

BUSINESS PLAN / FINANCIAL FORECAST

Relay Point Electric

A proposed residential and light-commercial contractor that sells defined electrical jobs, purchases field delivery from independent contractor firms and manages the customer relationship.

PLANNING EDITION / 2026-10-20

YEAR 1 REVENUE

325,248.00

USD

YEAR 1 NET INCOME

-52,201.92

USD

STARTUP USES

40,000.00

USD

Your guide to the plan

Detailed · Clear & Professional | Investor fundraising

Forecast from 2027-01-01 | 3 operating years | USD | base

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Planning forecast. Assumptions require review; proposed funding is not secured.

01

Executive summary

Relay Point Electric proposes a subcontractor-led electrical service contractor in Suburban United States; jurisdiction not selected. A proposed residential and light-commercial contractor that sells defined electrical jobs, purchases field delivery from independent contractor firms and manages the customer relationship. The central launch decision is: Can the collected fee cover purchased field work, materials and a paid owner and dispatcher before the company takes on more fixed commitments?

Business overview

Homeowners and small property operators commissioning a repair or planned electrical upgrade at a site where access, scope and payment authority can be established. Two contracted field equivalents provide 320 scheduled hours monthly; these are purchased service availability, not employee headcount. Five all-in fee categories divide one sold-hour pool. A paid owner-manager supervises scope and a half-time dispatcher coordinates work; neither supplies extra billable field hours. The business will accept assignments within this service boundary and quote separately or refer work that falls outside it.

Key priorities

Test paid jobs within a narrow service radius. Record purchased field hours, ordinary materials, supervisor visits, permit-related purchases, callbacks and cash received against the accepted scope. A full inquiry list does not establish field availability or earned contribution. The decision is whether each service leaves enough collected margin to support company overhead, rather than whether gross invoices appear large. The proposed first operating month is January 2027. The owner should confirm service readiness, paid staffing and available cash before opening the calendar.

Financial highlights

The proposal requires \$150,000.00 in equity. Launch spending is \$40,000.00, leaving \$110,000.00 in opening cash. Year 1 revenue is \$325,248.00 and net income is -\$52,201.92. The first-year operating shortfall means sales do not yet cover the paid team and overhead. Funding provides time to establish demand; it does not remove that shortfall. The initial project outlay is not recovered within three operating years.

02

Company & management

Relay Point Electric will operate as an independent service business. The working owner will control scope, staffing, commercial terms and weekly cash decisions; legal formation and the ownership agreement must be completed before trading.

Company background

Relay Point Electric is a fictional operating proposal for a compact suburban territory. It would act as the customer-facing contractor, using a small shop/storage base and a supervisor vehicle while buying field delivery from independent electrical firms. No specific state, address, issued credential or existing company is supplied. The owner must select the jurisdiction and verify the company and supervising arrangements before accepting regulated work.

Ownership & management

The proposed owner contribution is \$90,000.00; the remaining \$60,000.00 is sought from external equity investors. The owner is also paid for an operating role. Investment valuation, ownership percentages, voting rights and distribution terms remain to be agreed.

Team & responsibilities

The proposed owner-manager receives a full salary for scoping, supplier coordination, quality review and cash management. Half-time dispatch coverage is a separate paid employee allowance. The two field equivalents are contracted availability purchased within direct costs; they are not two payroll employees and do not receive an additional employer allowance here. Actual control, independence and relationships still require a classification review. A contractor label alone does not settle that question. Owner-manager: 1 × \$6,000.00 monthly, plus a 15% employer-cost allowance; Dispatch (0.5 FTE): 1 × \$2,000.00 monthly, plus a 15% employer-cost allowance. A weekly roster must cover delivery, preparation, travel, administration, leave and absence. The owner's salary appears once in payroll; contributed time is not an additional cash contribution.

03

Products & business model

The offer is limited to work the team can define, price and deliver consistently. Each agreement should identify the buyer, included tasks, access requirements, deliverables, acceptance and payment terms.

Products & services

The service boundary comprises troubleshooting/repairs, panel upgrades, rewiring/circuits, lighting and EV charger installation. Every fee includes the ordinary materials and purchased field work represented in direct costs. No second labor charge or materials resale is added. Larger service changes, utility coordination, unusual site work and exceptional equipment need a new scope and price. No emergency response promise, code-compliance certificate or universal installation package is offered.

Pricing & revenue streams

2 contracted field equivalents provide 320,000 scheduled hours per month (160,000 per person). Requested sold time starts at 60% of allocated capacity and follows a 3-month ramp. Five service shares total 100%; each hour is allocated once. Uniform monthly demand is assumed. Requested work grows 8% annually, subject to the available-hour ceiling; fees grow 2% annually. Staffing stays fixed. Repairs: 30% of the shared capacity at \$145.00 per billable hour. Panels: 20% of the shared capacity at \$165.00 per billable hour. Rewiring/circuits: 20% of

the shared capacity at \$155.00 per billable hour. Lighting: 15% of the shared capacity at \$145.00 per billable hour. EV chargers: 15% of the shared capacity at \$165.00 per billable hour. Fees exclude customer sales tax. Confirm scope and any exceptional materials before accepting a fixed price.

Customer value

The proposed benefit is a clear customer scope, an accountable commercial contact and documented completion. The buyer should know who performs the work, which access and permissions are needed and how changed conditions are priced. Company oversight must be backed by suitable competence and the actual contracting structure. Faster service, lower prices and superior safety are not established by this scenario.

04

Market & competition

The initial market is the specific buyer and buying occasion described below. The launch should be justified by paid work in a practical service area, rather than by applying a market-share percentage to a broad industry estimate.

Target customers

Homeowners and small property operators commissioning a repair or planned electrical upgrade at a site where access, scope and payment authority can be established. Confirm who commissions the work, who supplies access or records and who authorizes payment. Keep the initial territory small enough to support the promised response and delivery time.

Demand & validation

Test paid jobs within a narrow service radius. Record purchased field hours, ordinary materials, supervisor visits, permit-related purchases, callbacks and cash received against the accepted scope. A full inquiry list does not establish field availability or earned contribution. The decision is whether each service leaves enough collected margin to support company overhead, rather than whether gross invoices appear large.

Competition & positioning

A buyer may use a directly engaged electrical firm, another general electrical contractor or defer a nonurgent upgrade. Compare the same work specification, materials, access, approval responsibilities and completion documentation. A subcontractor-led company must explain the value of its coordination rather than imply that purchased capacity creates a proprietary advantage. No local ranking, competitor price or market-share estimate is claimed.

05

Marketing & sales

The acquisition process should bring in work that fits the team and produces collected contribution after delivery costs. Track qualified opportunities, accepted quotes, completed work and cash received as separate steps.

Customer acquisition

The proposed channels are property-manager introductions, a clear local service page and referrals after accepted work. The recurring marketing allowance is separate from the launch campaign. Track the origin of a suitable job through quotation, completion and payment. Avoid accepting geographically scattered work merely to raise booked hours when travel and supervision make it less profitable.

Sales process

Survey or qualify the task, identify the customer who authorizes payment, agree the scope and confirm appropriate field coverage before offering a date. Invoice completed work under the agreed terms. The base cash assumption is nine-day customer collection and five-day supplier payment, not a promise that customers will pay before suppliers. Deposits, consumer financing, warranty recoveries and loan receipts are not additional service revenue.

Retention & measurement

Use completion records and callback reviews to identify work worth repeating for property operators. A repeat relationship is valuable only when access, approval and collection remain reliable. Maintain an agreed contact and escalation route while measuring paid follow-on jobs separately from expressions of interest. The forecast contains no signed maintenance contract or observed renewal rate.

06

Operations & milestones

Delivery must fit the paid team's hours, equipment and service window. Work should enter the calendar only after scope, competence, access and required resources are confirmed.

Facilities & resources

Launch assets are one used supervisor vehicle, inspection/test equipment and office/storage equipment. Field firms are assumed to provide their own crew transport and routine tools within their invoices. Ordinary company-supplied materials are the only stocked items; subcontractor services cannot be held as inventory. The shop allowance does not establish permitted use, a signed lease, an included deposit or site readiness. Supplier availability, insurance and vehicle condition need actual quotes and checks. The launch asset budget is Used supervisor vehicle: \$28,000.00; Inspection and test equipment: \$4,000.00; Office equipment and racks: \$3,000.00.

Service delivery

Qualify the task, inspect as needed, issue an accepted scope, confirm company/field permissions and arrange supplier delivery before dispatch. Obtain agreed completion records and close defects before final billing. Five service shares allocate contracted hours once; a sold panel hour cannot also become a repair hour. The owner must review each actual job and supplier agreement; the model does not establish technical procedures, legal supervision or safe-working controls.

Launch & development milestones

Before launch, choose the jurisdiction, verify trade permissions and contractor relationships, obtain coverage and equipment quotes, and agree customer/supplier terms. Complete a small paid trial with documented contribution and callback effort. Open further calendar capacity only when the paid roster and supply chain support it. January 2027 is a planning start date, not a promised approval or actual booking.

07

Funding request & use of funds

All proposed equity must be available before launch payments. The funding plan separates equipment and setup spending from the cash reserve needed to support operations.

Use of funds

Launch spending totals \$40,000.00: \$35,000.00 for assets, \$3,900.00 for expensed setup and \$1,100.00 for opening inventory. Setup covers an allowance for formation, professional preparation, training and launch work. Refundable premises deposits and additional site work are excluded until scoped quotes are available.

Sources of funding

Total proposed equity is \$150,000.00, comprising \$90,000.00 from the owner and \$60,000.00 from external investors. Neither contribution is committed. No borrowing is included, and financing receipts are separate from earned revenue.

Owner contribution

The owner must confirm the availability and transfer date of the \$90,000.00 contribution. Salary pays for the owner's continuing operating work. The company still needs cash for payroll, equipment and supplier invoices, even when the owner contributes additional time.

Funding request

The external equity request is \$60,000.00. Receiving all proposed equity leaves \$110,000.00 of opening cash and a forecast funding gap of \$0.00. The gap measures a cash shortfall after assumed funding; it is not a substitute for the investment request. Agree investor rights and reporting before accepting funds.

08

Financial plan

The forecast covers January 2027-December 2029 in USD, with launch spending reported separately. Its usefulness depends on the service mix, fee, staffing cost and collection terms below.

Forecast assumptions

2 contracted field equivalents provide 320.000 scheduled hours per month (160.000 per person). Requested sold time starts at 60% of allocated capacity and follows a 3-month ramp. Five service shares total 100%; each hour is allocated once. Uniform monthly demand is assumed. Requested work grows 8% annually, subject to the available-hour ceiling; fees grow 2% annually. Staffing stays fixed. Direct costs are 62% of net fees. Only purchased materials enter inventory; outside services are not stocked. Salaries are operating expenses, outside the direct-cost ratio. Salaries and fixed overhead grow 3% annually. Collections take 9 days, supplier payments 5 days and inventory coverage 5 days. The 21% flat income-tax provision and 15% employer-cost allowance are simplified planning inputs.

Financial outlook

Year 1: revenue \$325,248.00, EBITDA -\$45,001.92, net income -\$52,201.92 and closing cash \$59,198.88. Year 2: revenue \$390,865.20, EBITDA -\$27,639.00, net income -\$34,839.00 and closing cash \$30,858.93. Year 3: revenue \$430,577.28, EBITDA -\$19,092.96, net income -\$26,292.96 and closing cash \$10,993.78. The first-year operating shortfall means sales do not yet cover the paid team and overhead. Funding provides time to establish demand; it does not remove that shortfall. EBITDA excludes depreciation, interest and income tax; net income includes depreciation and the tax provision.

Cash needs & financial resilience

The lowest forecast cash balance is \$10,993.78, and the funding gap is \$0.00. Positive monthly operating EBITDA is not reached within the three years. The initial project outlay is not recovered within three operating years. Cash differs from profit because of equipment spending, depreciation, collection delays and financing. Review the monthly low point before committing the reserve.

Debt & repayment

No debt or investor distributions are included. Any borrowing option needs an amount, draw date, interest rate and repayment schedule before its affordability can be assessed. Pre-tax project payback measures recovery of the operating investment; it is not a promised dividend, investor return or financing approval.

09

Risks & contingencies

The main exposure is committing paid resources before collected sales justify them. The owner should use the service-specific risks below to decide when to narrow the offer, defer spending or stop.

Key risks

Purchased field work and ordinary materials consume much of the fee before paid management and dispatch. Unavailable firms, rework, permit delays and late customers can erode the remaining margin. A classification or supervising-arrangement problem could change both the operating format and costs. The fixed source coverage does not guarantee demand, safe delivery, contractor independence or available credit.

Contingency actions

Review all-in job contribution and cash weekly; narrow the service area or refer tasks when suitable coverage is unavailable. Test fewer sold hours, higher material/purchased-labor charges, callbacks and loss of supplier terms while retaining the paid owner and dispatcher. Stop accepting unsupported jobs if permissions or coverage are unresolved. A negative forecast must lead to a revised commercial decision rather than unpaid owner labor.

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Supporting documents

The launch decision needs commercial evidence as well as a forecast. Maintain an organized working file so that costs, commitments and delivery capacity can be reviewed before money is spent.

Available supporting information

The operating proposal defines the customer, service boundary, paid roles, launch assets and collection terms. The accompanying annual financial statements set out earnings, cash flow and the balance sheet for the three-year period. All funding remains a proposal; the business is at the prelaunch stage.

Documents to obtain

Jurisdiction-specific credentials and supervising arrangements, field-firm agreements and classification review, relevant insurance, job-permission requirements, material quotes, vehicle/equipment checks, actual shop/deposit terms, paid job logs and funding commitments remain outstanding. No real license, approved installation, completed customer job, signed lease or supplier credit facility is provided. Record the actual fee, total delivery effort and date of payment for each trial assignment. Update the forecast and funding decision when quotes, commitments or measured results change a material assumption.

THE FINANCIAL FORECAST

Annual financial appendix

All amounts are USD and cover the forecast period. Operating years exclude pre-opening expenses; closing balances are never added together.

Cash & operating summary

Indicator	USD
Minimum cash, including prelaunch	10,993.78
Unfunded cash gap	0.00
Operating-period net income	-113,333.88
Final closing cash	10,993.78

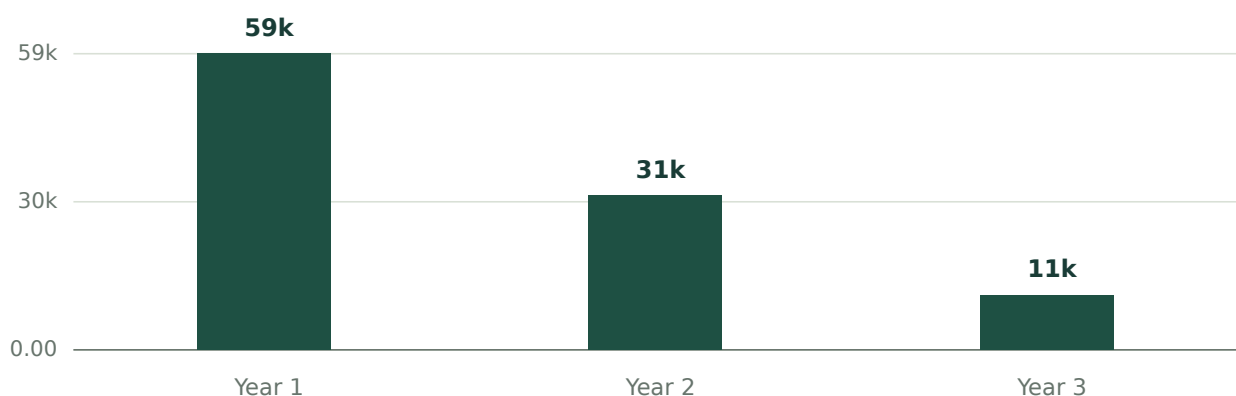
Profit and loss - USD

Item	Year 1	Year 2	Year 3
Revenue	325,248.00	390,865.20	430,577.28
Cost of goods sold	201,653.76	242,336.52	266,958.00
Gross profit	123,594.24	148,528.68	163,619.28
Operating expenses	168,596.16	176,167.68	182,712.24
EBITDA	-45,001.92	-27,639.00	-19,092.96
Depreciation	7,200.00	7,200.00	7,200.00
Interest expense	0.00	0.00	0.00
Income tax	0.00	0.00	0.00
Net income	-52,201.92	-34,839.00	-26,292.96

Cash flow - USD

Item	Year 1	Year 2	Year 3
Opening cash	110,000.00	59,198.88	30,858.93
Operating cash flow	-50,801.12	-28,339.95	-19,865.15
Investing cash flow	0.00	0.00	0.00
Financing cash flow	0.00	0.00	0.00
Net cash movement	-50,801.12	-28,339.95	-19,865.15
Closing cash	59,198.88	30,858.93	10,993.78

Closing cash, year by year



Year-end cash balances. Exact figures appear in the cash-flow table above.

Balance sheet - USD

Item	Year 1	Year 2	Year 3
Cash	59,198.88	30,858.93	10,993.78
Receivables	8,870.40	9,771.63	10,764.43
Inventory	1,084.16	1,194.31	1,315.66
Fixed assets, net	27,800.00	20,600.00	13,400.00
Total assets	96,953.44	62,424.87	36,473.87
Payables	3,055.36	3,365.79	3,707.75
Loan balances	0.00	0.00	0.00
Total liabilities	3,055.36	3,365.79	3,707.75
Equity	93,898.08	59,059.08	32,766.12
Reconciliation difference	0.00	0.00	0.00

Launch budget & proposed funding

Item	USD
Setup expenses	3,900.00
Asset purchases	35,000.00
Opening stock purchases	1,100.00
Equity contributions	150,000.00
Loan proceeds	0.00
Cash at launch	110,000.00
Opening inventory balance	1,100.00
Opening loan balance	0.00

Operating break-even - USD

Measure	Year 1	Year 2	Year 3
Break-even revenue	459,582.09	473,369.70	487,571.20
Margin of safety	-134,334.09	-82,504.50	-56,993.92

Project payback

Measure	Forecast result
Initial project outlay (USD)	40,000.00
Payback	Not recovered within the forecast
Final cumulative project cash (USD)	-139,006.22

Review before committing

11 financial checks passed; 0 require attention. The forecast is a planning scenario, not an audit, financing approval or promised return.

Planning model, not audited accounts or tax advice. Revenue is invoiced as earned; monthly subscriptions only. Annual prepayments, refundable deposits, milestone invoices, unbilled contract assets, customer taxes, seller settlements, capitalized interest and tax-loss carryforwards are not modeled.

Collection and supplier terms use 30-day monthly interpolation. Inventory purchases and non-stock direct costs use supplier terms; operating costs, setup costs, taxes and opening stock are paid immediately. Stock coverage applies only to linked goods costs. Production stock is tracked separately at unit cost.

Fictional editorial scenario. Prices, workload, wages, costs and financing are illustrative planning inputs, not current quotes, measured local averages or actual company results.

Five-year source adapted to 36 months: two contracted field equivalents, fixed owner/half-time dispatch, original shares and fees. A three-month ramp and 8% requested-hour growth replace expansion; fees grow 2%, payroll/overhead 3%. Direct costs are 22% materials plus 40% purchased field work; only materials enter stock. Employer allowance applies to payroll only. Setup is expensed once at launch. Funding is proposed; deposits/site works are excluded pending quotes. Contractor status and permissions need review; flat tax is illustrative.

A 15% illustrative employer allowance is added to paid salaries. The flat 21% native tax provision is a simplified planning input, not an entity or personal tax opinion. Customer sales-tax receipts/remittances and owner distributions are outside this scenario.

All equity is proposed, uncommitted month-0 cash. No debt is modeled. Opening cash is a reserve, not an extra startup expense. Asset/setup/insurance/premises allowances need scoped quotes; refundable premises deposits and site-specific additional works are excluded.

Calculation basis: operating and pre-opening periods remain separate. Stock, supplier terms, depreciation and debt terms affect profit and cash differently. Payback is project cash before financing, not an investor distribution. Review the assumptions and accounting policies alongside these statements.