

COASTAL ALABAMA FARMERS' AND FISHERMEN'S MARKET, INC.

CASH FLOW

	FY14		FY15	FY16	FY17	FY18	FY19	FY20	FY21
	FY14 Initial								
	Budget	Budget	Estimate	Estimate	Estimate	Estimate	Estimate	Estimate	Estimate
Beginning Cash Pacesetter Reserve	\$ 2,500	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Beginning Cash Operational	-	19,352	29,367	39,382	49,397	59,412	69,427	79,442	89,457
Total Cash	\$ 2,500	\$ 29,352	\$ 39,367	\$ 49,382	\$ 59,397	\$ 69,412	\$ 79,427	\$ 89,442	\$ 99,457
Operational Revenue/Support	\$ 99,968	\$ 386,609	\$ 342,650	\$ 344,810	\$ 350,803	\$ 355,760	\$ 368,052	\$ 370,389	\$ 370,389
Operational Expenses	(80,887)	(228,472)	(231,691)	(236,315)	(241,032)	(245,842)	(250,749)	(255,754)	(255,754)
Net Operating Income/(Loss)	\$ 19,081	\$ 158,137	\$ 110,959	\$ 108,495	\$ 109,771	\$ 109,918	\$ 117,303	\$ 114,635	\$ 114,635
Expense	\$ 21,310	\$ 93,600	\$ 93,600	\$ 93,600	\$ 93,600	\$ 93,600	\$ 93,600	\$ 93,600	\$ 93,600
Operating Income/(Loss)	\$ (2,229)	\$ 64,537	\$ 17,359	\$ 14,895	\$ 16,171	\$ 16,318	\$ 23,703	\$ 21,035	\$ 21,035
Projected Ending Cash	\$ 19,352	\$ 29,367	\$ 39,382	\$ 49,397	\$ 59,412	\$ 69,427	\$ 79,442	\$ 89,457	\$ 99,472

Coastal Alabama Farmers & Fishermens Market, Inc.
 Projected Close for FY14 and Budget for FY15
 Estimated Future Activity

Fd#60 Acct	Account Description	FY14 Initial Budget	Projected Close	FY15 Budget	FY16 Estimates	FY17 Estimates	FY18 Estimates	FY19 Estimates	FY20 Estimates	FY21 Estimates
Operating Revenue:										
4750	Interest Income	\$ 275	\$ 275	\$ 275	\$ 50	\$ 50	\$ 50	\$ 50	\$ 50	\$ 50
4760	Stall Rental-Farmers	8,800	8,800	35,000	45,000	45,900	46,818	47,754	48,709	49,684
4761	Stall Rental-Other	-	-	12,000	16,000	16,320	16,646	16,979	17,319	17,665
4765	Moe's BBQ Lease	-	-	22,460	38,500	38,500	40,540	42,000	42,000	42,000
4766	Moe's BBG Insurance/CAM	-	-	3,063	5,250	5,250	5,250	5,250	5,250	5,250
4770	4Land Family Market Lease	-	-	22,750	39,000	39,000	40,750	42,000	42,000	42,000
4771	4Land Family Market Insurance/CAM	-	-	5,250	9,000	9,000	9,000	9,000	9,000	9,000
4775	Gulf Coast Project Lease	-	-	94,351	130,800	130,800	130,800	130,800	140,800	140,800
4776	Gulf Coast Produce Insurance/CAM	-	-	12,000	12,000	12,000	12,000	12,000	12,000	12,000
5070	Festivals/Fairs/Events	-	-	1,000	1,500	1,530	1,561	1,592	1,624	1,656
5071	Field Days	-	-	5,000	5,000	5,100	5,202	5,306	5,412	5,520
5075	Inventory Sales	275	275	2,500	2,500	2,550	2,601	2,653	2,706	2,760
5060	Miscellaneous Revenues	-	-	50	50	50	50	50	50	50
5901	Operating Support - PFCD	30,000	30,000	-	-	-	-	-	-	-
5900	Operating Support - City of Foley (Sales Tax)	-	-	-	38,000	38,760	39,535	40,326	41,132	41,954
5900	Operating Support - City of Foley	60,618	60,618	170,910	-	-	-	-	-	-
Total Operating Revenue		\$ 99,968	\$ 99,968	\$ 386,609	\$ 342,650	\$ 344,810	\$ 350,803	\$ 355,760	\$ 368,052	\$ 370,389
Operating Expenses:										
600-1018	Contracted Market Manager	\$ -	\$ -	\$ 60,000	\$ 60,000	\$ 61,200	\$ 62,424	\$ 63,672	\$ 64,946	\$ 66,245
600-1190	Contracted Labor	4,044	4,044	19,500	19,750	20,145	20,548	20,959	21,378	21,806
600-2010	Utilities - Market Properties	1,000	1,000	4,200	4,284	4,370	4,457	4,546	4,637	4,730
600-2015	Utilities - Peavey Building	4,000	4,000	24,000	24,480	24,970	25,469	25,978	26,498	27,028
600-2020	Telephone - Market Properties	600	600	2,400	2,448	2,497	2,547	2,598	2,650	2,703
600-2140	Insurance - All Properties	60,618	60,618	60,618	61,830	63,067	64,328	65,615	66,927	68,266
600-2400	Cost of Goods Sold - Market	200	200	1,250	1,275	1,301	1,327	1,353	1,380	1,408
600-3020	Professional Fees	-	-	3,500	3,570	3,641	3,714	3,789	3,864	3,942
600-3500	Content Hosting Services	-	-	4,400	4,488	4,578	4,669	4,763	4,858	4,955
600-4060	Building/Grounds/Equip Maint-Market	1,425	1,425	11,654	11,887	12,125	12,367	12,615	12,867	13,124
600-4061	Building/Grounds Maint-Peavey	500	500	17,900	18,258	18,623	18,996	19,376	19,763	20,158
600-5010	Small Tools/Equipment/Furnishings	500	500	2,000	2,040	2,081	2,122	2,165	2,208	2,252
600-5020	Supplies-Market	400	400	1,550	1,581	1,613	1,645	1,678	1,711	1,746
600-5210	Advertising/Marketing	7,500	7,500	15,000	15,300	15,606	15,918	16,236	16,561	16,892
600-8990	Miscellaneous Expense	100	100	500	500	500	500	500	500	500
Total Operating Expense		\$ 80,887	\$ 80,887	\$ 228,472	\$ 231,691	\$ 236,315	\$ 241,032	\$ 245,842	\$ 250,749	\$ 255,754

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Fd#60 Acct	Account Description	FY14 Initial Budget	Projected Close	FY15 Budget	FY16 Estimates	FY17 Estimates	FY18 Estimates	FY19 Estimates	FY20 Estimates	FY21 Estimates
	Net Operating Income/(Loss)	\$ 19,081	\$ 19,081	\$ 158,137	\$ 110,959	\$ 108,495	\$ 109,771	\$ 109,918	\$ 117,303	\$ 114,635
<i>Expense:</i>										
600-8505	QLICI Loan A-1Interest	3,180	3,180	14,135	14,135	14,135	14,135	14,135	14,135	14,135
	QLICI Loan B-1Interest	1,522	1,522	6,765	6,765	6,765	6,765	6,765	6,765	6,765
	QLICI Loan A-2 Interest	10,811	10,811	48,047	48,047	48,047	48,047	48,047	48,047	48,047
	QLICI Loan B-1Interest	3,297	3,297	14,653	14,653	14,653	14,653	14,653	14,653	14,653
	*Reimburse: Pacesetter CDE X LLC	2,500	2,500	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Total Expenses	21,310	21,310	93,600	93,600	93,600	93,600	93,600	93,600	93,600
	Operating Income/(Loss)	(2,229)	(2,229)	64,537	17,359	14,895	16,171	16,318	23,703	21,035
<i>Tax Credits:</i>										
	Depreciation Expense	35,774	35,774	171,716	171,716	171,716	171,716	171,716	171,716	171,716
	Amortization-NMTC Closing Costs	16,828	16,828	16,828	16,828	16,828	16,828	16,828	16,828	16,828
	Taxable Income/Loss	\$ (54,831)	\$ (54,831)	\$ (124,007)	\$ (171,185)	\$ (173,649)	\$ (172,373)	\$ (172,226)	\$ (164,841)	\$ (167,509)

*Cash from New Markets Tax Credit Financing is held in a Reserve Account