

**HFUU ATTACHMENT “A”**

**NUTRIENT CYCLING**

**CASH FLOW PROJECTIONS**

**(AGR 2/14/2018)**

HB2102 HFUU TESTIMONY HSE AGR 2/14/18

# Hawaii Farmers Union Pilot Nutrient Cycling Program

## Draft Cash Flow Projection as of 1/25/18

### SOURCES OF FUNDS

	2018	2019	2020	2021	2022
State of HI Grant	\$ 200,000	\$ 100,000	\$ 75,000		
Sponsorships/Ads	\$ 25,000	\$ 50,000	\$ 75,000	\$ 100,000	\$ 100,000
Product Certification Fees	\$ 5,000	\$ 10,000	\$ 20,000	\$ 20,000	\$ 20,000
Commissions on Sales	\$ 24,000	\$ 34,000	\$ 44,000	\$ 44,000	\$ 44,000
Workshop Fees	\$ 5,000	\$ 15,000	\$ 30,000	\$ 30,000	\$ 30,000
<b>TOTAL SOURCES OF FUNDS</b>	\$ 259,000	\$ 209,000	\$ 244,000	\$ 194,000	\$ 194,000
<b>HFUU Testimony HB 2102 (2/14/2018) ATTACHMENT "A"</b>					

<b>USES OF FUNDS</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
Develop initial marketing & education material via web, including videos (agronomist/educator/communications team)	\$ 60,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
Work with suppliers to develop standards and upgrade plans as needed and appropriate (agronomist and business development)	\$ 40,000	\$ 40,000	\$ 40,000	\$ 40,000	\$ 40,000
Ongoing needs identification, purchasing negotiation, and sponsor solicitation	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000
Production and purchase of initial inventories	\$ 40,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000
Mobile kiosk/popup \$10k	\$ 10,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
Office/warehouse/retail facility rental	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000
Administration	\$ 52,800	\$ 41,800	\$ 48,800	\$ 50,000	\$ 50,000
<b>TOTAL USES</b>	<b>\$ 228,800</b>	<b>\$ 182,800</b>	<b>\$ 189,800</b>	<b>\$ 191,000</b>	<b>\$ 191,000</b>
<b>CASH FLOW</b>	<b>\$ 30,200</b>	<b>\$ 26,200</b>	<b>\$ 54,200</b>	<b>\$ 3,000</b>	<b>\$ 3,000</b>
<b>CASH BALANCE</b>	<b>\$ 30,200</b>	<b>\$ 56,400</b>	<b>\$ 110,600</b>	<b>\$ 113,600</b>	<b>\$ 116,600</b>

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