

Commercial Cleaning Business Plan

Cleaning Beyond Expectations

Business Plan

[YEAR]

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CONFIDENTIAL

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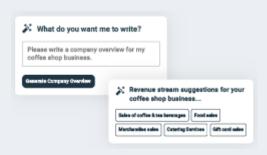
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Executive Summary

Market opportunity
Services Offered
Management team
Financial Highlights



An executive summary is the first section of the business plan intended to provide an overview of the whole business plan.

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Commercial Cleaning Business Plan

Start your executive summary by introducing your idea behind starting a commercial cleaning services business and explaining what it does.

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Start writing here..

Market opportunity



Commercial Cleaning Business Plan

Describe the target market in brief, and explain the demographics, geographic location, and psychographic attributes of your customer.

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Start writing here..

Services Offered



Commercial Cleaning Business Plan

Briefly mention the cleaning services that the company offers. It could include any special cleaning services the company provides, as well as office cleaning, floor cleaning, lavatory cleaning, and window cleaning.

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Name all the key members of your management team with their duties, responsibilities, and qualifications.

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Management team



John Doe CEO - john.doe@example.com

With over 10 years of experience in the commercial cleaning industry, [John] brings unparalleled leadership and vision to the company.



Jane Doe Operations Manager - jane.smith@example.com

Expertly oversees the daily operations, ensuring efficiency and client satisfaction.



Alice Brown Marketing Head - alice.brown@example.com

Spearheads our branding and outreach campaigns, with an impressive track record in business development.

Financial Highlights



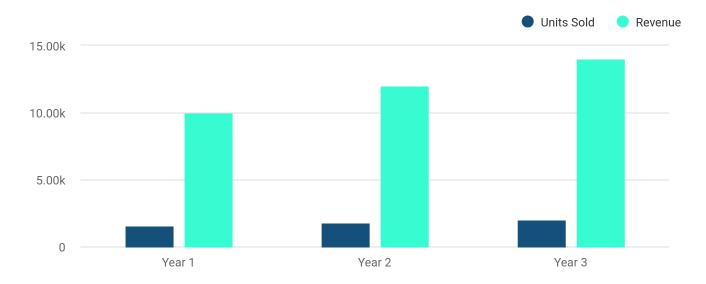
Commercial Cleaning Business Plan

Provide a summary of your financial projections for the company's initial years of operation. Include any capital or investment requirements, startup costs, projected revenues, and profits.

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Start writing here..

Units Sold v/s Revenue



| Financial Year | Units Sold | Revenue |
|----------------|------------|----------|
| Year 1 | 1,550 | \$10,000 |
| Year 2 | 1,800 | \$12,000 |
| Year 3 | 2,050 | \$14,000 |



Commercial Cleaning Business Plan

After giving a brief about your business plan, end your summary with a call to action, for example; inviting potential investors or readers to the next meeting if they are interested in your business.

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Write a call to action for your business plan.

Company Overview

Ownership

Mission statement

Business history

Future goals



Depending on what details of your business are essential, you'll need different elements in your business overview.

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Commercial Cleaning Business Plan

Provide all the basic information about your business in this section like:

• The name of the commercial cleaning services and the concept behind it like:

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Start writing here..

Ownership



Commercial Cleaning Business Plan

Describe the owners of your commercial cleaning business and mention their roles in running it. Whose shares in the corporation are they, and how each owner helps in the business?

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Mission statement



Commercial Cleaning Business Plan

Add a mission statement that sums up the objectives and core principles of your commercial cleaning business. This statement needs to be memorable, clear, and brief.

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At '[PristineClean Commercial Solutions]', our mission is to redefine commercial cleanliness by integrating sustainable practices with unmatched service quality, fostering healthier work environments and championing eco-responsibility.



Business history



Commercial Cleaning Business Plan

If this is an established business, Include an outline of the commercial cleaning business's history and how it came to be in its current position.

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Start writing here..

Future goals



Commercial Cleaning Business Plan

It's crucial to convey your aspirations and your vision. Include the vision of where you see your business in the near future and if you have any plans of opening a new franchise of your business in the same city in the future.

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Market Analysis

Target Market

Market size and growth potential

Competitive analysis

Market trends

Regulatory environment



Market analysis provides a clear understanding of the market in which your printing business will run along with the target market, competitors, and growth opportunities.

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Commercial Cleaning Business Plan

To write the introduction section of your market analysis, start by clearly identifying your primary target market.

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Start writing here..

Target Market



Commercial Cleaning Business Plan

Identify your target market and define your ideal customer. Know more about your customers and which services they prefer: carpet cleaning, windows, and glasses cleaning, full firm cleaning, etc.

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Market size and growth potential

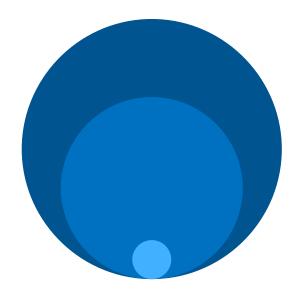


Commercial Cleaning Business Plan

Provide an overview of the commercial cleaning industry. It will include market size, trends, growth potential, and regulatory considerations.

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Market Size



Available Market

Total businesses in the region requiring cleaning services.

10M

Served Market

Businesses currently using professional cleaning services.

Target Market

Medium to large-sized commercial establishments in Westminster.



Commercial Cleaning Business Plan

Identify and analyze all other commercial cleaning businesses in the local market, including direct and indirect competitors.

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Competitive analysis

CleanMaster Corp

Established in 1995, CleanMaster Corp is one of the oldest commercial cleaning services in the area, catering predominantly to corporate establishments.

Features

Comprehensive office cleaning packages.

Specialized carpet and upholstery cleaning

24/7 cleaning services.

Eco-friendly cleaning solutions, although not their primary focus.

Strengths

Strong brand recognition due to their long-standing presence.

Extensive client base, including some of the biggest commercial names in Westminster

Efficient and quick response to emergency cleaning requests.

Weaknesses

Limited emphasis on eco-friendly or green cleaning methods.

Older technology equipment may not ensure the deepest clean.

Pricing on the higher side due to brand premium.

EcoShine Solutions

A relatively newer entrant, EcoShine Solutions is a company that emphasizes eco-friendly cleaning solutions for commercial spaces.

Features

Green cleaning practices using biodegradable products.

Energy-efficient cleaning equipment.

Customizable cleaning packages based on space and client needs.

Training programs for businesses to maintain ecofriendly cleaning practices.

Strengths

Strong commitment to sustainability, appealing to a new age of eco-conscious clients.

Modern and advanced cleaning equipment.

Transparent and competitive pricing.

Weaknesses

Limited market experience compared to veterans like CleanMaster Corp.

A smaller client base, mostly limited to new-age businesses.

Limited service offerings outside of green cleaning.

ProCleaners Inc.

ProCleaners Inc. is known for its wide range of commercial cleaning solutions, from office spaces to industrial setups.

Features

Comprehensive cleaning solutions for diverse commercial needs.

Industrial-grade cleaning for factories and large establishments.

After-hours cleaning services.

Periodic maintenance packages.

Strengths

Diverse service offerings catering to a vast array of commercial establishments.

Established client base across various sectors.

A skilled workforce trained for specific cleaning requirements.

Weaknesses

Inconsistent service quality reported by some clients.

Less emphasis on eco-friendly cleaning methods.

Relatively slower response time for ad-hoc requests.

Market trends



Commercial Cleaning Business Plan

Analyze current and emerging trends in your industry, such as changes in technology or customer preference as in sanitation after COVID-19. Explain how your business will cope with all the trends.

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Regulatory environment



Commercial Cleaning Business Plan

Describe any regulations or licensing requirements that affect the janitorial services, such as safety codes or licenses, etc.

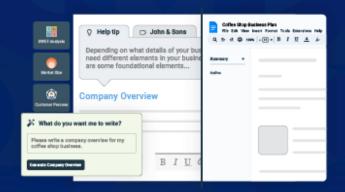
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Upmetrics vs Business Plan Templates

You have a unique business with a distinct vision, and your business plan must reflect that.

Although it won't be possible with generic templates.







Upmetrics guided builder prompts you with tailored questions and helps answer them to create your business plan. You also have access to Al Assistant and other resources to seek guidance and ensure you're on the right track.

Start your planning today

Products and Services

Services

Customer Satisfaction



The product and services section of a commercial cleaning business plan should describe the specific services and products that will be offered to customers. To write this section should include the

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Commercial Cleaning Business Plan

To craft the introduction for your "Products and Services" chapter, begin by positioning your business within its industry, emphasizing its unique strengths or value proposition.

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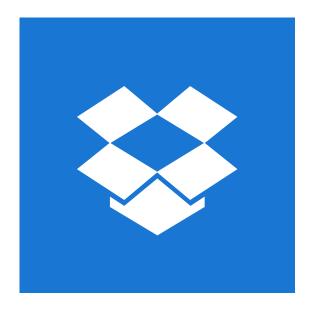
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Briefly describe the precise cleaning services supplied by your commercial cleaning company, such as floor cleaning, washroom cleaning, and window cleaning.

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Services



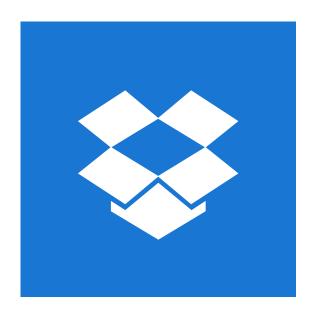
Floor Cleaning

Price: \$[XX.XX] per sq. ft.

Comprehensive cleaning to restore and maintain the brilliance of various flooring types.

Service Specifications

- · Applicable for carpets, tiles, hardwood, and laminates.
- · Use of [specific brand] floor cleaning agents, ensuring maximum shine and minimum wear.
- Periodic deep cleaning suggested every [XX months].



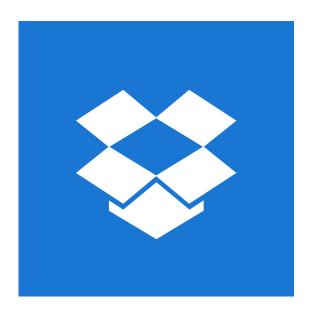
Washroom Cleaning

Price: \$[XX.XX] per washroom.

Detailed cleaning ensuring complete sanitation and hygiene of restroom facilities.

Service Specifications

- Cleaning and sanitization of toilets, sinks, countertops, and floors.
- Use of [specific brand] germ-killing agents to ensure 99.9% germ elimination.
- Optional air-freshener installation for a pleasant aroma.



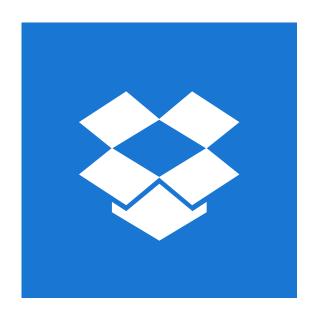
Window Cleaning

Price: \$[XX.XX] per window (both sides).

A thorough cleaning of windows, offering clarity and enhancing the aesthetic appeal of establishments.

Service Specifications

- Cleaning of both the interior and exterior of windows.
- Use of streak-free [specific brand] cleaning solutions.
- Safe and efficient tools employed for hard-to-reach windows.



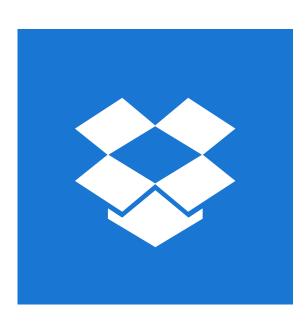
COVID-19 Disinfection

Price: \$[XX.XX] per sq. ft.

Comprehensive disinfection service, ensuring workspaces are free from potential virus threats.

Service Specifications

- · Use of [EPA-approved disinfectants].
- · Focus on high-touch surfaces like doorknobs, switches, and handrails.
- · Professionals equipped with PPE for safety.



Green Cleaning

Price: \$[XX.XX] per sq. ft.

Environmentally-friendly cleaning ensuring quality without compromising the planet's health.

Service Specifications

- Exclusive use of biodegradable cleaning products.
- Energy-efficient equipment reduces carbon footprint.
- · Minimal water wastage techniques.

Customer Satisfaction



Commercial Cleaning Business Plan

Explain any guarantees or warranties that the company provides to assure client satisfaction, such as a promise to refund any money paid or to make good on any cleaning service flaws.

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Sales And Marketing Strategies

Unique Selling Proposition (USP)

Pricing Strategy

Marketing strategies

Sales strategies

Customer retention



Writing the sales and marketing strategies section means a list of strategies you will use to attract and retain your clients.

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Commercial Cleaning Business Plan

To create an effective introduction for your "Sales and Marketing Strategies" chapter, start by setting the stage within your specific industry or market.

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Unique Selling Proposition (USP)



Commercial Cleaning Business Plan

Clearly define your commercial cleaning business's unique selling proposition, such as your services, quality control, specialized services, competitive pricing, and experienced staff.

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Start writing here..

Pricing Strategy



Commercial Cleaning Business Plan

Develop a pricing strategy that is competitive and affordable, yet profitable. Consider offering promotions, discounts, or packages for your janitorial services to attract new customers.

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Commercial Cleaning Business Plan

Develop a marketing strategy that includes a mix of online and offline marketing tactics. Consider social media, email marketing, content marketing, brochures, print marketing, and events.

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Marketing strategies

Online



Social Media

Engaging content on platforms like Facebook, LinkedIn, and Instagram, showcasing our services and client testimonials.



Email Marketing

Monthly newsletters, offering cleaning tips, promotional offers, and updates.



Content Marketing

Blog posts and articles emphasizing the importance of professional cleaning, establishing us as industry thought leaders.

Offline



Brochures

Detailed brochures are placed in strategic locations, offering insights into our services.



Print Marketing

Advertisements in local newspapers and magazines, targeting commercial establishments.



Events

Participation in local business expos and trade shows, creating direct engagement opportunities.

Mention your sales strategy as in – partnering with other businesses and establishing referral programs that can help you generate more business.

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Sales strategies



Partner with Businesses

Collaborating with local businesses, offering them specialized rates and creating a win-win ecosystem.



Referral Programs

Encouraging our satisfied clients to refer our services, rewarding them with discounts or complimentary services for successful referrals.



Describe how your commercial cleaning business will retain customers and build loyalty, such as through loyalty programs, personalized service, or through various packages.

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Customer retention



Loyalty Programs

Rewarding frequent clients with discounts, ensuring they recognize the value in long-term association.



Service Packages

Offering monthly or annual cleaning packages, ensuring consistent quality and client peace of mind.



Personalized Service

Custom-tailored cleaning schedules and solutions based on client feedback and preferences.

Operations Plan

Hiring Plan
Operational Process
Equipment and Supplies



When writing the operations plan section, it's important to consider the various aspects of your business operations.

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Commercial Cleaning Business Plan

To create an effective introduction for your "Operational Plan" chapter, start by emphasizing the pivotal role of efficient operations in the success of your business, underscoring how they directly impact the quality of services delivered.

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Start writing here..

Hiring Plan



Commercial Cleaning Business Plan

Tell the staffing requirements of your commercial cleaning business, including the number of employees needed, their experience, and the duties they will perform. Also mention the perks you will provide to your employees.

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Start writing here..

Operational Process



Commercial Cleaning Business Plan

Outline the processes and procedures that you will use to run your commercial cleaning business. It includes the scheduling of appointments, the check-in and check-out process, etc.

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Equipment and Supplies



□ Help tip

Commercial Cleaning Business Plan

Create a strategy for managing cleaning supplies and equipment to guarantee that all cleaning personnel has the resources and tools needed to provide high-quality cleaning services.

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Management Team

Key managers
Organizational structure
Compensation plan
Board of advisors



The management team section provides an overview of the individuals responsible for running your business plan.

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Commercial Cleaning Business Plan

To craft an introduction for your "Management Team" chapter, begin by emphasizing the crucial role of leadership in the success of any business.

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Start writing here..

Key managers



Commercial Cleaning Business Plan

Describe the key members of your management team, their roles, and their responsibilities.

It should include the owners, senior management, and any other cleaning staff who will be

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Start writing here..







John Doe CEO & Co-founder - john.doe@example.com

As the visionary leader of "PristineClean Commercial Solutions," John has been instrumental in setting the company's strategic direction, spearheading client acquisition, and managing stakeholder relations.

- Educational Background: Holds a Master's degree in Business Administration (MBA) from [Prestigious University] and a Bachelor's in Environmental Science, emphasizing the importance of eco-friendly cleaning solutions.
- Professional Background: John brings with him over [15 years] of industry experience. He served as the Director of Operations at [Leading Cleaning Company] for [8 years], where he honed his skills in business management, client relations, and operational efficiency.







Jane Doe
Chief Operating Officer (COO) - jane.doe@example.com

As the Chief Operating Officer, Jane's focus has been on ensuring the company's daily operations run seamlessly. She is also responsible for staff training and quality assurance, ensuring each client receives exemplary service.

- Educational Background: Graduated with a degree in Operational Management from [Well-known University] and also holds a certification in Quality Assurance.
- Professional Background: Jane has amassed [12 years] in the commercial cleaning industry, with prior roles that include Operations Manager at [Notable Cleaning Service] and Quality Supervisor at [Another Renowned Cleaning Company].







Alice Brown
Director of Marketing - alice.brown@example.com

Alice heads the marketing department, driving brand positioning, customer engagement, and overall growth strategies for "PristineClean Commercial Solutions."

- Educational Background: An MBA in Marketing from [Top Business School], she also attended numerous workshops on digital marketing, enriching her skill set.
- Professional Background: Alice boasts [10 years] in service marketing, previously holding roles such as Marketing Strategist at [Major Corporation] and Brand Manager at [Another Big Company].





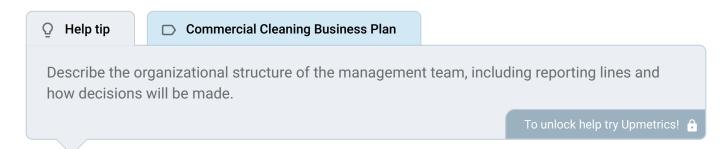
Robert Brown

Head of HR & Admin - robert.brown@example.com

Managing the crucial backbone of the company, Robert oversees recruitment, training, and the administrative functions, ensuring smooth internal operations and a satisfied workforce.

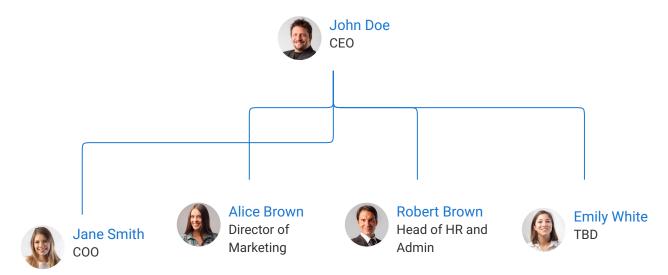
- Educational Background: Graduated with a Master's in Human Resources Management from [Reputed University] and holds various certifications in talent management and organizational behavior.
- Professional Background: Robert's journey of [13 years] in the HR realm has seen him working as the Talent Acquisition Head at [Big Company] and HR Manager at [Another Large Corporation].

Organizational structure



Start writing here..

Organization chart



Compensation plan



□ Help tip

Commercial Cleaning Business Plan

Describe your compensation plan for the management team and staff, including salaries, bonuses, and other benefits.

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Start writing here..



If you have a board of advisors for your business, mention them along with their roles and experience.

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Board of advisors



[ADVISOR NAME] **Industry Expert**

Former CEO of [Major Cleaning Corporation] with over [XX years] of experience, providing insights into industry trends and growth strategies.



[ADVISOR NAME] **Financial Strategist**

Senior Partner at [Major Financial Firm], advising on financial structuring, investments, and risk management.

Financial Plan

Profit & loss statement

Cash flow statement

Balance sheet

Break-even Analysis

Financing needs



When writing the financial plan section of a business plan, it's important to provide a comprehensive overview of your financial projections for the first few years of your business, You may provide the following:

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Commercial Cleaning Business Plan

To create an effective introduction for your "Financial Plan" chapter, begin by stressing the critical role of a well-structured financial plan in the success of your venture.

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Start writing here..



Create a projected profit & loss statement that describes the expected revenue, cost of products sold, and operational costs. Your business's anticipated net profit or loss should be computed and included.

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Profit & loss statement

| | 2024 | 2025 | 2026 |
|---------------------------------------|--------------|----------------|----------------|
| Revenue | \$559,300.60 | \$1,092,597.40 | \$2,160,738.60 |
| Commercial Green Cleaning Services | \$193,197.60 | \$435,119.40 | \$979,986.60 |

| 2024 | 2025 | 2026 |
|-----------|---|--|
| 1,073 | 2,417 | 5,444 |
| \$180 | \$180 | \$180 |
| \$79,591 | \$142,936 | \$256,692 |
| 796 | 1,429 | 2,567 |
| \$100 | \$100 | \$100 |
| \$286,512 | \$514,542 | \$924,060 |
| 478 | 858 | 1,540 |
| \$600 | \$600 | \$600 |
| | 1,073 \$180 \$79,591 796 \$100 \$286,512 | 1,073 2,417 \$180 \$180 \$79,591 \$142,936 796 1,429 \$100 \$100 \$286,512 \$514,542 478 858 |

| Cost Of Sales | \$68,740.07 | \$104,369.83 | \$168,896.06 |
|---|-------------|--------------|--------------|
| General Costs | \$68,740.07 | \$104,369.83 | \$168,896.06 |
| Cleaning Supplies | \$54,789.29 | \$88,649.62 | \$151,182.28 |
| General Cleaning Supplies | \$26,824.26 | \$34,019.75 | \$43,145.35 |
| Specialized Cleaning Solutions | \$27,965.03 | \$54,629.87 | \$108,036.93 |
| Equipment Depreciation and Maintenance | \$13,950.78 | \$15,720.21 | \$17,713.78 |

| | 2024 | 2025 | 2026 |
|-------------------------------------|--------------|--------------|----------------|
| Equipment Depreciation | \$12,682.53 | \$14,291.10 | \$16,103.44 |
| Equipment Maintenance | \$1,268.25 | \$1,429.11 | \$1,610.34 |
| Revenue Specific Costs | \$0 | \$0 | \$0 |
| Personnel Costs (Direct Labor) | \$0 | \$0 | \$0 |
| Gross Margin | \$490,560.53 | \$988,227.57 | \$1,991,842.54 |
| Gross Margin (%) | 87.71% | 90.45% | 92.18% |
| Operating Expense | \$593,075.53 | \$618,215.05 | \$649,383.11 |
| Payroll Expense (Indirect Labor) | \$555,600 | \$573,294 | \$591,597.48 |
| Cleaning Staff | \$423,000 | \$434,610 | \$446,547.12 |
| On-staff Cleaners | \$315,000 | \$324,450 | \$334,183.92 |
| Contract Cleaners | \$108,000 | \$110,160 | \$112,363.20 |
| Office Staff | \$54,600 | \$56,784 | \$59,055.36 |
| Administrative Assistants | \$54,600 | \$56,784 | \$59,055.36 |
| | | | |

| | 2024 | 2025 | 2026 |
|-----------------------------------|-------------|--------------|----------------|
| Management | \$78,000 | \$81,900 | \$85,995 |
| Operations Manager | \$78,000 | \$81,900 | \$85,995 |
| General Expense | \$37,475.53 | \$44,921.05 | \$57,785.63 |
| Office Expenses | \$17,593 | \$23,285.95 | \$34,338.19 |
| Office Rent | \$12,000 | \$12,360 | \$12,730.80 |
| Utilities | \$5,593 | \$10,925.95 | \$21,607.39 |
| Marketing and Advertising | \$19,882.53 | \$21,635.10 | \$23,447.44 |
| Digital Marketing | \$12,682.53 | \$14,291.10 | \$16,103.44 |
| Print and Media Advertising | \$7,200 | \$7,344 | \$7,344 |
| Bad Debt | \$0 | \$0 | \$0 |
| Amortization of Current Assets | \$0 | \$0 | \$0 |
| EBITDA | (\$102,515) | \$370,012.52 | \$1,342,459.43 |
| Additional Expense | \$4,426.28 | \$3,459.18 | \$2,432.43 |
| Long Term Depreciation | \$1,852.80 | \$1,852.80 | \$1,852.80 |

| | 2024 | 2025 | 2026 |
|-------------------------------------|----------------|----------------|----------------|
| Gain or loss from Sale of Assets | \$0 | \$0 | \$0 |
| EBIT | (\$104,367.80) | \$368,159.72 | \$1,340,606.63 |
| Interest Expense | \$2,573.47 | \$1,606.38 | \$579.64 |
| EBT | (\$106,941.28) | \$366,553.34 | \$1,340,027 |
| Income Tax Expense / Benefit | \$0 | \$0 | \$0 |
| Total Expense | \$666,241.88 | \$726,044.06 | \$820,711.60 |
| Net Income | (\$106,941.28) | \$366,553.34 | \$1,340,027 |
| Net Income (%) | (19.12%) | 33.55% | 62.02% |
| Retained Earning Opening | \$0 | (\$128,941.28) | \$215,612.06 |
| Owner's Distribution | \$22,000 | \$22,000 | \$22,000 |
| Retained Earning Closing | (\$128,941.28) | \$215,612.06 | \$1,533,639.06 |

□ Help tip

Estimate your cash inflows and outflows for the first few years of operation. It should include cash receipts from clients, payments to vendors, loan payments, and any other cash inflows and outflows.

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Cash flow statement

| | 2024 | 2025 | 2026 |
|-----------------------------|----------------|----------------|----------------|
| Cash Received | \$559,300.60 | \$1,092,597.40 | \$2,160,738.60 |
| Cash Paid | \$664,389.08 | \$724,191.26 | \$818,858.80 |
| COS & General Expenses | \$106,215.60 | \$149,290.88 | \$226,681.69 |
| Salary & Wages | \$555,600 | \$573,294 | \$591,597.48 |
| Interest | \$2,573.47 | \$1,606.38 | \$579.64 |
| Sales Tax | \$0 | \$0 | \$0 |
| Income Tax | \$0 | \$0 | \$0 |
| Net Cash From Operations | (\$105,088.48) | \$368,406.14 | \$1,341,879.80 |
| Assets Sell | \$0 | \$0 | \$0 |

| | 2024 | 2025 | 2026 |
|------------------------------|-------------|---------------|---------------|
| Assets Purchase | \$12,000 | \$0 | \$0 |
| Net Cash From Investments | (\$12,000) | \$0 | \$0 |
| Amount Received | \$80,000 | \$0 | \$0 |
| Loan Received | \$50,000 | \$0 | \$0 |
| Common Stock | \$0 | \$0 | \$0 |
| Preferred Stock | \$0 | \$0 | \$0 |
| Owner's Contribution | \$30,000 | \$0 | \$0 |
| Amount Paid | \$37,679.72 | \$38,646.82 | \$39,673.45 |
| Loan Capital | \$15,679.73 | \$16,646.82 | \$17,673.44 |
| Dividends & Distributions | \$22,000 | \$22,000 | \$22,000 |
| Net Cash From Financing | \$42,320.28 | (\$38,646.82) | (\$39,673.45) |
| Summary | | | |
| Starting Cash | \$0 | (\$74,768.20) | \$254,991.12 |

| | 2024 | 2025 | 2026 |
|----------------|---------------|----------------|----------------|
| Cash In | \$639,300.60 | \$1,092,597.40 | \$2,160,738.60 |
| Cash Out | \$714,068.80 | \$762,838.08 | \$858,532.25 |
| Change in Cash | (\$74,768.20) | \$329,759.32 | \$1,302,206.35 |
| Ending Cash | (\$74,768.20) | \$254,991.12 | \$1,557,197.47 |



Prepare a projected balance sheet, which shows the assets, liabilities, and equity.

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Balance sheet

| 2024 | 2025 | 2026 |
|---------------|---|---|
| (\$64,621) | \$263,285.52 | \$1,563,639.07 |
| (\$74,768.20) | \$254,991.12 | \$1,557,197.47 |
| (\$74,768.20) | \$254,991.12 | \$1,557,197.47 |
| \$0 | \$0 | \$0 |
| \$0 | \$0 | \$0 |
| | (\$64,621) (\$74,768.20) (\$74,768.20) \$0 | (\$64,621) \$263,285.52 (\$74,768.20) \$254,991.12 (\$74,768.20) \$254,991.12 \$0 \$0 |

| | 2024 | 2025 | 2026 |
|--------------------------|---------------|--------------|----------------|
| Other Current Assets | \$0 | \$0 | \$0 |
| Long Term Assets | \$10,147.20 | \$8,294.40 | \$6,441.60 |
| Gross Long Term Assets | \$12,000 | \$12,000 | \$12,000 |
| Accumulated Depreciation | (\$1,852.80) | (\$3,705.60) | (\$5,558.40) |
| Liabilities & Equity | (\$64,621.02) | \$263,285.50 | \$1,563,639.06 |
| Liabilities | \$34,320.26 | \$17,673.44 | \$0 |
| Current Liabilities | \$16,646.82 | \$17,673.44 | \$0 |
| Accounts Payable | \$0 | \$0 | \$0 |
| Income Tax Payable | \$0 | \$0 | \$0 |
| Sales Tax Payable | \$0 | \$0 | \$0 |
| Short Term Debt | \$16,646.82 | \$17,673.44 | \$0 |
| Long Term Liabilities | \$17,673.44 | \$0 | \$0 |
| Long Term Debt | \$17,673.44 | \$0 | \$0 |
| Equity | (\$98,941.28) | \$245,612.06 | \$1,563,639.06 |
| Paid-in Capital | \$0 | \$0 | \$0 |
| Common Stock | \$0 | \$0 | \$0 |

| 2024 | 2025 | 2026 |
|----------------|--------------|---|
| \$0 | \$0 | \$0 |
| \$30,000 | \$30,000 | \$30,000 |
| (\$128,941.28) | \$215,612.06 | \$1,533,639.06 |
| <u>^^</u> | ^ | \$0 |
| | \$30,000 | \$0 \$0 \$30,000 \$30,000 (\$128,941.28) \$215,612.06 |



Commercial Cleaning Business Plan

Determine the point at which your commercial cleaning business will break even, or generate enough revenue to cover its operating costs.

This will help you understand how much revenue you need to generate to make a profit.

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Break-even Analysis

| | 2024 | 2025 | 2026 |
|------------------|--------------|----------------|----------------|
| Starting Revenue | \$0 | \$559,300.60 | \$1,651,898 |
| Net Revenue | \$559,300.60 | \$1,092,597.40 | \$2,160,738.60 |
| Closing Revenue | \$559,300.60 | \$1,651,898 | \$3,812,636.60 |

| | 2024 | 2025 | 2026 |
|---------------------------------------|--------------|----------------|----------------|
| Starting Expense | \$0 | \$666,241.88 | \$1,392,285.94 |
| Net Expense | \$666,241.88 | \$726,044.06 | \$820,711.60 |
| Closing Expense | \$666,241.88 | \$1,392,285.94 | \$2,212,997.54 |
| Is Break Even? | No | Yes | Yes |
| Break Even Month | 0 | Jul '25 | 0 |
| Days Required | 0 | 8 Days | 0 |
| Break Even Revenue | \$666,241.88 | \$1,038,751.47 | \$0 |
| Commercial Green Cleaning Services | \$0 | \$376,925.40 | \$0 |
| Carpet Cleaning Services | \$0 | \$143,880.07 | \$0 |
| Industrial Cleaning Services | \$0 | \$517,946 | \$0 |
| Break Even Units | | | |
| Commercial Green Cleaning Services | 0 | 2,094 | 0 |
| Carpet Cleaning Services | 0 | 1,439 | 0 |
| Industrial Cleaning Services | 0 | 863 | 0 |

Financing needs

□ Help tip

Commercial Cleaning Business Plan

Estimate how much financing you need to start and operate your commercial cleaning business. It should include both short-term and long-term financing needs, such as loans or investment capital.

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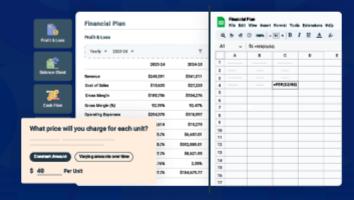
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Start your planning today

9.

Appendix



When writing the appendix section, you should include any additional information that supports the main content of your plan. This may include financial statements, market research data, legal do

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Mariia Yevlash

★ ★ ★ ★

Student, Sumy State University – Ukraine

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