



Cannabis Financial Projections & Cash Flow Template Guide

1. Assumptions Tab

This is the starting point. Enter your base assumptions here:

- Product Price per Unit: what you expect to sell your product for.
- Cost per Unit (COGS): your cost to produce each unit.
- Monthly Fixed Costs: rent, payroll, licenses, insurance, etc.
- Growth Rate: expected monthly sales increase in %.

These values will auto-feed into your projections and cash flow.

2. 12-Month Projections

This tab shows your business forecast for the next 12 months:

- Units Sold grows monthly based on your sales growth assumption.
- Revenue = Units Sold * Price per Unit.
- COGS = Units Sold * Cost per Unit.
- Gross Profit = Revenue - COGS.
- EBITDA = Gross Profit - Operating Expenses (from Assumptions).
- 280E Tax Impact is applied at 30% of EBITDA.
- Net Income = EBITDA - 280E Taxes.

You can update assumptions and see how this tab updates automatically.

3. Cash Flow Statement

This is your monthly cash picture:

- Beginning Cash starts at \$10,000 (editable if needed).
- Cash In = monthly revenue.
- Cash Out = total of COGS, Operating Expenses, and Tax.
- Ending Cash = Beginning Cash + Net Monthly Cash Flow.

Helps you track when you might run low on cash or need funding.

4. How to Use This Template

1. Start with the Assumptions tab and update your real numbers.
 2. Review the 12-Month Projections tab to see if your business is profitable.
 3. Use the Cash Flow tab to anticipate funding needs.
 4. Save a version monthly and compare with actual results.
- This tool supports your TA journey and helps you explain your business in financial terms.

Pro Tip:

You don't need to be an accountant to understand this - just focus on learning how the numbers are connected.

Use this tool to test ideas, plan hiring, and pitch for funding. Ask your TA team for help when you're stuck!