

## Data Input: Breakeven Analysis

Business Name:	
For year ended:	

GST Exclusive

### Owner's Desired Income (before tax)

Desired income excluding wages	
Estimated investment in business	
Desired rate of return on investment (ROI)	

### Operating Expenses

Wages - owner	
Wages - staff	
Wages - on costs (super, workcover)	
Depreciation	
Bookkeeping fees <sup>(1)</sup>	
Insurance - business and personal <sup>(2)</sup>	
Major expense - Name	Advertising
Major expense - Name	Rent
Other operating expenses	
Total operating expenses	

### Finance Expenses

Total or average debt	
Estimated interest rate	

### Other Key Data

Number of full time equivalent (FTE) tradies	
Standard weekly hours per FTE	
Average weeks available per FTE <sup>(3)</sup>	
Standard annual hours per FTE	
Target hours to be sold as % of total available hours	

### Owner: Total Income (desired income, ROI and wages)

**Note 1:** It is critical that the startup allow for a bookkeeper to get control and keep control of finances from day 1

**Note 2:** A full review of your need is vital: business expense cover, life, TPD, trauma, income protection

**Note 3:** Calculated as: 52 weeks LESS: 4 annual leave, 2 public holidays, 1 sick = 45 weeks

Breakeven gross profit target		
		For year ended:
Variable	\$	
<b>Your desired income</b>		
Income (excluding wages) before tax		
<b>Return on investment</b>		
Invested funds		
Rate of return		
<b>Desired income before tax</b>	(a)	

<b>Operating expenses</b>		
Wages - owner		
Wages - staff		
Wages - on costs (super, workcover)		
Insurance - business & personal		
Depreciation		
Advertising		
Rent		
Other operating expenses		
<b>Total operating expenses</b>	(b)	

<b>Interest on debt</b>	(c)	
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<b>Gross profit for year:</b>	(a+b+c)	
<b>Weekly gross profit target (based on 52 weeks)</b>		

<b>Target hours to be sold next year</b>	
<b>Target hours to be invoiced every week</b>	
<b>Target rate per hour</b>	