

Screen Printing Business Plan

Printed Expression, Unique Apparel

Business Plan [YEAR]

Prepared By



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Executive Summary

Market opportunity
Services Offered
Marketing & Sales Strategies
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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Screen Printing Business Plan

Start your executive summary by briefly introducing your business to your readers.

This section may include the name of your screen printing business, its leastion, when it was

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Start writing here..

Market opportunity



Screen Printing Business Plan

Summarize your market research, including market size, growth potential, and marketing trends. Highlight the opportunities in the market and how your business will fit in to fill the gap.

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Services Offered

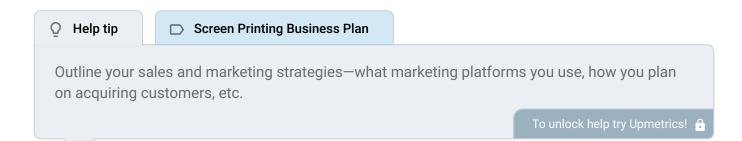


Screen Printing Business Plan

Highlight the screen printing services you offer your clients. The USPs and differentiators you offer are always a plus.

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Marketing & Sales Strategies

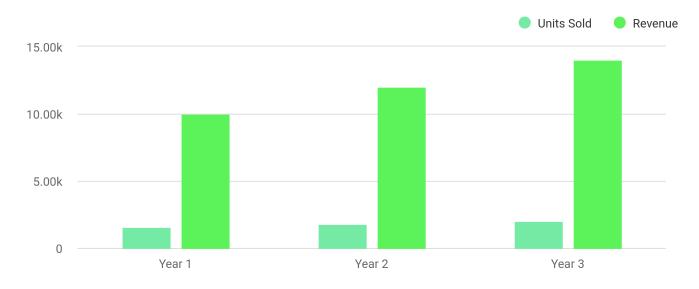


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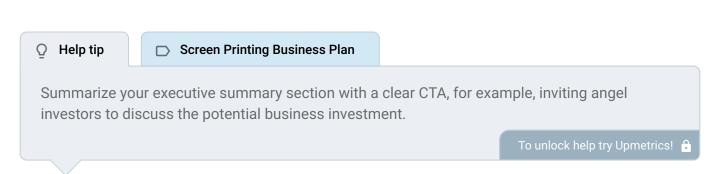
Financial Highlights



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



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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Screen Printing Business Plan

Describe your business in this section by providing all the basic information:

Describe what kind of screen printing company you run and the name of it. You may appointing

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Start writing here..

Ownership

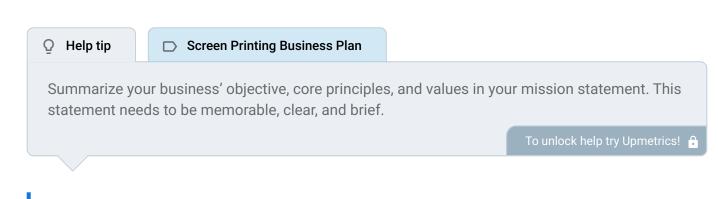


Screen Printing Business Plan

List the names of your screen printing company's founders or owners. Describe what shares they own and their responsibilities for efficiently managing the business.

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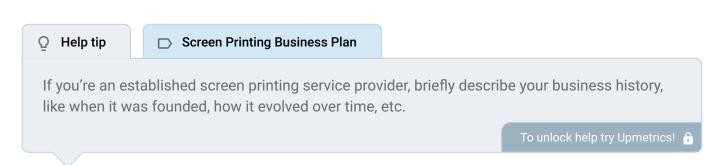
Mission statement



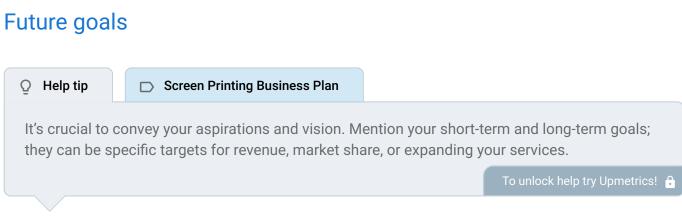
At [InkCraft Creations], we are committed to transforming visions into vivid prints, ensuring unmatched quality and creativity in every piece we produce.

We strive to empower businesses and individuals alike, providing them with customized printing solutions that resonate with their identity and values.

Business history



Start writing here..



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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Screen Printing 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



Screen Printing Business Plan

Start this section by describing your target market. Define your ideal customer and explain what types of services they prefer. Creating a buyer persona will help you easily define your target market to your readers.

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Start writing here..

Market size and growth potential

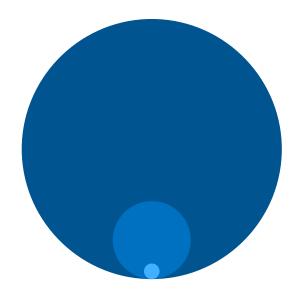


Screen Printing Business Plan

Describe your market size and growth potential and whether you will target a niche or a much broader market.

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Market Size



Available Market

Entire screen printing industry in the U.S.

500M

Served Market

Screen printing for small to medium-sized businesses.

150M

Target Market

Custom apparel and merchandise for local businesses.

30M



Screen Printing Business Plan

Identify and analyze your direct and indirect competitors. Identify their strengths and weaknesses, and describe what differentiates your screen printing services from them.

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Competitive analysis

PrintMaster Pros

Founded in [Year], PrintMaster Pros is a well-established name in the screen printing sector, known for its large-scale printing solutions primarily for corporate events and promotional merchandise.

Features

Bulk apparel printing

Custom promotional merchandise

Automated online ordering system

B2B contractual partnerships

Strengths

Strong brand presence in the corporate sector

Efficient large-scale production capabilities

Established supply chain and vendor partnerships

Weaknesses

Limited customization options for small-scale orders

Predominantly focuses on B2B, neglecting a vast B2C market segment

Less agile in adapting to new printing technologies

Creative Impressions Inc.

Started in [Year], Creative Impressions Inc. has carved a niche for itself in the fashion and boutique apparel segment, offering designer prints and exclusive collaborations with artists.

Features

Boutique apparel prints

Artist collaborations for exclusive designs

Eco-friendly printing solutions

Pop-up store experiences in cities

Strengths

Unique design offerings differentiating them in the market

Strong eco-friendly brand image attracting a dedicated clientele

Regular pop-up stores driving brand engagement and loyalty

Weaknesses

Higher price points due to exclusive designs

Limited capacity for bulk orders

Reliance on artist collaborations may impact consistency

DigitalPrint Hub

DigitalPrint Hub, operating since [Year], is a tech-savvy competitor focusing heavily on online sales, leveraging its print-on-demand model for both apparel and merchandise

Features

Online print-on-demand services

Dropshipping partnerships

Design software integration allowing custom designs

Mobile app for easy order placements

Strengths

Strong digital presence and online marketing strategies

Scalability due to its ondemand printing model

Software solutions offer customers a seamless design experience

Weaknesses

Compromises on print quality due to rapid production

Lack of physical presence or touchpoints for customer engagement

Challenges in quality control with multiple dropshipping partners

Market trends



Screen Printing Business Plan

Analyse emerging trends in the industry, such as technology disruptions, changes in customer behavior or preferences, etc. Explain how your business will cope with all the trends.

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Regulatory environment





Products and Services

Services

Customization

Quality Control

Additional Services



The product and services section of the screen printing business plan should describe the specific services and products that will be offered to customers.

To write this section should include the following:

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Screen Printing 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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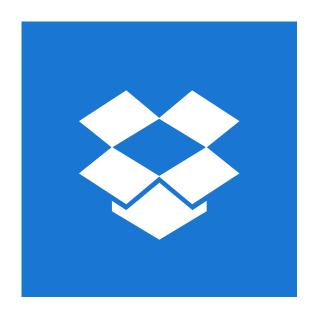


Mention the screen printing services your business will offer. This list may include services like,

· Custom apparel printing

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Services



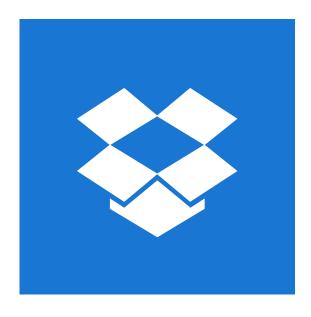
Custom T-Shirt Printing

Price: [\$20 - \$30] per shirt (depending on design complexity and order quantity)

High-quality, custom-designed t-shirts tailored to meet your specific needs, whether for promotional events, corporate branding, or personal use.

Specifications

- · Material: [100%] cotton or cotton blend
- · Sizes: Available in S, M, L, XL, XXL
- Printing Method: Screen printing with options for specialty inks (foil, glow-in-the-dark, etc.)
- Design: Custom designs accepted; design assistance available
- Color Options: Wide range of color options for both shirt and ink
- · Minimum Order Quantity: 10 units
- Turnaround Time: 7-10 business days



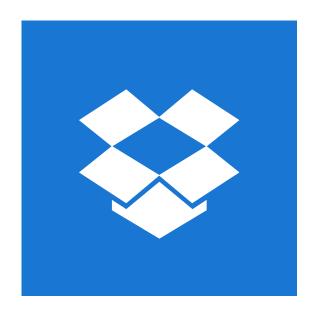
Promotional Product Printing

Price: Varies by product and quantity; contact for a quote

Enhance your brand visibility with custom-printed promotional products ranging from pens and notebooks to tote bags and water bottles.

Specifications

- Product Range: Extensive selection including wearables, writing instruments, and drinkware
- Customization Options: Full-color printing available on most products
- · Bulk Order Discounts: Available for large quantities
- Production Time: Varies by product; average 10-15 business days



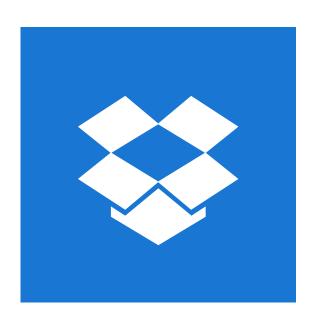
Online Print-on-Demand

Price: Based on product selection; typically starts at [\$15] per item

Convenient and user-friendly online platform allowing customers to upload designs, select products, and order custom prints on demand.

Specifications

- Product Range: T-shirts, hoodies, tote bags, and more
- Customization Tool: Easy-to-use design tool with preview functionality
- No Minimum Order: Order as many or as few as you need
- · Shipping: Worldwide shipping available, rates vary



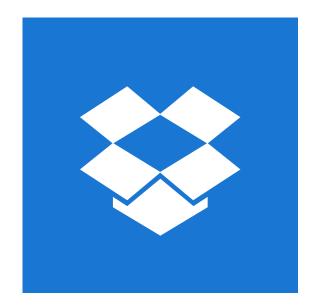
Specialty Printing Techniques

Price: Quote upon request, depends on technique and order size

Offering a range of specialty printing techniques for those looking to create truly unique and standout products.

Specifications

- Techniques Available: Foil printing, puff ink, glow in the dark, and more
- Consultation: Expert advice to help choose the right technique for your design
- Prototyping: Sample prints available to ensure satisfaction before full production



Graphic Design Assistance

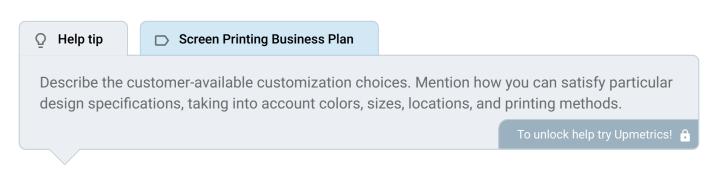
Price: Starting at [\$50] per hour

Professional graphic design services to help bring your vision to life, whether you need logo design, brand identity development, or custom artwork.

Specifications

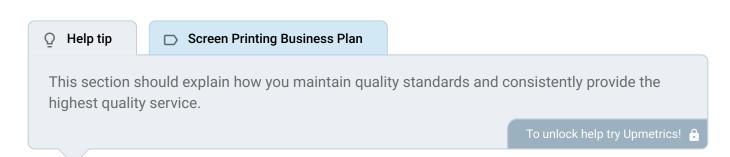
- Expert Designers: Skilled team with experience in a variety of design styles
- Collaborative Process: Work closely with our designers to ensure your vision is realized
- · Revisions: Up to three rounds of revisions included

Customization



Start writing here..

Quality Control



Additional Services



□ Help tip

Screen Printing Business Plan

Mention if your screen printing company offers any other services. You may include services like support for rebranding, graphic design aid, fulfillment services, etc.

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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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Screen Printing 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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Start writing here..

Unique Selling Proposition (USP)



Screen Printing Business Plan

Define your business's USPs depending on the market you serve, the equipment you use, and the unique services you provide. Identifying USPs will help you plan your marketing strategies.

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Start writing here..

Pricing Strategy



Screen Printing Business Plan

Describe your pricing strategy—how you plan to price your services and stay competitive in the local market. You can mention any discounts you plan on offering to attract new customers.

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Screen Printing Business Plan

Discuss your marketing strategies to market your services. You may include some of these marketing strategies in your business plan-social media marketing, Google ads, brochures, content marketing, and print marketing.

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Marketing strategies

Online



Social Media

Engage with our community through platforms like Instagram, Facebook, and Twitter, showcasing our work and connecting with potential clients.



Google Ads

Implement targeted advertising campaigns to appear in relevant online searches.



Content Marketing

Develop a blog and share informative content related to screen printing, design tips, and industry trends to establish our expertise.

Offline



Brochures & Print Marketing

Create eye-catching brochures and participate in local business events to increase brand visibility.

Screen Printing Business Plan

Outline the strategies you'll implement to maximize your sales. Your sales strategies may include direct sales calls, partnering with other businesses, offering referral programs, etc.

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Sales strategies



Partner with Businesses

Establish partnerships with local designers, event planners, and other businesses to create a referral network.



Direct Sales Calls

Proactively reach out to local businesses and organizations to offer our services.



Referral Programs

Implement a referral program to encourage existing customers to recommend our services, rewarding them for their loyalty.

Screen Printing Business Plan

Describe your customer retention strategies and how you plan to execute them. For instance, introducing loyalty programs, discounts on bulk orders, personalized service, etc.

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Customer retention



Loyalty Programs

Introduce a loyalty program offering discounts and perks to repeat customers.



Bulk Order Discounts

Provide attractive discounts on bulk orders, encouraging larger purchases.



Personalized Service

Ensure every customer feels valued through personalized communication and tailored services.

Operations Plan

Staffing & Training
Operational Process
Equipment & Machinery



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

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Screen Printing 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..

Staffing & Training



Screen Printing Business Plan

Mention your business's staffing requirements, including the number of employees or designers needed. Include their qualifications, the training required, and the duties they will perform.

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Start writing here..

Operational Process



Screen Printing Business Plan

Outline the processes and procedures you will use to run your screen printing business. Your operational processes may include sending quotations, scheduling appointments, designing, meetings with clients, etc.

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Equipment & Machinery



□ Help tip

Screen Printing Business Plan

Include the list of equipment and machinery required for screen printing, such as screen printing press, screens & frames, conveyor dryer, ink mixing station, etc.

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Management Team

Key managers
Organizational structure
Compensation plan
Advisors/Consultants



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

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Screen Printing 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



Screen Printing Business Plan

Introduce your management and key members of your team, and explain their roles and responsibilities.

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Start writing here..



John Doe

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

John Doe brings over 15 years of screen printing and business management experience to [InkCraft Creations].





He holds a Bachelor's Degree in Business Administration from the University of ABC.

Prior to founding [InkCraft Creations], John served as a Production Manager at XYZ Prints, where he managed a team of 20+ employees, honing his skills in operations management, quality control, and client relations.





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

Jane Doe, serving as the COO, holds a Master's Degree in Operations Management from the University of XYZ.

She has 12 years of experience in the printing industry, with a focus on streamlining operations and enhancing production efficiency.

Prior to joining [InkCraft Creations], Jane was an Operations Manager at PrintsPlus, where she successfully implemented several process improvements.



Robert Brown Operations Manager - robert.brown@example.com

Robert Brown, our Operations Manager, holds a Bachelor's Degree in Industrial Engineering from Tech University.



With over 8 years of experience in production management within the printing industry, he brings a wealth of knowledge in process optimization and team management.

Robert was previously a Line Supervisor at FastPrints, where he significantly improved production efficiency and employee morale.

Organizational structure

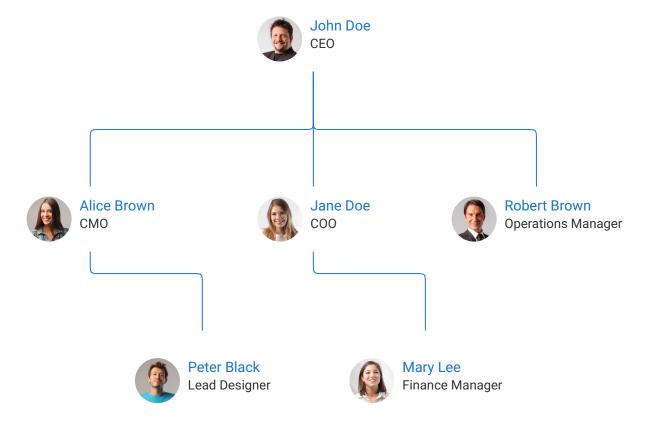


Screen Printing Business Plan

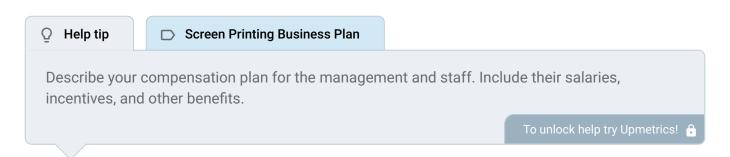
Explain the organizational structure of your management team. Include the reporting line and decision-making hierarchy.

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Organization chart



Compensation plan



Mentioning advisors or consultants in your business plans adds credibility to your business idea.

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Advisors/Consultants



[ADVISOR NAME]

Advisor

Dr. Grayson is a globally recognized expert in 3D printing research.

With a Ph.D. in Materials Science from the University of Cambridge, he has spearheaded numerous groundbreaking studies in advanced printing techniques.

Over his 20-year career, he has collaborated with both academia and industry, authored pivotal research papers, and served as a consultant for top-tier tech firms.



[CONSULTANT NAME]

Consultant

Specializing in [specific field, e.g., "sustainable printing methods"], [Consultant Name 1] has guided us in integrating eco-friendly practices into our operations, setting us apart in the market.

8.

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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Screen Printing 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..



Screen Printing Business Plan

Describe details such as projected revenue, operational costs, and service costs in your projected profit and loss statement. Make sure to include your business's expected net profit or loss.

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Profit & loss statement

	2024	2025	2026
Revenue	\$522,566.14	\$804,090.53	\$1,252,106.18
Custom Apparel Printing	\$170,304.60	\$242,814.90	\$346,194

	2024	2025	2026
Unit Sales	5,677	8,094	11,540
Unit Price	\$30	\$30	\$30
Promotional Products	\$193,011.54	\$275,185.63	\$392,352.18
Unit Sales	11,354	16,187	23,080
Unit Price	\$17	\$17	\$17
Event Merchandise	\$159,250	\$286,090	\$513,560
Unit Sales	159	286	514
Unit Price	\$1,000	\$1,000	\$1,000
Cost Of Sales	\$20,400	\$20,862	\$21,335.04
General Costs	\$20,400	\$20,862	\$21,335.04
Raw Materials	\$18,000	\$18,420	\$18,850.20
Cotton T-shirts	\$12,000	\$12,240	\$12,484.80
Screen Printing Ink	\$6,000	\$6,180	\$6,365.40
Production Supplies	\$2,400	\$2,442	\$2,484.84
Screens for Printing	\$600	\$606	\$612.12
Cleaning Solvents	\$1,800	\$1,836	\$1,872.72

	2024	2025	2026
Revenue Specific Costs	\$0	\$0	\$0
Personnel Costs (Direct Labor)	\$0	\$0	\$0
Gross Margin	\$502,166.14	\$783,228.53	\$1,230,771.14
Gross Margin (%)	96.10%	97.41%	98.30%
Operating Expense	\$537,960	\$554,914.80	\$572,415
Payroll Expense (Indirect Labor)	\$483,960	\$499,102.80	\$514,724.88
Production	\$66,240	\$68,227.20	\$70,274.04
Screen Printer	\$37,440	\$38,563.20	\$39,720.12
Production Assistant	\$28,800	\$29,664	\$30,553.92
Design	\$310,320	\$319,629.60	\$329,218.44
Graphic Designer	\$270,000	\$278,100	\$286,443
Design Assistant	\$40,320	\$41,529.60	\$42,775.44
Sales and Marketing	\$107,400	\$111,246	\$115,232.40

	2024	2025	2026
Sales Manager	\$62,400	\$64,896	\$67,491.84
Marketing Coordinator	\$45,000	\$46,350	\$47,740.56
General Expense	\$54,000	\$55,812	\$57,690.12
Rent & Utilities	\$30,000	\$30,840	\$31,704
Rent	\$24,000	\$24,720	\$25,461.60
Utilities	\$6,000	\$6,120	\$6,242.40
Marketing & Advertising	\$18,000	\$18,780	\$19,595.40
Online Advertising	\$12,000	\$12,600	\$13,230
Print Advertising	\$6,000	\$6,180	\$6,365.40
Operational Costs	\$6,000	\$6,192	\$6,390.72
Office Supplies	\$2,400	\$2,448	\$2,496.96
Equipment Maintenance	\$3,600	\$3,744	\$3,893.76
Bad Debt	\$0	\$0	\$0
Amortization of Current Assets	\$0	\$0	\$0
EBITDA	(\$35,793.86)	\$228,313.73	\$658,356.14

	2024	2025	2026
	<u>.</u>		
Additional Expense	\$12,563.05	\$11,472.56	\$10,314.82
Long Term Depreciation	\$7,044	\$7,044	\$7,044
Gain or loss from Sale of Assets	\$0	\$0	\$0
EBIT	(\$42,837.86)	\$221,269.73	\$651,312.14
Interest Expense	\$5,519.05	\$4,428.56	\$3,270.82
EBT	(\$48,356.91)	\$216,841.17	\$648,041.32
Income Tax Expense / Benefit	\$0	\$0	\$0
Total Expense	\$570,923.05	\$587,249.36	\$604,064.86
Net Income	(\$48,356.91)	\$216,841.17	\$648,041.32
Net Income (%)	(9.25%)	26.97%	51.76%
Retained Earning Opening	\$0	(\$58,856.91)	\$152,484.26
Owner's Distribution	\$10,500	\$5,500	\$5,500

○ Help tip

□ Screen Printing Business Plan

The cash flow for the first few years of your operation should be estimated and described in this section.

This may include billing invoices, payment receipts, loan payments, and any other cash flow statements.

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Cash flow statement

2024	2025	2026
\$522,566.14	\$804,090.53	\$1,252,106.18
\$563,879.05	\$580,205.36	\$597,020.86
\$74,400	\$76,674	\$79,025.16
\$483,960	\$499,102.80	\$514,724.88
\$5,519.05	\$4,428.56	\$3,270.82
\$0	\$0	\$0
\$0	\$0	\$0
	\$522,566.14 \$563,879.05 \$74,400 \$483,960 \$5,519.05 \$0	\$522,566.14 \$804,090.53 \$563,879.05 \$580,205.36 \$74,400 \$76,674 \$483,960 \$499,102.80 \$5,519.05 \$4,428.56 \$0 \$0

	2024	2025	2026
Net Cash From Operations	(\$41,312.91)	\$223,885.17	\$655,085.32
Assets Sell	\$0	\$0	\$0
Assets Purchase	\$50,000	\$0	\$0
Net Cash From Investments	(\$50,000)	\$0	\$0
Amount Received	\$150,000	\$0	\$0
Loan Received	\$100,000	\$0	\$0
Common Stock	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0
Owner's Contribution	\$50,000	\$0	\$0
Amount Paid	\$28,180.31	\$24,270.80	\$25,428.54
Loan Capital	\$17,680.31	\$18,770.80	\$19,928.54
Dividends & Distributions	\$10,500	\$5,500	\$5,500
Net Cash From Financing	\$121,819.69	(\$24,270.80)	(\$25,428.54)

2024	2025	2026
\$0	\$30,506.78	\$230,121.15
\$672,566.14	\$804,090.53	\$1,252,106.18
\$642,059.36	\$604,476.16	\$622,449.40
\$30,506.78	\$199,614.37	\$629,656.78
\$30,506.78	\$230,121.15	\$859,777.93
	\$0 \$672,566.14 \$642,059.36 \$30,506.78	\$0 \$30,506.78 \$672,566.14 \$804,090.53 \$642,059.36 \$604,476.16 \$30,506.78 \$199,614.37



□ Screen Printing Business Plan

Create a projected balance sheet documenting your screen printing business's assets, liabilities, and equity.

To unlock help try Upmetrics! 🔒

Balance sheet

	2024	2025	2026
Assets	\$73,462.78	\$266,033.15	\$888,645.93
Current Assets	\$30,506.78	\$230,121.15	\$859,777.93

	2024	2025	2026
Cash	\$30,506.78	\$230,121.15	\$859,777.93
Accounts Receivable	\$0	\$0	\$0
Inventory	\$0	\$0	\$0
Other Current Assets	\$0	\$0	\$0
Long Term Assets	\$42,956	\$35,912	\$28,868
Gross Long Term Assets	\$50,000	\$50,000	\$50,000
Accumulated Depreciation	(\$7,044)	(\$14,088)	(\$21,132)
Liabilities & Equity	\$73,462.78	\$266,033.15	\$888,645.93
Liabilities	\$82,319.69	\$63,548.89	\$43,620.35
Current Liabilities	\$18,770.80	\$19,928.54	\$0
Accounts Payable	\$0	\$0	\$0
Income Tax Payable	\$0	\$0	\$0
Sales Tax Payable	\$0	\$0	\$0
Short Term Debt	\$18,770.80	\$19,928.54	\$0
Long Term Liabilities	\$63,548.89	\$43,620.35	\$43,620.35
Long Term Debt	\$63,548.89	\$43,620.35	\$43,620.35

	2024	2025	2026
Equity	(\$8,856.91)	\$202,484.26	\$845,025.58
Paid-in Capital	\$0	\$0	\$0
Common Stock	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0
Owner's Contribution	\$50,000	\$50,000	\$50,000
Retained Earnings	(\$58,856.91)	\$152,484.26	\$795,025.58
Check	\$0	\$0	\$0



□ Screen Printing Business Plan

Determine and mention your business's break-even point—the point at which your business costs and revenue will be equal.

This exercise will help you understand how much revenue you need to generate to sustain or be profitable.

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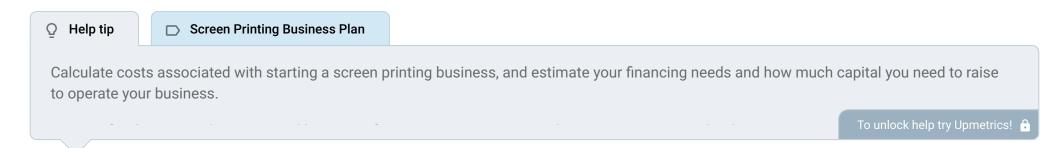
Break-even Analysis

	2024	2025	2026
Starting Revenue	\$0	\$522,566.14	\$1,326,656.67

	2024	2025	2026
Net Revenue	\$522,566.14	\$804,090.53	\$1,252,106.18
Closing Revenue	\$522,566.14	\$1,326,656.67	\$2,578,762.85
Starting Expense	\$0	\$570,923.05	\$1,158,172.41
Net Expense	\$570,923.05	\$587,249.36	\$604,064.86
Closing Expense	\$570,923.05	\$1,158,172.41	\$1,762,237.27
Is Break Even?	No	Yes	Yes
Break Even Month	0	Jun '25	0
Days Required	0	1 Days	0
Break Even Revenue	\$570,923.05	\$817,861.77	\$0
Custom Apparel Printing	\$0	\$261,801.25	\$0
Promotional Products	\$0	\$296,705.85	\$0
Event Merchandise	\$0	\$259,354.67	\$0
Break Even Units			
Custom Apparel Printing	0	8,727	0

	2024	2025	2026
Promotional Products	0	17,453	0
Event Merchandise	0	259	0

Financing needs



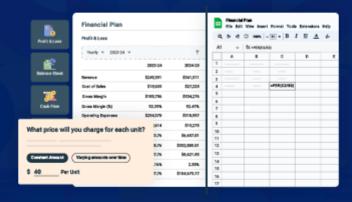
Start writing here..

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.







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

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

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Create pitch decks that provide a visual representation of your business, engage investors, and make them want to invest in your business idea.

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Mariia Yevlash

★ ★ ★ ★

Student, Sumy State University – Ukraine

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