

CA\$H for GROWTH

Agenda

- Financial Literacy
- Financial Statements Analysis (P&L and Balance Sheet)
- Cash Flow Analysis
- Business Financing/Funding Options
- Questions / Comments



Joining Us Today - Ace Tarakchian



Ace.tarakchian@ociesbdc.com

Experience

- 9 years business consulting: Education, Healthcare, Tech, Bioengineering, Entertainment & Media, Wholesale and Nonprofits.
- Private SME companies and franchises throughout the U.S., Canada, South America, UK, and UAE.
- Operations, Financial Analysis, Forecasting/Projections, Startup Assistance, Business Planning.

Education

- MBA University of California: Irvine
- BS University of California: Irvine Biological Sciences
- PMP Project Management Institute
- Certificate Program in Public Procurement The World Bank
- Business Foundations Specialization Wharton School of UPenn



Let's Talk Finance





Benefits of Financial Management

Reach your goals by making sound business decisions:

- Know your profitability
- Forecast your growth
- Plan diversification, new product lines, expanding new markets
- Financing/loans



Tools for financial management:

- Quickbooks
- Xero
- Freshbooks
- Quicken
- Wave
- Excel



Financial Guidance

Hire an area expert to help you setup your accounts

- Bookkeeper Couple times a month (\$25-\$35/hour)
- Accountant Quarterly (\$50-\$95/hr)
- CPA Yearly (\$750-several thousand)





Budgeting

Budget - list of all (monthly or yearly) expenses, organized by categories.

Tool that helps you:

- Track all your business expenses
- Plan for the future
- Economize when you need to
- Plan for expansion
- Make a profit

Compare with actual expenditures





Financial Statements

THREE (3) most common and basic financial reports from all companies (in addition to tax-related reports)

- Profit and Loss Statement (P&L) aka Income Statement
- Balance Sheet
- Cash Flow Statement

Used to obtain firm and accurate understanding of company's finances



Profit and Loss Statement

P&L - What Is It? A financial statement that summarizes the revenues, costs and expenses incurred during a specified period

- Line Items Chart of Accounts
- Revenue streams, expenses
- Payroll implications
- Monthly, quarterly, yearly reports
- Are you profitable or not?



Profit & Loss Statement

- Summarizes all revenues earned and expenses incurred during a specified period
- Tracks profitability
- How buying and selling process has been managed
- + Sales/Revenue
- Cost of Goods Sold (COGS)
- = Gross Profit
- Overhead (SG&A)
- = Net Profit





Profit & Loss Statement

Net Profit

- Owner's draw (sole proprietor)
- Expansion and equipment
- Loan/debt payment
- Income taxes





Review Profit & Loss Statement



Rock Castle Construction Profit & Loss

Cash Basis

January through December 2019

	TOTAL
Ordinary Income/Expense	
Income	
40100 - Construction Income	
40110 - Design Income	3,400.00
40130 · Labor Income	25,107.71
40140 - Materials Income	51,205.14
40150 · Subcontracted Labor Income	114,085.79
Total 40100 - Construction Income	193,798.6
40500 - Reimbursement Income 40520 - Permit Reimbursement Income	1,827.84
Total 40500 - Reimbursement Income	1,827.84
Total Income	195,626.40
Cost of Goods Sold 50100 - Cost of Goods Sold	8.182.4
	8,182.4
54000 - Job Expenses	
54300 · Job Materials	12,171.60 225.00
54400 - Permits and Licenses 54500 - Subcontractors	53,350.00
Total 54000 - Job Expenses	65,746.6
Total COGS	73,929.0
Gross Profit	121,697.4
Expense	
60100 - Automobile	
60110 · Fuel	1,715.00
60120 · Insurance	2,850.24
60130 - Repairs and Maintenance	2,550.00
Total 60100 - Automobile	7,115.2
60600 - Bank Service Charges	150.0
60900 - Depreciation Expense	44,435.9
62100 - Insurance	
62110 · Disability Insurance	600.00
62120 - Liability Insurance	5,092.98
62130 · Work Comp	3,300.00
Total 62100 - Insurance	8,992.9
62400 · Interest Expense	
62420 - Loan Interest	4,705.48
Total 62400 · Interest Expense	4,705.4
63600 - Professional Fees 63610 - Accounting	250.00
Total 63600 - Professional Fees	250.00
	250.0
64200 - Repairs 64220 - Computer Repairs	714.00
64230 - Equipment Repairs	1,800.00
Total 64200 - Repairs	2,514.0
64800 - Tools and Machinery	1,457.9
65100 - Utilities	1,457.9
65110 · Gas and Electric	2,373.43
65120 · Telephone	1,503.00
65130 · Water	493.00
Total 65100 - Utilities	4,369.4
Total Expense	73,990.9
Net Ordinary Income	47,706.4
	47,706.4
Other Income/Expense	281.0
Other Income	
Other Income 70200 - Interest Income	
Other Income	281.0
Other Income 70200 - Interest Income	

Review Profit & Loss Statement

Five basic sections:

- Income/Revenue
- Costs of Goods Sold (COGS)
- Expenses
- Other Income/Expenses
- Net Income

Rock Castle Construction Profit & Loss

Cash Ba

January through December 2019

	TOTAL
Ordinary Income/Expense	
Income	
40100 - Construction Income	3.400.00
40110 - Design Income 40130 - Labor Income	25,107.71
40140 - Materials Income	51,205.14
40150 - Subcontracted Labor Income	114,085.79
Total 40100 - Construction Income	193,798.64
40500 · Reimbursement Income	100-100-100-100
40520 · Permit Reimbursement Income	1,827.84
Total 40500 - Reimbursement Income	1,827.84
Total Income	195,626.48
Cost of Goods Sold	
50100 - Cost of Goods Sold	8,182.46
54000 - Job Expenses	
54300 · Job Materials	12,171.60
54400 - Permits and Licenses	225.00 53,350.00
54500 · Subcontractors	
Total 54000 - Job Expenses	65,746.60
Total COGS	73,929.06
Gross Profit	121,697.42
Expense	
60100 - Automobile	
60110 · Fuel	1,715.00
60120 · Insurance	2,850.24 2,550.00
60130 - Repairs and Maintenance	
Total 60100 - Automobile	7,115.24
60600 - Bank Service Charges	150.00
60900 · Depreciation Expense	44,435.91
62100 - Insurance 62110 - Disability Insurance	600.00
62120 · Liability Insurance	5,092.98
62130 · Work Comp	3,300.00
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63610 · Accounting	250.00
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64230 · Equipment Repairs	1,800.00
Total 64200 - Repairs	2,514.00
64800 · Tools and Machinery	1,457.91
65100 · Utilities	
65110 · Gas and Electric	2,373.43
65120 · Telephone	1,503.00
65130 · Water	493.00
Total 65100 - Utilities	4,369.43
Total Expense	73,990.95
Net Ordinary Income	47,706.47
Other Income/Expense	
Other Income	
70200 - Interest Income	281.03
Total Other Income	281.03
Net Other Income	281.03
iet Income	47,987.50
THE REPORT OF	47,987.30

Review -P&L 2019 Income

- Subaccounts
- More detailed
- Snapshot of the year
- How do you compare to your industry?

Rock Castle Construction Profit & Loss

Cash Basis

January through December 2019

	TOTAL
Ordinary Income/Expense	
Income	
40100 · Construction Income	
40110 · Design Income	3,400.00
40130 · Labor Income	25,107.71
40140 · Materials Income	51,205.14
40150 · Subcontracted Labor Income	114,085.79
Total 40100 · Construction Income	193,798.64
40500 · Reimbursement Income	
40520 · Permit Reimbursement Income	1,827.84
Total 40500 · Reimbursement Income	1,827.8
Total Income	195,626.48
Cost of Goods Sold	
50100 · Cost of Goods Sold	8,182.4
54000 · Job Expenses	
54300 · Job Materials	12,171.60
54400 · Permits and Licenses	225.00
54500 · Subcontractors	53,350.00
Total 54000 · Job Expenses	65,746.60
Total COGS	73,929.0
Gross Profit	121,697.42



Review - P&L 2019 Cost of Goods

Cost of Goods Sold	
50100 · Cost of Goods Sold	8,182.46
54000 · Job Expenses	
54300 · Job Materials	12,171.60
54400 · Permits and Licenses	225.00
54500 · Subcontractors	53,350.00
Total 54000 · Job Expenses	65,746.60
Total COGS	73,929.06



Review - P&L 2019 Expenses

- Subaccounts
- More detailed
- Snapshot of the year
- How do you compare to your industry?

Expense 60100 · Automobile 60110 · Fuel 60120 · Insurance 60130 · Repairs and Maintenance	1,715.00 2,850.24 2,550.00
Total 60100 · Automobile	7,115.24
60600 · Bank Service Charges 60900 · Depreciation Expense 62100 · Insurance	150.00 44,435.91
62110 · Disability Insurance 62120 · Liability Insurance 62130 · Work Comp	600.00 5,092.98 3,300.00
Total 62100 · Insurance	8,992.98
62400 · Interest Expense 62420 · Loan Interest	4,705.48
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Total 63600 · Professional Fees	250.00
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Total Expense	73,990.95
Net Ordinary Income	47,706.47
Other Income/Expense Other Income	
70200 · Interest Income	281.03
Total Other Income	281.03
Net Other Income	281.03
et Income	47,987.50

Net In



Review Profit & Loss Statement



COMPARISON

Rock Castle Construction Profit & Loss

Cash Basis

January through March 2019

	Jan - Mar 19	Jan - Mar 18	\$ Change
Ordinary Income/Expense			
Income			
40100 - Construction Income	9,450.00	1 000 00	8,450.00
40110 - Design Income 40130 - Labor Income	9,450.00 43.004.25	1,000.00	8,450.00 29,792.26
40140 · Materials Income	11,784.47	39,600.51	-27,816.04
40150 · Subcontracted Labor Income	4,507.16	22,939.67	-18,432.51
Total 40100 · Construction Income	68,745.88	76,752.17	-8,006.29
40500 - Reimbursement Income 40520 - Permit Reimbursement Income	311.75	992.84	-681.09
Total 40500 · Reimbursement Income	311.75	992.84	-681.09
Total Income	69,057.63	77,745.01	-8,687.38
Cost of Goods Sold			
50100 - Cost of Goods Sold	643.01	7,722.10	-7,079.09
54000 - Job Expenses	043.01	7,722.10	7,073.03
54300 - Job Materials	13.366.14	4,050.98	9,315,16
54500 - Subcontractors	1,100.00	11,150.00	-10,050.00
Total 54000 · Job Expenses	14,466.14	15,200.98	-734.84
Total COGS	15,109.15	22,923.08	-7,813.93
Gross Profit	53,948.48	54,821.93	-873.45
Expense			
60100 - Automobile			
60110 · Fuel	455.00	407.00	48.00
60120 - Insurance	712.56	712.56	0.00
60130 - Repairs and Maintenance	685.00	672.00	13.00
Total 60100 · Automobile	1,852.56	1,791.56	61.00
60600 - Bank Service Charges	37.50	37.50	0.00
62100 - Insurance			
62110 · Disability Insurance	150.00	150.00	0.00
62120 - Liability Insurance	1,496.49	1,050.00	446.49
62130 - Work Comp	3,235.79	825.00	2,410.79
Total 62100 · Insurance	4,882.28	2,025.00	2,857.28
62400 - Interest Expense			
62420 - Loan Interest	695.23	1,422.34	-727.11
Total 62400 · Interest Expense	695.23	1,422.34	-727.11
62700 - Payroll Expenses			
62710 - Gross Wages	25,176,95	0.00	25,176.95
62720 - Payroll Taxes	1,926.04	0.00	1,926.04
62730 - FUTA Expense	133.00	0.00	133.00
62740 - SUTA Expense	889,41	0.00	889.41
Total 62700 - Payroll Expenses	28,125,40	0.00	28,125.40
64200 · Repairs	20,123.40	0.00	20,123.40
64230 - Equipment Repairs	450.00	450.00	0.00
Total 64200 · Repairs	450.00	450.00	0.00
64800 - Tools and Machinery	0.00	268.39	-268.39
65100 - Utilities			
65110 - Gas and Electric	233.57	1,170.76	-937.19
65120 · Telephone	181.11	783.00	-601.89
65130 - Water	72.00	277.00	-205.00
Total 65100 - Utilities	486.68	2,230.76	-1,744.08
Total Expense	36,529.65	8,225.55	28,304.10
Net Ordinary Income	17,418.83	46,596.38	-29,177.55
Other Income/Expense			
Other Income/Expense Other Income			
70200 - Interest Income	87.03	93.42	-6.39
Total Other Income	87.03	93.42	-6.39
Net Other Income	87.03	93.42	-6.39
t Income	17,505.86	46,689.80	-29,183.94

Review - P&L Comparison

How does it compare to the previous time period?

Rock Castle Construction Profit & Loss

Cash Basis

January through March 2019

	Jan - Mar 19	Jan - Mar 18	\$ Change
Ordinary Income/Expense			
Income			
40100 · Construction Income			
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Total COGS	15,109.15	22,923.08	-7,813.93
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Review - P&L Comparison: Expenses

How does it compare to the previous time period?

Expense 60100 · Automobile			
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60120 · Insurance	712.56	712.56	0.00
60130 · Repairs and Maintenance	685.00	672.00	13.00
The control appropriate of the participation of	10 To	100000000000000000000000000000000000000	
Total 60100 · Automobile	1,852.56	1,791.56	61.00
60600 - Bank Service Charges	37.50	37.50	0.00
62100 · Insurance	150.00	150.00	0.00
62110 - Disability Insurance	150.00	150.00	0.00
62120 · Liability Insurance	1,496.49	1,050.00	446.49
62130 · Work Comp	3,235.79	825.00	2,410.79
Total 62100 · Insurance	4,882.28	2,025.00	2,857.28
62400 · Interest Expense			
62420 · Loan Interest	695.23	1,422.34	-727.11
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62700 · Payroll Expenses			
62710 · Gross Wages	25,176.95	0.00	25,176.95
62720 · Payroll Taxes	1,926.04	0.00	1,926.04
62730 · FUTA Expense	133.00	0.00	133.00
62740 · SUTA Expense	889.41	0.00	889.41
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Other Income			
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Total Other Income	87.03	93.42	-6.39
Net Other Income	87.03	93.42	-6.39



Balance Sheets

Statement of all assets, liabilities and shareholders' equity (capital) of a business

- Assets = Liabilities + Shareholders' Equity
- Snapshot of a business
- Prepared at conclusion of accounting periods

Assets - everything of value
Liabilities - everything you owe
Owner's Equity - your assets





Review Balance Sheet -Year End Report

- What does it tell us?
- Assets match Liabilities
- Close out the year Tax returns
- Overall Health of business

Rock Castle Construction Balance Sheet As of December 31, 2019

Cash Basis

Current Assets Checking-Swings 10100 - Checking 10300 - Savings 10400 - Petry Cash Total Checking-Savings Accounts Receivable 11000 - Accounts Receivable 11000 - Accounts Receivable 1000 - Accounts Receivable 12000 - Undeposited Funds 12000 - Employee Advances 13400 - Petry and Insurance 13500 - Petry and Insurance 13500 - Petry and Insurance 15000 - Landiangs and Improvements 15100 - Construction Equipment 15100 - Construction Equipment 15100 - Security Deposits Total Fixed Assets Other Assets Other Assets Other Assets TAL ASSETS ABILITIES & EQUITY Labbittes Labbittes Labbittes Labbittes 1000 - Accounts Payable Total Accounts Payable Total Credit Cards Other Current Labbitties Accounts Payable Total Credit Cards Other Current Labbitties 20000 - Caclolit Credit Card Total Credit Cards Other Current Labbitties	36,810.16 15,8810.35 500.00 53,191.19 58.3; 58.3; 18,252.00 12,797.00 4,943.00 1,796.72 38,528.60 91,778.37 22,86.00 90,000.00 11,340.00 90,000.00 11,340.00 11,718.31 1,720.00 1,720.00
Checking/Savings 10100-Checking 10100-Checking 10100-Savings 10400-Petty Cash Total Checking/Savings Accounts Receivable 11000-Accounts Receivable 11000-Accounts Receivable Other Current Assets 1200-Undeposited Funds 1200-Undeposited Funds 1200-Undeposited Funds 1200-Ondeposited Funds 1200-Employee Advances 13100-Pepuldinsurance 13400-Retainage Receivable Total Accounts Remitter and Equipment 15000-Inmitter and Equipment 15100-Vehicles 15200-Buildings and Improvements 15200-Buildings and Improvements 15200-Buildings And Improvements 15200-Construction Equipment 10000-Land 17000-Accounts Equipment 10000-Security Deposits Total Cher Assets Total Other Assets Total Other Assets 18700-Security Deposits Total Other Assets Total Current Spayble Construction Spayble Total Accounts Payable Total Credit Cards	15,881.03 5000 53,191.19 58.3; 58.3; 18,252.08 12,767.04 7700.00 4,931.00 1,778.67 38,528.66 91,778.37 22,826.00 90,000.00 110,344.60 421,718.31 1,720.00
10100 - Checking 10300 - Savings 10400 - Petty Cash 10300 - Savings 10400 - Petty Cash Total Checking/Savings Accounts Receivable 11000 - Accounts Receivable 11000 - Accounts Receivable 11000 - Accounts Receivable 12000 - Indeposured Funds 12100 - Inventory Asset 12000 - Inventory Asset 12000 - Inventory Asset 13000 - Per paid Insurance 13400 - Retaining Receivable 13400 - Per paid Insurance 1340	15,881.03 5000 53,191.19 58.3; 58.3; 18,252.08 12,767.04 7700.00 4,931.00 1,778.67 38,528.66 91,778.37 22,826.00 90,000.00 110,344.60 421,718.31 1,720.00
10500 - Savings 10400 - Petry Cash Total Checking/Savings Accounts Receivable 11000 - Accounts Receivable Total Accounts Receivable Other Current Assets 12000 - Undergouted Funds 11200 - Petrology Assenses 11200 -	15,881.03 5000 53,191.19 58.3; 58.3; 18,252.08 12,767.04 7700.00 4,931.00 1,778.67 38,528.66 91,778.37 22,826.00 90,000.00 110,344.60 421,718.31 1,720.00
10400- Petty Cash Total Checking/Savings Accounts Receivable 11000- Accounts Receivable 11000- Accounts Receivable 11000- Accounts Receivable 12000- Undeposited Funds 12000- Employee Advances 13400- Petalloryee Advances 15400- Vehicles 15400- Vehicles 15500- Suddilings and Improvements 15500- Construction Equipment 15400- Construction Equipment 15400- Accountation Equipment 15400- Accounts Population 15400- Accoun	500.00 53.191.19 58.33 18.25.00 12.767.00 1.796.72 38.528.60 91,778.37 22.876.00 90,000.00 15,000.00 110,944.60 421,718.31 1,720.00
Accounts Receivable 11000 - Accounts Receivable 11000 - Accounts Receivable Total Accounts Receivable Other Current Ausets 12000 - Undepower Funds 12100 - Inventory Asset 12100 - Inventory Asset 12100 - Inventory Asset 13100 - Per paid Insurance 13400 - Retaining Receivable Total Other Current Assets Total Current Assets Total Current Assets 15000 - Furniture and Equipment 15000 - Furniture and Equipment 15000 - Furniture Inventor Assets 15000 - Furniture Inventor Inventor 15000 - Asset Inventor Equipment 16000 - Land 17000 - Accounts Equipment 16000 - Land 17000 - Accounts Equipment 16000 - Land 17000 - Accounts Equipment 15000 - Security Deposits Total Other Assets Total Other Assets Total Cher Assets Total Cher Assets Total Cher Assets Total Acsounts Fayable 20000 - Accounts Payable Total Credit Cards Total Credit Cards Other Current Labilities	58.3; 58.3; 12.767.04 770.00 4.943.02 1,796.72 38.528.86 91.778.37 22.826.00 99.000.00 15.3000.00 110.344.00 421.718.31
Total Accounts Receivable Total Accounts Receivable Other Current Assets 12000 - Undeposited Funds 12100 - Inventory Asset 12800 - Employee Advances 13800 - Prep Jad Bissurance 13800 - Replayed Bissurance 13800 - Retainage Receivable Total Other Current Assets Total Current Assets Total Current Assets Total Current Assets Tisson - Furniture and Equipment 15100 - Vehicles 15100 - Construction Equipment 15100 - Accumulated Depreciation Total Fixed Assets Other Assets Total Fixed Assets Other Assets Total Accounts Payable Total Accounts Payable Total Credit Cards 20600 - Caloli Credit Card Total Credit Cards Other Current Labilities	58.3: 18.252.08 12,767.04 770.00 4,943.02 1,796.72 38,528.86 91,778.37 22,826.00 29,936.91 325,000.00 13,000.00 10,344.60 421,718.31 1,720.00 1,720.00
Total Accounts Receivable Other Current Assets 12000 - Undeposited Funds 121000 - Inventory Asset 12800 - Employee Advances 13100 - Pre-paid Insurance 13400 - Persione Receivable 13400 - Persione Receivable Total Other Current Assets Total Current Assets Total Current Assets 15000 - Furniture and Equipment 15000 - Furniture and Equipment 15000 - Furniture and Improvements 15000 - Survivation Equipment 16000 - Land 17000 - Accumulated Depreciation Total Fixed Assets Other Assets Total Other Assets 18700 - Security Deposits 18700 - Accumus Payable Current Liabilities Accounts Payable Total Accounts Payable Total Accounts Payable Total Accounts Payable Total Credit Cards	58.3: 18.252.08 12,767.04 770.00 4,943.02 1,796.72 38,528.86 91,778.37 22,826.00 29,936.91 325,000.00 13,000.00 10,344.60 421,718.31 1,720.00 1,720.00
Other Current Assets 12000 - Undeposited Funds 12000 - Undeposited Funds 12100 - Undeposited Funds 12100 - Undeposited Funds 13100 - Per-paid Insurance 13400 - Retainage Receivable Total Other Current Assets Total Current Assets Total Current Assets 15100 - Funditure and Equipment 15100 - Verhicles 15200 - Buildings and Improvements 15200 - Buildings and Improvements 15200 - Accumulated Depreciation Total Fund Assets Other Assets Other Assets Total Fund Assets Total Other Current Labilities Current Labilities Credit Cards Total Credit Cards Total Credit Cards Total Credit Cards Total Credit Cards Other Current Labilities	18,252,08 12,767,04 7700,0 4,943,02 1,796,72 38,528,86 91,778,37 22,826,00 78,936,91 325,000,00 90,000,00 110,344,00 421,718,31 1,720,00
1 2000 - Undeposited Funds 1 2100 - Inventory Aset 1 2800 - Employee Advances 1 3100 - Pre-pal dissurance 1 5100 - Estimature and Equipment 1 5100 - Estimature and Equipment 1 5100 - Buildings and Improvements 1 5100 - Sedidings and Improvements 1 5100 - Accumulated Depreciation 1 51000 - Land 1 71000 - Accumulated Depreciation 1 51000 - Land 1 71000 - Accumulated Depreciation 1 5101 - Security Deposits 1 5101 - Other Assets 1 5101 - Other Assets 1 5101 - Security Deposits 1 5101 - Other Assets 1 5101 - Other Asset	12,767.04 770.00 4,943.02 1,796.72 38,528.86 91,778.37 22,826.00 78,936.91 325,000.00 90,000.00 113,344.60 421,718.31 1,720.00
12100 - Inventory Asset 12800 - Employee Advances 13100 - Pre-paid Insurance 13400 - Ferninge Receivable 15000 - Furniture and Equipment 15000 - Furniture and Equipment 15000 - Servicion Equipment 15000 - Servicion Equipment 16000 - Land 17000 - Accumulated Depreciation Total Fixed Assets Other Assets Other Assets Total Other Assets 15700 - Security Deposits 15700 - Security	12,767.04 770.00 4,943.02 1,796.72 38,528.86 91,778.37 22,826.00 78,936.91 325,000.00 90,000.00 113,344.60 421,718.31 1,720.00
12800. Employee Advances 13100. Perpal dinsurance 13400. Retainage Receivable Total Other Current Assets Total Current Assets Total Current Assets Fised Assets 15000. Furniture and Equipment 15100. Vehicles 15100. Editing and Improvements 15100. Custing Continues of Equipment 15100. Accumulated Depreciation Total Fixed Assets Other Assets 1700. Security Deposits Total Other Assets 1870. Security Deposits Total Other Assets Total Country Spable Cocounts Payable Total Accounts Payable Total Accounts Payable Total Ceredit Cards 20000. Calolii Credit Card Total Credit Cards Other Current Labilities	770,00 4,943,02 1,796,72 38,528,86 91,778,37 22,826,00 78,936,91 325,000,00 15,300,00 90,000,00 -110,344,60 421,718,31 1,720,00
13100 - Per-paid Insurance 13400 - Retainage Receivable Total Other Current Assets Total Current Assets 15000 - Furniture and Equipment 15100 - Vehicles 15000 - Furniture and Equipment 15100 - Vehicles 15000 - Liddings and Improvements 15300 - Construction Equipment 16000 - Land 17000 - Accumulated Depreciation Total Fixed Assets Other Assets Other Assets Total Other Assets STAL ASSETS BABLITIES & EQUITY Liabilities Current Liabilities Accounts Payable 2000 - Accounts Payable Total Accounts Payable Total Accounts Payable Total Corelit Cards 20600 - Calolil Credit Card Total Credit Cards Other Current Liabilities	4,943,02 1,796,72 38,528,86 91,778,37 22,826,00 78,936,91 325,000,00 15,300,00 90,000,00 -110,344,60 421,718,31 1,720,00
13400 - Retainage Receivable Total Other Current Assets Total Current Assets Fixed Assets 15000 - Fermiture and Equipment 15100 - Vehicles 151000 - Buildings and Improvements 151000 - Carronate Repipment 160000 - Land 150000 - Carronated Depreciation Total Fixed Assets Other Assets 18700 - Security Deposits 18700 - Security Deposits Total Other Assets Total Other Assets Total Other Assets Total Other Assets Total Cother Courrent Supublic Coursent Supublic Cottener Usabilities Cottener	1,796.72 38,528.86 91,778.37 22,826.00 78,936.91 325,000.00 15,300.00 90,000.00 -110,344.60 421,718.31 1,720.00
Total Current Assets Fixed Assets 15000 - Furniture and Equipment 15100 - Vehicles 15200 - Activation and Equipment 15100 - Seldidings and Improvements 15200 - Construction Equipment 15200 - Accumulated Depreciation Total Fixed Assets Other Assets 17000 - Accumulated Depreciation Total Fixed Assets Total Other Assets Total Construction Security Lubbilities Construction Security Deposits Total Accounts Payable Total Accounts Payable Total Cacili Credit Cards 20600 - Calolii Credit Card Total Credit Cards Other Current Labilities	91,778.37 22,826.00 78,936.91 325,000.00 15,300.00 90,000.00 -110,344.00 421,718.31 1,720.00
Fixed Assets 15000 - Furniture and Equipment 15100 - Vehicles 15100 - Salidings and Improvements 15300 - Construction Equipment 16000 - Land 17000 - Accumulated Depreciation Total Fixed Assets Other Assets Total Court Salidings Assets Assets Assets Total Courter Salidings Accounts Payable Coresti Cards Zo0600 - Calolil Credit Card Total Credit Cards Other Current Liabilities	22,826.00 78,936.91 325,000.00 15,300.00 90,000.00 421,718.31 1,720.00
15000 - Furniture and Equipment 15100 - Vehicles 15100 - Buildings and Improvements 15300 - Construction Equipment 15300 - Construction Equipment 15300 - Accumulated Depreciation 17000 - Accumulated Depreciation 17000 - Accumulated Depreciation 17010 - Security Deposits 18700 - Security Deposits 17010 - Orbital Other Assets 2TAL ASSETS 2TAL ASSETS 2TAL ASSETS 2ABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable 20000 - Accounts Payable 20000 - Accounts Payable Credit Cards 20600 - Calolii Credit Card Total Credit Cards Other Current Liabilities	78,936.91 325,000.00 15,300.00 90,000.00 -110,344.60 421,718.31 1,720.00
15000 - Furniture and Equipment 15100 - Vehicles 15100 - Buildings and Improvements 15300 - Construction Equipment 15300 - Construction Equipment 15300 - Accumulated Depreciation 17000 - Accumulated Depreciation 17000 - Accumulated Depreciation 17010 - Security Deposits 18700 - Security Deposits 17010 - Orbital Other Assets 2TAL ASSETS 2TAL ASSETS 2TAL ASSETS 2ABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable 20000 - Accounts Payable 20000 - Accounts Payable Credit Cards 20600 - Calolii Credit Card Total Credit Cards Other Current Liabilities	78,936.91 325,000.00 15,300.00 90,000.00 -110,344.60 421,718.31 1,720.00
15100 - Vehicles 15200 - Buildings and Inprovements 15200 - Construction Equipment 15200 - Construction Equipment 17000 - Accumulated Depreciation Total Fixed Assets Other Assets 18700 - Security Deposits Total Other Assets Total Construction Office of the Construction Office o	78,936.91 325,000.00 15,300.00 90,000.00 -110,344.60 421,718.31 1,720.00
15300 - Construction Equipment 16000 - Land 17000 - Accumulated Depreciation Total Fixed Assets Other Assets 18700 - Security Deposits Total Other Assets TAIL ASSETS ABILITIES & FOUTY Liabilities Current Liabilities Current Liabilities Current Liabilities Current Liabilities Current Capitalities Total Accounts Payable Total Accounts Payable Total Accounts Payable Total Corellit Cards 20600 - Calolli Credit Card Total Credit Cards Other Current Liabilities	15,300.00 90,000.00 -110,344.60 421,718.31 1,720.00
16000-1 and 17000- Accumulated Depreciation Total Fixed Assets 17000- Security Deposits Total Other Assets 1714L ASSETS ABILITIES A EQUITY Liabilities Current Liabilities Accounts Psyable 20000- Accounts Psyable Total Accounts Psyable Creft Cards 20600- Caloli Credit Card Total Credit Cards Other Current Liabilities	90,000.00 -110,344.60 421,718.31 1,720.00
17000 - Accumulated Depreciation Total Fixed Assets Dither Assets 18700 - Security Deposits Total Other Assets TAIL ASSETS ABILITIES & QUITY Liabilities Country Liabilities Accounts Payable Accounts Payable Total Accounts Payable Total Accounts Payable Credit Cards 20000 - Accounts Payable Total Credit Cards Total Credit Cards Total Credit Cards Other Current Liabilities	-110,344.60 421,718.31 1,720.00 1,720.00
Total Fixed Assets Other Assets 16x0 - Security Deposits 16x10 - Security Deposits 16x10 - Security Deposits 17x1 - ASSETS ABILITIES & EQUITY Liabilities Current Liabilities Accounts Psyable 20000 - Accounts Psyable 20000 - Accounts Psyable Credit Cards 20600 - Caloli Credit Card Total Credit Cards Other Current Liabilities	421,718.31 1,720.00 1,720.00
Other Assets 18700 - Security Deposits 18700 - Security Deposits TOTAL Other Assets TOTAL ASSETS TALL ASSETS LIABILITIES & POLITY Liabilities Accounts Payable 20000 - Accounts Payable TOTAL Accounts Payable Credit Cards 20600 - Calolii Credit Card TOTAL Credit Cards Other Current Liabilities	1,720.00
Total Other Assets Total Other Assets Total Other Assets ABILITIES & EQUITY Liabilities Control Control Control Control Control Accounts Payable Total Accounts Payable Total Accounts Payable Credit Cards 20000 - Caloli Credit Card Total Credit Cards Other Current Liabilities	1,720.00
OTAL ASSETS ABILITIES & EQUITY Liabilities Lourner Liabilities Accounts Payable 2000 - Accounts Payable Total Accounts Payable Credit Cards 20600 - Caloli Credit Card Total Credit Cards Other Current Liabilities	
ABILITIES & EQUITY Liabilities County Accounts Payable Accounts Payable Total Accounts Payable Credit Cards 20000 - Calolit Credit Card Total Credit Cards Other Current Liabilities	515,216.68
Liabilities Accounts Payable Accounts Payable 20000 - Accounts Payable Total Accounts Payable Credit Cards 20000 - CalOll Credit Card Total Credit Cards Other Current Liabilities	
Liabilities Accounts Payable Accounts Payable 20000 - Accounts Payable Total Accounts Payable Credit Cards 20000 - CalOll Credit Card Total Credit Cards Other Current Liabilities	
Current Liabilities Accounts Payable 20000 - Accounts Payable Total Accounts Payable Credit Cards 20600 - Calbil Credit Card Totalor Credit Card Other Current Liabilities	
Accounts Payable 2000 - Accounts Payable Total Accounts Payable Credit Cards 2000 - CalOll Credit Card Total Credit Cards Other Current Liabilities	
20000 - Accounts Payable Total Accounts Payable Credit Cards 20600 - Caloli Credit Card Total Credit Cards Other Current Liabilities	
Credit Cards 20600 - CalOil Credit Card Total Credit Cards Other Current Liabilities	13,100.00
20600 - CalOil Credit Card Total Credit Cards Other Current Liabilities	13,100.00
Total Credit Cards Other Current Liabilities	
Other Current Liabilities	530.00
	530.00
23300 Sales Tax Payable	-270.38
Total Other Current Liabilities	-270.38
	-
Total Current Liabilities	13,359.62
Long Term Liabilities	
23000 - Loan - Vehicles (Van)	16,290.52
23100 · Loan - Vehicles (Utility Truck)	19,936.91
23200 - Loan - Vehicles (Pickup Truck)	22,641.00
28100 · Loan - Construction Equipment 28200 · Loan - Furniture/Office Equip	14,343.11
28200 · Loan - Furniture/Office Equip 28700 · Note Payable - Bank of Anycity	21,000.00
28700 - Note Payable - Bank of Anycity 28900 - Mortgage - Office Building	31,180.52 296,283.00
Total Long Term Liabilities	421,675.06
Total Liabilities	435,034.68
Equity 20000 Consider Rel Equity	38,773.75
30000 - Opening Bal Equity 30100 - Capital Stock	38,773.75 500.00
30100 - Capital Stock 32000 - Retained Earnings	-7,079.25
Net Income	47,987.50
Total Equity	
OTAL LIABILITIES & EQUITY	80,182.00

Balance Sheet -2019 Year End Report Assets

- Current Assets
- Accounts Receivable
- Inventory Asset
- Fixed Assets (aka Plant, Property, & Equipment)
- Intangible Assets

Rock Castle Construction Balance Sheet

As of December 31, 2019

Cash Basis

	Dec 31, 19
ASSETS	
Current Assets	
Checking/Savings	
10100 · Checking	36,810.16
10300 · Savings	15,881.03
10400 · Petty Cash	500.00
Total Checking/Savings	53,191.19
Accounts Receivable	
11000 · Accounts Receivable	58.32
Total Accounts Receivable	58.32
Other Current Assets	
12000 · Undeposited Funds	18,252.08
12100 · Inventory Asset	12,767.04
12800 · Employee Advances	770.0
13100 · Pre-paid Insurance	4,943.02
13400 · Retainage Receivable	1,796.72
Total Other Current Assets	38,528.86
Total Current Assets	91,778.37
Fixed Assets	
15000 · Furniture and Equipment	22,826.00
15100 · Vehicles	78,936.91
15200 · Buildings and Improvements	325,000.00
15300 · Construction Equipment	15,300.00
16900 · Land	90,000.00
17000 · Accumulated Depreciation	-110,344.60
Total Fixed Assets	421,718.31
Other Assets	
18700 · Security Deposits	1,720.00
Total Other Assets	1,720.00
TOTAL ASSETS	515,216.68



Balance Sheet -2019 Year End Report Liabilities

- Accounts Payable
- Current Liabilities
- Long-Term Liabilities
- Notes Payable
- Capital Stock (aka Share Capital)
- Retained Earnings

IABILITIES & EQUITY Liabilities Current Liabilities	
Accounts Payable 20000 · Accounts Payable	13,100.00
Total Accounts Payable	13,100.00
Credit Cards 20600 · CalOil Credit Card	530.00
Total Credit Cards	530.00
Other Current Liabilities 25500 · Sales Tax Payable	-270.38
Total Other Current Liabilities	-270.38
Total Current Liabilities	13,359.62
Long Term Liabilities 23000 · Loan · Vehicles (Van) 23100 · Loan · Vehicles (Utility Truck) 23200 · Loan · Vehicles (Pickup Truck) 28100 · Loan · Construction Equipment 28200 · Loan · Furniture/Office Equip 28700 · Note Payable · Bank of Anycity 28900 · Mortgage · Office Building	16,290.52 19,936.91 22,641.00 14,343.11 21,000.00 31,180.52 296,283.00
Total Long Term Liabilities	421,675.06
Total Liabilities	435,034.68
Equity 30000 · Opening Bal Equity 30100 · Capital Stock 32000 · Retained Earnings Net Income	38,773.75 500.00 -7,079.25 47,987.50
Total Equity	80,182.00
OTAL LIABILITIES & EQUITY	515,216.68



Balance Sheet Period Comparison: Assets

What does it tell us?

	Mar 31, 19	Mar 31, 18	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
10100 · Checking	42,951.86	29,575.97	13,375.89
10300 · Savings	15,968.06	15,693.42	274.64
10400 · Petty Cash	500.00	500.00	0.0
Total Checking/Savings	59,419.92	45,769.39	13,650.53
Accounts Receivable			
11000 · Accounts Receivable	984.53	-271.53	1,256.06
Total Accounts Receivable	984.53	-271.53	1,256.06
Other Current Assets			
12000 · Undeposited Funds	21,752.08	0.00	21,752.08
12100 · Inventory Asset	11,197.82	13,507.25	-2,309.43
12800 · Employee Advances	770.00	770.00	0.00
13100 · Pre-paid Insurance	2,471.53	2,025.00	446.53
13400 · Retainage Receivable	1,796.72	1,796.72	0.0
Total Other Current Assets	37,988.15	18,098.97	19,889.18
Total Current Assets	98,392.60	63,596.83	34,795.77
Fixed Assets			
15000 · Furniture and Equipment	22,826.00	22,826.00	0.00
15100 · Vehicles	78,936.91	78,936.91	0.00
15200 · Buildings and Improvements	325,000.00	325,000.00	0.00
15300 · Construction Equipment	15,300.00	15,300.00	0.00
16900 · Land	90,000.00	90,000.00	0.00
17000 · Accumulated Depreciation	-110,344.60	-65,908.69	-44,435.91
Total Fixed Assets	421,718.31	466,154.22	-44,435.91
Other Assets			
18700 · Security Deposits	1,720.00	1,720.00	0.0
Total Other Assets	1,720.00	1,720.00	0.0
TOTAL ASSETS	521,830.91	531,471.05	-9,640.14
	8 1 - 1 4	86	

Balance Sheet Period Comparison: Liabilities

What does it tell us?

LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable	LITTLE		
20000 · Accounts Payable	5,400.03	5,000.00	400.03
Total Accounts Payable	5,400.03	5,000.00	400.03
Credit Cards			
20600 · CalOil Credit Card	2,142.00	0.00	2,142.00
Total Credit Cards	2,142.00	0.00	2,142.00
Other Current Liabilities			
24000 · Payroll Liabilities	3,811.91	0.00	3,811.91
25500 · Sales Tax Payable	-382.54	0.00	-382.54
Total Other Current Liabilities	3,429.37	0.00	3,429.37
Total Current Liabilities	10,971.40	5,000.00	5,971.40
Long Term Liabilities			
23000 · Loan - Vehicles (Van)	15,353.59	20,376.27	-5,022.68
23100 · Loan - Vehicles (Utility Truck)	19,936.91	19,936.91	0.00
23200 · Loan - Vehicles (Pickup Truck)	22,641.00	22,641.00	0.00
28100 · Loan - Construction Equipment	14,343.11	14,343.11	0.00
28200 · Loan - Furniture/Office Equip	21,000.00	21,000.00	0.00
28700 · Note Payable - Bank of Anycity	23,614.04	53,006.46	-29,392.42
28900 · Mortgage - Office Building	296,283.00	296,283.00	0.00
Total Long Term Liabilities	413,171.65	447,586.75	-34,415.10
Total Liabilities	424,143.05	452,586.75	-28,443.70
Equity			
30000 · Opening Bal Equity	38,773.75	38,773.75	0.00
30100 · Capital Stock	500.00	500.00	0.00
32000 · Retained Earnings	40,908.25	-7,079.25	47,987.50
Net Income	17,505.86	46,689.80	-29,183.94
Total Equity	97,687.86	78,884.30	18,803.56
TOTAL LIABILITIES & EQUITY	521,830.91	531,471.05	-9,640.14



Cash Flow Projection

What is Cash Flow?

 Total amount of money transferred into and out of a business, especially as affecting liquidity.

What is it Used For?

- Setting goals
- Predict cash shortage or jump in revenue
- Planning purchases
- Tracking liquidity
- Financing needs
- Letting go/furloughing employees
- Plan and repay lenders





Create Up-to-Date Cash Flow Forecasts

Forecasts are educated projections.

What are Plans A, B, and C?

- Most likely What if things go as predicted?
- Best-case What if things go better than expected?
- 3. Worst-case What if things go worse than expected?

Start with Revenue.



Cash Flow Modeling - Revenue Streams

- What were your revenue streams for 2018, 2019 and 2020?
- What do your income streams look like today?
- What changes in your revenue do you anticipate:
 - o 3 months, 6 month, 12 month, Beyond!
- Can you financially survive the pandemic?
- Can you pivot and at what cost?



Cash Flow - Revenue Streams

	4/26/20)20		
	Revenue Streams	Туре	Cost	Likelihood
1 Reta	ail Sales	Transactional	None - in place	Likely but declining -
2 Onli	ne retail sales	Transactional	Need to spend \$	Increasing
3 Curk	oside			
4 Subs	scription	Reoccurring		
5 Who	olesale			



Small Business Cash Flow Projection	Mar-20
Cash balance alert minimum	

Small Business Cash Flow Projection

	Beginning	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
Cash on hand (beginning of month)	25,000	25,000	29,710	29,895	8,730	-1,740	45,1 1 8	216,281	191,059	165,402	141,120	117,958		
CASH RECEIPTS	70	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12 T	otal
Revenue Type Retail		55,000	48,000	8,500	2,000	1,500	2,500	3,500	1,500	2,500	2,500	3,500	4,500	135,500
Revenue Type -Wholesale		20,000	18,500	7,500	1,500	1,000	2,000	2,500	2,500	3,500	4,500	5,000	5,500	74,000
Revenue Type - Online		4,000	3,000	1,000	2,500	3,500	4,500	5,500	6,000	6,500	9,500	12,500	15,000	73,500
Revenue Type - Sub/Service		15,000	15,000	12,000	8,000	3,500	2,500	2,500	3,500	4,500	5,000	5,500	6,500	83,500
Revenue Type -														
Returns and allowances												6		0
Collections on accounts receivable				71								Ť	10.	0
Interest, other income				50							11	57	100	0
Loan proceeds PPP						62,500		(1					8	62,500
Loan proceeds EIDL			41	30			200,000					31	8	
Owner contributions				60							J.			0
TOTAL CASH RECEIPTS		94000	84500	29,000	14,000	72,000	211,500	14,000	13,500	17,000	21,500	26,500	31,500	429,000
Total cash available	25,000	29,710	29,895	8,730	-1,740	45,118	216,281	191,059	165,402	141,120	117,958	94,461	72,657	
CASH PAID OUT		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12 T	otal
Advertising		2,820	2,535	870	420	2,160	10,575	700	675	850	1,075	1.325	1,575	25,580
Bank Charges														
Dank Onlarges				3								1	8	0
Commissions and fees														0
		500	1,250	500	250				250	250	250	250	500	0 0 4,000
Commissions and fees		500 500	1,250 500	500 500	250 500	500	500	500	250 500	250 500	250 500	250 500	500 500	0 0 4,000 6,000
Commissions and fees Contract labor						500	500	500						
Commissions and fees Contract labor Employee benefit programs			500			500 450	500	500				500		6,000
Commissions and fees Contract labor Employee benefit programs Gifts and Charity		500	500 250	500	500	0.000			500	500	500	500 250	500	6,000 500
Commissions and fees Contract labor Employee benefit programs Gifts and Charity Insurance (other than health)		500	500 250	500	500	450	450	450	500 450	500 450	500 450	500 250 450	500 450	6,000 500 5,400
Commissions and fees Contract labor Employee benefit programs Gifts and Charity Insurance (other than health) Interest expense PPP		500	500 250	500	500	450	450	450	500 450	500 450	500 450	500 250 450	500 450	6,000 500 5,400 413
Commissions and fees Contract labor Employee benefit programs Gifs and Charity Insurance (other than health) Interest expense PPP Interest expense EIDL		500 450	500 250 450	500 450	500 450	450 52	450 52	450 52	500 450 52	500 450 52	500 450 52	500 250 450 52	450 49	6,000 500 5,400 413
Commissions and fees Contract labor Employee benefit programs Gifts and Charity Insurance (other than health) Interest expense PPP Interest expense EIDL COGS 1		500 450 27,500	500 250 450 24,000	450 450	450 1,000	450 52 750	450 52 1,250	450 52 1,750	500 450 52 750	500 450 52 1,250	500 450 52 1,250	500 250 450 52	450 49 2,250	6,000 500 5,400 413 0 67,750
Commissions and fees Contrad labor Employee benefit programs Gifts and Charity Insurance (other than health) Interest expense PPP Interest expense EIDL COGS 1 COGS 2		500 450 27,500 14,000	24,000 12,950	4,250 5,250	1,000 1,050	450 52 750 700	450 52 1,250 1,400	450 52 1,750 1,750	500 450 52 750 1,750	500 450 52 1,250 2,450	500 450 52 1,250 3,150	500 250 450 52 1,750 3,500	450 49 2,250 3,850	6,000 500 5,400 413 0 67,750 51,800
Commissions and fees Contract labor Employee benefit programs Gifts and Charity Insurance (other than health) Interest expense PPP Interest expense EIDL COGS 1 COGS 2 COGS 3		27,500 14,000 3,000	24,000 12,950 250 24,000 22,000	4,250 5,250 750	1,000 1,000 1,050 1,875	450 52 750 700 2,625	450 52 1,250 1,400 3,375	450 52 1,750 1,750 4,125	500 450 52 750 1,750 4,500	500 450 52 1,250 2,450 4,875	500 450 52 1,250 3,150 7,125	500 250 450 52 1,750 3,500 9,375	450 49 2,250 3,850 11,250	6,000 500 5,400 413 0 67,750 51,800 55,125
Commissions and fees Contract labor Employee benefit programs Gits and Charity Insurance (other than health) Interest expense PPP Interest expense EIDL COGS 1 COGS 2 COGS 3 COGS 4		27,500 14,000 3,000 3,000	24,000 12,950 250 24,000 22,000	4,250 5,250 750 2,400	1,000 1,050 1,875 1,600	450 52 750 700 2,625	450 52 1,250 1,400 3,375	450 52 1,750 1,750 4,125	500 450 52 750 1,750 4,500	500 450 52 1,250 2,450 4,875 900	500 450 52 1,250 3,150 7,125	500 250 450 52 1,750 3,500 9,375 1,100	450 49 2,250 3,850 11,250	6,000 500 5,400 413 0 67,750 51,800 55,125
Commissions and fees Contract labor Employee benefit programs Gifts and Charity Insurance (other than health) Interest expense PPP Interest expense EIDL COGS 1 COGS 2 COGS 3 COGS 4 COGS 5		500 450 27,500 14,000 3,000 3,000	24,000 12,950 250 24,000 12,950 2,250 3,000 0	4,250 5,250 750 2,400	1,000 1,050 1,875 1,600	450 52 750 700 2,625	450 52 1,250 1,400 3,375	450 52 1,750 1,750 4,125	500 450 52 750 1,750 4,500	500 450 52 1,250 2,450 4,875 900	500 450 52 1,250 3,150 7,125	500 250 450 52 1,750 3,500 9,375 1,100	450 49 2,250 3,850 11,250	6,000 500 5,400 413 0 67,750 51,800 55,125 16,700 0
Commissions and fees Contract labor Employee benefit programs Gifts and Charity Insurance (other than health) Interest expense PPP Interest expense EIDL COGS 1 COGS 2 COGS 3 COGS 4 COGS 5 Meals and entertainment		27,500 14,000 3,000 3,000 0 200	24,000 12,950 250 24,000 12,950 2,250 3,000 0	4,250 5,250 750 2,400 0	1,000 1,000 1,050 1,875 1,600	450 52 750 700 2,625 700	450 52 1,250 1,400 3,375 500	450 52 1,750 1,750 4,125 500	500 450 52 750 1,750 4,500 700	500 450 52 1,250 2,450 4,875 900	500 450 52 1,250 3,150 7,125 1,000	500 250 450 52 1,750 3,500 9,375 1,100	500 450 49 2,250 3,850 11,250 1,300	6,000 500 5,400 413 0 67,750 51,800 55,125 16,700 0 600



Business Financing

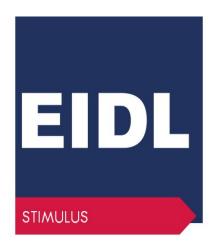
Getting money you need to start, operate, or grow

- Equity financing
- Debt financing
- Working capital
- Fixed assets financing





Business Financing - Funding options



Economic Injury
Disaster Loan
(EIDL)



Paycheck Protections Program (PPP)



SBA Business Financing, Alternative Lenders, Grants, Friends & Family



Access to Capital

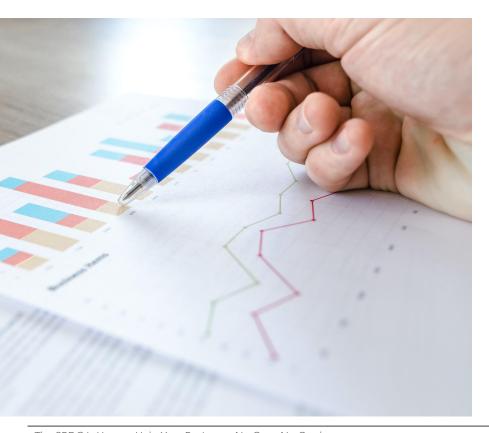
SBDC Access to Capital Checklist



- Tax Returns
- Interim Financials (P&L and Balance Sheet)
- Projections
- Executive Summary
- Bank Plan



Financial Forecasting



Financial forecasting is the process of estimating or predicting how a business will perform in the future.

- Financial Statements
- Cash Flow Projections
- Market Research Report (industry-specific)



Next Steps

- Schedule a 1:1 meeting with your SBDC consultant
- Review your 2020 and year-to-date financials
- Work on your cash flow
- Survive the pandemic and plan to grow afterwards!







Accurate Information



Answers to Your Questions



Step-by-Step Guidance

Contact Us!
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