

Total Costs Worksheet

1. DETERMINE YOUR START-UP COSTS:

List all costs required to start your business: Remember, you can pay back many start-up costs at your leisure, such as money you have saved up for your business. However, you must pay off your start-up costs on a predetermined schedule (for example, loan payments back to Mom and Dad), and you must put those start-up costs back into operating costs. Use the Operating Costs Worksheet (page 58) to help.

Total start-up costs: _____

2. LIST THE TOTAL OPERATING COSTS FROM THE OPERATING COST WORKSHEET (BE SURE TO INCLUDE SCHEDULED LOAN PAYMENTS):

3. DETERMINE THE COST OF GOODS SOLD FOR ONE UNIT (FROM COGS WORKSHEET): _____

4. MARKET PRICE OF YOUR SERVICES: _____

5. MARKET PRICE _____ - COST OF GOODS SOLD _____
= GROSS PROFIT PER UNIT _____

6. OPERATING COSTS DIVIDED BY GROSS PROFIT PER UNIT = BREAK-EVEN NUMBER:

_____ / _____ = break-even number _____

7. ESTIMATE NUMBER OF UNITS SOLD: _____

8. CALCULATE PROFIT BEFORE TAXES: _____

Estimated number of units sold _____ - break-even number _____
× gross profit per unit _____ = profit before taxes _____

9. MULTIPLY YOUR PROFIT BEFORE TAXES BY 30% (AVERAGE AMOUNT OF TAXES) TO GET ESTIMATED TAXES:

Profit × .30 = Estimated taxes

10. SUBTRACT YOUR ESTIMATED TAXES FROM YOUR PROFIT BEFORE TAXES TO GET YOUR ESTIMATED NET PROFIT:

Profit before taxes _____ - Estimated taxes = Net profit _____