SHARE and GET PAID

BeatDForecast

an app/cloud platform

developed by: Dsankofa, LLC

visit us: www.Dsankofa.com

Initial release: 12/28/21

What is BeatDForecast?

- A fully automated modeling system,
- That affords the ability to:
 - Providing single data entry point,
 - Build <u>Monthly Cash Flow Statements</u>, used to populate other reports.
 - Automatically generated <u>Pro Forma Income</u>
 <u>Statement and Income Statement reports.</u>

Our Mission: To release and maintain a dynamic system, **DATA2**, capable of generating and easily updating key management reports, charts and ratios.

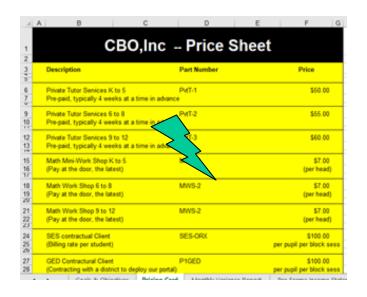
Single Data Entry Point

- Using account numbers listed on The Chart of Accounts, entries are made in The Budget Details and The Program Sheets, in their appropriate cells, allowing this data to flow through and be organized in all schedules.
- The backbone being The Chart of Accounts, along with The Program Sheets (the Nervous System) and the Price Sheet. We are now ready to build the Budget, one easily revisable.

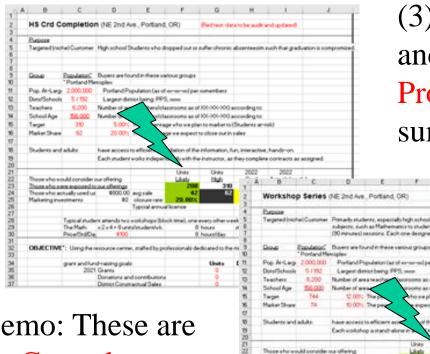
#A		c 0	k I
I		СН	ART of ACCOUNTS
	NUMBER	IMA	DESCRIPTION ASSETS
ď.	1000	CASH-On-Hand	Cash in petty cash
93	1100	CASH-On-Account	Cash in bank account
01	1101	Reserve - Return allowances	Reserves for repurchasing damaged or otherwise unsatisfactory products
0	1105	Reserve - Purchases Planned Outlays	Reserves for purchasing assets
0	1200	ACCTIREC	Accounts in receipt
	1300	INVENTORY-Raw Material	Base materials used for constructing the product
2	1305	INVENTORY-semi-finished	The Product in a less than complete state
N.	1400	INVENTORY-Inished	The Product in finish state
	1405	INVESTMENT ACCOUNTSHOLDINGS	Investment assets
5	1500	PREPAID	Payments made in advance
5	1550	SUPPLIES	Office supply cache
1	1600	EQUIPMENT	Female master injection-molding production mold
8	1601	A Plant-Equipment	Eg Bins, packaging station, Equipment
9	1602	B. Office-Equipment	Copier, fax, etc.
0	1603	C. Furniture	Desk, chairs, wall coverings, etc.

(1) The backbone of the system, the Chart of Accounts, allow all entries into the system to be indexed for maximum manageability.

(2) Given or pricing targets and pricing points, outlined here on the Price Sheet, revenue can be projected.



Here, if cost dictates, prices can be adjusted here, which filters through the entire model.



Door who were managed to my offerna-Those who actually used us

ProeffedDe.

many and hard-salars analy

2021 Grants

Memo: These are the Central Nervous System of the system, in that the budget as well as all other reports are driven by the assumptions here.

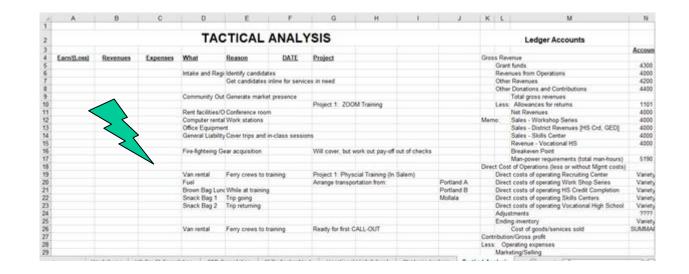
(3) Using the Chart of Accounts, and the Pricing Sheet, build each Program Sheet, a one-page summary of the business concept. Targeted Inichel Customer: Prenado students, especially high school age students, though we offer workshops in core subjects, such as Markematics to students in down-grades. Each workshop timed to "block time" (90 minutes) sections. Each one-designed to set this student apart for all others. Portand Population (se of server-od per comembers Largest denier being 1995, were me as of 101-101-100 according to one plan to market to (Titudents ar-oak) will, though the series pull students into other workshops. 16,000 closurerate Recruiting Center (NE 2nd Ave., Portland, OR) Typical armuel to ense Typical instant attends two workshops block times, one exerciplies week Targeted Iniohel Customer People who would need or could use help finding a job, figuring out a career park, get ID, get free bus passes #1+2+2 units per modern. 3 hours Here, they can find resources, benefit from free counseling, including college planning, and FAFSA prep. Users have access to state-of-the-arts computers, fax, copier and printing services, including a Free Re-DBMECTIME*: Build and functioning resource certer in the middle of the constructs. Expulsion, Buyers are found in these various groups Portand Population (as of or-so-sed per somembers Largest district being PPS, seek tone vk/Dect Number of area teachers/olassrooms as of XXV-XXV-XXX according to foliassecome as of 100-100-100 according to: tage who we plan to market to (Students at-risk) Market Share ge we expect to close out in sales pace, allowing them to explore their interests, matching them to , plan and prepare for college entrance, or explore a vocational trade. Those who would consider our offering Actuals (se of) Those who were exposed to our offerings \$400.00 avg rale Those who actually used us: Group Sales \$6,000 olonyerane Mog/Sales Typicial annual license Typical student uses one unit thour or block time) a day, two days a week for two weeks. 4 hours x2x2x4 units per studers. student Price/Std/Day 8 hoursiday. 5 dayshreek for OBJECTIME*: Build a full functioning resource certer in the middle of the community, staffed by professionals dedicated to the Dollars (8) grant and hand-raising goals 2021 Grants \$20,000 Donations and contributions

\$1,000

	A:	В	C				100	- G	H			No.	1	M	N:	0	p	Q	N.	8		
	COSTS?	REVENUES?	WHEN	WHATIST	OUE BY (N	Mzmo	enthly)					WHY?									L	edge
г	-		Six Wee	ks Goals	and Plan	s for t	Growth					-										
Г				File Pa	pers of in	corpo	ration					Allows for	donations	contributio	ins and cont	racts				Gross	Revenue	
I	\$500			Open b	ank acco	bunt						Allows for	donations	contributio	ns/Pynt an	d Receipts					Grant funds	
Т				Comm	ence see	eding	the Board					Oversight			-	-					Revenues to	m O
	\$2,000			File By	Laws an	d mor	re:					Allows for	donations	contributio	ins and cont	racts					Other Reven	200
Т			M	Buy In:	surance							Supports	contracts a	ind program	m offerings						Other Donati	ons a
	\$5,000			File all	licenses							Allows for	donations	contributio	ins and cont	vacts					Total g	ross
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4		\$ 19,200.00					E Crew (hai					SERVICE	provided								Cost of Ope	
1		\$ 4,800.00					Literacy Ce			r-house)											Direct cests	
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84.							using optio	ns for che	nts (partner	ships)											Direct costs	
у.		5 4,800.00		Recut	the first p	plumbi	ing class														Direct costs	
9																					Direct costs	
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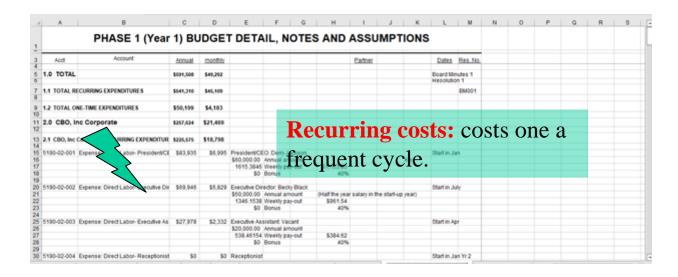
(4) Now, to populate the Program Sheets, use the Strategic Panel, which details major aspects of the program, to identify costs and revenues.

(5) However, to populate the Strategic Panel, the Tactical Panel allows for details to in which a sound Strategic view can be had.



Budget: Heart of the System

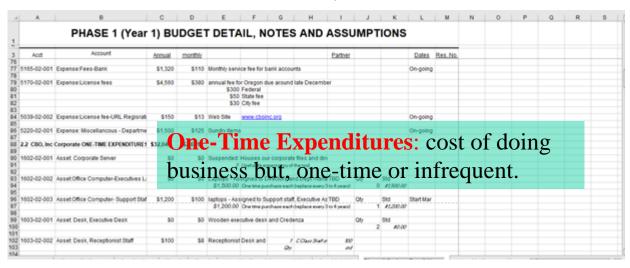
- The Budget Detail provides the platform upon which ACTUAL DATA is ENTERED. Some may be linked directly to the Program Sheets, Strategic or Tactical Sheets.
- The Monthly Cash Flow 2022 and others projects out expected cash inflows and outflows by month, within the calendar year.
- Changes/revisions? Users enter here to have reports automatically regenerated.



(6) Using data in the Program(s), Users enter DATA ENTRY here inside each Budget Detail

Memo: (1) Here, each Cost/Profit Center is partitioned, (2) and within each, Routinely Occurring Costs are identified and justified. As well as the One-time Costs [often Asset buys].

Note: Totals or subtotal appear atop the column their represent.



. A	B C D		E		F		G		H		4		J		K			M		N		0
L	Monthly Cashflow Plan 2022		Jan		Feb:		Mar	fst	Qtr		Apr		May		Jun	2nd Qtr		Accumy		Jul		Aug
П	Gross Revenue Status: (P-plan, A-actual)		*).P				*		. 2									
г	Grant funds	\$	-	5	-	5	4	\$	APRIF	5	4.1	5	-	\$	+ 3				5	5,000	5	-
	Revenues from Operations	\$	15,756	\$	13,008	\$	9,756	\$	38,520	\$	22.341	\$	17,008	\$	14 19	39.34	9 1	77,869	. 5	-	\$	
	Other Revenues	\$		5		5		\$		5		\$		5	+ 1		18		- 5		\$	
	Other Donations and Contributions	1_	14.000	1	40,000	1	20,000	\$	84,000	٤_	20,000	1	20,000	5_	22,000	62.00	0.1	146,000	1	15,000	\$	30,000
	Total gross revenues	3	29.756	5	53,008	5	39,756	\$ 1	22,620	5	42,341	5	37,008	5	22,000 1	101.34	9 00	223,869	5	20,000	5	30,000
	Less: Allowances for returns	5		5		5				5	1000	\$		5			80		3	1000	5	2000
	Net Revenues	\$	29.756	5	53,008	5		<u></u>	22,520	\$	42,341	5	37,008	\$	22,000	101.34	9 1	223,869	5	20.000	5	30,000
	Memo Sales - Workshop Series	5	756	\$	1,008	5	7		2,520	s	1,008	\$	1,008	\$	4 3	2.01	6 1	4,536	5	-	\$	
	Sales - District Revenues [HS Crd, GED]	5	15,000	5	12,000	5	9,000		2,000	5	21,333	5	16,000	\$	14 (3	37.33	3 :	71,333	5	124	5	
	Sales - Skills Center	5	4.5	5	4	\$	4 1	\$	\- I	š		5	74	\$	14 8		133		\$	- 2	5	-
	Revenue - Vocational HS	5	4	5		5		5		5	- 1	5	14	5	4 3				. 5	4	5	. 4
	Breakeven Point	\$	+ 1	\$		\$	+ 1	\$	1	5	4	\$	4.0	5	4 . 3				\$		\$	
	Man-power requirements (total man-hours)		0		0		0		0		0		0		0		0			Ó		
	Direct Cost of Operations (less or without Mgmt costs)																					
	Direct costs of operating Recruiting Center	8	14,627	5	13,381	5	13,381		41,388	5	13,381	5	13,381	5	13,381	40,14		81,531		13,381	3	13,381
	Direct costs of operating Work Shop Series	5	4,597	5	4,330	3	4,330		13,258		4,330	3	4,330	\$. 3	0,66		21,918			3	200
	Direct costs of operating HS Credit Completion	(5)	8,205	5	8,205	5	8,205	\$115	24,616	5	8,205	\$	8,205	\$	- 3	16,41	183	41,027	3	- 3	5	- 10
	Direct costs of operating Skills Centers	5)		5		5		\$		5	3	5		5	+ 3				5	- 8	5	-
	Direct costs of operating Vocational High School	5	9.1	5		5		\$1111	ATTRACTOR!	5	- 4	5	- 4	5	- 9 3	KOROOR	1113	Kerindari	(5)	- 23	5	
	Adjustments	\$		5		5		5		5		5		5	+ 3			K	3		5	
	Ending inventory	1		1		2		ž	mend	ş_		ş_	-	<u>. </u>			3	-	-	10.00	£	-
	Cost of goods/services sold	\$	27,429	3	25,917	3	25,917	\$	79.263	5_	25,917	<u>s</u> _	25,917	3_	13,381	65.21	4 1	144.477	5	13,381	5	13,381
	Contribution/Gross profit	\$	2.327	\$	27,091	5	13,839	\$1110	43.257	5	16.425	1	11,091	1	8,619	36.13	6 3	79,392	3	6.619	3	15,619

The goal should be to balance the flows out of deficits.

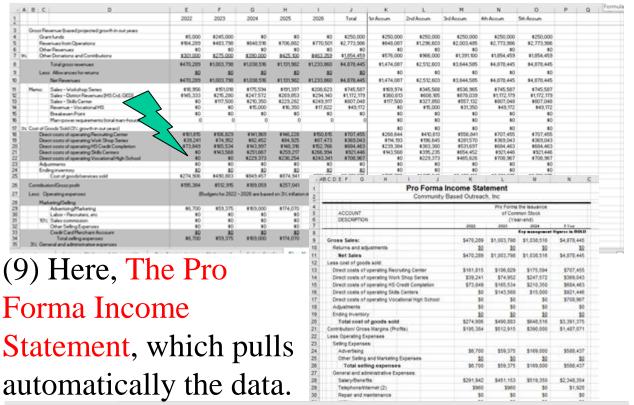
a A	B C D		M		N		0		P		Q		R		8		T		U		٧		W
	Monthly Cashflow Plan 2022	A	counts		Jul		Aug		Sep		Red Clay		Acours		Oct		Nov		Dec		en de		Total
	Gross Revenue Status: (P-plan, A-actual)				P		P.								P		*						
	Grant funds	\$		5	5,000	5	- 4	5		\$	5,000	3	5,000	\$		5		5		\$		1	5,000
	Revenues from Operations	5	77,869	\$		\$		4	19,680	\$	19,680	1	97,549	\$	26,240	\$	19,120	5	21,380	3	66,740	\$	164,28
	Other Revenues	\$		\$		5		- \		\$		5		\$		\$		5	4	1		1	
	Other Donations and Contributions	1	145,000	1	15,000	1_	21		15,000	1	60,000	1.	205,000	5_	55,000	1	20,000	1	20,000	1_	95,000	3	301.00
	Total gross revenues		223,669	\$	20,000	5	30,000	>	14,600	\$	84,680	30	309.549	5	81,240	5	39,120	5	41,300		165,740		470,28
	Less: Allowances for returns	1		5		5				1		1		5_	1000	5_	100	1		gii		1	
	Net Revenues	1	221,959	\$	20,000	5	30,000	5	< \(\psi \)	811	84,680	81	308,549	\$	81,240	5	29,120	5	41,380	811	161,740	8	470,28
	Memo Sales - Workshop Series	\$	4.536	5		5	4	5	1.00	\$	1.680		6.216	\$	2.240	\$	1.120	5	9,300	4	12.740	8	18.95
	Sales - District Revenues [HS Crd, GED]	\$	73,333	\$		5		5	18,000	1	18,000	5	91,333	5	24,000	\$	18,000	5	12,000	\$	54,000	\$	145,33
3	Sales - Skills Center	1	100	5		\$	4	5		\$		\$		\$	14	\$		\$	774			1	
£]	Revenue - Vocational HS	\$		5		5		5		\$		1		\$		5		\$		8		1	
\$}	Breakeven Point	\$		\$		\$		5	4.0	\$		\$		\$	14.	5	1.6	5		\$		\$	
9	Man-power requirements (total man-hours)		0		0		0		0				50		0		.0		0		- 0		
il.	Direct Cost of Operations (less or without Mgmt costs)																						
3	Direct costs of operating Recruiting Center	3	81,531	5	13,381	5	13,381	8	13,381	\$0	40,142	30	121,673	\$	13,381	\$	13,381	\$	13,381	3611	40,142	8	151,81
	Direct costs of operating Work Shop Series	1	21,919	\$		4		3	4,330	\$	4,330	3	26,250	\$	4,330	5	4,330	8	4,330	3	12,991	3	39,24
	Direct costs of operating HS Credit Completion	3	41,027	4		5		3	8,205	*	8,205	B)	49,233	8	8,205	8	8,205	8	8,205		24,616	33	73,54
10	Direct costs of operating Skills Centers			5		3		3	54 3	83		38		5	17	3	12.7	<u>*</u>	- 1	531		81	
ļ	Direct costs of operating Vocational High School	(MISS)	HIND KIND	şπ		ş		-	- 4	Ħ		βII		şπ		şı	- 4	şι		(BIII	OHIOHOO	(B)	
4	Adjustments Ending inventory					9		3	-					2		-			-	•			
	Cost of goods/services sold	\$	144.477	-	13.381	5	13.381	1	25.917	5	52.678	1	197,155	\$	25.917	\$	25.917	-	25.917	1	77.750	5	274.90
100	Contribution/Gross profit	1000	79,392	ŔΠ	6.619		16.619		9.763		32,002	Ď)	111.394	ė	55,323		13,203	ġ.	15.463	811	83,990	1831	195,38

Keep an eye on the Treasury, Available Cash.

(7) Now, using the **Budget Detail** YYYY, Users enter populate the Monthly Cash Flow YYYY Schedule here, by month, within each planned year, place the cost or revenue element (in monthly values) in the proper cell using Rows and Columns in the table.

Automatic Reports

- The Five-Year Financial Target is a compilation of the various Monthly Cash Flow YYYY Year-end Balances, in this case three planned years, with the four & fifth being based on extrapolated assumptions.
- The Sales Target reports a high summary by cost/profit center, profiling staffing costs, also showing Contribution Margins.
- The Pro Forma Income Statement, which reflects in summary the projected financial performance for the five years.



FY 23 FY 24 FY '25 FY '26 FY '22 SY '22 Actuals Annualized Goal Item Pro Forma (Annualized) Variance Pro Form: Actuals Comments Pro Forma Pro Forma Pro Forma **Grant Funds - Supporting Recruiting** \$164,289 \$770,501.3 Revenues from Operations \$483,798.00 \$648,515,60 \$706,992.00 \$0.00 \$0.00 Other Funds 50.0 Donations and contributions \$301,000 \$463,359,0 Consolidated -- REVENUES \$0 \$470,289 \$1,003,798 \$1,038,516 \$1,131,982 Cost: Workshop Series \$66,785.2 \$38.97 \$77,940,00 563,951,54 564 840 08 Staffere \$12,996 \$21,995.80 \$79.017.20 \$81,387.72 \$83,829.1 Cost - Workshop Series \$51,966 20 Black Cost: High School Credit Completion \$192,935.2 590.93 \$191,960.0 \$151,560.00 \$187,315.90 21 22 23 24 25 Other Expenses \$10,135.4 \$10,135,40 \$10,419,46 \$10,752.6 Cost - High School Completion 595,466 \$197,755 \$191.99 \$191,995 Cost: GED Completion Other Expenses 5194 \$28,717.2 \$28,717.20 \$29,578,72 \$30,466.0 Cost - GED Completion \$28,717 \$29,579 \$30,46 5394 \$28,71

(8) Using the yearend totals from the Monthly Cash Flow YYYY, the Five-year Financial Target projects Pro Forma Income, costs and profit, across the next Five years

(10) From the Fiveyear Financial Targets the system projects the Sales Goals Target by Profit center, highlighting labor, e.g.

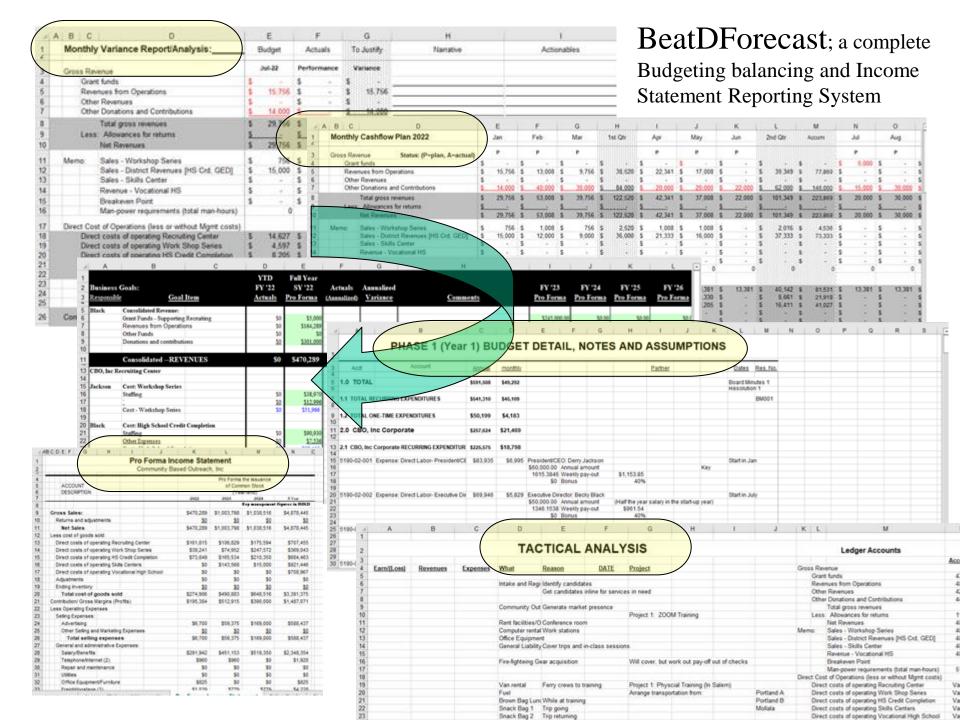
Finally, On-going Reports

- Now, with the plan, we are able to analyze each month's actual performance once books are closed, with an eye for fine-tuning for success.
- Users point the Monthly Variance Analysis
 Report to pull in target past month's budget,
 allowing a calculated variance.
- Users ENTER ACTUAL DATA in "Actuals."
- Between the ACTUAL DATA which was also added to ENTER DATA tab.
- Managers' justifications are added in the comments, and plan made to bring budget back into line by Year-end.

11	A B C	D		E		F		G	н	1
1	Month	y Variance Report/Analysis:		Budget	1	ctuals	1	a Justilly	Namative	Actionables
3	Gross Re	penue		245-22	Per	formance		fariance		
4	Gra	nt funds	5		5		\$	(SH4H)		
5	Rev	enues from Operations	4	15.756	\$		\$	15,766		9
6		er Revenues	1		5		*			
7		er Donations and Contributions	4	14,000	1		1	14,000		D.
8		Total gross revenues	5	29,756	\$	-	1	29,756		
9	Les	s: Allowances for returns	5		\$	-				Ş
10		Net Revenues	5	29,756	5	-	8	756		3
15	Memo	Sales - Workshop Series	5	755	5			6		
2	-	Sales - District Revenues (HS Crd, GED)	\$	15 000		- 0	\$	> < -		
3		Sales - Skills Center	5		5		5			
4		Revenue - Vocational HS	5		5		\$	< \		3:
5		Breakeven Point	1	-	\$	-	\$			
16		Man-power requirements (total man-hours)		0		0		0		
7	Direct Co	est of Operations (less or without Mgmt costs)								
8 11		ct costs of operating Recruiting Center	5	14.627	5	7.6	捌	14,627		
9		ct costs of operating Work Shop Series	4	4.597	\$		98	4,597	-	
0	Dire	ct costs of operating HS Credit Completion	\$	8,205	1	-	3	8,205		0
1	Din	ct costs of operating Skills Centers	5		5	(*)	3			Ģ.
2	Dire	ct costs of operating Vocational High School	5		5	- 10	\$	HERITARINE.		
3	Adj	ystments	\$		\$		\$	10119111		3
14	End	ling inventory	\$	-	2		1	1000150100		3
5	1.00	Cost of goods/seneces sold	\$	27,429	5	- 1	5	27,429		<u> </u>
16	Contribut	ion/Gross profit	3	2,327	\$	-	3	2,327		3

Note: user enters
ACTUAL TOTAL in by
account. The model
calculates the Variance,
but managers annotate
COMMENTS with
corrective measures.

(11) Here, in the final report, The Monthly Variance Analysis Report, (managers) users enter actual amounts following CLOSING, as well as commentary, address weaknesses in the plan or take advantage of opportunities.



Instructions: How to use...

- NOTE: in the BeatDForecast model, users make entries and edits one place, once. The model recalibrates all schedules and reports automatically.
- <u>FIRST</u>: Users edit Program Sheet(s), a one-page description of the business plan and key targets/goals.
 - In order to flush out the details, users edit the Strategic Analysis and Tactical Analysis.
 - The Strategic Analysis outlines the big picture, while Tactical Analysis spells out specific steps in the plan.



Points out where users make edits.

Instructions: How to use...

- <u>NEXT</u>: As often as possible, users direct-link {to be automated} monthly amounts from Program Sheet(s), Strategic Analysis and Tactical Analysis sheets into tabs in the <u>Budget Details YYYY</u> sheets, which allows costs to be detailed reflecting routine and nonroutine costs, and cost center totals.
- <u>FINALLY</u>: Using the Budget Details YYYY, users link each monthly datum (data) amount directly into the month, and within its account on to its accompanying Monthly Casflow YYYY, in each month impacted. This allows the data to be echoed through the model.
- ROUTINELY: Using the Budget Variance Analysis Report, for the month, users add ACTUALS performance data, along with COMMENTARY.

How to ACCESS

- Download for FREE right here, simply register with us.
 - NOTE: The FREE download allows you to see all the schedules and components of the model, inviting you to use it as a template.
 - SHARE it with others in business or thinking about it.
- To see the code behind the cells, which allows for copying and paste, annual license is \$10 (\$5 if you already own DBottomLine*).
- To use the template, customized to your data, annual license is \$25(\$15*), incldg. limited support.
- SHARE with your friends and family, those thinking about or is in business, and get 33% on the gross sale. Be sure they note your referral.

OR have us build your plan.

BeatDForecast

Contact us for your FREE INITIAL CONSULTATION

email sales@Dsankofa.com

Initial release: 12/28/21