

TOTAL ASSET NEEDS SCHEDULE

(How much money will you need to start and operate your business for several months?)

Prepared by the Louisiana Small Business Development Center, UL Lafayette (Updated February 22, 2007 by mg)

Client Name _____

Version # _____

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| START-UP (ONE-TIME) COSTS (Put in all money to be spent before you actually open. <u>Include one-time or prepayments only.</u>) | |
| FACILITY | |
| BUILDING PURCHASE | 0.00 |
| LEASE DEPOSIT | 0.00 |
| LEASEHOLD (or property) IMPROVEMENTS | 0.00 |
| FURNITURE AND FIXTURES | 0.00 |
| INSTALLATION (Equipment, etc.) | 0.00 |
| SIGN | 0.00 |
| OTHER FACILITY COSTS | 0.00 |
| Subtotal | 0.00 |
| UTILITIES (Prepayments, Deposits) | |
| ELECTRICITY | 0.00 |
| TELEPHONE | 0.00 |
| WATER | 0.00 |
| OTHER UTILITY | 0.00 |
| Subtotal | 0.00 |
| INSURANCE Prepayments | |
| GENERAL LIABILITY | 0.00 |
| FIRE INSURANCE | 0.00 |
| HOSPITALIZATION | 0.00 |
| AUTO INSURANCE | 0.00 |
| OTHER INSURANCE (Worker's Comp.) | 0.00 |
| Subtotal | 0.00 |
| EQUIPMENT (Get Bids In Writing) | |
| VEHICLE EXPENSE | 0.00 |
| EQUIPMENT | 0.00 |
| OFFICE EQUIPMENT (Computer, fax, phones, etc.) | 0.00 |
| Subtotal | 0.00 |
| LAND COSTS | |
| PURCHASE (Down payment if financed by landowner) | 0.00 |
| MODIFICATIONS (Fencing, sewer plant, light poles, etc.) | 0.00 |
| Subtotal | 0.00 |
| ADVERTISING (Preopening <u>Only</u>) | |
| PHONE DIRECTORY | 0.00 |
| NEWSPAPER | 0.00 |
| MAGAZINE | 0.00 |
| BILBOARD | 0.00 |
| TELEVISION (Local and cable) | 0.00 |
| RADIO | 0.00 |
| SPECIALTY | 0.00 |
| OTHER PREOPENING AD COSTS | 0.00 |
| Subtotal | 0.00 |
| LEGAL AND PROFESSIONAL FEES | |
| ATTORNEY | 0.00 |
| CPA | 0.00 |
| BOOKKEEPER | 0.00 |
| CONSULTANT | 0.00 |
| OTHER | 0.00 |
| Subtotal | 0.00 |
| LICENSES AND PERMITS | |
| OCCUPATIONAL LICENSES | 0.00 |
| ARTICLES OF INCORPORATION | 0.00 |
| LIQUOR | 0.00 |
| FIREARM | 0.00 |
| DEQ / EPA | 0.00 |
| OTHER | 0.00 |
| Subtotal | 0.00 |
| INVENTORY | 0.00 |
| MARKET TRAVEL | 0.00 |
| Subtotal | 0.00 |
| Total Estimated Opening Day Costs | 0.00 |

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| MONTHLY FIXED (RECURRING) COSTS (This is for <u>one</u> typical month of operation once your doors are open. These are costs that recur regardless of how much income the company generates.) | |
| LEASE/RENT | 0.00 |
| INSURANCE (Sum of all policy monthly payments) | 0.00 |
| RETIREMENT FUND CONTRIBUTION | 0.00 |
| ADVERTISING (Monthly ad budget) | 0.00 |
| TELEPHONE | 0.00 |
| ELECTRICITY | 0.00 |
| WATER | 0.00 |
| GARBAGE | 0.00 |
| OFFICE SUPPLIES | 0.00 |
| REPAIRS AND MAINTENANCE | 0.00 |
| LEGAL AND PROFESSIONAL FEES (Monthly) | 0.00 |
| PAYROLL | 0.00 |
| PERSONNEL EXPENSE (12%, incl. 7.65% SS tax) | 0.00 |
| WORKMAN'S COMPENSATION | 0.00 |
| OWNER'S SALARY or DRAW | 0.00 |
| CAR, TRAVEL, FUEL, REPAIRS (Business only) | 0.00 |
| POSTAGE, FREIGHT, DELIVERY | 0.00 |
| DUES AND SUBSCRIPTIONS | 0.00 |
| MISCELLANEOUS MONTHLY FIXED COSTS | 0.00 |
| TOTAL RECURRING MONTHLY FIXED COSTS | 0.00 |
| | X |
| Put in the number of months you estimate it will take before your company can fully pay all of its expenses. | <input style="width: 50px;" type="text"/> |
| | = |
| TOTAL ESTIMATED WORKING CAPITAL (The amount it will take to run your business until, in your estimation, it can support itself.) | <input style="width: 50px;" type="text" value="0.00"/> |

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|--|-------------|
| 0 MONTHS OF ESTIMATED WORKING CAPITAL NEEDED | 0.00 |
| + | |
| Add the Estimated Opening Day Costs from below left | 0.00 |
| TOTAL ESTIMATED BUSINESS CASH NEEDS (Estimated Start-up+Short-term Operating Expenses) | 0.00 |

In the section below, you can see how much cash a bank might expect you to put into your business project and how much money the bank might discuss loaning you for your project. This depends on many factors and are sometimes not negotiable. For your information and to prepare you for future bank meetings, several versions are presented. All of these are based on the actual and widely-varied experiences of our numerous clients, as reported by them.

Remember that your "business project" is generally regarded as all the estimated costs to start your business and run it for some months, perhaps 3, 6, 12 months or more. It's up to you to provide the expected number of months used for this calculation.

As with all the other information in this schedule of estimated costs, you are responsible for the accuracy of the information contained herein. You should know how many months of operating capital your business might require, based on your industry knowledge.

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| 20% OWNERS EQUITY (Cash input by the business owner) | 0.00 |
| 80% BANK LOAN (Backed by the owner's assets as collateral) | 0.00 |
| 25% OWNERS EQUITY (Cash input by the business owner) | 0.00 |
| 75% BANK LOAN (Backed by the owner's assets as collateral) | 0.00 |
| 30% OWNERS EQUITY (Cash input by the business owner) | 0.00 |
| 70% BANK LOAN (Backed by the owner's assets as collateral) | 0.00 |
| 35% OWNERS EQUITY (Cash input by the business owner) | 0.00 |
| 65% BANK LOAN (Backed by the owner's assets as collateral) | 0.00 |
| 40% OWNERS EQUITY (Cash input by the business owner) | 0.00 |
| 60% BANK LOAN (Backed by the owner's assets as collateral) | 0.00 |
| 45% OWNERS EQUITY (Cash input by the business owner) | 0.00 |
| 55% BANK LOAN (Backed by the owner's assets as collateral) | 0.00 |
| 50% OWNERS EQUITY (Cash input by the business owner) | 0.00 |
| 50% BANK LOAN (Backed by the owner's assets as collateral) | 0.00 |