

## # Finance Glossary

Term	Plain-language definition
Cash on hand	Money in the bank today, not pledged income.
Fixed cost	Expenses that stay the same no matter what (insurance, software).
Variable cost	Expenses that change with activity level (travel, food, stipends).
Runway	Number of months you can operate before cash hits zero.
Burn rate	Average amount of cash you spend per month.
Scenario	A version of the budget built on specific revenue assumptions.