

OC'S Cleaning Service
LLC
Business Plan

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1.Executive summary

My business type is a service being offered to residential homes, commercial property's, construction companies, and any other business or corporation that needs cleaning. The location of my business has a wide range. From Scranton to Pleasant Mount and if needed past. The form I chose for my business in a sole proprietorship, because I am better on my own. I work faster and harder when I am alone and have a bigger job that needs to be completed. I only have one competitor because I compare from. Work and process rather than the business itself. The competitors' name is the NEPA cleaning lady who covers most areas around us. She has done many houses and got a lot of verry good reviews. My competitor's business is similar to mine, she offers similar services. She also has decently around the same prices. The difference between both businesses is that she covers a wider range distantly to clean, when my range for distance is shorter.

I chose this business because I have been cleaning for five years to help my mom and my family have less chaos to worry about. Cleaning houses and seeing different places really shows me and teaches me for when I'm older, different house types and everything else that goes with it. I never needed training to be a good cleaner. I am a clean person I like all of my stuff organized, so my technique just came to me as I cleaned more and more. my strengths of having my own business are that I can do a house that was super dirty shine within a couple hours, from top to bottom. I can also communicate with all different types of people. Having good communication and contact helps a lot to get to know the person and see their attitude towards me. One of my strongest weakness is that I can spend all my money in a week and putting money away is very hard. Also learning how people like something done a certain way, because everyone cleans differently, and someone might not like how I clean but likes how someone else does it. This job comes with a lot of risks and the biggest one is going into a stranger's house alone. You cannot fear anything when you are in this job, you are fearless and if something happens someone will find you.

Business Description

This business was formed as a sole proprietorship under all Pennsylvania regulations owned and operated by Olivia Christian. This company will not employ anyone until times get better and busier, and when this business is over flown with business than we will employ people with experience, a vehicle, and over the age of 18.

Services

Deep cleaning , Spring/winter cleaning , Weekly cleaning ,Monthly cleaning, Commercial buildings & residential houses, Deep cleaning inside of all appliance (stove, fridge, etc.), Cleaning countertops, Cleaning floors and baseboards, wiping down blinds, Cleaning all inside windows, cleaning all light fixtures and bulbs, Dusting ceiling fans, Cleaning AC/ heat vents , Cleaning the bathroom- all aspects, dusting in all areas (living room, bedrooms, common areas)

2. Business summary

Industry overview

In the United States the cleaning industry makes \$78 billion dollars in the last 10 years the cleaning industry has sky-rocketed and numbers have flown up very high. Due to many vacation homes, COVID, and hotels people need cleaning services.

Business goals

Short term: My business will grow and get a name for itself.

Long term: this business will cover more than half of Northeast Pennsylvania including restaurants, hotels, and vacation homes in the covered areas.

Prices

The final cost will depend on several factors. For example, the number of rooms that need cleaning, your home's condition and the specific services you request will all impact the total price. If interested call/ text your name, service you are looking for, and total rooms that need cleaning.

Competition

In the cleaning industry there are many businesses in the areas that I cover, including businesses who clean for hotels, restaurants, and rental homes. All of those businesses are my competition. Competition in this industry is a little different from restaurant competition, this business competition is based on the cleaning job that is done, also the products being used and how the person's attitude cleaning the home is.

Location

My business doesn't have a set location, my business is ran from out of my car where all of supplies and products are located. The location my business covers is from Union Dale- (almost Wilkes-Barre) but the end of Scranton.

3. Financial plan

LLC- The LLC is the main thing to make your business legit. There is one price for an LLC, and you pay it when you start your business.

Insurance – The insurance for your business is protection so that if anything happens, someone accuses you of stealing, breaking something, or something happens to you your insurance will cover it.

Supplies- the supplies you start off with will be pricey, but once you have your supplies getting more will not be as much as when you first bought the products.

LLC	Insurance	Supplies
\$1,000	\$550.00/ a year	\$350.00

Supplies

My business is ran from out of my car because traveling is a big deal with my business. The supplies needed depend on what kind of job you are cleaning. For deep cleans all cleaning supplies are needed. Such as mop, broom, vacuum, sponges, paper towel, windex, bathroom cleaning supplies, which differ from original cleaning products, hardwood floor cleaner, a fan duster and for the ceiling, microfiber rags, Mr. clean, and a bucket. Some of these products will be used almost every time while offering my service and some may not be used for a while.