

## Cash Flow Forecast Years 1-3

Company Name:

WACOSA

	2021												
	January	February	March	April	May	June	July	August	September	October	November	December	2021 Totals
<b>Beginning Balance</b>	\$ 1,483,467	\$ 1,454,546	\$ 1,464,310	\$ 1,369,722	\$ 1,281,829	\$ 1,253,967	\$ 1,311,312	\$ 2,448,925	\$ 2,547,060	\$ 2,685,168	\$ 2,750,331	\$ 2,886,350	
<b>Cash Inflows</b>													
Cash Sales	344,134	395,768	375,398	418,879	468,116	601,086	1,717,330	509,022	559,022	644,796	693,846	690,446	\$ 7,417,843
Accounts Receivable	138,429	103,523	74,847	78,659	81,016	90,474	109,059	236,478	227,088	105,300	119,149	136,542	\$ 1,500,564
<b>Total Cash Inflows</b>	\$ 482,563	\$ 499,291	\$ 450,244	\$ 497,538	\$ 549,132	\$ 691,560	\$ 1,826,388	\$ 745,500	\$ 786,109	\$ 750,097	\$ 812,996	\$ 826,988	\$ 8,918,407
<b>Cash Outflows</b>													
Investing Activities													
New Fixed Asset Purch	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Additional Inventory													\$ -
Cost of Goods Sold	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Operating Activities													
Operating Expenses	94,330	100,003	132,191	172,791	123,138	180,358	170,216	128,805	129,442	146,725	138,769	147,428	\$ 1,664,195
Payroll	414,550	386,920	410,037	410,037	451,252	451,252	515,955	515,955	515,955	535,605	535,605	535,605	\$ 5,678,729
Taxes	-	-	-	-	-	-	-	-	-	-	-	-	
Financing Activities													
Loan Payments	2,604	2,604	2,604	2,604	2,604	2,604	2,604	2,604	2,604	2,604	2,604	2,604	\$ 31,249
Owners Distribution													\$ -
Line of Credit Interest	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Line of Credit Repayments													\$ -
Dividends Paid													\$ -
<b>Total Cash Outflows</b>	\$ 511,484	\$ 489,527	\$ 544,832	\$ 585,432	\$ 576,994	\$ 634,214	\$ 688,775	\$ 647,365	\$ 648,001	\$ 684,934	\$ 676,977	\$ 685,636	\$ 7,374,173
<b>Net Cash Flows</b>	\$ (28,921)	\$ 9,764	\$ (94,588)	\$ (87,894)	\$ (27,862)	\$ 57,345	\$ 1,137,613	\$ 98,135	\$ 138,108	\$ 65,163	\$ 136,018	\$ 141,351	\$ 1,544,234
<b>Operating Cash Balance</b>	\$ 1,454,546	\$ 1,464,310	\$ 1,369,722	\$ 1,281,829	\$ 1,253,967	\$ 1,311,312	\$ 2,448,925	\$ 2,547,060	\$ 2,685,168	\$ 2,750,331	\$ 2,886,350	\$ 3,027,701	
<b>Line of Credit Drawdown</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Ending Cash Balance</b>	\$ 1,454,546	\$ 1,464,310	\$ 1,369,722	\$ 1,281,829	\$ 1,253,967	\$ 1,311,312	\$ 2,448,925	\$ 2,547,060	\$ 2,685,168	\$ 2,750,331	\$ 2,886,350	\$ 3,027,701	
<b>Line of Credit Balance</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

# Income Statement Year I

Prepared By:  
Traci McKinnon

Company Name:  
WACOSA

	2021												Annual Totals
	January	February	March	April	May	June	July	August	September	October	November	December	
<b>Revenue</b>													
Medical Assistance	196,720	221,304	221,304	221,304	276,629	276,629	276,629	318,124	318,124	429,467	429,467	429,467	\$ 3,615,168
County/School/Private	23,268	27,719	27,719	27,719	34,649	34,649	34,649	39,846	39,846	53,793	53,793	53,793	\$ 451,445
Vocational Rehab	4,000	8,000	8,000	9,469	10,000	10,000	12,000	12,000	12,000	14,000	14,000	14,000	\$ 127,469
Community Crew/Production	50,000	50,000	50,000	55,000	55,000	55,000	60,500	60,500	60,500	66,550	66,550	66,550	\$ 696,150
Shred	15,996	15,996	20,125	22,138	22,138	22,138	24,351	24,351	24,351	26,786	26,786	26,786	\$ 271,941
Thrift	35,150	31,350	33,250	33,250	34,200	33,250	34,200	34,200	34,200	34,200	33,250	31,350	\$ 401,850
Grants/Donation/Fundraising	19,000	41,400	15,000	50,000	35,500	169,420	1,275,000	20,000	70,000	20,000	70,000	68,500	\$ 1,853,820
<b>Total Revenue</b>	\$ 344,134	\$ 395,768	\$ 375,398	\$ 418,879	\$ 468,116	\$ 601,086	\$ 1,717,330	\$ 509,022	\$ 559,022	\$ 644,796	\$ 693,846	\$ 690,446	\$ 7,417,843
<b>Payroll</b>	\$ 414,550	\$ 386,920	\$ 410,037	\$ 410,037	\$ 451,252	\$ 451,252	\$ 515,955	\$ 515,955	\$ 515,955	\$ 535,605	\$ 535,605	\$ 535,605	\$ 5,678,729
<b>Operating Expenses</b>													
Advertising	855	2,218	3,323	3,926	4,844	8,371	3,868	5,405	6,102	4,190	9,439	9,454	\$ 61,995
Car and Truck Expenses	11,208	18,993	28,498	37,991	33,662	48,653	38,725	38,814	34,363	35,648	31,344	35,841	\$ 393,740
Commissions and Fees	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Contract Labor (Not included in payroll)	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Insurance (other than health)	5,046	5,608	5,190	5,190	5,190	5,190	5,190	5,190	5,190	5,190	5,190	5,190	\$ 62,554
Legal and Professional Services	6,738	6,028	15,467	36,522	6,059	16,871	37,817	4,028	2,839	10,536	2,864	3,470	\$ 149,239
Licenses & Dues	1,011	448	90	669	615	1,547	5,761	355	631	6,201	1,946	791	\$ 20,065
Office Expense	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Building and Equipment Costs	11,211	8,974	13,592	17,450	12,514	16,326	5,007	4,156	7,450	17,387	20,908	27,246	\$ 162,221
Sauk Centre Lease	2,711	2,711	2,711	2,711	2,711	2,711	2,711	2,711	2,711	2,711	2,711	2,711	\$ 32,532
Repairs and Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Supplies	1,217	1,446	6,617	9,602	4,969	23,261	10,181	7,057	9,084	8,841	5,924	2,706	\$ 90,905
Travel, Meals and Entertainment	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Utilities	16,636	16,560	14,000	16,097	9,756	14,806	17,226	17,207	17,050	12,645	14,520	15,735	\$ 182,238
Miscellaneous	2,327	1,701	2,180	1,834	2,144	1,874	2,405	2,210	2,650	2,126	2,602	3,084	\$ 27,137
Other Expense 1													
Other Expense 2													
<b>Total Operating Expenses</b>	\$ 58,960	\$ 64,687	\$ 91,668	\$ 131,992	\$ 82,464	\$ 139,610	\$ 128,891	\$ 87,133	\$ 88,070	\$ 105,475	\$ 97,448	\$ 106,228	\$ 1,182,626
<b>Income (Before Other Expenses)</b>	\$ (129,376)	\$ (55,838)	\$ (126,308)	\$ (123,150)	\$ (65,600)	\$ 10,224	\$ 1,072,483	\$ (94,067)	\$ (45,004)	\$ 3,716	\$ 60,793	\$ 48,613	\$ 556,488
<b>Other Expenses</b>													
Amortized Start-up Expenses	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Depreciation	31,969	36,140	37,473	37,473	37,473	37,473	38,173	38,173	38,173	38,173	38,173	38,173	\$ 447,042
Interest													
Commercial Loan	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Commercial Mortgage	3,154	3,136	2,817	3,100	2,983	3,064	2,947	3,027	3,009	2,894	2,972	2,859	\$ 35,963
Credit Card Debt	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Vehicle Loans	247	240	233	226	218	211	204	197	189	182	175	167	\$ 2,489
Other Bank Debt	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Line of Credit	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Bad Debt Expense	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
<b>Total Other Expenses</b>	35,370	39,516	40,523	40,799	40,674	40,748	41,325	41,397	41,372	41,250	41,321	41,200	\$ 485,494
<b>Net Income Before Income Tax</b>	\$ (164,746)	\$ (95,355)	\$ (166,830)	\$ (163,949)	\$ (106,274)	\$ (30,524)	\$ 1,031,159	\$ (135,464)	\$ (86,376)	\$ (37,533)	\$ 19,473	\$ 7,414	\$ 70,994
<b>Income Tax</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Net Profit/Loss</b>	\$ (164,746)	\$ (95,355)	\$ (166,830)	\$ (163,949)	\$ (106,274)	\$ (30,524)	\$ 1,031,159	\$ (135,464)	\$ (86,376)	\$ (37,533)	\$ 19,473	\$ 7,414	\$ 70,994

# Sales Forecast Year I

Prepared By: **Company Name:**  
Traci McKinnon **WACOSA**

Complete This Chart First:			
Product Lines	Units	Sales Price Per Unit	COGS Per Unit
Medical Assistance		\$ 56.34	\$ 56.34
County/School/Private		\$ 56.34	\$ 56.34
Vocational Rehab		\$ 1,000.00	\$ 1,000.00
Community Crew/Production		\$ 1,000.00	\$ 1,000.00
Shred		\$ 0.25	\$ -
Thrift		\$ 950.00	\$ 950.00
Grants/Donation/Fundraising	0	\$ 1,000.00	\$ 1,000.00

Product Lines	2021												Annual Totals	Category Breakdown	Category / Total		
	January	February	March	April	May	June	July	August	September	October	November	December					
<b>Medical Assistance</b>																	
Units Sold	3,495	3,928	3,928	3,928	4,910	4,910	4,910	5,647	5,647	7,623	7,623	7,623	64,170			5.5%	
Total Sales	196,720	221,304	221,304	221,304	276,629	276,629	276,629	318,124	318,124	429,467	429,467	429,467	\$ 3,615,168	100.0%		48.7%	
Total COGS	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	-	0.0%	
Total Margin	196,720	221,304	221,304	221,304	276,629	276,629	276,629	318,124	318,124	429,467	429,467	429,467	\$ 3,615,168	100.0%		48.7%	
<b>County/School/Private</b>																	
Units Sold	413	492	492	492	615	615	615	707	707	955	955	955	8,013			0.7%	
Total Sales	23,268	27,719	27,719	27,719	34,649	34,649	34,649	39,846	39,846	53,793	53,793	53,793	\$ 451,445	100.0%		6.1%	
Total COGS	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	-	-	0.0%	
Margin	23,268	27,719	27,719	27,719	34,649	34,649	34,649	39,846	39,846	53,793	53,793	53,793	\$ 451,445	100.0%		6.1%	
<b>Vocational Rehab</b>																	
Units Sold	4	8	8	9	10	10	12	12	12	14	14	14	127			0.0%	
Total Sales	4,000	8,000	8,000	9,469	10,000	10,000	12,000	12,000	12,000	14,000	14,000	14,000	\$ 127,469	100.0%		1.7%	
Total COGS	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	-	-	0.0%	
Margin	4,000	8,000	8,000	9,469	10,000	10,000	12,000	12,000	12,000	14,000	14,000	14,000	\$ 127,469	100.0%		1.7%	
<b>Community Crew/Production</b>																	
Units Sold	50	50	50	55	55	55	61	61	61	67	67	67	696			0.1%	
Total Sales	50,000	50,000	50,000	55,000	55,000	55,000	60,500	60,500	60,500	66,550	66,550	66,550	\$ 696,150	100.0%		9.4%	
Total COGS	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	-	-	0.0%	
Margin	50,000	50,000	50,000	55,000	55,000	55,000	60,500	60,500	60,500	66,550	66,550	66,550	\$ 696,150	100.0%		9.4%	
<b>Shred</b>																	
Units Sold	63,982	63,982	80,500	88,550	88,550	88,550	97,405	97,405	97,405	107,146	107,146	107,146	1,087,766			93.6%	
Total Sales	15,996	15,996	20,125	22,138	22,138	22,138	24,351	24,351	24,351	26,786	26,786	26,786	\$ 271,941	100.0%		3.7%	
Total COGS	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	-	-	0.0%	
Margin + Recycling	15,996	15,996	20,125	22,138	22,138	22,138	24,351	24,351	24,351	26,786	26,786	26,786	\$ 271,941	100.0%		3.7%	
<b>Thrift</b>																	
Units Sold	37	33	35	35	36	35	36	36	36	36	36	35	423			0.0%	
Total Sales	35,150	31,350	33,250	33,250	34,200	33,250	34,200	34,200	34,200	34,200	34,200	33,250	31,350	\$ 401,850	100.0%	5.4%	
Total COGS	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	-	0.0%	
Margin	35,150	31,350	33,250	33,250	34,200	33,250	34,200	34,200	34,200	34,200	34,200	33,250	31,350	\$ 401,850	100.0%	5.4%	
<b>Grants/Donation/Fundraising</b>																	
0 Sold	19	41	15	50	36	169	1,275	20	70	20	70	69	1,854			0.2%	
Total Sales	19,000	41,400	15,000	50,000	35,500	169,420	1,275,000	20,000	70,000	20,000	70,000	68,500	\$ 1,853,820	100.0%		25.0%	
Total COGS	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	-	-	0.0%	
Margin	19,000	41,400	15,000	50,000	35,500	169,420	1,275,000	20,000	70,000	20,000	70,000	68,500	\$ 1,853,820	100.0%		25.0%	
<b>Total Sales</b>	\$ 344,134	\$ 395,768	\$ 375,398	\$ 418,879	\$ 468,116	\$ 601,086	\$ 1,717,330	\$ 509,022	\$ 559,022	\$ 644,796	\$ 693,846	\$ 690,446	\$ 7,417,843				
<b>Total Cost of Goods Sold</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
<b>Total Margin</b>	\$ 344,134	\$ 395,768	\$ 375,398	\$ 418,879	\$ 468,116	\$ 601,086	\$ 1,717,330	\$ 509,022	\$ 559,022	\$ 644,796	\$ 693,846	\$ 690,446	\$ 7,417,843				

# Payroll Year I

Prepared By: Traci McKinnon  
 Company Name: WACOSA

Part-Time Employees	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
Clients	95	95	95	95	95	95	95	100	100	100	100	100	100	100	100	100	100

2021																	
Employee Types	Number of Owners /Employees	Average Hourly Pay (to 2 decimal places, ex. \$15.23)	Estimated Hrs./Week (per person)	Estimated Pay/Month (Total)	January	February	March	April	May	June	July	August	September	October	November	December	Annual Totals
Management		35.75	40	\$ -	\$ 49,573	\$ 49,573	\$ 49,573	\$ 49,573	\$ 49,573	\$ 49,573	\$ 52,347	\$ 52,347	\$ 52,347	\$ 52,347	\$ 52,347	\$ 52,347	\$ 611,520
Full-Time Employees		16.38	37	\$ -	\$ 204,848	\$ 204,848	\$ 204,848	\$ 204,848	\$ 235,754	\$ 235,754	\$ 279,958	\$ 279,958	\$ 279,958	\$ 294,693	\$ 294,693	\$ 294,693	\$ 3,014,853
Part-Time Employees		13.26	20	\$ -	\$ 11,492	\$ 11,492	\$ 11,492	\$ 11,492	\$ 11,492	\$ 11,492	\$ 11,492	\$ 11,492	\$ 11,492	\$ 11,492	\$ 11,492	\$ 11,492	\$ 137,904
Clients		8.92	10	\$ -	\$ 36,721	\$ 36,721	\$ 36,721	\$ 36,721	\$ 36,721	\$ 36,721	\$ 38,653	\$ 38,653	\$ 38,653	\$ 38,653	\$ 38,653	\$ 38,653	\$ 452,244
<b>Total Salaries and Wages</b>		\$ 74.31	107	\$ -	\$ 302,634	\$ 302,634	\$ 302,634	\$ 302,634	\$ 333,540	\$ 333,540	\$ 382,450	\$ 382,450	\$ 382,450	\$ 397,185	\$ 397,185	\$ 397,185	\$ 4,216,521

2021																	
Payroll Taxes and Benefits	Wage Base Limit	Percentage of Salary/Wage	Estimated Taxes & Benefits/Month (Total)	January	February	March	April	May	June	July	August	September	October	November	December	Annual Totals	
Social Security	\$ 132,900	6.11%	\$ -	\$ 17,491	\$ 18,491	\$ 18,491	\$ 18,491	\$ 20,379	\$ 20,379	\$ 23,368	\$ 23,368	\$ 23,368	\$ 24,268	\$ 24,268	\$ 24,268	\$ 256,629	
Medicare	--	1.08%	\$ -	\$ 3,253	\$ 3,253	\$ 3,253	\$ 3,253	\$ 3,586	\$ 3,586	\$ 4,111	\$ 4,111	\$ 4,111	\$ 4,270	\$ 4,270	\$ 4,270	\$ 45,328	
Unemployment Benefits	\$ 7,000	0.00%	\$ 6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	\$ 80,004	
Employee Pension Programs	--	2.50%	\$ -	\$ 5,361	\$ 5,054	\$ 6,648	\$ 6,648	\$ 7,420	\$ 7,420	\$ 8,595	\$ 8,595	\$ 8,595	\$ 8,963	\$ 8,963	\$ 8,963	\$ 91,226	
Worker's Compensation	--	2.69%		9,623	9,623	9,623	9,623	9,623	9,623	9,623	9,623	9,623	9,623	9,623	9,623	\$ 115,479	
Employee Health/Dental Insurance	--	21.95%	\$ -	\$ 66,368	\$ 36,844	\$ 58,368	\$ 58,368	\$ 65,152	\$ 65,152	\$ 75,463	\$ 75,463	\$ 75,463	\$ 78,698	\$ 78,698	\$ 78,698	\$ 812,735	
Other Employee Benefit Programs	--	1.72%	\$ -	\$ 3,153	\$ 4,353	\$ 4,353	\$ 4,353	\$ 4,884	\$ 4,884	\$ 5,678	\$ 5,678	\$ 5,678	\$ 5,931	\$ 5,931	\$ 5,931	\$ 60,806	
<b>Total Payroll Taxes and Benefits</b>		36.05%	\$ 6,667	\$ 111,916	\$ 84,285	\$ 107,403	\$ 107,403	\$ 117,712	\$ 117,712	\$ 133,505	\$ 133,505	\$ 133,505	\$ 138,420	\$ 138,420	\$ 138,420	\$ 1,462,207	
<b>Total Salaries and Related Expenses</b>			\$ 6,667	\$ 414,550	\$ 386,920	\$ 410,037	\$ 410,037	\$ 451,252	\$ 451,252	\$ 515,955	\$ 515,955	\$ 515,955	\$ 535,605	\$ 535,605	\$ 535,605	\$ 5,678,729	

# Operating Expenses Year I

Prepared By:  
Traci McKinnon

Company Name:  
WACOSA

	2021												Annual Totals
	January	February	March	April	May	June	July	August	September	October	November	December	
<b>Expenses</b>													
Advertising	855	2,218	3,323	3,926	4,844	8,371	3,868	5,405	6,102	4,190	9,439	9,454	\$ 61,995
Car and Truck Expenses	11,208	18,993	28,498	37,991	33,662	48,653	38,725	38,814	34,363	35,648	31,344	35,841	\$ 393,740
Insurance (other than health)	5,046	5,608	5,190	5,190	5,190	5,190	5,190	5,190	5,190	5,190	5,190	5,190	\$ 62,554
Legal and Professional Services	6,738	6,028	15,467	36,522	6,059	16,871	37,817	4,028	2,839	10,536	2,864	3,470	\$ 149,239
Licenses & Dues	1,011	448	90	669	615	1,547	5,761	355	631	6,201	1,946	791	\$ 20,065
Building and Equipment Costs	11,211	8,974	13,592	17,450	12,514	16,326	5,007	4,156	7,450	17,387	20,908	27,246	\$ 162,221
Sauk Centre Lease	2,711	2,711	2,711	2,711	2,711	2,711	2,711	2,711	2,711	2,711	2,711	2,711	\$ 32,532
Supplies	1,217	1,446	6,617	9,602	4,969	23,261	10,181	7,057	9,084	8,841	5,924	2,706	\$ 90,905
Utilities	16,636	16,560	14,000	16,097	9,756	14,806	17,226	17,207	17,050	12,645	14,520	15,735	\$ 182,238
Miscellaneous	2,327	1,701	2,180	1,834	2,144	1,874	2,405	2,210	2,650	2,126	2,602	3,084	\$ 27,137
<b>Total Expenses</b>	\$ 58,960	\$ 64,687	\$ 91,668	\$ 131,992	\$ 82,464	\$ 139,610	\$ 128,891	\$ 87,133	\$ 88,070	\$ 105,475	\$ 97,448	\$ 106,228	\$ 1,182,626
<b>Other Expenses</b>													
Depreciation	31,969	31,940	37,473	37,473	37,473	37,473	38,173	38,173	38,173	38,173	38,173	38,173	\$ 442,842
Interest													
Commercial Mortgage	3,154	3,136	2,817	3,100	2,983	3,064	2,947	3,243	3,009	2,894	2,972	2,859	\$ 36,179
Vehicle Leases	247	240	233	226	218	211	204	256	189	182	175	167	\$ 2,548
Line of Credit	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
<b>Total Other Expenses</b>	\$ 35,370	\$ 35,316	\$ 40,523	\$ 40,799	\$ 40,674	\$ 40,748	\$ 41,325	\$ 41,672	\$ 41,372	\$ 41,250	\$ 41,321	\$ 41,200	\$ 481,569
<b>Total Fixed Operating Expenses</b>	\$ 94,330	\$ 100,003	\$ 132,191	\$ 172,791	\$ 123,138	\$ 180,358	\$ 170,216	\$ 128,805	\$ 129,442	\$ 146,725	\$ 138,769	\$ 147,428	\$ 1,664,195