
New home construction	38
Remodeling projects	62

Potential Customers	Growth	Year 1	Year 2	Year 3	Year 4	Year 5	CAGR
New Home Construction	7%	2,000	2,140	2,290	2,450	2,622	7.00%
Remodeling Projects	5%	3,000	3,150	3,308	3,473	3,647	5.00%
Total	5.82%	5,000	5,290	5,598	5,923	6,269	5.82%

# Product Pricing

Ex :: Jacobs Woodworking

Setting the prices of products and services is undoubtedly the most challenging part while starting a new business, as it is difficult in the initial stages to earn a profit while keeping low prices. You can have an idea of the wooden product prices by going th

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# 5.

## Strategy and Implementation Summary

Competitive Analysis

Sales Strategy



## REMEMBER

The most important part after starting a small woodworking business is to advertise your services to let your target customers know about you. In fact, there are more chances of a startup to end as a failure than as a success.

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# Competitive Analysis

## Ex :: Jacobs Woodworking

Nathaniel Jacobs' reputation for quality work and excellent customer skills has been a hallmark of his work history in construction. Starting his own company is just another step in his quest to deliver services to customers that were second to none. As a woman, she has a strong sense of

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# Sales Strategy

## Ex :: Jacobs Woodworking

Considering the market demand and the beauty of our products, our sales pattern is expected to increase with years. Our experts have forecasted the following sales on a yearly basis which are summarised in the column charts.

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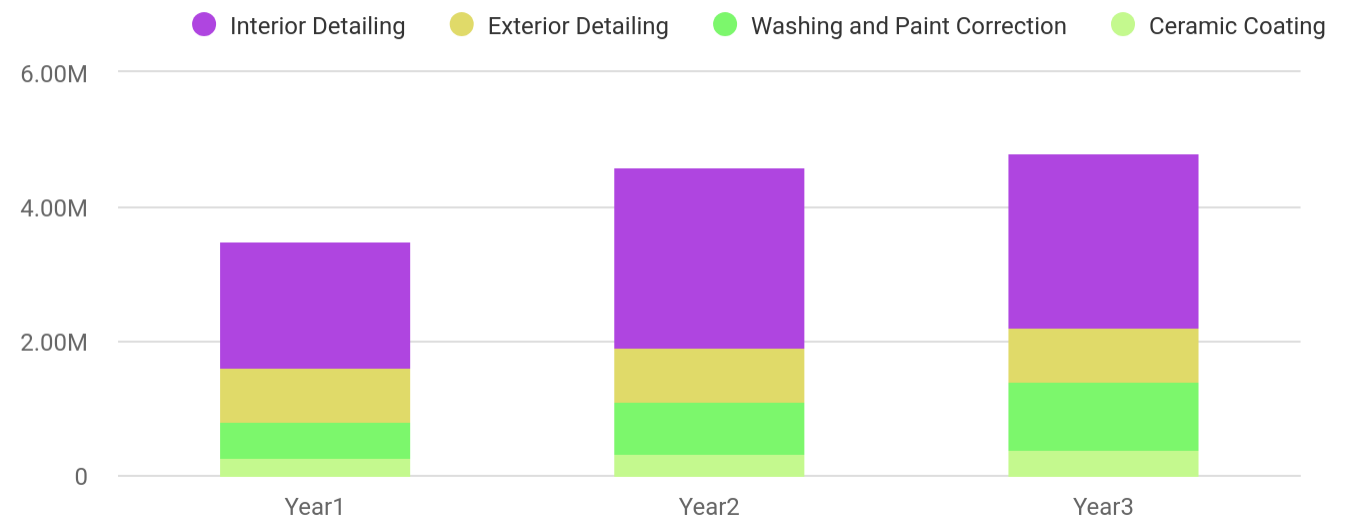
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## Sales Yearly



Financial Year	Wall-to-wall wood...	Decorations & scul...	Wooden cradles & ...	Wooden toys
Year1	158,745	895,665	568,654	12,451
Year2	164,548	1,004,512	658,457	24,578
Year3	186,541	1,245,587	784,512	56,452

### Sales Forecast



Financial Year	Interior Detailing	Exterior Detailing	Washing and Pain...	Ceramic Coating
Year1	1,887,030	802,370	539,320	265,450
Year2	2,680,320	815,430	770,230	322,390
Year3	2,588,240	823,540	1,002,310	393,320

## Detailed Sales Forecast

*Start writing here..*

	Year 1	Year 2	Year 3
<b>Unit Sales</b>			
Wall-to-wall woodworking	1,887,030	2,680,320	2,588,240
Decorations & sculptures	802,370	815,430	823,540
Wooden cradles & chests	539,320	770230	1,002,310
Wooden toys	265,450	322,390	393,320
TOTAL UNIT SALES	3,494,170	4,588,370	4,807,410
<b>Unit Prices</b>			
Wall-to-wall woodworking	\$140.00	\$150.00	\$160.00
Decorations & sculptures	\$600.00	\$800.00	\$1,000.00
Wooden cradles & chests	\$700.00	\$800.00	\$900.00
Wooden toys	\$650.00	\$750.00	\$850.00
<b>Sales</b>			
Wall-to-wall woodworking	\$2,149,800	\$2,784,000	\$3,383,200
Decorations & sculptures	\$120,050	\$194,500	\$268,500
Wooden cradles & chests	\$50,110	\$71,600	\$93,000
Wooden toys	\$139,350	\$194,600	\$249,850
<b>Direct Unit Costs</b>			
Wall-to-wall woodworking	\$0.70	\$0.80	\$0.90
Decorations & sculptures	\$0.40	\$0.45	\$0.50
Wooden cradles & chests	\$0.30	\$0.35	\$0.40
Wooden toys	\$3.00	\$3.50	\$4.00
<b>Direct Cost of Sales</b>			
Wall-to-wall woodworking	\$989,300	\$1,839,000	\$2,679,700
Decorations & sculptures	\$66,600	\$119,900	\$173,200
Wooden cradles & chests	\$17,900	\$35,000	\$52,100
Wooden toys	\$19,400	\$67,600	\$115,800

	Year 1	Year 2	Year 3
Subtotal Direct Cost of Sales	\$1,294,100	\$1,699,400	\$2,104,700



6.

## Management Summary

Personnel Plan

Average Salary



#### REMEMBER

The management plan is also an important component of a woodworking business plan since it gives you an estimate of the staff required for your startup as well as the costs incurred on their salaries.

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#### Ex :: Jacobs Woodworking

Jacobs Woodworking Shop will be managed by Nathaniel Jacobs. Jacobs is a talented professional who holds a Bachelor of Arts degree from Western College in Art that she obtained while working full-time in the construction field. Jacobs entered the

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## Personnel Plan

Jacobs is all-in-all in carving wooden products and making unique designs, he needs staff for working on his ideas, so he has decided to be in the production center and not be the manager himself. He'll hire the following persons:

- 1 General Manager to manage the operations
- 2 Accountants to maintain financial records
- 3 Artists/Designers for presenting and drawing new designs
- 8 Carpenters for woodworking
- 4 Salespersons to operate display centers
- 3 Sales and Marketing Executives responsible for delivering products to retailers and discover new ventures
- 2 Technicians for maintaining machines
- 2 Drivers for transporting wood and other material
- 1 Front Desk Officer to act as a receptionist for receiving interior design orders
- 2 General Workers for routine tasks

# Average Salary

	Year 1	Year 2	Year 3
Accountants	\$85,000	\$95,000	\$105,000
General Manager	\$45,000	\$50,000	\$55,000
Carpenters	\$550,000	\$650,000	\$750,000
Artists/ Designers	\$410,000	\$440,000	\$480,000
Salespersons	\$152,000	\$159,000	\$166,000
Sales Executives	\$145,000	\$152,000	\$159,000
Technicians	\$50,000	\$55,000	\$60,000
Drivers & Workers	\$187,000	\$194,000	\$201,000
Front Desk Officer	\$42,000	\$45,000	\$48,000
Total Salaries	\$562,000	\$599,000	\$646,000

# 7.

## Financial Plan

Important Assumptions

Break-even Analysis

Projected Profit and Loss

Projected Cash Flow

Projected Balance Sheet

Business Ratios



## REMEMBER

The last component of a woodworking business plan is an in-depth financial plan. The financial plan crafts a detailed map of all the expenses needed for the startup and how these expenses will be met by the business.

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## Important Assumptions

The financial projections of the company are forecast on the basis of the following assumptions. These assumptions are quite conservative and are expected to show deviation but to a limited level such that the company's major financial strategy will not be affected.

	Year 1	Year 2	Year 3
Plan Month	1	2	3
Current Interest Rate	10,00%	11,00%	12,00%
Long-term Interest Rate	10,00%	10,00%	10,00%
Tax Rate	26,42%	27,76%	28,12%
Other	0	0	0

## Brake-even Analysis

Monthly Units Break-even	5530
Monthly Revenue Break-even	\$159 740
<b>Assumptions:</b>	
Average Per-Unit Revenue	\$260,87
Average Per-Unit Variable Cost	\$0,89
Estimated Monthly Fixed Cost	\$196 410

## Projected Profit and Loss

	2024	2025	2026
<b>Revenue</b>	<b>\$454,323</b>	<b>\$607,138</b>	<b>\$957,367</b>
Custom Furniture	\$160,936	\$204,104	\$258,680

	2024	2025	2026
Unit Sales	201	255	323
Unit Price	\$800	\$800	\$800
Woodworking Classes	\$78,795	\$130,770	\$353,439
Unit Sales	263	436	1,178
Unit Price	\$300	\$300	\$300
Customized Projects	\$214,592	\$272,264	\$345,248
Unit Sales	268	340	432
Unit Price	\$800	\$800	\$800
<b>Cost Of Sales</b>	<b>\$40,800.52</b>	<b>\$48,504.46</b>	<b>\$62,846.55</b>
General Costs	\$40,800.52	\$48,504.46	\$62,846.55
Raw Materials for Custom Furniture	\$23,364.79	\$26,391.91	\$34,802.41
Wood	\$18,000	\$19,587.97	\$26,173.04
Wood Glue	\$5,364.79	\$6,803.94	\$8,629.37
Supplies for Woodworking Classes	\$17,435.73	\$22,112.55	\$28,044.14
Sandpaper Packs	\$6,705.97	\$8,504.74	\$10,786.13
Wood (Pine)	\$10,729.76	\$13,607.81	\$17,258.01
Revenue Specific Costs	\$0	\$0	\$0
Personnel Costs (Direct Labor)	\$0	\$0	\$0
<b>Gross Margin</b>	<b>\$413,522.48</b>	<b>\$558,633.54</b>	<b>\$894,520.45</b>
<b>Gross Margin (%)</b>	<b>91.02%</b>	<b>92.01%</b>	<b>93.44%</b>
<b>Operating Expense</b>	<b>\$409,023.38</b>	<b>\$419,183.25</b>	<b>\$430,513.15</b>

	2024	2025	2026
Payroll Expense (Indirect Labor)	\$379,800	\$384,498	\$389,261.04
Management Team	\$162,000	\$164,520	\$167,083.20
General Manager	\$90,000	\$91,800	\$93,636
Operations Manager	\$72,000	\$72,720	\$73,447.20
Production Team	\$117,000	\$118,170	\$119,351.76
Lead Carpenter	\$72,000	\$72,720	\$73,447.20
Carpenter Assistant	\$45,000	\$45,450	\$45,904.56
Sales and Marketing Team	\$100,800	\$101,808	\$102,826.08
Sales Associate	\$43,200	\$43,632	\$44,068.32
Marketing Specialist	\$57,600	\$58,176	\$58,757.76
General Expense	\$29,223.38	\$34,685.25	\$41,252.11
Workshop Utilities	\$11,922.40	\$14,741.46	\$18,242.96
Electricity	\$6,705.97	\$8,504.74	\$10,786.13
Water	\$5,216.43	\$6,236.72	\$7,456.83
Marketing and Advertising	\$10,959.55	\$12,798.11	\$14,957.46
Online Ads	\$6,520.58	\$7,796.13	\$9,321.21
Print Ads	\$4,438.97	\$5,001.98	\$5,636.25
Shop Maintenance and Supplies	\$6,341.43	\$7,145.68	\$8,051.69
Maintenance	\$4,438.97	\$5,001.98	\$5,636.25
Cleaning Supplies	\$1,902.46	\$2,143.70	\$2,415.44
Bad Debt	\$0	\$0	\$0
Amortization of Current Assets	\$0	\$0	\$0
<b>EBITDA</b>	<b>\$4,499.10</b>	<b>\$139,450.29</b>	<b>\$464,007.30</b>

	2024	2025	2026
<b>Additional Expense</b>	<b>\$22,649.71</b>	<b>\$20,855.53</b>	<b>\$18,989.99</b>
Long Term Depreciation	\$17,951.76	\$17,951.76	\$17,951.76
Gain or loss from Sale of Assets	\$0	\$0	\$0
EBIT	(\$13,452.66)	\$121,498.53	\$446,055.54
Interest Expense	\$4,697.95	\$2,903.79	\$1,038.24
EBT	(\$18,150.61)	\$118,594.76	\$445,017.31
Income Tax Expense / Benefit	\$0	\$0	\$0
<b>Total Expense</b>	<b>\$472,473.61</b>	<b>\$488,543.24</b>	<b>\$512,349.69</b>
<b>Net Income</b>	<b>(\$18,150.61)</b>	<b>\$118,594.76</b>	<b>\$445,017.31</b>
<b>Net Income (%)</b>	<b>(4%)</b>	<b>19.53%</b>	<b>46.48%</b>
Retained Earning Opening	\$0	(\$93,150.61)	\$25,444.15
Owner's Distribution	\$75,000	\$0	\$0
<b>Retained Earning Closing</b>	<b>(\$93,150.61)</b>	<b>\$25,444.15</b>	<b>\$470,461.46</b>

## Projected Cash Flow

	2024	2025	2026
<b>Cash Received</b>	<b>\$454,323</b>	<b>\$607,138</b>	<b>\$957,367</b>
<b>Cash Paid</b>	<b>\$454,521.85</b>	<b>\$470,591.48</b>	<b>\$494,397.93</b>
COS & General Expenses	\$70,023.90	\$83,189.71	\$104,098.66
Salary & Wages	\$379,800	\$384,498	\$389,261.04



	2024	2025	2026
Interest	\$4,697.95	\$2,903.79	\$1,038.24
Sales Tax	\$0	\$0	\$0
Income Tax	\$0	\$0	\$0
<b>Net Cash From Operations</b>	<b>(\$198.85)</b>	<b>\$136,546.52</b>	<b>\$462,969.07</b>
Assets Sell	\$0	\$0	\$0
Assets Purchase	\$119,999	\$0	\$0
<b>Net Cash From Investments</b>	<b>(\$119,999)</b>	<b>\$0</b>	<b>\$0</b>
<b>Amount Received</b>	<b>\$150,000</b>	<b>\$0</b>	<b>\$0</b>
Loan Received	\$150,000	\$0	\$0
Common Stock	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0
Owner's Contribution	\$0	\$0	\$0
<b>Amount Paid</b>	<b>\$123,181.97</b>	<b>\$49,976.15</b>	<b>\$51,841.92</b>
Loan Capital	\$48,181.97	\$49,976.13	\$51,841.91
Dividends & Distributions	\$75,000	\$0	\$0
<b>Net Cash From Financing</b>	<b>\$26,818.03</b>	<b>(\$49,976.15)</b>	<b>(\$51,841.92)</b>
<b>Summary</b>			
Starting Cash	\$0	(\$93,379.82)	(\$6,809.45)
Cash In	\$604,323	\$607,138	\$957,367
Cash Out	\$697,702.82	\$520,567.63	\$546,239.85
Change in Cash	(\$93,379.82)	\$86,570.37	\$411,127.15

	2024	2025	2026
Ending Cash	(\$93,379.82)	(\$6,809.45)	\$404,317.70

## Projected Balance Sheet

	2024	2025	2026
<b>Assets</b>	<b>\$8,667.37</b>	<b>\$77,285.93</b>	<b>\$470,461.27</b>
<b>Current Assets</b>	<b>(\$93,379.82)</b>	<b>(\$6,809.45)</b>	<b>\$404,317.70</b>
Cash	(\$93,379.82)	(\$6,809.45)	\$404,317.70
Accounts Receivable	\$0	\$0	\$0
Inventory	\$0	\$0	\$0
Other Current Assets	\$0	\$0	\$0
<b>Long Term Assets</b>	<b>\$102,047.19</b>	<b>\$84,095.38</b>	<b>\$66,143.57</b>
Gross Long Term Assets	\$119,999	\$119,999	\$119,999
Accumulated Depreciation	(\$17,951.81)	(\$35,903.62)	(\$53,855.43)
<b>Liabilities &amp; Equity</b>	<b>\$8,667.43</b>	<b>\$77,286.06</b>	<b>\$470,461.46</b>
<b>Liabilities</b>	<b>\$101,818.04</b>	<b>\$51,841.91</b>	<b>\$0</b>
<b>Current Liabilities</b>	<b>\$49,976.13</b>	<b>\$51,841.91</b>	<b>\$0</b>
Accounts Payable	\$0	\$0	\$0
Income Tax Payable	\$0	\$0	\$0
Sales Tax Payable	\$0	\$0	\$0
Short Term Debt	\$49,976.13	\$51,841.91	\$0
<b>Long Term Liabilities</b>	<b>\$51,841.91</b>	<b>\$0</b>	<b>\$0</b>
Long Term Debt	\$51,841.91	\$0	\$0
<b>Equity</b>	<b>(\$93,150.61)</b>	<b>\$25,444.15</b>	<b>\$470,461.46</b>
Paid-in Capital	\$0	\$0	\$0

	2024	2025	2026
Common Stock	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0
Owner's Contribution	\$0	\$0	\$0
Retained Earnings	(\$93,150.61)	\$25,444.15	\$470,461.46
<b>Check</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

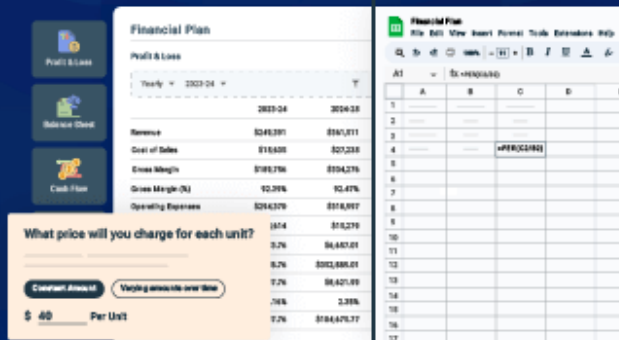
## Business Ratios

	Year 1	Year 2	Year 3	Industry Profile
Sales Growth	4,35%	30,82%	63,29%	4,00%
<b>Percent of Total Assets</b>				
Accounts Receivable	5,61%	4,71%	3,81%	9,70%
Inventory	1,85%	1,82%	1,79%	9,80%
Other Current Assets	1,75%	2,02%	2,29%	27,40%
Total Current Assets	138,53%	150,99%	163,45%	54,60%
Long-term Assets	-9,47%	-21,01%	-32,55%	58,40%
TOTAL ASSETS	100,00%	100,00%	100,00%	100,00%
Current Liabilities	4,68%	3,04%	2,76%	27,30%
Long-term Liabilities	0,00%	0,00%	0,00%	25,80%
Total Liabilities	4,68%	3,04%	2,76%	54,10%
NET WORTH	99,32%	101,04%	102,76%	44,90%
<b>Percent of Sales</b>				
Sales	100,00%	100,00%	100,00%	100,00%
Gross Margin	94,18%	93,85%	93,52%	0,00%
Selling, General & Administrative Expenses	74,29%	71,83%	69,37%	65,20%
Advertising Expenses	2,06%	1,11%	0,28%	1,40%
Profit Before Interest and Taxes	26,47%	29,30%	32,13%	2,86%

	Year 1	Year 2	Year 3	Industry Profile
<b>Main Ratios</b>				
Current	25,86	29,39	32,92	1,63
Quick	25,4	28,88	32,36	0,84
Total Debt to Total Assets	2,68%	1,04%	0,76%	67,10%
Pre-tax Return on Net Worth	66,83%	71,26%	75,69%	4,40%
Pre-tax Return on Assets	64,88%	69,75%	74,62%	9,00%
Additional Ratios	Year 1	Year 2	Year 3	
Net Profit Margin	19,20%	21,16%	23,12%	N.A.
Return on Equity	47,79%	50,53%	53,27%	N.A.
<b>Activity Ratios</b>				
Accounts Receivable Turnover	4,56	4,56	4,56	N.A.
Collection Days	92	99	106	N.A.
Inventory Turnover	19,7	22,55	25,4	N.A.
Accounts Payable Turnover	14,17	14,67	15,17	N.A.
Payment Days	27	27	27	N.A.
Total Asset Turnover	1,84	1,55	1,26	N.A.
<b>Debt Ratios</b>				
Debt to Net Worth	0	-0,02	-0,04	N.A.
Current Liab. to Liab.	1	1	1	N.A.
<b>Liquidity Ratios</b>				
Net Working Capital	\$120 943	\$140 664	\$160 385	N.A.
Interest Coverage	0	0	0	N.A.
<b>Additional Ratios</b>				
Assets to Sales	0,45	0,48	0,51	N.A.
Current Debt/Total Assets	4%	3%	2%	N.A.
Acid Test	23,66	27,01	30,36	N.A.
Sales/Net Worth	1,68	1,29	0,9	N.A.
Dividend Payout	0	0	0	N.A.

# Upmetrics vs Financial Spreadsheets

Spreadsheets can be a powerful tool for preparing complex financial reports and forecasts. However, using them can be quite time-consuming, intimidating, and frustrating.



The image shows the Upmetrics Financial Plan interface. On the left, there are three tabs: Profit & Loss, Balance Sheet, and Cash Flow. The Profit & Loss tab is selected, showing a table with columns for 2023-04 and 2024-04. The table includes rows for Revenue, Cost of Sales, Gross Margin, Gross Margin (%), Operating Expenses, and Operating Income. Below the table, there is a section titled 'What price will you charge for each unit?' with a 'Constant Amount' button and a 'Varying amounts over time' button. The 'Constant Amount' button is selected, showing a value of \$ 60 Per Unit.

	2023-04	2024-04
Revenue	\$241,391	\$161,311
Cost of Sales	\$18,600	\$27,338
Gross Margin	\$191,790	\$104,276
Gross Margin (%)	79.5%	64.7%
Operating Expenses	\$214,379	\$118,897
Operating Income	\$14,411	\$15,279
Operating Income (%)	5.9%	9.5%
Operating Income	\$14,411	\$15,279
Operating Income (%)	5.9%	9.5%
Operating Income	\$14,411	\$15,279
Operating Income (%)	5.9%	9.5%

What price will you charge for each unit?

Constant Amount Varying amounts over time

\$ 60 Per Unit



Upmetrics could be your way out of boring & clumsy spreadsheets. Simply enter the numbers, and get accurate and easy-to-understand financial reports made in minutes – no more remembering complex formulas or fussing in the spreadsheet.

[Start your planning today](#)

# Create a winning business plan that gets you funded

Creating a stunning and investment-ready plan requires no writing, graphic designing, or financial planning expertise.

Upmetrics has all the features required to help you create a comprehensive business plan—from start to finish. Make no mistakes, it's the modern way of planning to structure ideas, make plans, and create stunning pitch decks to awe investors.

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Upmetrics makes online sharing quick and easier for users. Easily share your business plans with a link while tracking reader activity.

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**Mariia Yevlash**



Student, Sumy State University – Ukraine

The most helpful feature was to make a business plan out of a simple idea. Thankful for all the tools provided, **especially AI which did a great impact on my work.**

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