Seasonal turnover and annual revenue plan · What to do when the process stalls?

For: Paušalni obrt · Obrtnici · j.d.o.o. · d.o.o.

Practical business guidance · Reviewed: 2026-11-22

Applicability: According to the profile and circumstances of the described case.

If demand exists outside the season, check the status before accepting the order.

When a plan meets an obstacle

Draw up a work schedule and allocate the costs that run throughout the year.

Keep track of the planned start and end dates of the season, and the months when deliveries will take place.

Working example · Seasonal turnover and annual revenue plan

Simulate a bad season with hire, equipment and contractual costs.

Specific next steps

1. Draw up a work schedule and allocate the costs that run throughout the year.
2. Keep track of the planned start and end dates of the season, and the months when deliveries will take place.
3. Compare the seasonal model with regular operations according to a specific calendar.

Limits of application

For procedures covered by the START system.

Sources

START · Frequently Asked Questions

https://start.gov.hr/st/cesta-pitanja.html

Original page

https://adriatrends.hr/poslovni-vodic/en/pitanja/praksa-sezonski-obrt-plan-problem