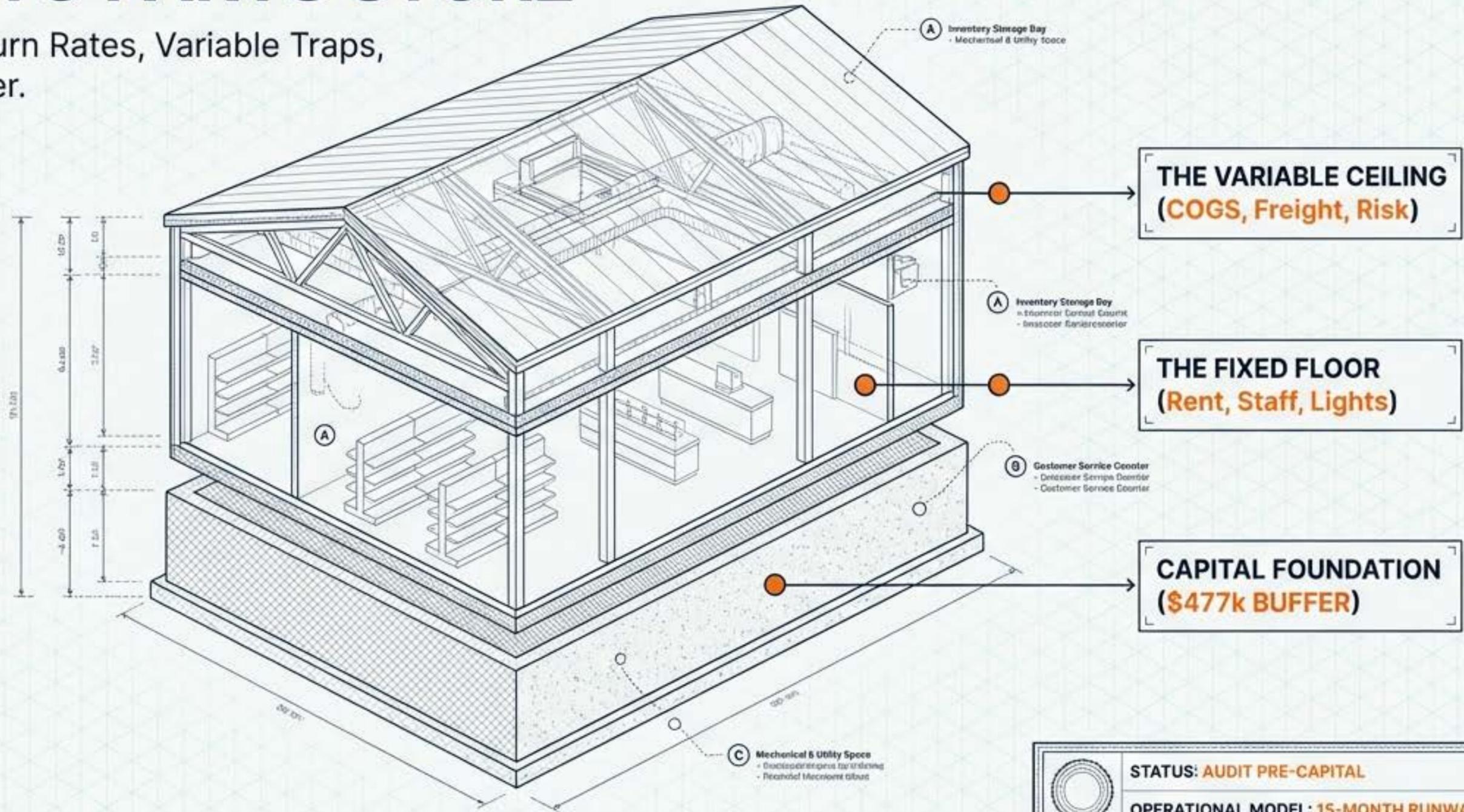


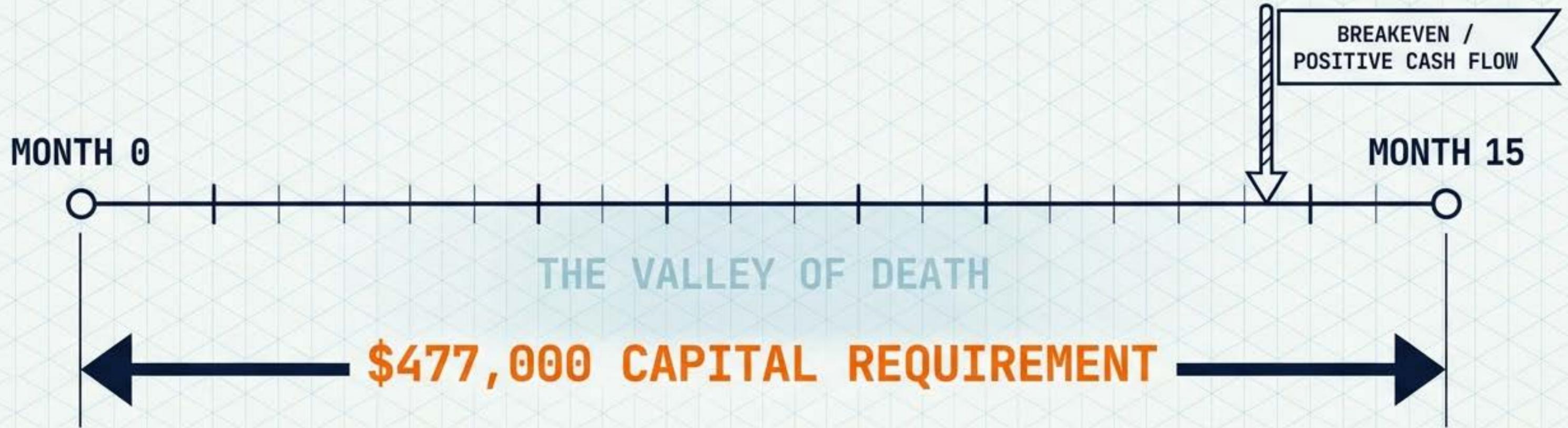
THE FINANCIAL ANATOMY OF AN AUTO PARTS STORE

A Forensic Audit of Burn Rates, Variable Traps, and the Survival Buffer.



STATUS: AUDIT PRE-CAPITAL
OPERATIONAL MODEL: 15-MONTH RUNWAY

THE \$477,000 REALITY CHECK



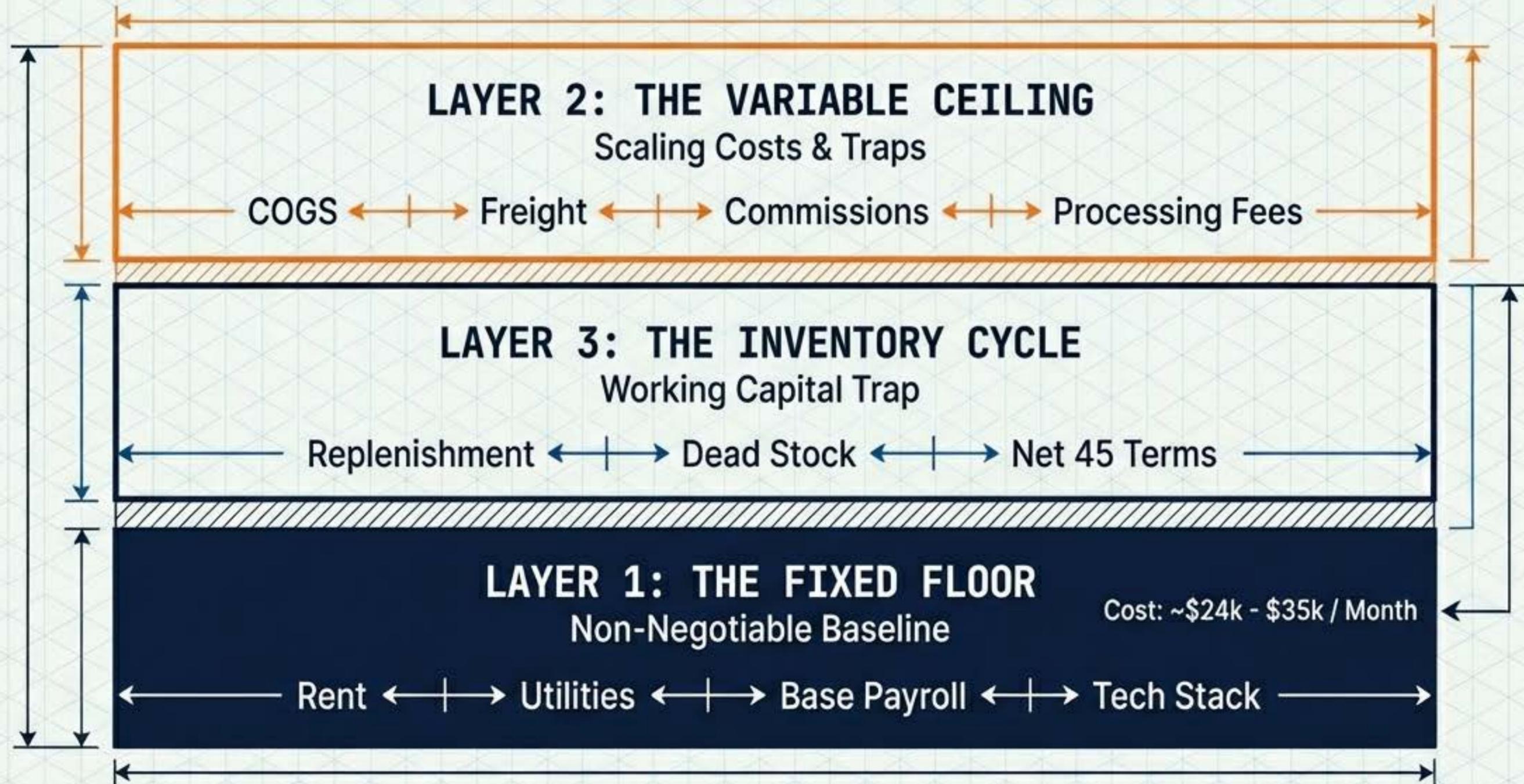
CALCULATION BREAKDOWN:

MONTHLY BURN RATE: \$31,800 (Zero Revenue Assumption)

CALCULATION: Fixed Overhead + Inventory Stocking

⚠️ RISK FACTOR: High CAC shrinks this timeline.

DISSECTING THE COST STRUCTURE

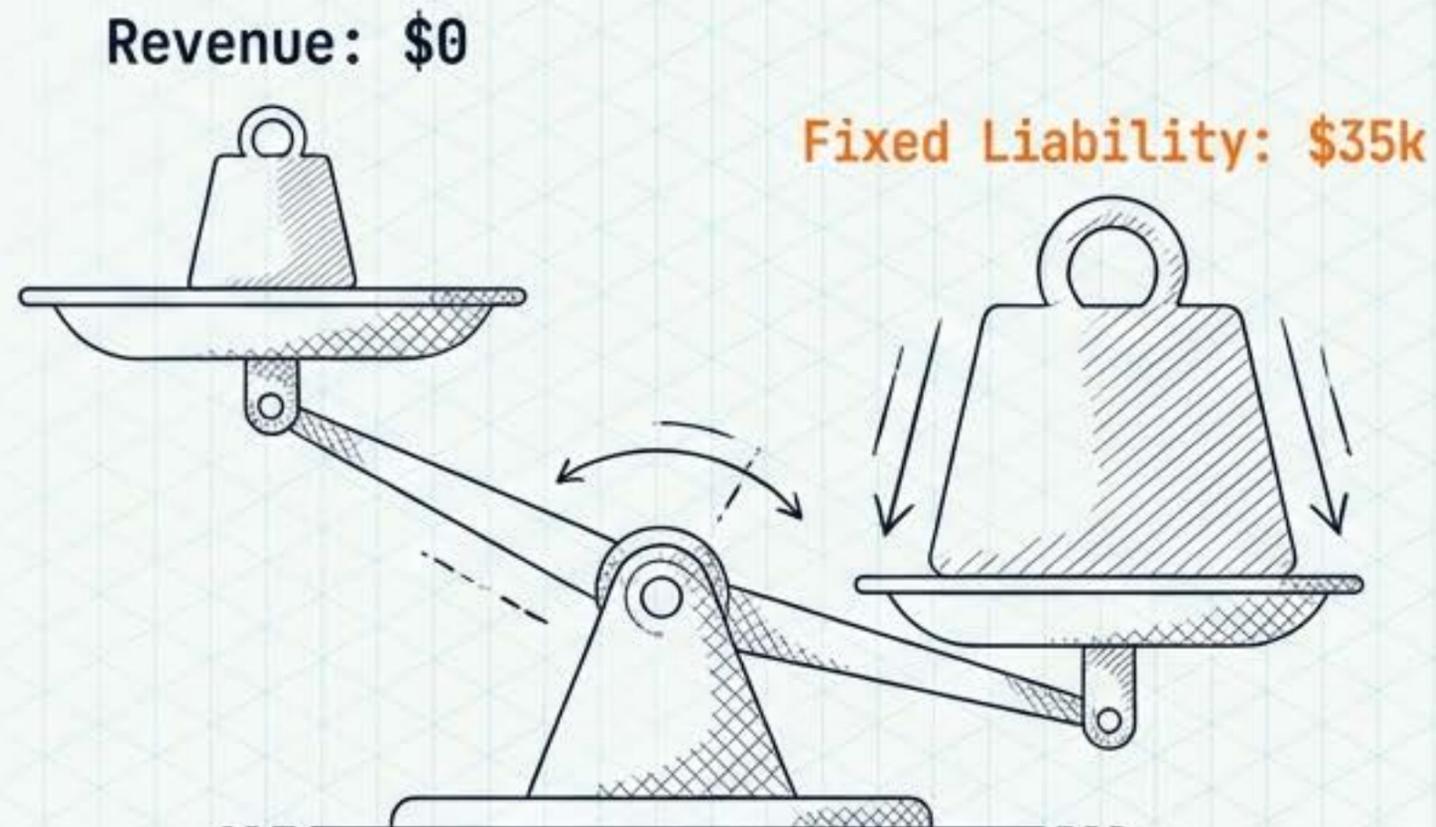


THE FIXED FLOOR: \$35,000 BEFORE THE FIRST SALE

BILL OF MATERIALS / FIXED COST INVOICE

	ITEM	COST (EST.)	NOTES
1	COMMERCIAL LEASE	\$4,500	Max 5 Year Term
2	BASE PAYROLL	\$16,000	Base only. Excludes burden.
3	UTILITIES	\$800	Power, HVAC, Water
4	TECH STACK	\$600	POS & Inventory Mgmt
5	LOCAL AD SPEND	\$1,200	Required for foot traffic

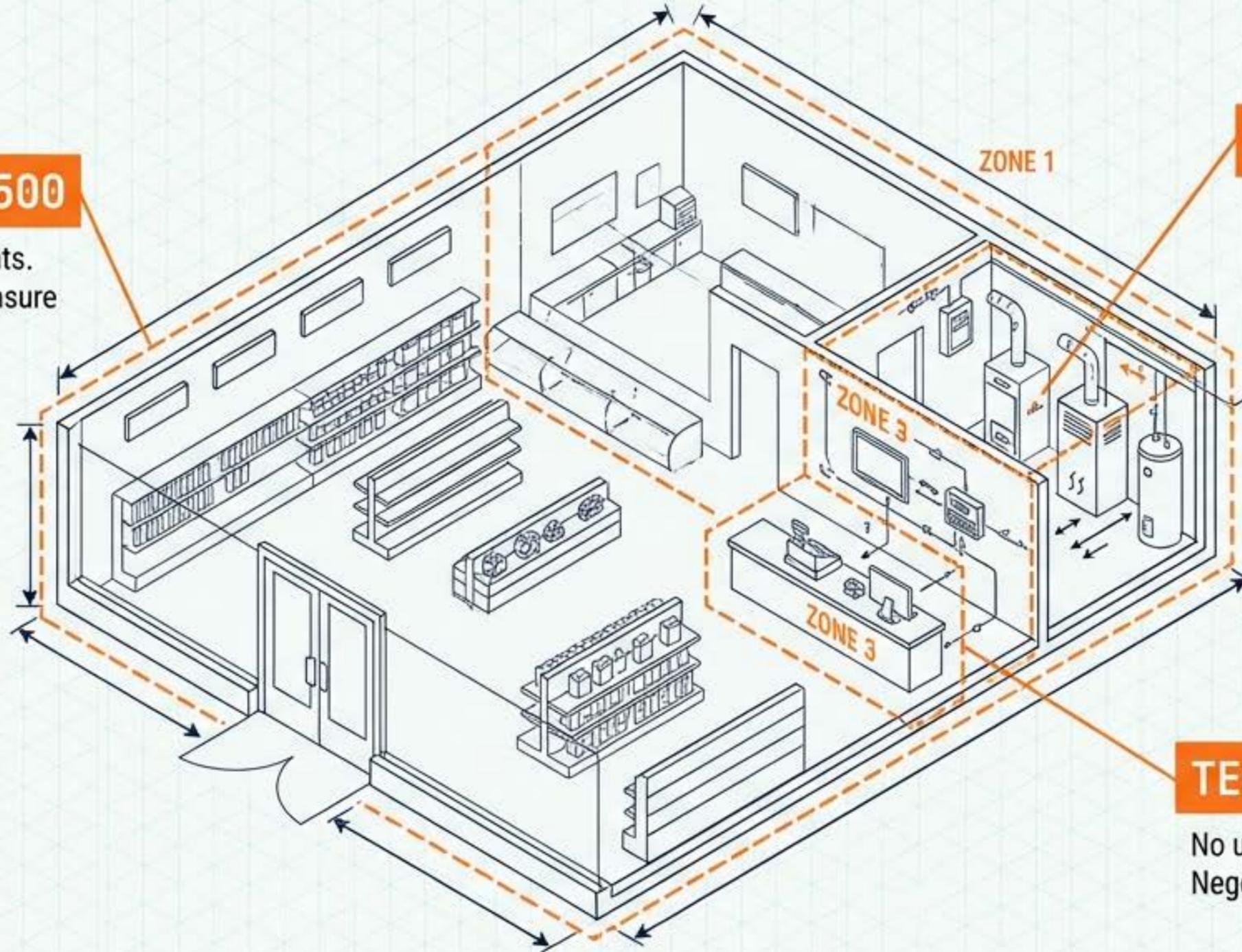
MONTHLY TOTAL RANGE: \$23,100 (Conservative)
to \$35,000 (Buffered)



INFRASTRUCTURE & FACILITIES MANAGEMENT

THE LEASE: \$4,500

Negotiate Tenant Improvements.
Avoid paying for empty air—ensure density.



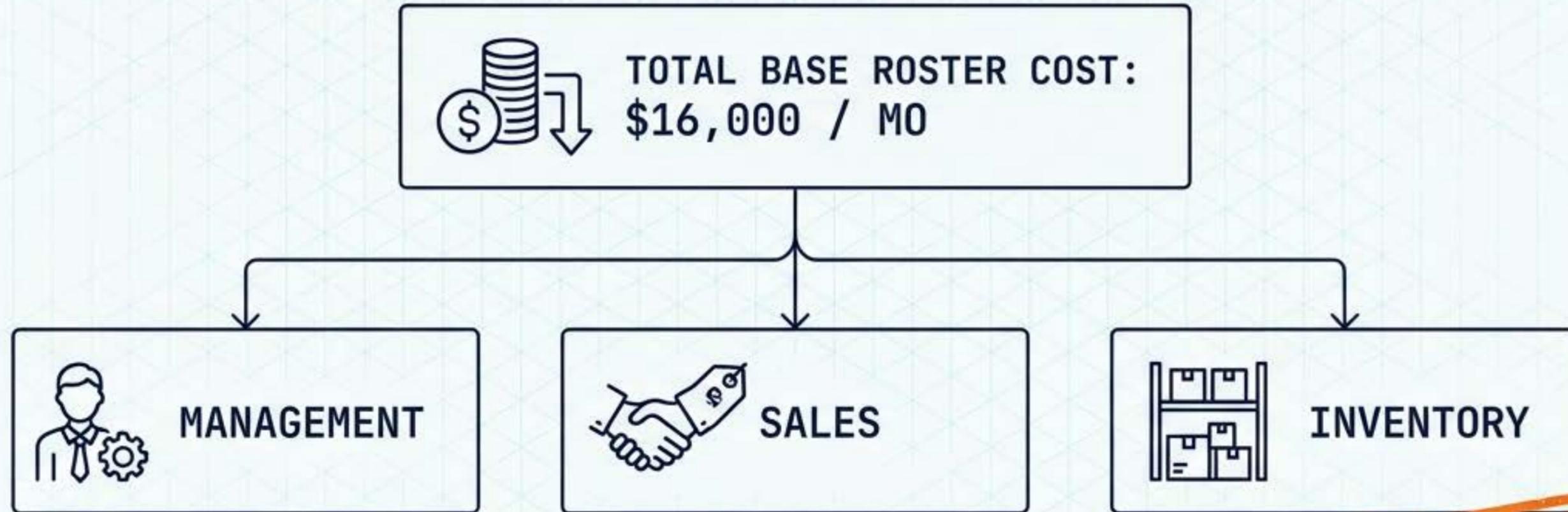
UTILITIES: \$800

Audit HVAC scheduling.
Keep under 0.5% of revenue.
Warning: Diagnostic equipment spikes this.

TECH STACK: \$600

No unused features.
Negotiate annual billing for -10%.

THE BASE PAYROLL FOUNDATION

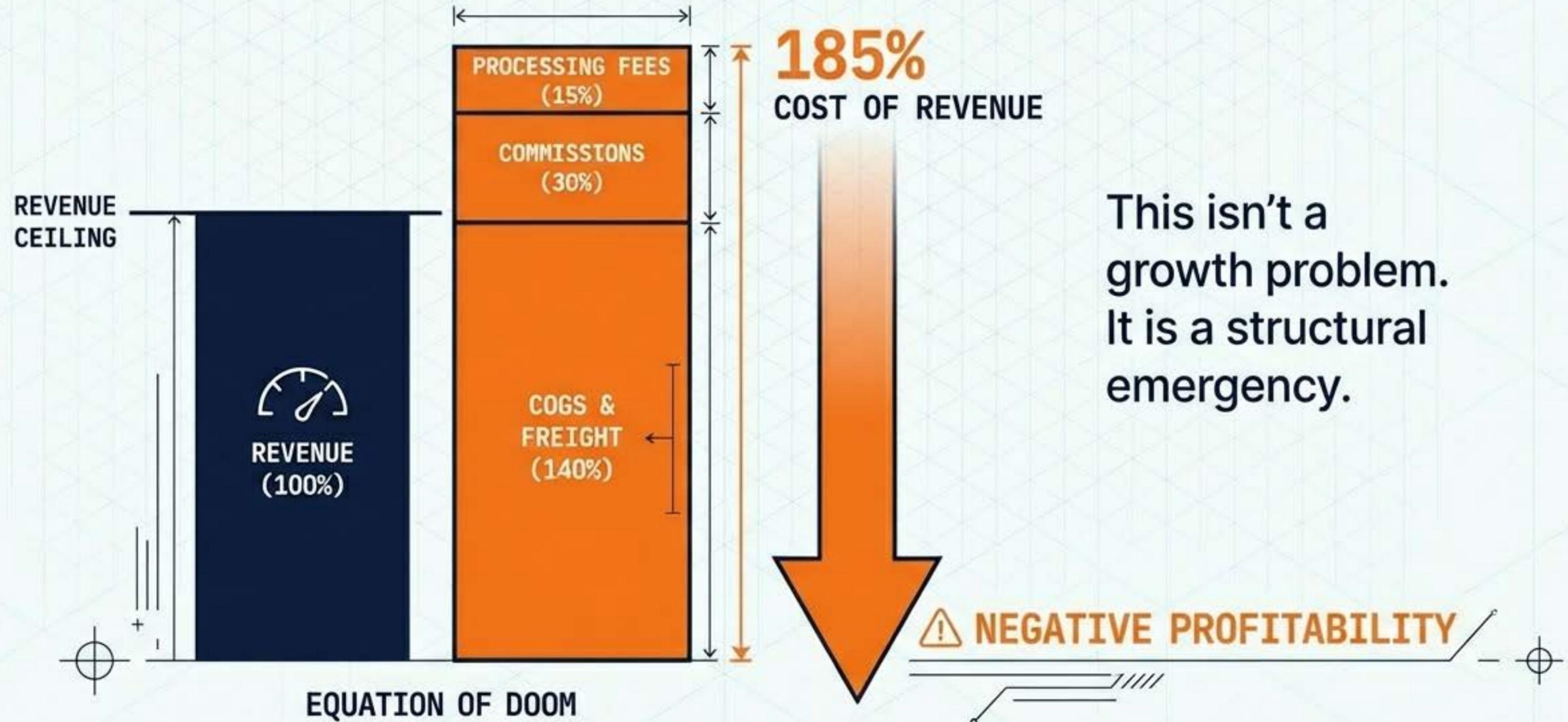


Capacity: Up to 45 Full-Time Equivalent roles (aggregate roster).

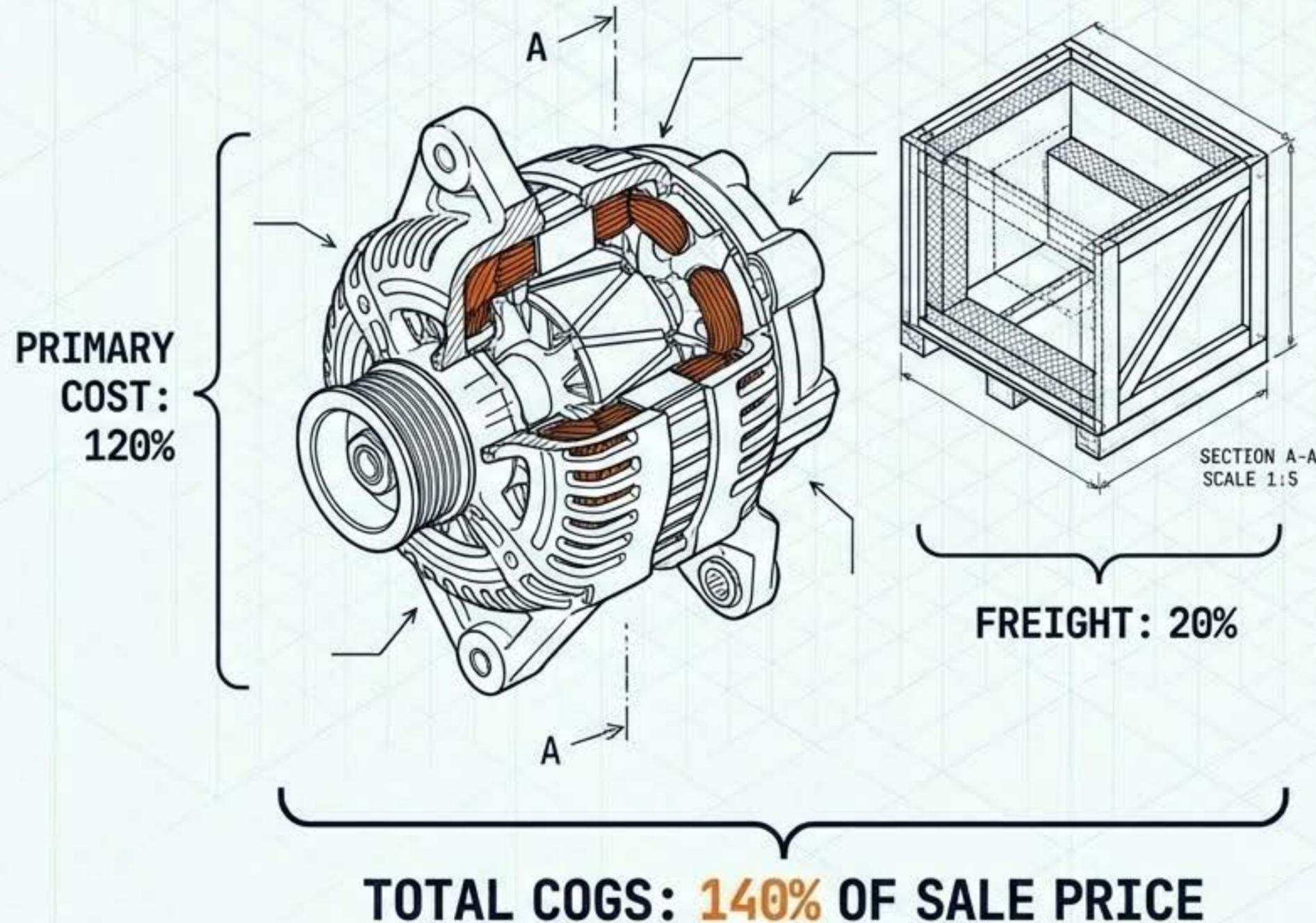
WARNING

- EXCLUDES EMPLOYER TAXES.
- EXCLUDES BENEFITS.
- EXCLUDES SALES COMMISSIONS.
- Metric: Manage density by Parts Lookup Time, not foot traffic.

THE VARIABLE TRAP: NEGATIVE GROSS MARGINS



THE 140% COGS CRISIS



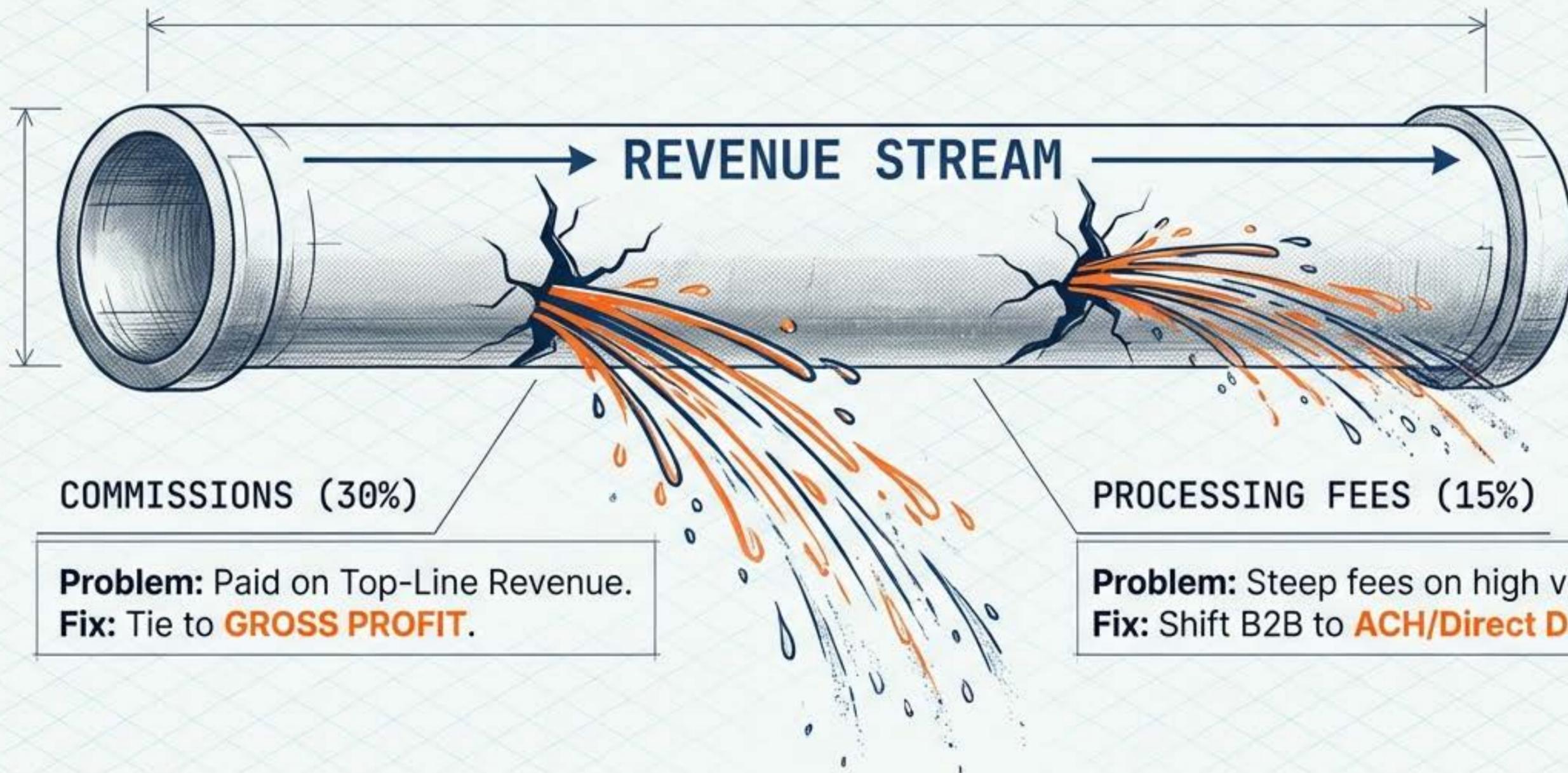
THE SCENARIO:
2026 Projections.

- **IMPACT:** \$5M Revenue = **\$7M Inventory Cost.**

THE FIX:

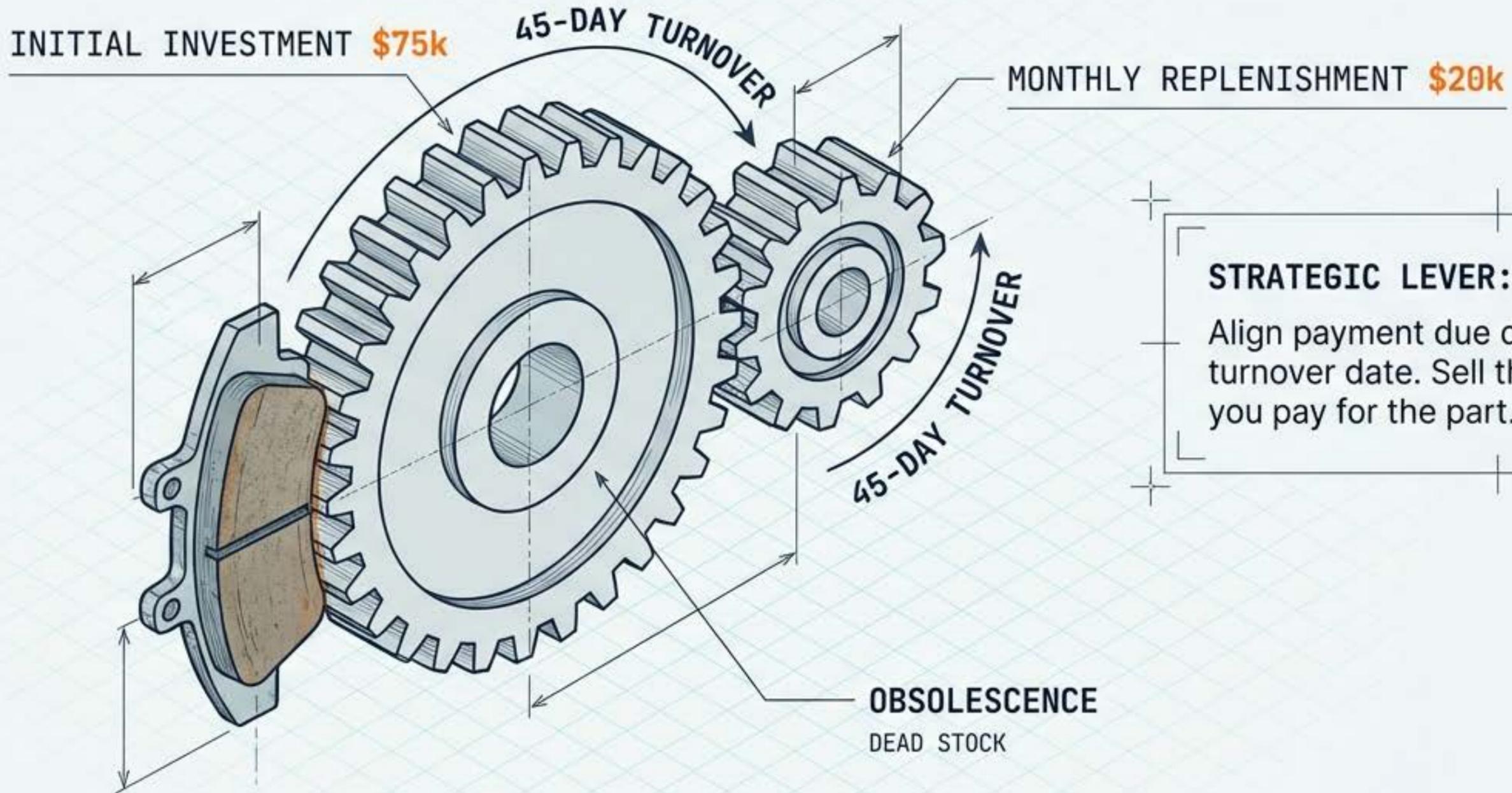
1. Target **60-70%** Total COGS.
2. Negotiate Freight (**5** points = **\$350k** savings).
3. Direct Sourcing.

PLUGGING THE MARGIN LEAKS



High churn risk if commission onboarding > 14 days.

INVENTORY: THE CASH FLOW ENGINE



STRATEGIC LEVER: NET 45 TERMS

Align payment due date with inventory turnover date. Sell the part before you pay for the part.

DEFENSE PROTOCOL: THE 20% DROP

SCENARIO: REVENUE DROPS 20%



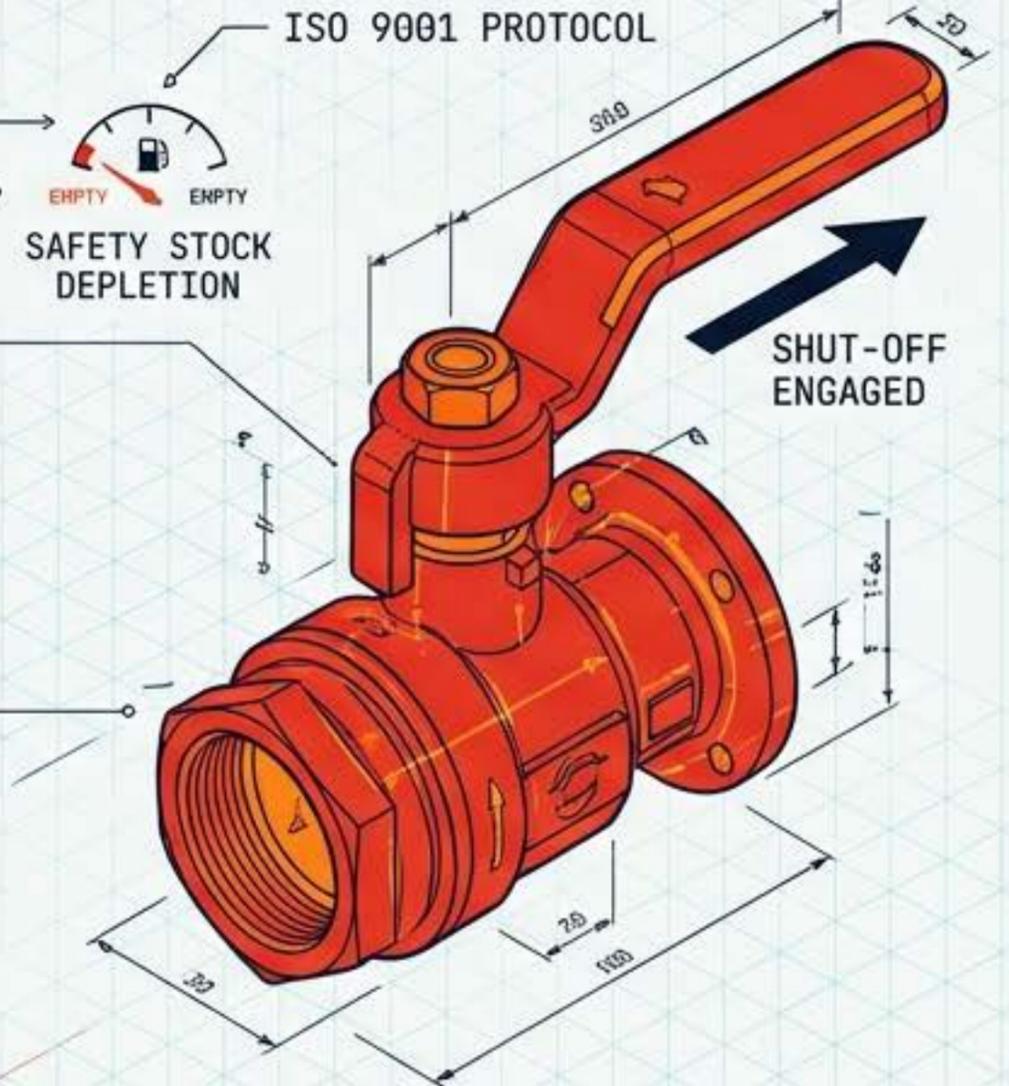
FROM \$1M TO \$800K



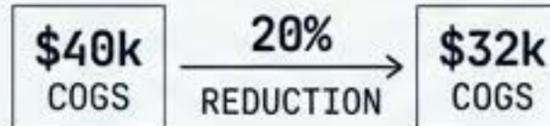
TRIGGER POINT:
IMMEDIATE CASH
CONSERVATION.

ACTION PLAN

1. [Variable] JetBrains Mono
 - SLASH INVENTORY ORDERS > 20%.
(Burn safety stock)



2. [Variable] JetBrains Mono
 - Example: Cut COGS from \$40k to \$32k immediately.



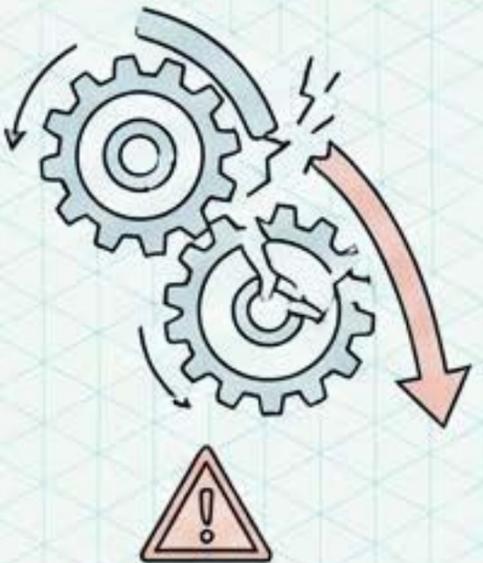
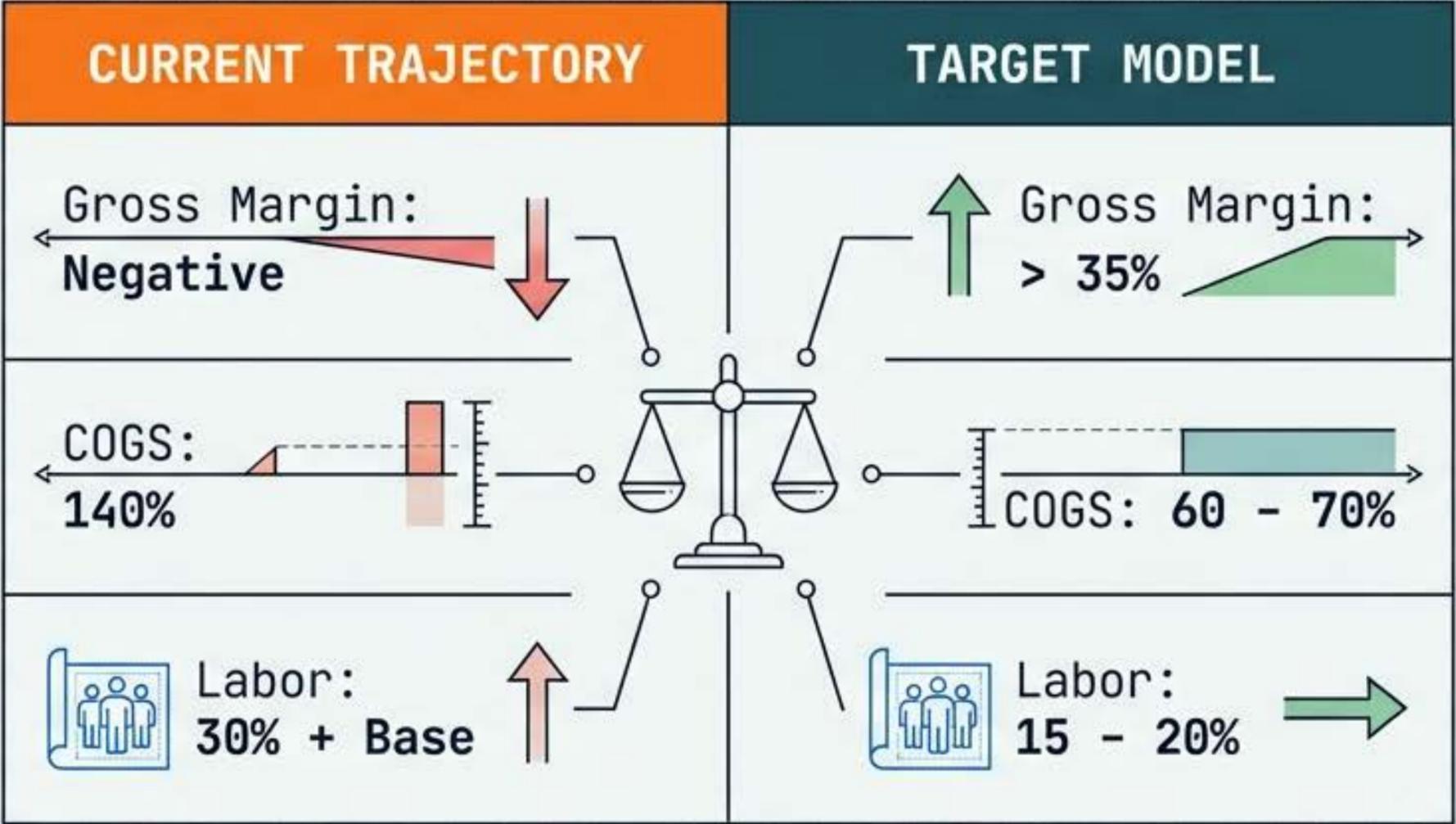
3. [Fixed] FREEZE CAPEX.
 - NO POS UPGRADES
 - NO SHELIVING
 - NO NEW EQUIPMENT
 - NOGS GOARS OVERRUING

4. [Goal] Find \$75k savings to cover 90 days of fixed overhead.

 GOAL: \$75k SAVINGS

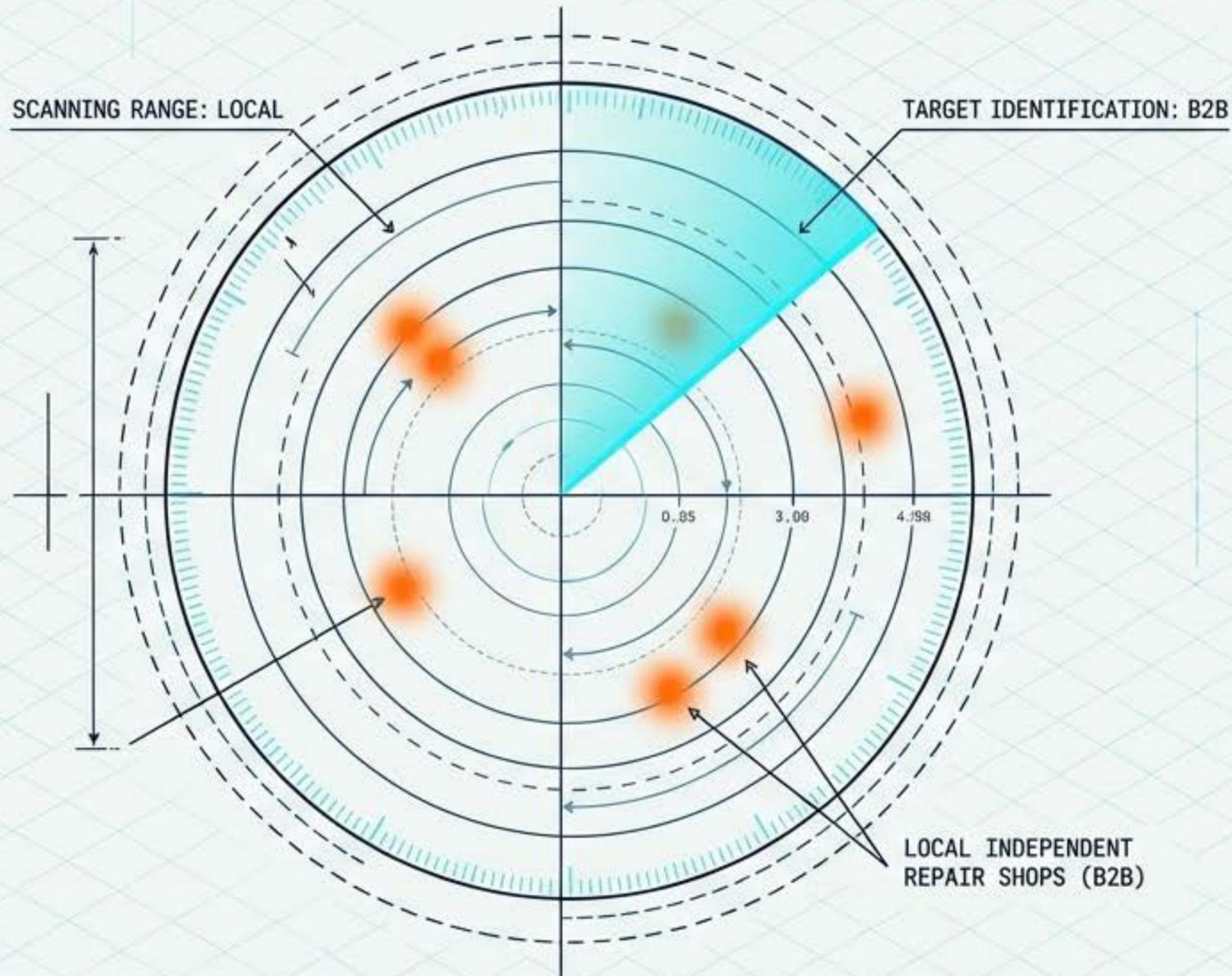
90 DAYS FIXED OVERHEAD COVERAGE

THE PATH TO SUSTAINABILITY



Success requires Inventory Velocity + Margin Discipline.

ACQUISITION & EFFICIENCY

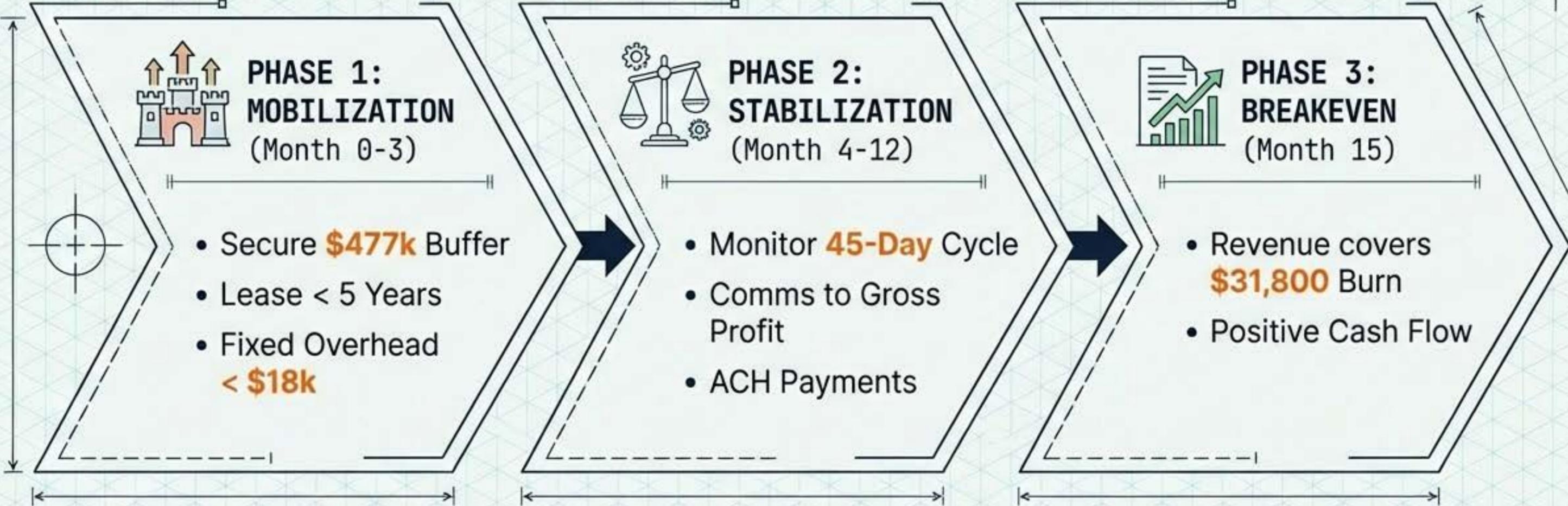


DATA PANEL

- BUDGET: **\$1,000** / Month.
- STRATEGY: Avoid general awareness. **Target B2B.**
- METRICS: Track Cost Per Visitor (**CPV**) and Cost Per Acquisition (**CPA**).

⚠ RULE: If **100 visitors** don't yield enough margin to cover \$4,500 rent, **cut the channel.**

THE 15-MONTH SURVIVAL ROADMAP



 **NOTE: STABILIZATION CRITICAL TO BREAKEVEN SUCCESS. MONITOR CASH FLOW WEEKLY.**

THE BOTTOM LINE

- ☐ SECURE THE **\$477,000** BUFFER.
- ☐ ATTACK THE **140%** COGS.
- ☐ SURVIVE THE **15-MONTH BURN**.

“Honestly, founders often underestimate the capital required just to keep the lights on.”

