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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 Monthly Cash Flow Statements, used to populate other reports.
 - Automatically generated Pro Forma Income Statement and Income Statement reports.

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.

CHART of ACCOUNTS		
NUMBER	TITLE	DESCRIPTION
ASSETS		
1000	CASH-On-Hand	Cash in petty cash
1100	CASH-On-Account	Cash in bank account
1101	Reserve - Return allowances	Reserves for repurchasing damaged or otherwise unsatisfactory products
1105	Reserve - Purchases/Planned Outlays	Reserves for purchasing assets
1200	ACCTREC	Accounts in receipt
1300	INVENTORY-Raw Material	Basic materials used for constructing the product
1305	INVENTORY-semi-finished	The Product in a less than complete state
1400	INVENTORY-finished	The Product in finish state
1405	INVESTMENT ACCOUNTS/HOLDINGS	Investment assets
1500	PREPAID	Payments made in advance
1550	SUPPLIES	Office supply cache
1600	EQUIPMENT	Female master injection-molding production mold
1601	A. Plant-Equipment	Eg. Bins, packaging station, Equipment
1602	B. Office-Equipment	Copier, fax, etc.
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.

CBO, Inc -- Price Sheet		
Description	Part Number	Price
Private Tutor Services K to 5 Pre-paid, typically 4 weeks at a time in advance	Pvt-1	\$50.00
Private Tutor Services 6 to 8 Pre-paid, typically 4 weeks at a time in advance	Pvt-2	\$55.00
Private Tutor Services 9 to 12 Pre-paid, typically 4 weeks at a time in advance	Pvt-3	\$60.00
Math Mini-Work Shop K to 5 (Pay at the door, the latest)	MWS-1	\$7.00 (per head)
Math Work Shop 6 to 8 (Pay at the door, the latest)	MWS-2	\$7.00 (per head)
Math Work Shop 9 to 12 (Pay at the door, the latest)	MWS-2	\$7.00 (per head)
SES contractual Client (Billing rate per student)	SES-ORX	\$100.00 per pupil per block sess
GED Contractural Client (Contracting with a district to deploy our portal)	P1GED	\$100.00 per pupil per block sess

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

(3) Using the **Chart of Accounts**, and the **Pricing Sheet**, build each **Program Sheet**, a one-page summary of the business concept.

HS Crd Completion (NE 2nd Ave., Portland, OR) (Flash: new data to be audit and updated)									
Business									
Targeted (Inchel)/Customer: High school students who dropped out or suffer chronic absenteeism such that graduation is compromised.									
Group: Population: Buyers are found in these various groups Portland Metroplex									
Pop. At-Larg	2,000,000	Portland Population (as of 11/1/2011 per estimates)							
Dens/Schools	5,1192	Largest densit being: PPS, wss							
Teachers	6,200	Number of area teachers/classrooms as of 100-100-100 according to:							
School Age	356,000	Number of area students/classrooms as of 100-100-100 according to:							
Target	310	Percentage who we plan to market to (Students annual)							
Market Share	62	Percentage we expect to close out in sales							
Students and adults: have access to efficient and effective use of the information, fun, interactive, hands-on.									
Each student works independently with the instructor, as they complete contracts as assigned.									
Those who would consider our offering: Units: 2002 2002									
Those who are exposed to our offerings: Units: 42 310									
Those who actually used it: \$800.00 avg rate 42 102									
Marketing investments: \$0 closure rate 20,000%									
Typical annual license									
Typical student attends two workshops (block time), one every other week.									
The Math: $\times 2 = 4 = 8$ units/student/yr. 8 hours									
Price/Std/Doc: \$100 8 hours/doc									
OBJECTIVE: Using the resource center, staffed by professionals dedicated to the mission.									
grant and fund-raising goals: Units									
2021 Grants: 0									
Donations and contributions: 0									
Direct Contractual Sales: 0									

Workshop Series (NE 2nd Ave., Portland, OR) (Flash: new data to be audit and updated)									
Business									
Targeted (Inchel)/Customer: Privately students, especially high school age students, though we offer workshops in one subjects, such as Mathematics to students in down grades. Each workshop is designed to "block time" (90 minutes) sessions. Each one designed to get this student apart for all others.									
Group: Population: Buyers are found in these various groups Portland Metroplex									
Pop. At-Larg	2,000,000	Portland Population (as of 11/1/2011 per estimates)							
Dens/Schools	5,1192	Largest densit being: PPS, wss							
Teachers	6,200	Number of area teachers/classrooms as of 100-100-100 according to:							
School Age	356,000	Number of area students/classrooms as of 100-100-100 according to:							
Target	144	Percentage who we plan to market to (Students annual)							
Market Share	74	Percentage we expect to close out in sales							
Students and adults: have access to efficient and effective use of the information, fun, interactive, hands-on.									
Each workshop a stand-alone in itself, though the series pull students into other workshops.									
Those who would consider our offering: Units: 436 144									
Those who are exposed to our offerings: Units: 50 74									
Those who actually used it: \$300.00 avg rate 50 74									
Marketing investments: \$6,000 closure rate 16,000%									
Typical annual license									
Pricing (per head/per sess): \$7									
Typical student attends two workshops (block time), one every other week.									
The Math: $\times 1 = 2 = 2$ units per student. 3 hours									
Price/Std/Doc: \$100 8 hours/doc									
OBJECTIVE: Build a full functioning resource center in the middle of the community.									
grant and fund-raising goals: Units									
2021 Grants: 0									
Donations and contributions: 0									
Sales: (one unit/Doc): 0									

Recruiting Center (NE 2nd Ave., Portland, OR) (Flash: new data to be audit and updated)									
Business									
Targeted (Inchel)/Customer: People who would need or could use help finding a job, figuring out a career path, get ID, get free bus passes. Here, they can find resources, benefit from free counseling, including college planning, and FAFSA prep. Users have access to state-of-the-art computers, fax, copier and printing services, including a Free Resour									
Group: Population: Buyers are found in these various groups Portland Metroplex									
Pop. At-Larg	2,000,000	Portland Population (as of 11/1/2011 per estimates)							
Dens/Schools	5,1192	Largest densit being: PPS, wss							
Teachers	6,200	Number of area teachers/classrooms as of 100-100-100 according to:							
School Age	356,000	Number of area students/classrooms as of 100-100-100 according to:							
Target	124	Percentage who we plan to market to (Students annual)							
Market Share	19	Percentage we expect to close out in sales							
Students and adults: have access to an open space, allowing them to explore their interests, matching them to available opportunities.									
Those who would consider our offering: Units: 124 124									
Those who are exposed to our offerings: Units: 12 104									
Those who actually used it: \$400.00 avg rate 12 104									
Marketing investments: \$6,000 closure rate 15,000%									
Typical annual license									
Typical student uses one unit (hour or block time) a day, two days a week for two weeks. No sitz every two wk									
The Math: $\times 2 = 2 = 4$ units per student. 4 hours student 2 students/yr. 20 std/2 wk									
Price/Std/Doc: \$100 8 hours/doc 5 days/week for 2									
OBJECTIVE: Build a full functioning resource center in the middle of the community, staffed by professionals dedicated to the mission.									
grant and fund-raising goals: Units Dollars (\$)									
2021 Grants: 0 \$0									
Donations and contributions: 0 \$20,000									
Sales: 0 \$1,000									

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.

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	Ledge										
1	COSTS?	REVENUES?	WHEN WHAT IS DUE BY (Monthly)										Why?																	
2			Six Weeks Goals and Plans for Growth																											
3			File Papers of Incorporation										Allows for donations/contributions and contracts									Gross Revenue								
4	\$500		Open bank account										Allows for donations/contributions/Pymt and Receipts									Grant funds								
5			Commence seeding the Board										Oversight									Revenues from Op								
6	\$2,000		File By-Laws and more										Allows for donations/contributions and contracts									Other Revenues								
7			M	Buy insurance										Supports contracts and program offerings									Other Donations at							
8	\$5,000			File all licenses										Allows for donations/contributions and contracts									Total gross r							
9			M	Contract Executive Director																			Less: Allowances							
10			M	Contract President																				Net Revenue						
11																							Memo							
12														Building internal capacity										Sales - Work						
13														Build internal capacity										Sales - Skills						
14				Six Months Goals and Plans for Growth										INCOME: access to clients, JOBS for clients										Revenue - Vc						
15				Constitute the company										INCOME: Build an educated citizen, capable of making sound long-term decisions										Breakeven P						
16			M	Hire core Senior staff (contract Treasurer and Secretary)										INCOME: Ready for COVID restrictions and/or need for Remote access										Man-power r						
17	\$ 19,200.00		80	Project 1: Recruit FIRE Crews (half, due to ramp-up)										SERVICE provided										Direct Cost of Operat						
18	\$ 4,800.00			Launch the Financial Literacy Certification Program (in-house)																					Direct costs of ope					
19				Virtual Programming and Learning (in-house)																					Direct costs of ope					
20				Secure transitional housing options for clients (partnerships)																					Direct costs of ope					
21	\$ 4,800.00			Recruit the first plumbing class																					Direct costs of ope					
22																								Adjustments						
23																									Ending inventory					
24				Twelve Months Goals and Plans for Growth																					Cost of good					
25				Round out the staff team																						Contribution/Gross profit				
26			160	Recruit twice the number in Fire crews																						Less: Operating expen				
27				Recruit the first plumbing class																							Marketing/Selling			
28				House out first clients																								Advertising/		
29				Launch Technology Crash Course																										Labor - Recr
30				Complete the Fire to Seven Seat Board of Directors, hold first Annual meetin																										

(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.

A	B	C	D	E	F	G	H	I	J	K	L	M	N
1	TACTICAL ANALYSIS												Ledger Accounts
2	Earn(Loss)	Revenues	Expenses	What	Reason	DATE	Project						Account
3													Gross Revenue
4													Grant funds
5													Revenues from Operations
6													Other Revenues
7													Other Donations and Contributions
8													Total gross revenues
9													Less: Allowances for returns
10													Net Revenues
11													Memo: Sales - Workshop Series
12													Sales - District Revenues [HS Ctd, GED]
13													Sales - Skills Center
14													Revenue - Vocational HS
15													Breakeven Point
16													Man-power requirements (total man-hours)
17													Direct Cost of Operations (less or without Mgmt costs)
18													Variety
19													Direct costs of operating Recruiting Center
20													Direct costs of operating Work Shop Series
21													Direct costs of operating HS Credit Completion
22													Direct costs of operating Skills Centers
23													Direct costs of operating Vocational High School
24													Adjustments
25													Ending inventory
26													Cost of goods/services sold
27													Contribution/Gross profit
28													Less: Operating expenses
29													Marketing/Selling

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.

PHASE 1 (Year 1) BUDGET DETAIL, NOTES AND ASSUMPTIONS									
Acct	Account	Annual	monthly	Partner	Dates	Res.No.			
1.0	TOTAL	\$691,508	\$49,292			Board Minutes 1 Resolution 1			
1.1	TOTAL RECURRING EXPENDITURES	\$541,310	\$46,109			BM001			
1.2	TOTAL ONE-TIME EXPENDITURES	\$56,199	\$4,183						
2.0	CBO, Inc Corporate	\$257,824	\$21,489						
2.1	CBO, Inc Corporate RECURRING EXPENDITURE	\$225,676	\$18,798						
5190-02-001	Expense: Labor- President/CE	\$83,935	\$6,995	President/CEO, Dem...		Start in Jan			
				\$60,000.00 Annual 1615.3845 Weekly \$0 Bonus					
5190-02-002	Expense: Direct Labor- Executive Dir	\$69,945	\$5,829	Executive Director: Be...		Start in July			
				\$50,000.00 Annual amount 1346.1538 Weekly pay-out \$0 Bonus	(Half the year salary in the start-up year)				
5190-02-003	Expense: Direct Labor- Executive As	\$27,978	\$2,332	Executive Assistant Vacant		Start in Apr			
				\$20,000.00 Annual amount 538.48154 Weekly pay-out \$0 Bonus	\$384.62 40%				
5190-02-004	Expense: Direct Labor- Receptionist	\$0	\$0	Receptionist		Start in Jan Yr 2			

Recurring costs: costs one a frequent cycle.

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

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.

PHASE 1 (Year 1) BUDGET DETAIL, NOTES AND ASSUMPTIONS									
Acct	Account	Annual	monthly	Partner	Dates	Res.No.			
5165-02-001	Expense Fees-Bank	\$1,320	\$110		Monthly service fee for bank accounts	On-going			
5170-02-001	Expense License fees	\$4,560	\$380		annual fee for Oregon due around late December				
					\$300 Federal \$50 State fee \$30 City fee				
5039-02-002	Expense License fee-URL Registrat	\$150	\$13	Web Site	www.cboinc.org	On-going			
5220-02-001	Expense: Miscellaneous - Departme	\$1,500	\$125	Sundry Items		On-going			
2.2	CBO, Inc Corporate ONE-TIME EXPENDITURE	\$32,040							
1602-02-001	Asset Corporate Server	\$0	\$0	Suspended: Houses our corporate files and div					
				\$1,500.00 One time purchase each (replace every 3 to 4 years)					
1602-02-002	Asset Office Computer-Executives L	\$1,200	\$100	laptops - Assigned to Support staff, Executive As TBD	Qty 1	Std \$1,200.00			
				\$1,200.00 One time purchase each (replace every 3 to 4 years)					
1603-02-001	Asset Desk, Executive Desk	\$0	\$0	Wooden executive desk and Credenza	Qty 2	Std \$0.00			
1603-02-002	Asset Desk, Receptionist Staff	\$100	\$8	Receptionist Desk and	Qty 1	Std \$100.00			

One-Time Expenditures: cost of doing business but, one-time or infrequent.

Monthly Cashflow Plan 2022				Jan	Feb	Mar	1st Qtr	Apr	May	Jun	2nd Qtr	Actual	Jul	Aug	
Status: (P=plan, A=actual)				P	P	P	P	P	P	P	P	P	P	P	
Gross Revenue				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000	\$ -	
Grant funds				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Revenues from Operations				\$ 15,756	\$ 13,000	\$ 9,756	\$ 38,520	\$ 22,341	\$ 17,000	\$ -	\$ 39,349	\$ 77,899	\$ -	\$ -	
Other Revenues				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Other Donations and Contributions				\$ 14,000	\$ 42,000	\$ 30,000	\$ 84,000	\$ 20,000	\$ 20,000	\$ 22,000	\$ -	\$ 62,000	\$ 145,000	\$ 15,000	\$ 30,000
Total gross revenues				\$ 29,756	\$ 53,000	\$ 39,756	\$ 122,520	\$ 42,341	\$ 37,000	\$ 22,000	\$ -	\$ 101,349	\$ 223,899	\$ 20,000	\$ 30,000
Less: Allowances for returns				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Net Revenues				\$ 29,756	\$ 53,000	\$ 39,756	\$ 122,520	\$ 42,341	\$ 37,000	\$ 22,000	\$ -	\$ 101,349	\$ 223,899	\$ 20,000	\$ 30,000
Memo: Sales - Workshop Series				\$ 756	\$ 1,000	\$ -	\$ 2,520	\$ 1,000	\$ 1,000	\$ -	\$ -	\$ 2,016	\$ 4,536	\$ -	\$ -
Sales - District Revenues [HS Ctd, GED]				\$ 15,000	\$ 12,000	\$ 9,000	\$ 36,000	\$ 21,333	\$ 16,000	\$ -	\$ -	\$ 37,333	\$ 73,333	\$ -	\$ -
Sales - Skills Center				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Revenue - Vocational HS				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Break-even Point				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Man-power requirements (total man-hours)				0	0	0	0	0	0	0	0	0	0	0	
Direct Cost of Operations (less or without Mgmt costs)				\$ 14,627	\$ 13,381	\$ 13,381	\$ 41,389	\$ 13,381	\$ 13,381	\$ 13,381	\$ -	\$ 40,142	\$ 81,531	\$ 13,381	\$ 13,381
Direct costs of operating Recruiting Center				\$ 4,597	\$ 4,330	\$ 4,330	\$ 13,258	\$ 4,330	\$ 4,330	\$ -	\$ -	\$ 8,661	\$ 21,919	\$ -	\$ -
Direct costs of operating Work Shop Series				\$ 8,205	\$ 8,205	\$ 8,205	\$ 24,616	\$ 8,205	\$ 8,205	\$ -	\$ -	\$ 16,411	\$ 41,027	\$ -	\$ -
Direct costs of operating HS Credit Completion				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Direct costs of operating Skills Centers				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Direct costs of operating Vocational High School				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Adjustments				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Ending inventory				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Cost of goods/services sold				\$ 27,429	\$ 25,917	\$ 25,917	\$ 79,263	\$ 25,917	\$ 25,917	\$ 13,381	\$ -	\$ 65,214	\$ 144,477	\$ 13,381	\$ 13,381
Contribution/Gross profit				\$ 2,327	\$ 27,083	\$ 13,839	\$ 43,257	\$ 16,424	\$ 11,083	\$ 8,619	\$ -	\$ 36,135	\$ 79,388	\$ 6,619	\$ 16,619

(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.

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

Monthly Cashflow Plan 2022				Actual	Jul	Aug	Sep	3rd Qtr	Actual	Oct	Nov	Dec	4th Qtr	Total
Status: (P=plan, A=actual)				P	P	P	P	P	P	P	P	P	P	
Gross Revenue				\$ -	\$ 5,000	\$ -	\$ -	\$ 5,000	\$ 5,000	\$ -	\$ -	\$ -	\$ -	\$ 5,000
Grant funds				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Revenues from Operations				\$ 77,899	\$ -	\$ -	\$ 19,680	\$ 19,680	\$ 87,549	\$ 26,240	\$ 19,120	\$ 21,380	\$ 66,740	\$ 164,269
Other Revenues				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Donations and Contributions				\$ 145,000	\$ 15,000	\$ 30,000	\$ 60,000	\$ 80,000	\$ 205,000	\$ 55,000	\$ 20,000	\$ 20,000	\$ 95,000	\$ 301,000
Total gross revenues				\$ 222,899	\$ 20,000	\$ 30,000	\$ 79,680	\$ 84,680	\$ 308,549	\$ 81,240	\$ 39,120	\$ 41,380	\$ 161,740	\$ 470,269
Less: Allowances for returns				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Revenues				\$ 222,899	\$ 20,000	\$ 30,000	\$ 79,680	\$ 84,680	\$ 308,549	\$ 81,240	\$ 39,120	\$ 41,380	\$ 161,740	\$ 470,269
Memo: Sales - Workshop Series				\$ 4,536	\$ -	\$ -	\$ 1,680	\$ 1,680	\$ 6,216	\$ 2,240	\$ 1,120	\$ 9,360	\$ 12,740	\$ 18,956
Sales - District Revenues [HS Ctd, GED]				\$ 73,333	\$ -	\$ -	\$ 18,000	\$ 18,000	\$ 81,333	\$ 24,000	\$ 18,000	\$ 12,000	\$ 54,000	\$ 145,333
Sales - Skills Center				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Revenue - Vocational HS				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Break-even Point				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Man-power requirements (total man-hours)				0	0	0	0	0	30	0	0	0	0	
Direct Cost of Operations (less or without Mgmt costs)				\$ 81,531	\$ 13,381	\$ 13,381	\$ 13,381	\$ 40,142	\$ 121,673	\$ 13,381	\$ 13,381	\$ 13,381	\$ 40,142	\$ 161,815
Direct costs of operating Recruiting Center				\$ 21,919	\$ -	\$ -	\$ 4,330	\$ 4,330	\$ 26,250	\$ 4,330	\$ 4,330	\$ 4,330	\$ 12,991	\$ 39,241
Direct costs of operating Work Shop Series				\$ 41,027	\$ -	\$ -	\$ 8,205	\$ 8,205	\$ 49,233	\$ 8,205	\$ 8,205	\$ 8,205	\$ 24,616	\$ 73,849
Direct costs of operating HS Credit Completion				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Direct costs of operating Skills Centers				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Direct costs of operating Vocational High School				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Adjustments				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Ending inventory				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Cost of goods/services sold				\$ 144,477	\$ 13,381	\$ 13,381	\$ 25,917	\$ 52,678	\$ 107,165	\$ 25,917	\$ 25,917	\$ 25,917	\$ 77,750	\$ 274,905
Contribution/Gross profit				\$ 79,392	\$ 6,619	\$ 16,619	\$ 9,763	\$ 32,002	\$ 111,384	\$ 55,323	\$ 13,203	\$ 15,463	\$ 83,990	\$ 195,364

Keep an eye on the Treasury, Available Cash.

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.

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.

	A	B	C	D	E	F	G	H	I
1	Monthly Variance Report/Analysis:				Budget	Actuals	To Justify		
2								Narrative	Actionables
3	Gross Revenue				Jul-22	Performance	Variance		
4	Grant funds				\$ -	\$ -	\$ -		
5	Revenues from Operations				\$ 15,756	\$ -	\$ 15,756		
6	Other Revenues				\$ -	\$ -	\$ -		
7	Other Donations and Contributions				\$ 14,000	\$ -	\$ 14,000		
8	Total gross revenues				\$ 29,756	\$ -	\$ 29,756		
9	Less: Allowances for returns				\$ -	\$ -	\$ -		
10	Net Revenues				\$ 29,756	\$ -	\$ 29,756		
11	Memo	Sales - Workshop Series			\$ 756	\$ -	\$ 756		
12		Sales - District Revenues [HS Crd, GED]			\$ 15,000	\$ -	\$ 15,000		
13		Sales - Skills Center			\$ -	\$ -	\$ -		
14		Revenue - Vocational HS			\$ -	\$ -	\$ -		
15		Breakeven Point			\$ -	\$ -	\$ -		
16		Man-power requirements (total man-hours)			0	0	0		
17	Direct Cost of Operations (less or without Mgmt costs)								
18	Direct costs of operating Recruiting Center				\$ 14,627	\$ -	\$ 14,627		
19	Direct costs of operating Work Shop Series				\$ 4,597	\$ -	\$ 4,597		
20	Direct costs of operating HS Credit Completion				\$ 8,205	\$ -	\$ 8,205		
21	Direct costs of operating Skills Centers				\$ -	\$ -	\$ -		
22	Direct costs of operating Vocational High School				\$ -	\$ -	\$ -		
23	Adjustments				\$ -	\$ -	\$ -		
24	Ending inventory				\$ -	\$ -	\$ -		
25	Cost of goods/services sold				\$ 27,429	\$ -	\$ 27,429		
26	Contribution/Gross profit				\$ 2,327	\$ -	\$ 2,327		

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.

BeatDForecast; a complete Budgeting balancing and Income Statement Reporting System

Monthly Variance Report/Analysis:				Budget	Actuals	To Justify	Narrative	Actionables
Gross Revenue				Jul-22	Performance	Variance		
Grant funds				\$ -	\$ -	\$ -		
Revenues from Operations				\$ 15,756	\$ -	\$ 15,756		
Other Revenues				\$ -	\$ -	\$ -		
Other Donations and Contributions				\$ 14,000	\$ -	\$ 14,000		
Total gross revenues				\$ 29,756	\$ -	\$ 29,756		
Less: Allowances for returns				\$ -	\$ -	\$ -		
Net Revenues				\$ 29,756	\$ -	\$ 29,756		

Monthly Cashflow Plan 2022				Jan	Feb	Mar	1st Qtr	Apr	May	Jun	2nd Qtr	Accum	Jul	Aug	
Gross Revenue				P	P	P	P	P	P	P	P	P	P	P	
Grant funds				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Revenues from Operations				\$ 15,756	\$ 13,000	\$ 9,756	\$ 38,520	\$ 22,341	\$ 17,000	\$ -	\$ 39,349	\$ 77,869	\$ -	\$ -	
Other Revenues				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Other Donations and Contributions				\$ 14,000	\$ 40,000	\$ 30,000	\$ 84,000	\$ 20,000	\$ 20,000	\$ 22,000	\$ 52,000	\$ 140,000	\$ 15,000	\$ 30,000	
Total gross revenues				\$ 29,756	\$ 53,000	\$ 39,756	\$ 122,520	\$ 42,341	\$ 37,000	\$ 22,000	\$ 101,349	\$ 223,869	\$ 20,000	\$ 30,000	
Less: Allowances for returns				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Net Revenues				\$ 29,756	\$ 53,000	\$ 39,756	\$ 122,520	\$ 42,341	\$ 37,000	\$ 22,000	\$ 101,349	\$ 223,869	\$ 20,000	\$ 30,000	

Business Goals:		YTD FY '22	Full Year SY '22	Actuals	Annualized Variance	FY '23	FY '24	FY '25	FY '26
Responsible	Goal Item	Actuals	Pro Forma	(Annualized)		Pro Forma	Pro Forma	Pro Forma	Pro Forma
Black	Consolidated Revenue:	\$0	\$1,000			\$2,000.00	\$0.00	\$0.00	\$0.00
	Grant Funds - Supporting Recruiting	\$0	\$0						
	Revenues from Operations	\$0	\$104,289						
	Other Funds	\$0	\$0						
	Donations and contributions	\$0	\$301,000						
Consolidated - REVENUES		\$0	\$470,289						

PHASE 1 (Year 1) BUDGET DETAIL, NOTES AND ASSUMPTIONS									
Acct	Account	Amount	monthly	Factor	Notes	Res. No.			
1.0	TOTAL	\$91,608	\$4,392						
1.1	TOTAL RECURRING EXPENDITURES	\$541,310	\$45,109						
1.2	TOTAL ONE-TIME EXPENDITURES	\$56,199	\$4,183						
2.0	CBO, Inc Corporate	\$257,624	\$21,469						
2.1	CBO, Inc Corporate RECURRING EXPENDITUR	\$226,575	\$18,798						

Pro Forma Income Statement				Community Based Outreach, Inc			
ACCOUNT DESCRIPTION	2022	2023	2024	2025	2026	2027	2028
Gross Sales:	\$470,209	\$1,003,760	\$1,838,516	\$4,875,445			
Returns and adjustments	\$0	\$0	\$0	\$0			
Net Sales	\$470,209	\$1,003,760	\$1,838,516	\$4,875,445			
Less cost of goods sold							
Direct costs of operating Recruiting Center	\$181,815	\$196,829	\$175,594	\$787,455			
Direct costs of operating Work Shop Series	\$39,241	\$74,902	\$247,572	\$389,043			
Direct costs of operating HS Credit Completion	\$73,849	\$165,534	\$210,350	\$684,463			
Direct costs of operating Skills Centers	\$0	\$143,568	\$15,000	\$821,446			
Direct costs of operating Vocational High School	\$0	\$0	\$0	\$708,967			
Adjustments	\$0	\$0	\$0	\$0			
Ending Inventory	\$0	\$0	\$0	\$0			
Total cost of goods sold	\$274,906	\$490,863	\$648,516	\$3,391,375			
Contribution/ Gross Margins (Profits)	\$195,304	\$512,937	\$1,190,000	\$1,484,070			
Less Operating Expenses:							
Selling Expenses:							
Advertising	\$0	\$0	\$160,000	\$588,437			
Other Selling and Marketing Expenses	\$0	\$0	\$0	\$0			
Total selling expenses	\$0	\$0	\$160,000	\$588,437			
General and administrative Expenses:							
Salary/Benefits	\$291,942	\$481,153	\$519,350	\$2,348,354			
Telephone/Internet (I)	\$960	\$960	\$0	\$1,820			
Repair and maintenance	\$0	\$0	\$0	\$0			
Utilities	\$0	\$0	\$0	\$0			
Office Equipment/Furniture	\$625	\$0	\$0	\$625			
Food/Entertainment (I)	\$1,750	\$770	\$770	\$4,750			

TACTICAL ANALYSIS							Ledger Accounts		
Larn/Lost	Revenues	Expenses	What	Reason	DATE	Project			
			Intake and Regi	Identify candidates					
				Get candidates inline for services in need					
			Community Out	Generates market presence		Project 1: ZOOM Training			
			Rent facilities/O	Conference room					
			Computer rental	Work stations					
			Office Equipment						
			General Liability	Cover trips and in-class sessions					
			Fire-fighting	Gear acquisition		Will cover, but work out pay-off of checks			
			Van rental	Ferry crews to training		Project 1: Physical Training (In Salem)			
			Fuel			Arrange transportation from	Portland A		
			Brown Bag Lun	While at training			Portland B		
			Snack Bag 1	Trip going			Mollala		
			Snack Bag 2	Trip returning					

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.
- FIRST: **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...

- NEXT: 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 Budget Details YYYY sheets, which allows costs to be detailed reflecting routine and nonroutine costs, and cost center totals.
- FINALLY: 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.

[DOWNLOAD](#)

- 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