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**ECOCYCLE COMPOST
BUSINESS PLAN**

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Compost Business Plan Template

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I. Executive Summary

Company Overview

Our company, EcoCycle Compost, situated in the environmentally conscious community of Peoria, AZ, is dedicated to revolutionizing waste management through our composting services. We aim to transform organic waste from local businesses and households into high-quality compost, providing an eco-friendly alternative to traditional waste disposal methods. Our services not only contribute to soil health and plant growth but also play a crucial role in reducing landfill waste, thus minimizing environmental impact. As we embark on this journey, our location in Peoria serves as an ideal starting point, offering a supportive community for eco-friendly initiatives and a fertile ground for growth.

Success Factors

Our progress in the composting industry can be attributed to several key success factors and notable accomplishments. Firstly, our commitment to sustainability has resonated well with our target market, allowing us to quickly establish a loyal customer base. Our strategic partnerships with local businesses for waste collection and product distribution have significantly streamlined our operations and broadened our reach. Achieving operational efficiency early on has enabled us to maintain cost-effectiveness while ensuring environmental compliance. Additionally, our proactive approach to customer feedback has fostered a culture of continuous improvement, making our services more responsive to customer needs. These efforts have collectively positioned us as a leading player in the local composting sector.

Industry Analysis

The composting industry is witnessing a significant upsurge as awareness about environmental sustainability grows. With increasing governmental support for eco-friendly waste management practices, the market for composting services is expanding, especially in areas with strong environmental advocacy like Peoria, AZ. The industry benefits from advancements in composting technologies, which have made the process more efficient and less land-intensive. However, the sector faces challenges such as fluctuating input material quality and regulatory hurdles. Despite these obstacles, the growing consumer demand for sustainable products and services presents a promising opportunity for businesses like ours to thrive and contribute to a greener future.

Customer Analysis

Our target customers comprise environmentally conscious households and businesses in Peoria, AZ, who are actively seeking sustainable alternatives to traditional waste disposal. These customers are typically well-informed about environmental issues and value the benefits of composting, such as soil health improvement and waste reduction. Our services appeal to a broad demographic, including young families, eco-friendly businesses, and community organizations dedicated to sustainability. By understanding the specific needs and preferences of these groups, we have tailored our offerings to meet their expectations, ensuring a strong market fit and fostering customer loyalty.

Competitive Analysis

Top Competitors:

- **GreenCycle Compost:** A large-scale composting facility offering services to commercial clients.
- **EarthLove Composting:** Focuses on residential composting services with a strong community engagement strategy.

Our competitive advantages lie in our comprehensive approach to waste management, combining efficient collection services with high-quality compost products. Unlike our competitors, we prioritize customer education and community involvement, which enhances our brand loyalty and market presence. Additionally, our flexible service offerings cater to both residential and commercial clients, allowing us to tap into a wider market segment.

Marketing Plan

Our marketing plan focuses on promoting our composting services and products through a mix of digital and community-based strategies. We leverage social media and our website to educate the public about the benefits of composting and to showcase our services. Pricing is designed to be competitive, offering value for both regular and premium composting services, making it accessible to a wide range of customers. Promotional activities include workshops, local community events, and partnerships with eco-friendly businesses, all aimed at raising awareness and driving customer engagement. Through these efforts, we intend to position EcoCycle Compost as a leading brand in sustainable waste management in Peoria, AZ.

Operations Plan

Our operations plan outlines the essential processes for delivering our composting services efficiently. Key operational processes include securing a suitable location for composting, obtaining necessary

permits, and establishing partnerships for waste collection and product distribution. We aim to achieve operational efficiency by optimizing these processes, ensuring cost-effectiveness, and minimizing environmental impact. Our milestones include launching the business, reaching operational efficiency, developing a customer feedback loop, and achieving a steady supply of input materials, with the goal of reaching \$15,000/month in revenue. Through these efforts, we will solidify our presence in the composting industry and contribute to a sustainable future.

Management Team

Our management team consists of experienced professionals with diverse backgrounds in environmental science, business operations, and customer service. This blend of expertise ensures a comprehensive approach to running the composting business, from technical aspects of compost production to customer relations and strategic planning. The team's commitment to sustainability and innovation drives our company's vision forward, aiming to establish EcoCycle Compost as a model for environmental responsibility in the waste management sector.

Financial Plan

To achieve our growth goals, we require significant funding to cover operational costs, marketing initiatives, and expansion activities. This investment will enable us to scale our operations, enhance our service offerings, and reach a broader customer base, ultimately driving revenue growth and establishing a strong market position. Our financial plan is focused on ensuring the long-term sustainability and profitability of the business, while also making a positive environmental impact.

Summary

Below is an overview of our expected financial performance over the next five years:

	FY 1	FY 2	FY 3	FY 4	FY 5
Revenues	\$5,564,950	\$6,025,896	\$6,525,022	\$7,065,491	\$7,650,726
Direct Expenses	\$1,834,032	\$1,927,467	\$2,025,662	\$2,128,861	\$2,237,316
Gross Profit	\$3,730,918	\$4,098,428	\$4,499,359	\$4,936,630	\$5,413,410
Gross Profit (%)	67%	68%	69%	69.9%	70.8%
Other Expenses	\$103,153	\$106,282	\$109,507	\$112,829	\$116,252
EBITDA	\$3,627,765	\$3,992,146	\$4,389,852	\$4,823,800	\$5,297,157
Depreciation	\$66,000	\$66,000	\$66,000	\$66,000	\$66,000
Amortization	\$0	\$0	\$0	\$0	\$0
Interest Expense	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Income Tax Expense	\$1,229,117	\$1,356,651	\$1,495,848	\$1,647,730	\$1,813,405
Net Income	\$2,282,647	\$2,519,494	\$2,778,003	\$3,060,070	\$3,367,752

II. Company Overview

EcoCycle Compost is a new addition to the Peoria, AZ community. As a local compost business, we are excited to introduce ourselves and share our passion for sustainable living. Our presence fills a significant gap in the market, offering high-quality compost products and services in an area previously underserved. Our commitment to environmental sustainability and community well-being is at the core of everything we do.

At EcoCycle Compost, our product range is designed to meet all your composting needs. We offer Compost Soil, a nutrient-rich medium perfect for enhancing garden beds and promoting healthy plant growth. Our Compost Tea is an excellent solution for those seeking to provide their plants with a natural boost, full of beneficial microorganisms. For our customers looking to adopt a more sustainable lifestyle, we provide Compostable Bags and Containers, making the transition to eco-friendly practices easier. Additionally, our Compostable Mulch is ideal for suppressing weeds and retaining soil moisture, while our Compostable Compost Bins and Tumblers are perfect for those wanting to start composting at home. We take pride in our comprehensive range of products, ensuring we have something to offer everyone interested in composting.

Based in Peoria, AZ, EcoCycle Compost is dedicated to serving our local community. Our focus is on providing exceptional service and products to our customers in Peoria, ensuring they have access to the best composting solutions available. Our local foundation allows us to understand and cater to the specific needs of our community, establishing a close relationship with our customers and the environment we all share.

Our ability to succeed in the competitive compost market is rooted in several key factors. Firstly, our founder brings invaluable experience from previously running a successful compost business, ensuring we have the expertise necessary to thrive. Additionally, our commitment to producing higher quality compost soil than our competitors sets us apart, as does our extensive range of composting products. These elements combined position EcoCycle Compost as a leader in the local composting industry, ready to meet the growing demand for sustainable products and services.

EcoCycle Compost was established on 2024-01-03 as a Limited Liability Company, marking the beginning of our journey to promote composting and sustainability in Peoria, AZ. Since then, we have achieved several milestones, including the development of our company name, the design of our logo, and securing a prime location for our operations. These accomplishments reflect our dedication to building a strong foundation for our business, with a clear vision for the future. As we continue to grow and serve our community, we remain committed to our mission of providing high-quality, sustainable compost solutions.

III. Industry Analysis

The compost industry in the United States is currently experiencing significant growth, with the market size estimated to be around \$7.2 billion. This growth can be attributed to the increasing awareness of the environmental benefits of composting, as well as the rising demand for organic and sustainable products among consumers. With more and more individuals and businesses looking for ways to reduce their carbon footprint, the compost industry is poised for even further expansion in the coming years.

One of the key trends driving the growth of the compost industry is the shift towards more sustainable and eco-friendly practices. As consumers become more conscious of the impact of their choices on the environment, there is a growing demand for composting services that can help reduce waste and promote sustainability. This trend bodes well for EcoCycle Compost, a new composting service in Peoria, AZ, as it aligns perfectly with the values and preferences of environmentally-conscious consumers.

Another trend that is shaping the compost industry is the increasing focus on food waste reduction and recycling. As more cities and municipalities implement composting programs to divert organic waste from landfills, there is a growing need for composting services to handle this waste in an environmentally-friendly manner. EcoCycle Compost is well-positioned to capitalize on this trend by offering convenient and efficient composting solutions to customers in Peoria, AZ, and helping them reduce their environmental impact.

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IV. Customer Analysis

Below is a description of our target customers and their core needs.

Target Customers

EcoCycle Compost will target local residents who are keen on reducing their carbon footprint and contributing to a healthier environment. These customers are likely to be environmentally conscious individuals or families looking for sustainable ways to dispose of their organic waste. EcoCycle Compost will tailor its services to meet the needs of this demographic by providing convenient and efficient composting solutions.

Furthermore, EcoCycle Compost will also attract gardening enthusiasts and home gardeners who understand the value of compost in enriching soil quality. This segment recognizes compost as a natural fertilizer that can enhance plant growth without the need for chemical alternatives. By focusing on this customer base, EcoCycle Compost will position itself as a valuable resource for organic gardening supplies.

In addition to individual consumers, EcoCycle Compost will also serve local schools and community gardens, offering them educational opportunities and resources on composting and its benefits. This approach will not only expand its customer base but also foster a sense of community around sustainable practices. By engaging with these groups, EcoCycle Compost will further its mission of promoting environmental stewardship among a broader audience.

Customer Needs

EcoCycle Compost meets the growing demand for sustainable gardening and farming solutions by providing high-quality compost soil, tea, bags, containers, mulch, bins, and tumblers. Residents who are keen on enhancing the fertility of their gardens or farms can expect to find products that are not only effective but also environmentally friendly. This aligns with the increasing consciousness towards sustainable living practices among consumers.

Customers can rely on EcoCycle Compost for a comprehensive range of products that cater to all their composting needs. Whether they are beginners in composting looking for easy-to-use bins and tumblers or experienced gardeners seeking specialized compost tea, EcoCycle Compost has them covered. This versatility ensures that every customer finds exactly what they need to enrich their soil, boost plant growth, and contribute to a healthier environment.

In addition to offering a wide selection of products, EcoCycle Compost addresses the need for expert

guidance in composting. Customers can access valuable advice and support to maximize the benefits of their composting efforts, ensuring successful outcomes. This personalized approach not only enhances customer satisfaction but also fosters a community of environmentally conscious individuals committed to making a positive impact.

V. Competitive Analysis

Direct Competitors

EcoCycle Compost's competitors include the following companies:

SummerWinds Nursery - West Bell offers a diverse range of gardening and landscaping products including organic compost, soil amendments, plants, and gardening tools. Their price points vary widely depending on the product, with organic compost and soil amendments being competitively priced to attract gardening enthusiasts and professional landscapers alike. SummerWinds Nursery generates significant revenue from both retail and wholesale customers, operating primarily in the Phoenix metropolitan area, including Peoria. The key strengths of SummerWinds Nursery include a wide variety of high-quality gardening products and a strong reputation among local gardeners and landscapers. However, its primary weakness lies in its focus on a broader range of gardening supplies rather than specializing solely in compost, which may dilute its appeal to customers specifically seeking compost solutions.

Arizona Worm Farm specializes in producing and selling vermicompost and related products such as worm castings and live worms for composting and fishing. Their products are priced to cater to both individual gardeners interested in organic gardening and larger agricultural operations looking for sustainable soil amendments. Arizona Worm Farm has reported steady growth in revenues, serving customers throughout the greater Phoenix area, including Peoria. Arizona Worm Farm's key strengths include its focus on sustainable, organic composting solutions and its expertise in vermicomposting. However, its narrow product range could be seen as a weakness, as it may not appeal to customers looking for a more comprehensive range of gardening and landscaping products.

Waste Management - Phoenix Recycling offers composting services as part of its broader waste management and recycling solutions. Their pricing structure is designed to appeal to municipal, commercial, and residential customers, offering volume-based pricing that becomes more cost-effective for larger-scale composting projects. Waste Management operates nationwide, with a strong presence in the Phoenix area, including Peoria. Waste Management's key strengths include its extensive infrastructure and experience in waste management, allowing it to handle large volumes of organic waste efficiently. Its weaknesses, however, may include a perceived lack of focus on the specific needs of composting customers due to its wide-ranging waste management services.

Competitive Advantages

At EcoCycle Compost, we pride ourselves on delivering high-quality compost soil that surpasses the

offerings of our competition. Our commitment to excellence in the composting process ensures that our customers receive a product that not only meets but exceeds their gardening and landscaping needs. By focusing on the refinement of our composting techniques and employing rigorous quality control measures, we can guarantee a product that is rich in essential nutrients and beneficial microorganisms. This dedication to quality not only positions us as a leader in the compost industry but also allows us to foster a more sustainable and environmentally friendly approach to soil management and plant cultivation.

In addition to our superior compost soil, we boast a diverse range of products designed to cater to the varying needs of our customers. Whether they are backyard gardeners, commercial landscapers, or agricultural producers, our extensive product line ensures that we can provide a composting solution that is tailored to their specific requirements. This versatility in our product offerings, combined with our commitment to sustainability and customer service, allows us to deliver unparalleled value. By innovating and expanding our product range, we not only meet the current demands of our market but also anticipate future trends, ensuring that we remain at the forefront of the composting industry.

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VI. Marketing Plan

Our marketing plan, included below, details our products/services, pricing and promotions plan.

Products, Services & Pricing

EcoCycle Compost emerges as a beacon of sustainability, offering a range of environmentally friendly products and services designed to promote healthy soil and reduce waste. The company focuses on providing high-quality compost-related products to its customers, each uniquely tailored to support the growth of plants and the reduction of organic waste in a sustainable manner. Below is a detailed overview of their offerings and the average selling price for each product or service.

At the heart of EcoCycle Compost's lineup is their premium Compost Soil. This rich, nutrient-dense soil is perfect for gardeners and landscapers looking to enhance plant growth naturally. The compost soil is carefully processed to ensure it is free of weed seeds and pathogens, making it safe for all types of gardening projects. Customers can expect to purchase compost soil at an average price of \$30 per cubic yard, a competitive rate for high-quality compost soil in the market.

Another innovative product offered by EcoCycle Compost is Compost Tea. This liquid gold is a powerful, natural fertilizer that provides a quick nutrient boost to plants. Made by steeping high-quality compost in water, compost tea is an excellent way to deliver beneficial microorganisms and nutrients directly to plant roots. A gallon of compost tea typically sells for around \$10, making it an affordable option for gardeners looking to give their plants a natural boost.

Understanding the importance of reducing plastic waste, EcoCycle Compost also offers Compostable Bags and Containers. These products are made from plant-based materials and are fully biodegradable, providing a sustainable alternative to traditional plastic bags and containers. Perfect for both residential and commercial use, these compostable products are priced starting at \$0.50 per bag or container, depending on size and quantity.

For those looking to mulch their gardens or landscaping projects sustainably, EcoCycle Compost provides Compostable Mulch. This mulch not only suppresses weeds and retains soil moisture but also breaks down over time to add nutrients back into the soil. Available for approximately \$25 per cubic yard, this compostable mulch is an eco-friendly choice for gardeners and landscapers alike.

Lastly, EcoCycle Compost offers Compostable Compost Bins and Tumblers to encourage customers to compost their own organic waste. These bins and tumblers are designed for ease of use and efficiency, allowing users to turn kitchen scraps and yard waste into rich compost. Prices for compost bins and tumblers start at around \$50, providing an accessible option for those interested in starting or enhancing their composting efforts.

EcoCycle Compost stands out for its commitment to sustainability and the environment, offering products and services that support the health of the planet while catering to the needs of gardeners, landscapers, and environmentally conscious consumers. Through competitive pricing and a focus on quality, EcoCycle Compost aims to make sustainable living accessible to everyone in the community.

Promotions Plan

EcoCycle Compost employs a multifaceted approach to attract customers, focusing on online marketing while integrating additional promotional methods to ensure a broad reach and engagement with potential clients. Online marketing stands at the forefront of their promotional strategy, leveraging the power of social media platforms, search engine optimization (SEO), and email marketing. By maintaining active and engaging profiles on major social media sites, EcoCycle Compost connects with the community, raises awareness about the benefits of composting, and highlights their services. SEO strategies ensure that when potential customers in Peoria, AZ, search for composting options, EcoCycle Compost appears prominently in search results, driving organic traffic to their website.

In addition to online marketing, EcoCycle Compost engages in community outreach by participating in local events and partnering with eco-friendly businesses and organizations. These partnerships not only expand their visibility but also establish EcoCycle Compost as a committed member of the local environmental movement. Hosting workshops and seminars on composting and sustainable living further positions them as a thought leader in the industry, educating the public while promoting their services.

Referral programs also play a crucial role in their promotional strategy. Encouraging satisfied customers to refer friends and family by offering incentives, such as discounts on future services, fosters a community of loyal customers and generates word-of-mouth marketing that is invaluable for a business focused on sustainability.

Finally, EcoCycle Compost invests in targeted advertisements in local media and eco-friendly publications. This targeted approach ensures that their marketing efforts reach an audience that is already interested in sustainability and more likely to engage with composting services. By deploying a combination of online marketing, community engagement, referral programs, and targeted advertising, EcoCycle Compost expects to attract a diverse range of customers interested in making a positive environmental impact.

VII. Operations Plan

Our Operations Plan details:

1. The key day-to-day processes that our business performs to serve our customers
2. The key business milestones that our company expects to accomplish as we grow

Key Operational Processes

To ensure the success of EcoCycle Compost, there are several key day-to-day operational processes that we will perform.

- **Collection of Organic Waste:** We will systematically collect organic waste from our customers in Peoria, AZ, ensuring that we adhere to a pre-defined schedule to maintain consistency and reliability.
- **Sorting and Processing:** Upon collection, the organic waste will undergo a sorting process to remove non-compostable materials. We will then process the sorted organic waste into compost using appropriate composting methods such as aerobic composting, vermicomposting, or windrow composting depending on the type of organic waste and the desired quality of compost.
- **Quality Control:** We will consistently monitor the composting process to ensure that the end product meets the required standards. This involves regularly checking the temperature, moisture content, and pH levels of the composting material.
- **Customer Service and Support:** We will provide excellent customer service by addressing queries, offering composting advice, and resolving any issues promptly to ensure customer satisfaction.
- **Delivery of Finished Compost:** We will organize the delivery of finished compost to our customers or have it ready for pickup as per their convenience. This process will be efficiently managed to ensure timely delivery.
- **Marketing and Customer Education:** We will engage in ongoing marketing efforts to attract new customers and educate them, along with our existing customer base, about the benefits of composting and how to use compost effectively. This includes online content, workshops, and community engagement activities.
- **Equipment Maintenance:** We will regularly maintain our composting equipment and vehicles to avoid any disruptions in our service. This includes routine checks and servicing of composting machinery, collection trucks, and any other equipment used in our operations.
- **Compliance and Sustainability Practices:** We will ensure that our operations comply with all local and federal regulations concerning waste management and environmental protection. Additionally, we will adopt sustainable practices in our operations to minimize our carbon

footprint and promote environmental conservation.

- **Feedback and Improvement:** We will actively seek feedback from our customers and use it to improve our services. This involves regularly reviewing our processes and making necessary adjustments to enhance efficiency, customer satisfaction, and the quality of our compost.

Milestones

EcoCycle Compost expects to complete the following milestones in the coming months in order to ensure its success:

- **Secure a suitable location for composting operations:** Find and secure a location that meets the necessary environmental and zoning requirements for composting operations in Peoria, AZ. This location should also have the capacity for scaling operations up as the business grows.
- **Obtain necessary permits and licenses:** Complete all regulatory requirements, including obtaining any necessary environmental, business, and operational permits and licenses required to legally operate a composting business in Peoria, AZ.
- **Launch our compost business:** Officially launch EcoCycle Compost with a kickoff event or campaign to generate awareness and interest among potential customers in the local area. This includes the activation of the company's website and social media channels.
- **Build partnerships with local businesses and organizations:** Establish partnerships with local restaurants, grocery stores, and other potential sources of organic waste, as well as with community gardens, landscaping companies, and other potential users of the finished compost product.
- **Implement a marketing and customer acquisition strategy:** Roll out a targeted marketing campaign to build brand recognition and acquire customers. This strategy should include both digital and community-based marketing efforts to reach a broad audience within the Peoria area.
- **Reach operational efficiency:** Fine-tune the composting process to reach operational efficiency, ensuring that the process is cost-effective, environmentally friendly, and scalable. This includes optimizing waste collection routes, composting methods, and product quality control.
- **Develop a customer feedback loop:** Implement a system for collecting and analyzing customer feedback to continuously improve the product and customer service experience. This will help in retaining customers and attracting new ones through positive word-of-mouth.
- **Achieve a steady supply of input materials:** Ensure a consistent and reliable supply of organic waste materials for composting by solidifying agreements with suppliers and exploring opportunities for expanding the types of materials accepted.
- **Get to \$15,000/month in revenue:** Implement strategies to steadily increase sales and reach the target of \$15,000 in monthly revenue. This could involve expanding the customer base, increasing production capacity, and introducing new product lines or services.

- **Establish a community presence:** Become an integral part of the local community by participating in environmental initiatives, sponsoring local events, and providing educational resources on composting and sustainability. This will help in building brand loyalty and attracting new customers through community engagement.

VIII. Management Team

Our management team has the experience and expertise to successfully execute on our business plan.

Management Team Members

EcoCycle Compost management team, which includes the following members, has the experience and expertise to successfully execute on our business plan:

Naomi Torres, President

With a proven track record in the compost industry, **Naomi Torres** stands at the helm of EcoCycle Compost as its President. Her journey in the realm of sustainability and waste management is marked by a significant milestone - the successful operation of a compost business prior to her current role. This experience has not only equipped her with a deep understanding of the compost ecosystem but has also honed her ability to navigate the challenges inherent in the industry. Torres's leadership is characterized by a blend of strategic vision and operational excellence, making her an invaluable asset to EcoCycle Compost. Her commitment to sustainability, coupled with her business acumen, positions the company for lasting success in promoting environmental stewardship through composting.

IX. Financial Plan

Summary

Below is an overview of our expected financial performance over the next five years:

	FY 1	FY 2	FY 3	FY 4	FY 5
Revenues	\$5,564,950	\$6,025,896	\$6,525,022	\$7,065,491	\$7,650,726
Direct Expenses	\$1,834,032	\$1,927,467	\$2,025,662	\$2,128,861	\$2,237,316
Gross Profit	\$3,730,918	\$4,098,428	\$4,499,359	\$4,936,630	\$5,413,410
Gross Profit (%)	67%	68%	69%	69.9%	70.8%
Other Expenses	\$103,153	\$106,282	\$109,507	\$112,829	\$116,252
EBITDA	\$3,627,765	\$3,992,146	\$4,389,852	\$4,823,800	\$5,297,157
Depreciation	\$66,000	\$66,000	\$66,000	\$66,000	\$66,000
Amortization	\$0	\$0	\$0	\$0	\$0
Interest Expense	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Income Tax Expense	\$1,229,117	\$1,356,651	\$1,495,848	\$1,647,730	\$1,813,405
Net Income	\$2,282,647	\$2,519,494	\$2,778,003	\$3,060,070	\$3,367,752

Funding Requirements/Use of Funds

To accomplish our growth goals, EcoCycle Compost needs \$500,000 in funding. Key uses of this funding will be as follows:

Capital Investments	
Location Buildout	\$100,000
Furniture	\$20,000
Equipment and Machines	\$200,000
Computers and Software	\$10,000

Non Capital Investments	
Working Capital	\$50,000
Initial Rent/Lease	\$30,000
Staff Salaries for the First 3 Months	\$45,000
Initial Marketing and Advertising	\$25,000
Supplies	\$15,000
Insurance	\$5,000

Financial Projections

Projected Sales, Gross Profit & Net Income



EcoCycle Compost Business Plan

5 Year Annual Income Statement

		FY 1	FY 2	FY 3	FY 4	FY 5
Revenues						
	Revenues	\$5,564,950	\$6,025,896	\$6,525,022	\$7,065,491	\$7,650,726
Total Revenues		\$5,564,950	\$6,025,896	\$6,525,022	\$7,065,491	\$7,650,726
Direct Costs						
	Direct Costs	\$1,834,032	\$1,927,467	\$2,025,662	\$2,128,861	\$2,237,316
Total Direct Costs		\$1,834,032	\$1,927,467	\$2,025,662	\$2,128,861	\$2,237,316
GROSS PROFIT		\$3,730,918	\$4,098,428	\$4,499,359	\$4,936,630	\$5,413,410
GROSS PROFIT %		67%	68%	69%	69.9%	70.8%
Other Expenses						
	Salaries	\$72,814	\$75,023	\$77,299	\$79,644	\$82,060
	Marketing Expenses	\$6,067	\$6,251	\$6,441	\$6,637	\$6,838
	Rent/Utility Expenses	\$6,067	\$6,251	\$6,441	\$6,637	\$6,838
	Other Expenses	\$18,203	\$18,755	\$19,324	\$19,911	\$20,515
Total Other Expenses		\$103,153	\$106,282	\$109,507	\$112,829	\$116,252
EBITDA		\$3,627,765	\$3,992,146	\$4,389,852	\$4,823,800	\$5,297,157
	Depreciation	\$66,000	\$66,000	\$66,000	\$66,000	\$66,000
	Amortization	\$0	\$0	\$0	\$0	\$0
EBIT		\$3,561,765	\$3,926,146	\$4,323,852	\$4,757,800	\$5,231,157
	Interest Expense	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
PRETAX INCOME		\$3,511,765	\$3,876,146	\$4,273,852	\$4,707,800	\$5,181,157
	Net Operating Loss	\$0	\$0	\$0	\$0	\$0
	Use of Net Operating Loss	\$0	\$0	\$0	\$0	\$0
	Taxable Income	\$3,511,765	\$3,876,146	\$4,273,852	\$4,707,800	\$5,181,157
	Income Tax Expense	\$1,229,117	\$1,356,651	\$1,495,848	\$1,647,730	\$1,813,405
NET INCOME		\$2,282,647	\$2,519,494	\$2,778,003	\$3,060,070	\$3,367,752
	Net Profit Margin (%)	41%	41.8%	42.6%	43.3%	44%

5 Year Annual Balance Sheet

		FY 1	FY 2	FY 3	FY 4	FY 5
ASSETS						
	Cash	\$2,205,360	\$4,759,485	\$7,569,253	\$10,672,233	\$13,566,538
	Other Current Assets	\$477,675	\$517,241	\$560,084	\$588,790	\$637,560
	Total Current Assets	\$2,683,035	\$5,276,726	\$8,129,337	\$11,261,023	\$14,204,099
	Intangible Assets	\$0	\$0	\$0	\$0	\$0
	Acc Amortization	\$0	\$0	\$0	\$0	\$0
	Net Intangibles	\$0	\$0	\$0	\$0	\$0
	Fixed Assets	\$330,000	\$330,000	\$330,000	\$330,000	\$330,000
	Accum Depreciation	\$66,000	\$132,000	\$198,000	\$264,000	\$330,000
	Net fixed assets	\$264,000	\$198,000	\$132,000	\$66,000	\$0
	Preliminary Exp	\$0	\$0	\$0	\$0	\$0
TOTAL ASSETS		\$2,947,035	\$5,474,726	\$8,261,337	\$11,327,023	\$14,204,099
LIABILITIES & EQUITY						
	Current Liabilities	\$164,388	\$172,583	\$181,191	\$186,807	\$196,130
	Debt outstanding	\$500,000	\$500,000	\$500,000	\$500,000	\$0
	Total Liabilities	\$664,388	\$672,583	\$681,191	\$686,807	\$196,130
	Share Capital	\$0	\$0	\$0	\$0	\$0
	Retained earnings	\$2,282,647	\$4,802,142	\$7,580,146	\$10,640,216	\$14,007,968
	Total Equity	\$2,282,647	\$4,802,142	\$7,580,146	\$10,640,216	\$14,007,968
TOTAL LIABILITIES & EQUITY		\$2,947,035	\$5,474,726	\$8,261,337	\$11,327,023	\$14,204,099

5 Year Annual Cash Flow Statement

		FY 1	FY 2	FY 3	FY 4	FY 5
CASH FLOW FROM OPERATIONS						
	Net Income (Loss)	\$2,282,647	\$2,519,494	\$2,778,003	\$3,060,070	\$3,367,752
	Change in Working Capital	(\$313,286)	(\$31,370)	(\$34,235)	(\$23,090)	(\$39,446)
	Plus Depreciation	\$66,000	\$66,000	\$66,000	\$66,000	\$66,000
	Plus Amortization	\$0	\$0	\$0	\$0	\$0
	Net Cash Flow from Operations	\$2,035,360	\$2,554,124	\$2,809,768	\$3,102,979	\$3,394,305
CASH FLOW FROM INVESTMENTS						
	Fixed Assets	(\$330,000)	\$0	\$0	\$0	\$0
	Intangible Assets	\$0	\$0	\$0	\$0	\$0
	Net Cash Flow from Investments	(\$330,000)	\$0	\$0	\$0	\$0
CASH FLOW FROM FINANCING						
	Cash from Equity	\$0	\$0	\$0	\$0	\$0
	Cash from Debt financing	\$500,000	\$0	\$0	\$0	(\$500,000)
	Net Cash Flow from Financing	\$500,000	\$0	\$0	\$0	(\$500,000)
	Net Cash Flow	\$2,205,360	\$2,554,124	\$2,809,768	\$3,102,979	\$2,894,305
	Cash at Beginning of Period	\$0	\$2,205,360	\$4,759,485	\$7,569,253	\$10,672,233
		\$2,205,360	\$4,759,485	\$7,569,253	\$10,672,233	\$13,566,538

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