

Cash Flow Projections

Edible Landscaping - Shani

Year 1

Pricing Per Unit:		Loan Calculator				Tax Estimates			
Install and Maintain 6 Months	\$35	Loan Amount:				Federal Tax Rate			
Consultation (Hourly)	\$45	Interest Rate:				30.00%			
Design (Hourly)	\$45	Term in Years:				WA State B&O Tax Rate			
Installation and Management (Hourly)	\$45	Loan Payment				2.00%			
		0							

Sales Units:	STARTUP	Jan 2018	Feb 2018	Mar 2017	Apr 2017	May 2017	Jun 2017	Jul 2017	Aug 2017	Sep 2017	Oct 2017	Nov 2017	Dec 2017	Totals
Install and Maintain 6 Months		10	10	10	20	20	20	20	20	20	15	10	10	185
Consultation (Hourly)		10	10	20	30	25	20	20	20	20	20	10	10	215
Design (Hourly)		20	20	20	25	20	15	5	5	10	10	20	20	190
Installation and Management (Hourly)		5	10	0	15	20	20	20	20	20	10	5	5	150
Monthly Hours / Four Weeks		11	13	13	23	21	19	16	16	18	14	11	11	
Sales Dollars:														
Install and Maintain 6 Month		\$350.00	\$350.00	\$350.00	\$700.00	\$700.00	\$700.00	\$700.00	\$700.00	\$700.00	\$525.00	\$350.00	\$350.00	\$6,475.00
Consultation (Hourly)		\$450.00	\$450.00	\$900.00	\$1,350.00	\$1,125.00	\$900.00	\$900.00	\$900.00	\$900.00	\$900.00	\$450.00	\$450.00	\$9,675.00
Design (Hourly)		\$900.00	\$900.00	\$900.00	\$1,125.00	\$900.00	\$675.00	\$225.00	\$225.00	\$450.00	\$450.00	\$900.00	\$900.00	\$8,550.00
Installation and Management		\$225.00	\$450.00	\$0.00	\$675.00	\$900.00	\$900.00	\$900.00	\$900.00	\$900.00	\$450.00	\$225.00	\$225.00	\$6,750.00
														\$0.00
Total Sales		\$1,925.00	\$2,150.00	\$2,150.00	\$3,850.00	\$3,625.00	\$3,175.00	\$2,725.00	\$2,725.00	\$2,950.00	\$2,325.00	\$1,925.00	\$1,925.00	\$31,450.00
Other Cash Inflows:														0
GI Bill	0	0	0	1,600	800	1,600	1,600	800	1,600	1,600	0	0	0	9,600
Other Cash	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Cash Flowing In	\$0.00	\$1,925.00	\$2,150.00	\$3,750.00	\$4,650.00	\$5,225.00	\$4,775.00	\$3,525.00	\$4,325.00	\$4,550.00	\$2,325.00	\$1,925.00	\$1,925.00	\$41,050.00

Lap-top \$250.00
Vehicle \$3,000.00

Cash Outflows:	STARTUP	Jan 2018	Feb 2018	Mar 2017	Apr 2017	May 2017	Jun 2017	Jul 2017	Aug 2017	Sep 2017	Oct 2017	Nov 2017	Dec 2017	Totals
Accounting Fee	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Advertising and	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$260.00
B&O Taxes Stat	\$0.00	\$38.50	\$43.00	\$43.00	\$77.00	\$72.50	\$63.50	\$54.50	\$54.50	\$59.00	\$46.50	\$38.50	\$38.50	\$629.00
B&O Taxes Olyr	\$0.00	\$3.85	\$4.30	\$4.30	\$7.70	\$7.25	\$6.35	\$5.45	\$5.45	\$5.90	\$4.65	\$3.85	\$3.85	\$62.90
Computer/Internet														
Dues	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Equipment	\$430.00	\$0.00	\$0.00	\$0.00	\$350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$780.00
Health Insuranc	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Insurance, haza	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Licenses, permi	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Maintenance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Memberships	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Office Supplies	\$50.00	\$25.00	\$25.00	\$25.00	\$50.00	\$25.00	\$25.00	\$25.00	\$50.00	\$25.00	\$25.00	\$25.00	\$50.00	\$425.00
Production Sup	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Rent or Lease P	\$360.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$360.00
Sales Tax - stat	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Telephone	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Unemployment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Vacation, holid	\$0.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$600.00
Vehicle Exps	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$650.00
Wages	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Loan Payment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Owner's Draw	\$0.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$16,800.00
Capital Expendi	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Cash Out	\$910.00	1,587	1,592	1,592	2,005	1,625	1,615	1,605	1,630	1,610	1,596	1,587	1,612	20,567
Federal Tax Estimate		521	587	587	974	1,020	888	756	749	822	639	521	514	8,305
Net Cash Flow	-910	338	558	2,158	1,672	2,580	2,272	1,164	1,947	2,118	90	-184	-201	12,178
Plus Beg. Cash Balance		13,616	13,953		2,158	3,829	6,410	8,682	9,846	11,792	13,910	14,001	13,817	

LINKS

<http://dor.wa> <http://apps.le> <http://apps.le>

Ending Cash Balance	13,953	14,511	2,158	3,829	6,410	8,682	9,846	11,792	13,910	14,001	13,817	13,616	13,616
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PROJECTIONS FOR YEAR 2

Cash Flow Projections

Edible Landscaping - Shani

Year 2

Pricing Per Unit:		Loan Calculator			Tax Estimates	
Install and Maintain 6 M	\$35	Loan Amount:		Federal Tax Rate	30%	
Consultation and Design (1	\$45	Interest Rate:		WA State B&O Tax Rate	2.000%	
Design (Hourly)	\$45	Term in Years:				
Installation and Management (Hourly)	\$45	Loan Payment	0			

Sales Units:	STARTUP	Jan 2019	Feb 2019	Mar 2018	Apr 2018	May 2018	Jun 2018	Jul 2018	Aug 2018	Sep 2018	Oct 2018	Nov 2018	Dec 2018	Totals	Projected
Install and Maintain 6 M		10	10	15	25	30	25	25	25	20	20	15	10	230	
Consultation and Design (Hourly)		10	10	20	30	25	20	20	20	20	20	10	10	215	
Design (Hourly)		30	30	20	25	20	15	5	5	10	10	20	20	190	
Installation and Management (Hourly)		5	10	10	15	20	20	20	20	20	10	5	5	160	
Monthly Hours / Four Weeks		11	13	16	24	24	20	18	18	18	15	13	11		
Sales Dollars:															
Install and Maintain 6 M		\$350.00	\$350.00	\$525.00	\$875.00	\$1,050.00	\$875.00	\$875.00	\$875.00	\$700.00	\$700.00	\$525.00	\$350.00	\$8,050.00	
Consultation and Design (Hourly)		\$450.00	\$450.00	\$900.00	\$1,350.00	\$1,125.00	\$900.00	\$900.00	\$900.00	\$900.00	\$900.00	\$450.00	\$450.00	\$9,675.00	
Design (Hourly)		\$900.00	\$900.00	\$900.00	\$1,125.00	\$900.00	\$675.00	\$225.00	\$225.00	\$450.00	\$450.00	\$900.00	\$900.00	\$8,550.00	
Installation and Management (Hourly)		\$225.00	\$450.00	\$450.00	\$675.00	\$900.00	\$900.00	\$900.00	\$900.00	\$900.00	\$450.00	\$225.00	\$225.00	\$7,200.00	
														\$0.00	
Total Sales		\$1,925.00	\$2,150.00	\$2,775.00	\$4,025.00	\$3,975.00	\$3,350.00	\$2,900.00	\$2,900.00	\$2,950.00	\$2,500.00	\$2,100.00	\$1,925.00	\$33,475.00	
Other Cash Inflows:														0	
GI Bill	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Cash	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Total Cash Flowing In	\$0.00	\$1,925.00	\$2,150.00	\$2,775.00	\$4,025.00	\$3,975.00	\$3,350.00	\$2,900.00	\$2,900.00	\$2,950.00	\$2,500.00	\$2,100.00	\$1,925.00	\$33,475.00	

Cash Outflows:	STARTUP	Jan 2019	Feb 2019	Mar 2018	Apr 2018	May 2018	Jun 2018	Jul 2018	Aug 2018	Sep 2018	Oct 2018	Nov 2018	Dec 2018	Totals
Accounting Fee	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Advertising and B&O Taxes Stat	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$260.00
B&O Taxes Olyri	\$0.00	\$38.50	\$43.00	\$55.50	\$80.50	\$79.50	\$67.00	\$58.00	\$58.00	\$59.00	\$50.00	\$42.00	\$38.50	\$669.50
Computer/Internet	\$0.00	\$3.85	\$4.30	\$5.55	\$8.05	\$7.95	\$6.70	\$5.80	\$5.80	\$5.90	\$5.00	\$4.20	\$3.85	\$66.95
Dues	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Equipment	\$430.00	\$0.00	\$0.00	\$0.00	\$350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$780.00
Health Insurance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Insurance, haza	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Licenses, permi	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Maintenance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Memberships	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Office Supplies	\$50.00	\$25.00	\$25.00	\$25.00	\$50.00	\$25.00	\$25.00	\$25.00	\$50.00	\$25.00	\$25.00	\$25.00	\$50.00	\$425.00
Production Supp	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Rent or Lease P	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Sales Tax - stat	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Telephone	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Unemployment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Vacation, holid	\$0.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$600.00
Vehicle Expense	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$650.00
Wages	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Loan Payment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Owner's Draw	\$0.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$16,800.00
Capital Expendi	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Cash Out	\$550.00	\$1,587.35	\$1,592.30	\$1,606.05	\$2,008.55	\$1,632.45	\$1,618.70	\$1,608.80	\$1,633.80	\$1,609.90	\$1,600.00	\$1,591.20	\$1,612.35	\$20,251.45

Federal Tax Estimate	521	587	771	1,025	1,123	939	807	800	822	690	573	514	9,007
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Net Cash Flow	-550	338	558	1,169	992	1,220	792	484	466	518	210	-64	-201	4,216
Plus Beg. Cash Balance	20,097	34,050	14,511	15,680	16,672	17,891	18,683	19,167	19,633	20,151	20,361	20,298		
Ending Cash Balance	34,050	34,608	15,680	16,672	17,891	18,683	19,167	19,633	20,151	20,361	20,298	20,097	20,097	

Expansion Item	Price	Amount	Costs
6 Small Greenhou	\$600.00	1	\$600.00
4 Seeds and Starts	\$200.00	1	\$200.00
2 Soil	\$200.00	1	\$200.00
3 Pots and bags	\$100.00	1	\$100.00
5 Irrigation equipm	\$150.00	1	\$150.00
1 Land (1/4 acre)		1	\$0.00
		Total Expansion Cost	\$1,250.00