

Cash Flow Forecast Year I

Prepared By:
Traci McKinnon

Company Name:
WACOSA

	2023											
	January	February	March	April	May	June	July	August	September	October	November	December
Beginning Balance	\$ 6,255,272	\$ 6,462,016	\$ 6,398,399	\$ 6,470,468	\$ 6,462,286	\$ 6,529,935	\$ 6,605,207	\$ 6,695,638	\$ 6,611,879	\$ 6,544,501	\$ 6,476,842	\$ 6,384,186
Cash Inflows												
Cash Sales	669,075	407,652	615,504	551,094	614,832	629,911	650,569	571,095	555,645	528,604	505,934	533,874
Accounts Receivable	152,399	83,634	134,591	127,894	145,825	145,741	155,593	160,060	152,708	140,843	135,531	129,317
Total Cash Inflows	\$ 821,474	\$ 491,286	\$ 750,095	\$ 678,989	\$ 760,657	\$ 775,651	\$ 806,162	\$ 731,155	\$ 708,353	\$ 669,447	\$ 641,466	\$ 663,191
Cash Outflows												
Investing Activities												
New Fixed Asset Purchases	-	-	-	-	-	-	-	40,000	60,000	-	-	-
Additional Inventory												
Operating Activities												
Operating Expenses	104,894	88,819	113,738	123,449	106,654	115,035	118,490	118,490	118,490	111,756	111,756	111,756
Payroll	502,861	459,109	557,312	556,747	579,379	578,369	590,265	649,449	590,265	618,374	615,390	587,409
Financing Activities												
Loan Payments	6,975	6,975	6,975	6,975	6,975	6,975	6,975	6,975	6,975	6,975	6,975	6,975
Line of Credit Interest		-	-	-	-	-	-	-	-	-	-	-
Line of Credit Repayments												
Total Cash Outflows	\$ 614,731	\$ 554,903	\$ 678,025	\$ 687,171	\$ 693,007	\$ 700,379	\$ 715,730	\$ 814,914	\$ 775,730	\$ 737,105	\$ 734,121	\$ 706,140
Net Cash Flows	\$ 206,744	\$ (63,617)	\$ 72,070	\$ (8,182)	\$ 67,649	\$ 75,272	\$ 90,431	\$ (83,759)	\$ (67,378)	\$ (67,659)	\$ (92,656)	\$ (42,950)
Operating Cash Balance	\$ 6,462,016	\$ 6,398,399	\$ 6,470,468	\$ 6,462,286	\$ 6,529,935	\$ 6,605,207	\$ 6,695,638	\$ 6,611,879	\$ 6,544,501	\$ 6,476,842	\$ 6,384,186	\$ 6,341,237
Line of Credit Drawdown	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Ending Cash Balance	\$ 6,462,016	\$ 6,398,399	\$ 6,470,468	\$ 6,462,286	\$ 6,529,935	\$ 6,605,207	\$ 6,695,638	\$ 6,611,879	\$ 6,544,501	\$ 6,476,842	\$ 6,384,186	\$ 6,341,237
Line of Credit Balance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Sales Forecast Year I

Prepared By:
Traci McKinnon

Company Name:
WACOSA

2023													
Product Lines	January	February	March	April	May	June	July	August	September	October	November	December	Annual Totals
Medical Assistance	427,246	372,956	484,270	454,704	538,951	517,797	434,782	499,999	434,782	456,521	434,782	413,045	\$ 5,469,834
County/School/Private	29,466	29,658	37,296	38,703	44,023	69,770	39,488	45,411	39,488	41,461	39,488	37,512	\$ 491,764
Vocational Rehab	14,566	8,834	9,917	12,703	11,725	5,527	10,328	11,879	10,328	10,845	10,328	9,812	\$ 126,791
Community Crew/Production	54,725	48,889	81,996	70,477	74,775	78,034	63,418	72,929	63,418	66,588	63,418	60,246	\$ 798,912
Shred	24,907	24,390	24,692	28,436	36,251	37,648	26,536	30,516	26,536	27,862	26,536	25,209	\$ 339,519
Thrift	33,168	30,591	39,510	40,081	40,304	37,763	38,504	41,585	40,044	40,044	36,964	36,964	\$ 455,523
Grants/Donation/Fundraising	146,083	8,160	46,686	28,240	25,258	29,736	199,322	10,717	79,127	16,601	20,069	83,721	\$ 693,720
Investment/Miscellaneous Income	106,183	(13,914)	45,012	15,525	(2,747)	11,114	833	833	833	833	833	833	\$ 166,172
Total Sales	\$ 836,344	\$ 509,565	\$ 769,380	\$ 688,868	\$ 768,540	\$ 787,388	\$ 813,211	\$ 713,869	\$ 694,556	\$ 660,755	\$ 632,418	\$ 667,342	\$ 8,542,235

Payroll Year I

Management													
Full-Time Employees													
Part-Time Employees													
Clients													

		2023												
Employee Types	Estimated Pay/Month (Total)	January	February	March	April	May	June	July	August	September	October	November	December	Annual Totals
Employees	\$ -	\$ 385,754	\$ 333,910	\$ 405,102	\$ 373,508	\$ 405,665	\$ 397,299	\$ 418,006	\$ 457,818	\$ 418,006	\$ 437,912	\$ 437,912	\$ 418,001	\$ 4,888,893
Clients	\$ -	\$ 48,480	\$ 42,453	\$ 58,235	\$ 53,801	\$ 58,487	\$ 55,994	\$ 52,845	\$ 60,774	\$ 52,845	\$ 55,489	\$ 52,843	\$ 50,204	\$ 642,450
Total Salaries and Wages	\$ -	\$ 434,234	\$ 376,363	\$ 463,337	\$ 427,309	\$ 464,152	\$ 453,293	\$ 470,851	\$ 518,592	\$ 470,851	\$ 493,401	\$ 490,755	\$ 468,205	\$ 5,531,343

		2023												
Payroll Taxes and Benefits	Estimated Taxes & Benefits/Month (Total)	January	February	March	April	May	June	July	August	September	October	November	December	Annual Totals
Total Payroll Taxes and Benefits		\$ 68,627	\$ 82,746	\$ 93,975	\$ 129,439	\$ 115,226	\$ 125,076	\$ 119,414	\$ 130,857	\$ 119,414	\$ 124,973	\$ 124,635	\$ 119,204	\$ 1,848,407
Total Salaries and Related Expenses	\$ -	\$ 502,861	\$ 459,109	\$ 557,312	\$ 556,747	\$ 579,379	\$ 578,369	\$ 590,265	\$ 649,449	\$ 590,265	\$ 618,374	\$ 615,390	\$ 587,409	\$ 7,379,750

Operating Expenses Year I

Prepared By:
Traci McKinnon

Company Name:
WACOSA

	2023												Annual Totals
	January	February	March	April	May	June	July	August	September	October	November	December	
Expenses													
Program & Office Supplies	9,759	3,124	8,345	4,891	7,463	12,348	6,351	6,351	6,351	6,351	6,351	6,351	\$ 84,035
Building and Equipment Costs	43,473	40,563	37,626	46,042	35,521	30,083	45,872	45,872	45,872	45,872	45,872	45,872	\$ 508,538
Advertising & Public Relations	2,730	1,450	7,373	4,504	2,360	5,477	6,745	6,745	6,745	6,745	6,745	6,745	\$ 64,366
Transportation Costs	31,699	33,839	38,383	33,083	35,252	47,981	39,164	39,164	39,164	39,164	39,164	39,164	\$ 455,223
Professional Fees	11,022	4,871	11,781	30,249	21,151	11,979	13,468	13,468	13,468	6,734	6,734	6,734	\$ 151,658
ROU Lease Cost	3,212	3,212	3,212	3,212	3,212	3,212	3,212	3,212	3,212	3,212	3,212	3,212	\$ 38,541
Miscellaneous Expenses	2,999	1,761	7,018	1,469	1,694	3,957	3,678	3,678	3,678	3,678	3,678	3,678	\$ 40,967
Total Expenses	\$ 104,894	\$ 88,819	\$ 113,738	\$ 123,449	\$ 106,654	\$ 115,035	\$ 118,490	\$ 118,490	\$ 118,490	\$ 111,756	\$ 111,756	\$ 111,756	\$ 1,343,328
Other Expenses													
Depreciation	28,758	29,066	28,964	28,963	29,269	28,030	30,836	30,836	30,836	30,836	30,836	30,836	\$ 358,063
Interest													
Commercial Mortgage	1,572	1,548	1,375	1,497	1,425	1,447	1,375	1,375	1,375	1,375	1,375	1,375	\$ 17,116
Vehicle Leases	319	273	273	273	273	273	273	273	273	273	-	-	\$ 2,780
Line of Credit		-	-	-	-	-	-	-	-	-	-	-	\$ -
Total Other Expenses	\$ 30,649	\$ 30,888	\$ 30,613	\$ 30,734	\$ 30,967	\$ 29,750	\$ 32,484	\$ 32,484	\$ 32,484	\$ 32,484	\$ 32,211	\$ 32,211	\$ 377,959
Total Fixed Operating Expenses	\$ 135,544	\$ 119,706	\$ 144,350	\$ 154,182	\$ 137,620	\$ 144,786	\$ 150,975	\$ 150,975	\$ 150,975	\$ 144,241	\$ 143,967	\$ 143,967	\$ 1,721,288

Income Statement Year I

Income Statement Year I

Prepared By:
Traci McKinnon

Company Name:
WACOSA

	2023												
	January	February	March	April	May	June	July	August	September	October	November	December	Annual Totals
Revenue													
Medical Assistance	427,246	372,956	484,270	454,704	538,951	517,797	434,782	499,999	434,782	456,521	434,782	413,045	\$ 5,469,834
County/School/Private	29,466	29,658	37,296	38,703	44,023	69,770	39,488	45,411	39,488	41,461	39,488	37,512	\$ 491,764
Vocational Rehab	14,566	8,834	9,917	12,703	11,725	5,527	10,328	11,879	10,328	10,845	10,328	9,812	\$ 126,791
Community Crew/Production	54,725	48,889	81,996	70,477	74,775	78,034	63,418	72,929	63,418	66,588	63,418	60,246	\$ 798,912
Shred	24,907	24,390	24,692	28,436	36,251	37,648	26,536	30,516	26,536	27,862	26,536	25,209	\$ 339,519
Thrift	33,168	30,591	39,510	40,081	40,304	37,763	38,504	41,585	40,044	40,044	36,964	36,964	\$ 455,523
Grants/Donation/Fundraising	146,083	8,160	46,686	28,240	25,258	29,736	199,322	10,717	79,127	16,601	20,069	83,721	\$ 693,720
Investment/Miscellaneous Income	106,183	(13,914)	45,012	15,525	(2,747)	11,114	833	833	833	833	833	833	\$ 166,172
Total Revenue	\$ 836,344	\$ 509,565	\$ 769,380	\$ 688,868	\$ 768,540	\$ 787,388	\$ 813,211	\$ 713,869	\$ 694,556	\$ 660,755	\$ 632,418	\$ 667,342	\$ 8,542,235
Payroll	\$ 502,861	\$ 459,109	\$ 557,312	\$ 556,747	\$ 579,379	\$ 578,369	\$ 590,265	\$ 649,449	\$ 590,265	\$ 618,374	\$ 615,390	\$ 587,409	\$ 6,884,929
Operating Expenses													
Program & Office Supplies	9,759	3,124	8,345	4,891	7,463	12,348	6,351	6,351	6,351	6,351	6,351	6,351	\$ 84,035
Building and Equipment Costs	43,473	40,563	37,626	46,042	35,521	30,083	45,872	45,872	45,872	45,872	45,872	45,872	\$ 508,538
Advertising & Public Relations	2,730	1,450	7,373	4,504	2,360	5,477	6,745	6,745	6,745	6,745	6,745	6,745	\$ 64,366
Transportation Costs	31,699	33,839	38,383	33,083	35,252	47,981	39,164	39,164	39,164	39,164	39,164	39,164	\$ 455,223
Professional Fees	11,022	4,871	11,781	30,249	21,151	11,979	13,468	13,468	13,468	6,734	6,734	6,734	\$ 151,658
ROU Lease Cost	3,212	3,212	3,212	3,212	3,212	3,212	3,212	3,212	3,212	3,212	3,212	3,212	\$ 38,541
Miscellaneous Expenses	2,999	1,761	7,018	1,469	1,694	3,957	3,678	3,678	3,678	3,678	3,678	3,678	\$ 40,967
Total Operating Expenses	\$ 104,894	\$ 88,819	\$ 113,738	\$ 123,449	\$ 106,654	\$ 115,035	\$ 118,490	\$ 118,490	\$ 118,490	\$ 111,756	\$ 111,756	\$ 111,756	\$ 1,343,328
Income (Before Other Expenses)	\$ 228,589	\$ (38,363)	\$ 98,330	\$ 8,672	\$ 82,508	\$ 93,984	\$ 104,456	\$ (54,070)	\$ (14,199)	\$ (69,375)	\$ (94,728)	\$ (31,823)	\$ 313,978
Other Expenses													
Depreciation	28,758	29,066	28,964	28,963	29,269	28,030	30,836	30,836	30,836	30,836	30,836	30,836	\$ 358,063
Interest													
Commercial Mortgage	1,572	1,548	1,375	1,497	1,425	1,447	1,375	1,375	1,375	1,375	1,375	1,375	\$ 17,116
Vehicle Loans	319	273	273	273	273	273	273	273	273	273	-	-	\$ 2,780
Total Other Expenses	30,649	30,888	30,613	30,734	30,967	29,750	32,484	32,484	32,484	32,484	32,484	32,211	\$ 377,959
Net Income Before Income Tax	\$ 197,939	\$ (69,251)	\$ 67,717	\$ (22,062)	\$ 51,541	\$ 64,234	\$ 71,971	\$ (86,555)	\$ (46,684)	\$ (101,860)	\$ (126,939)	\$ (64,034)	\$ (63,981)
Income Tax	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Profit/Loss	\$ 197,939	\$ (69,251)	\$ 67,717	\$ (22,062)	\$ 51,541	\$ 64,234	\$ 71,971	\$ (86,555)	\$ (46,684)	\$ (101,860)	\$ (126,939)	\$ (64,034)	\$ (63,981)

Income Statement Year I