

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	\$ 6,346,749	\$ 6,239,824	\$ 6,314,846	\$ 6,223,426	\$ 6,216,049	\$ 6,148,390	\$ 6,055,734
Cash Inflows												
Cash Sales	669,075	407,652	615,504	551,094	552,846	568,626	650,569	571,095	555,645	528,604	505,934	533,874
Accounts Receivable	152,399	83,634	134,591	127,894	145,825	137,992	140,184	152,399	152,708	140,843	135,531	129,317
Total Cash Inflows	\$ 821,474	\$ 491,286	\$ 750,095	\$ 678,989	\$ 698,670	\$ 706,619	\$ 790,753	\$ 723,495	\$ 708,353	\$ 669,447	\$ 641,466	\$ 663,191
Cash Outflows												
Investing Activities												
New Fixed Asset Purchases	-	-	-	-	7,000	60,000		40,000	-	-	-	-
Additional Inventory												
Operating Activities												
Operating Expenses	104,894	88,819	113,738	123,449	153,756	128,195	118,490	118,490	118,490	111,756	111,756	111,756
Payroll	502,861	459,109	557,312	556,747	646,476	618,374	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	\$ 814,207	\$ 813,544	\$ 715,730	\$ 814,914	\$ 715,730	\$ 737,105	\$ 734,121	\$ 706,140
Net Cash Flows	\$ 206,744	\$ (63,617)	\$ 72,070	\$ (8,182)	\$ (115,537)	\$ (106,925)	\$ 75,022	\$ (91,420)	\$ (7,378)	\$ (67,659)	\$ (92,656)	\$ (42,950)
Operating Cash Balance	\$ 6,462,016	\$ 6,398,399	\$ 6,470,468	\$ 6,462,286	\$ 6,346,749	\$ 6,239,824	\$ 6,314,846	\$ 6,223,426	\$ 6,216,049	\$ 6,148,390	\$ 6,055,734	\$ 6,012,784
Line of Credit Drawdown	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Ending Cash Balance	\$ 6,462,016	\$ 6,398,399	\$ 6,470,468	\$ 6,462,286	\$ 6,346,749	\$ 6,239,824	\$ 6,314,846	\$ 6,223,426	\$ 6,216,049	\$ 6,148,390	\$ 6,055,734	\$ 6,012,784
Line of Credit Balance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Sales Forecast Year I

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Product Lines	2023												Annual Totals
	January	February	March	April	May	June	July	August	September	October	November	December	
Medical Assistance	427,246	372,956	484,270	454,704	478,261	456,521	434,782	499,999	434,782	456,521	434,782	413,045	\$ 5,347,869
County/School/Private	29,466	29,658	37,296	38,703	43,435	41,461	39,488	45,411	39,488	41,461	39,488	37,512	\$ 462,867
Vocational Rehab	14,566	8,834	9,917	12,703	11,361	10,845	10,328	11,879	10,328	10,845	10,328	9,812	\$ 131,746
Community Crew/Production	54,725	48,889	81,996	70,477	69,759	66,588	63,418	72,929	63,418	66,588	63,418	60,246	\$ 782,450
Shred	24,907	24,390	24,692	28,436	29,189	27,862	26,536	30,516	26,536	27,862	26,536	25,209	\$ 322,671
Thrift	33,168	30,591	39,510	40,081	41,585	40,044	38,504	41,585	40,044	40,044	36,964	36,964	\$ 459,084
Grants/Donation/Fundraising	146,083	8,160	46,686	28,240	16,634	66,629	199,322	10,717	79,127	16,601	20,069	83,721	\$ 721,989
Investment/Miscellaneous Income	106,183	(13,914)	45,012	15,525	833	833	833	833	833	833	833	833	\$ 159,471
Total Sales	\$ 836,344	\$ 509,565	\$ 769,380	\$ 688,868	\$ 691,057	\$ 710,783	\$ 813,211	\$ 713,869	\$ 694,556	\$ 660,755	\$ 632,418	\$ 667,342	\$ 8,388,147

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	\$ 457,818	\$ 437,912	\$ 418,006	\$ 457,818	\$ 418,006	\$ 437,912	\$ 437,912	\$ 418,001	\$ 4,981,659
Clients	\$ -	\$ 48,480	\$ 42,453	\$ 58,235	\$ 53,801	\$ 58,131	\$ 55,489	\$ 52,845	\$ 60,774	\$ 52,845	\$ 55,489	\$ 52,843	\$ 50,204	\$ 641,589
Total Salaries and Wages	\$ -	\$ 434,234	\$ 376,363	\$ 463,337	\$ 427,309	\$ 515,949	\$ 493,401	\$ 470,851	\$ 518,592	\$ 470,851	\$ 493,401	\$ 490,755	\$ 468,205	\$ 5,623,248

		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	\$ 130,527	\$ 124,973	\$ 119,414	\$ 130,857	\$ 119,414	\$ 124,973	\$ 124,635	\$ 119,204	\$ 1,877,677
Total Salaries and Related Expenses	\$ -	\$ 502,861	\$ 459,109	\$ 557,312	\$ 556,747	\$ 646,476	\$ 618,374	\$ 590,265	\$ 649,449	\$ 590,265	\$ 618,374	\$ 615,390	\$ 587,409	\$ 7,500,925

Operating Expenses Year I

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	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	6,351	6,351	6,351	6,351	6,351	6,351	6,351	6,351	\$ 76,925
Building and Equipment Costs	43,473	40,563	37,626	46,042	45,872	45,872	45,872	45,872	45,872	45,872	45,872	45,872	\$ 534,679
Advertising & Public Relations	2,730	1,450	7,373	4,504	6,745	6,745	6,745	6,745	6,745	6,745	6,745	6,745	\$ 70,020
Transportation Costs	31,699	33,839	38,383	33,083	39,164	39,164	39,164	39,164	39,164	39,164	39,164	39,164	\$ 450,318
Professional Fees	11,022	4,871	11,781	30,249	48,734	23,172	13,468	13,468	13,468	6,734	6,734	6,734	\$ 190,435
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	3,678	3,678	3,678	3,678	3,678	3,678	3,678	3,678	\$ 42,673
Total Expenses	\$ 104,894	\$ 88,819	\$ 113,738	\$ 123,449	\$ 153,756	\$ 128,195	\$ 118,490	\$ 118,490	\$ 118,490	\$ 111,756	\$ 111,756	\$ 111,756	\$ 1,403,590
Other Expenses													
Depreciation	28,758	29,066	28,964	28,963	30,836	30,836	30,836	30,836	30,836	30,836	30,836	30,836	\$ 362,435
Interest													
Commercial Mortgage	1,572	1,548	1,375	1,497	1,375	1,375	1,375	1,375	1,375	1,375	1,375	1,375	\$ 16,996
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	\$ 32,484	\$ 32,484	\$ 32,484	\$ 32,484	\$ 32,484	\$ 32,484	\$ 32,211	\$ 32,211	\$ 382,211
Total Fixed Operating Expenses	\$ 135,544	\$ 119,706	\$ 144,350	\$ 154,182	\$ 186,241	\$ 160,679	\$ 150,975	\$ 150,975	\$ 150,975	\$ 144,241	\$ 143,967	\$ 143,967	\$ 1,785,801

Income Statement Year I

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	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	478,261	456,521	434,782	499,999	434,782	456,521	434,782	413,045	\$ 5,347,869
County/School/Private	29,466	29,658	37,296	38,703	43,435	41,461	39,488	45,411	39,488	41,461	39,488	37,512	\$ 462,867
Vocational Rehab	14,566	8,834	9,917	12,703	11,361	10,845	10,328	11,879	10,328	10,845	10,328	9,812	\$ 131,746
Community Crew/Production	54,725	48,889	81,996	70,477	69,759	66,588	63,418	72,929	63,418	66,588	63,418	60,246	\$ 782,450
Shred	24,907	24,390	24,692	28,436	29,189	27,862	26,536	30,516	26,536	27,862	26,536	25,209	\$ 322,671
Thrift	33,168	30,591	39,510	40,081	41,585	40,044	38,504	41,585	40,044	40,044	36,964	36,964	\$ 459,084
Grants/Donation/Fundraising	146,083	8,160	46,686	28,240	16,634	66,629	199,322	10,717	79,127	16,601	20,069	83,721	\$ 721,989
Investment/Miscellaneous Income	106,183	(13,914)	45,012	15,525	833	833	833	833	833	833	833	833	\$ 159,471
Total Revenue	\$ 836,344	\$ 509,565	\$ 769,380	\$ 688,868	\$ 691,057	\$ 710,783	\$ 813,211	\$ 713,869	\$ 694,556	\$ 660,755	\$ 632,418	\$ 667,342	\$ 8,388,147
Payroll	\$ 502,861	\$ 459,109	\$ 557,312	\$ 556,747	\$ 646,476	\$ 618,374	\$ 590,265	\$ 649,449	\$ 590,265	\$ 618,374	\$ 615,390	\$ 587,409	\$ 6,992,032
Operating Expenses													
Program & Office Supplies	9,759	3,124	8,345	4,891	6,351	6,351	6,351	6,351	6,351	6,351	6,351	6,351	\$ 76,925
Building and Equipment Costs	43,473	40,563	37,626	46,042	45,872	45,872	45,872	45,872	45,872	45,872	45,872	45,872	\$ 534,679
Advertising & Public Relations	2,730	1,450	7,373	4,504	6,745	6,745	6,745	6,745	6,745	6,745	6,745	6,745	\$ 70,020
Transportation Costs	31,699	33,839	38,383	33,083	39,164	39,164	39,164	39,164	39,164	39,164	39,164	39,164	\$ 450,318
Professional Fees	11,022	4,871	11,781	30,249	48,734	23,172	13,468	13,468	13,468	6,734	6,734	6,734	\$ 190,435
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	3,678	3,678	3,678	3,678	3,678	3,678	3,678	3,678	\$ 42,673
Total Operating Expenses	\$ 104,894	\$ 88,819	\$ 113,738	\$ 123,449	\$ 153,756	\$ 128,195	\$ 118,490	\$ 118,490	\$ 118,490	\$ 111,756	\$ 111,756	\$ 111,756	\$ 1,403,590
Income (Before Other Expenses)	\$ 228,589	\$ (38,363)	\$ 98,330	\$ 8,672	\$ (109,175)	\$ (35,786)	\$ 104,456	\$ (54,070)	\$ (14,199)	\$ (69,375)	\$ (94,728)	\$ (31,823)	\$ (7,474)
Other Expenses													
Depreciation	28,758	29,066	28,964	28,963	30,836	30,836	30,836	30,836	30,836	30,836	30,836	30,836	\$ 362,435
Interest													
Commercial Mortgage	1,572	1,548	1,375	1,497	1,375	1,375	1,375	1,375	1,375	1,375	1,375	1,375	\$ 16,996
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	32,484	32,484	32,484	32,484	32,484	32,484	32,484	32,211	\$ 382,211
Net Income Before Income Tax	\$ 197,939	\$ (69,251)	\$ 67,717	\$ (22,062)	\$ (141,660)	\$ (68,270)	\$ 71,971	\$ (86,555)	\$ (46,684)	\$ (101,860)	\$ (126,939)	\$ (64,034)	\$ (389,685)
Income Tax	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Profit/Loss	\$ 197,939	\$ (69,251)	\$ 67,717	\$ (22,062)	\$ (141,660)	\$ (68,270)	\$ 71,971	\$ (86,555)	\$ (46,684)	\$ (101,860)	\$ (126,939)	\$ (64,034)	\$ (389,685)

Income Statement Year I