

Sky-Skan, Inc	Exhibit A to Debtor's Motion to Use Cash Collateral													
Cash Collateral Budget														
Summary														
Week Number	14	15	16	17	18	19	20	21	22	23	24	25	26	
Ending	2/9/18	2/16/18	2/23/18	3/2/18	3/9/18	3/16/18	3/23/18	3/30/18	4/6/18	4/13/18	4/20/18	4/27/18	5/4/18	
Beginning Balance	\$ 209,982	\$ 300,384	\$ 130,838	\$ 112,172	\$ 44,630	\$ 198,279	\$ 237,367	\$ 221,468	\$ 414,299	\$ 517,886	\$ 463,363	\$ 488,750	\$ 417,810	
<b>Cash receipts</b>														
Collection of A/R	-	36,556	-	36,556	-	-	-	-	-	-	-	-	-	
Sales Backlog Fulfillment	467,660	136,110	373,385	286,505	220,500	202,985	85,700	288,711	228,750	-	-	-	-	
Execution on Sales Pipeline											176,378		176,378	
<b>Total Receipts</b>	<b>467,660</b>	<b>172,666</b>	<b>373,385</b>	<b>323,061</b>	<b>220,500</b>	<b>202,985</b>	<b>85,700</b>	<b>288,711</b>	<b>228,750</b>	<b>-</b>	<b>176,378</b>	<b>-</b>	<b>176,378</b>	2,716,173
<b>Cash Outflows</b>														
<b>Payroll &amp; Related</b>														
Net Payroll	17,800	17,800	17,800	17,800	17,800	17,800	17,800	17,800	17,800	17,800	17,800	17,800	17,800	
Payroll taxes (federal)	6,800	6,800	6,800	6,800	6,800	6,800	6,800	6,800	6,800	6,800	6,800	6,800	6,800	
Payroll taxes (state)	300	300	300	300	300	300	300	300	300	300	5,000	300	300	
Owner's Draw				4,500				4,500						
HSA EE	300	300	300	300	300	300	300	300	300	300	300	300	300	
401k EE Portion	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	
401k ER Portion														
Employee reimbursements (Travel)			15,000					15,000				15,000		
401k TPA									570					
Harvard Pilgrim				13,000				13,000						13,000
Delta Dental/Vision				632					632					632
Dearborn National - Life				244				244						244

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<b>Insurance, Utilities, Office</b>														
BofA VISA (Subscriptions)	1,200				1,200				1,200				1,200	
Bank Fees (Merchant & Analysis)	200	718		200		718			200		718		200	
IRS Payment Per Settlement Agreement			15,000					14,000				14,000		
Sales & Other Tax	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Insurance - General (11th & 21st) 6 polic	1,863		3,389		1,863		3,389			1,863	3,389			
Insurance - Officer Life (qtrly)				145										
Insurance - Worker's Comp (Qtrly)			52				52			2,314	52			
Sponsorship-Conference		10,000												
Eversource				3,986					3,986					3,986
Liberty Utilities				450				450						450
Internet - Comcast	185				185					185				
Internet - Dreamhost & Servint	28			209	28			209		28			209	
Verizon cell phones				1,850				1,850					1,850	
First Light - Telephone		225				225				225				
Waste Management			525				525						525	
Legal	2,500	20,000	5,000	2,500	12,500	2,500	2,500	2,500	12,500	2,500	2,500	2,500	2,500	12,500
Accounting		20,000			12,500				12,500					12,500
Accounting Software														
Contract Overseas employees			4,082	5,000			4,082		5,000		4,082		5,000	
Rent - Savage Pass Through				3,500				3,500					3,500	
Rent - DMS (incl. catch-up \$500)		3,913				3,913				3,913				
Lake Street condo fee				662				662					662	
Office cleaning/water/staples/coffee	100	211	65	525	100	211		590	100	20	191	65	625	
Miscellaneous Office			250					250				250		
Shipping - UPS	25	25	25	25	25	25	25	25	25	25	25	25	25	25
Copier lease & maintenance				650				650				125	525	
US Trustee Fee/Court Costs										5,000				
<b>COGS</b>	332,707	248,670	310,213	314,075	-	117,855	52,576	-	50,000	-	96,883		96,883	
Critical Vendor Payments	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
<b>Total Uses of Cash</b>	<b>377,258</b>	<b>342,212</b>	<b>392,051</b>	<b>390,603</b>	<b>66,851</b>	<b>163,897</b>	<b>101,599</b>	<b>95,880</b>	<b>125,163</b>	<b>54,523</b>	<b>150,990</b>	<b>70,940</b>	<b>196,941</b>	2,528,908
<b>Ending Balance</b>	<b>\$ 300,384</b>	<b>\$ 130,838</b>	<b>\$ 112,172</b>	<b>\$ 44,630</b>	<b>\$ 198,279</b>	<b>\$ 237,367</b>	<b>\$ 221,468</b>	<b>\$ 414,299</b>	<b>\$ 517,886</b>	<b>\$ 463,363</b>	<b>\$ 488,750</b>	<b>\$ 417,810</b>	<b>\$ 397,247</b>	
Cumulative change in Cash	90,402	(79,145)	(97,811)	(165,353)	(11,704)	27,385	11,486	204,317	307,904	253,381	278,768	207,828	187,265	

SALES BACKLOG

JOB NUMBER	CUSTOMER		10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
Cash receipts		Total Receipts	1/12/2018	1/19/2018	1/26/2018	2/2/2018	2/9/2018	2/16/2018	2/23/2018	3/2/2018	3/9/2018	3/16/2018	3/23/2018	3/30/2018	4/6/2018	4/13/2018	4/20/2018	4/27/2018	5/4/2018
343-006	REDACTED	567,250.00						136,110.0	373,385.0	57,755.0									
134-003	REDACTED	167,659.50					167,659.5												
292-010	REDACTED	300,000.00					300,000.0												
182-004	REDACTED	202,985.00										202,985.0							
318-026	REDACTED	457,500.00								228,750.0					228,750.0				
228-006	REDACTED	220,500.00									220,500.0								
110-011	REDACTED	85,700.00											85,700.0						
332-007	REDACTED	288,711.00												288,711.0					
New business																			
<b>TOTALS</b>		<b>2,290,305.50</b>	-	-	-	-	467,659.5	136,110.0	373,385.0	286,505.0	220,500.0	202,985.0	85,700.0	288,711.0	228,750.0	-	-	-	-

See projections below in line 52

JOB NUMBER	CUSTOMER		10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
COGS		Total COGS	1/12/2018	1/19/2018	1/26/2018	2/2/2018	2/9/2018	2/16/2018	2/23/2018	3/2/2018	3/9/2018	3/16/2018	3/23/2018	3/30/2018	4/6/2018	4/13/2018	4/20/2018	4/27/2018	5/4/2018
343-006	REDACTED	198,500.00					198,500.0												
134-003	REDACTED	134,207.00					134,207.0												
292-010	REDACTED	248,670.00						248,670.0											
182-004	REDACTED	107,770.00							107,770.0										
318-026	REDACTED	264,600.00								264,600.0									
228-006	REDACTED	130,500.00							130,500.0										
110-011	REDACTED	53,483.00							53,483.0										
332-007	REDACTED	188,366.00							18,460.0	49,475.0		117,855.0	2,576.0						
Purchase of Materials Needed to Support N		100,000.00											50,000.0		50,000.0				
New business																			
<b>TOTALS</b>		<b>1,426,096.00</b>	-	-	-	-	332,707.0	248,670.0	310,213.0	314,075.0	-	117,855.0	52,576.0	-	50,000.0	-	-	-	-

See projections below in line 52

SALES PIPELINE

TOTAL GROSS SALES VOLUME IN PIPELINE AT 1/15/17

CONVERSION RATE

COGS AS A % OF SALES (MATERIALS AND TRAVEL ONLY, PERSONNEL EXPENSE CAPTURED ELSEWHERE IN CASH COLLATERAL BUDGET)

2018 Projects through May 11th

JOB NUMBER	CUSTOMER	Projected Contract Amount	Projected Cost	Projected Gross Profit	%	FACTORED GROSS SALES	FACTORED COGS
311-040	REDACTED	7,273	1,000	6,273	85%	6,182	850
314-030	REDACTED	182,100	98,100	84,000	70%	127,470	68,670
327-034	REDACTED	201,700	130,475	71,225	70%	141,190	91,333
228-006	REDACTED	220,500	130,500	90,000	65%	143,325	84,825
332-007	REDACTED	255,100	173,482	81,618	60%	153,060	104,089
335-130	REDACTED	572,900	387,500	185,400	60%	343,740	232,500
303-004	REDACTED	155,425	99,650	55,775	60%	93,255	59,790
328-017	REDACTED	106,997	66,484	40,513	55%	58,848	36,566
110-011	REDACTED	85,700	53,483	32,217	50%	42,850	26,742
247-001	REDACTED	350,000		350,000	50%	175,000	-
265-006	REDACTED	252,200	139,400	112,800	50%	126,100	69,700
Total		<b>2,389,895</b>	<b>1,280,074</b>	1,109,821		1,411,020	775,065
SEMI-MONTHLY AMOUNT FOR PROJECTIONS (ASSUME 50% OF THIS TO BE CONSERVATIVE IN CASH)						352,755	193,766

SKY-SKAN, INC  
 ACCOUNTS RECEIVABLE  
 12/31/2017

CUSTOMER	INVOICE DATE	AMOUNT	0-30 days	31-60	61-90	>90	Total
REDACTED	11/6/2017	\$ 9,784.50		\$ 9,784.50			\$ 9,784.50
REDACTED	11/16/2017	\$ 3,285.00		\$ 3,285.00			\$ 3,285.00
REDACTED	10/24/2017	\$ 3,995.00			\$ 3,995.00		\$ 3,995.00
REDACTED	10/30/2017	\$ 2,745.68			\$ 2,745.68		\$ 2,745.68
REDACTED	10/30/2017	\$ 87,451.00			\$ 87,451.00		\$ 87,451.00
REDACTED	10/24/2017	\$ 1,032.50			\$ 1,032.50		\$ 1,032.50
REDACTED	11/6/2017	\$ 9,050.00		\$ 9,050.00			\$ 9,050.00
REDACTED	11/6/2017	\$ 11,250.00		\$ 11,250.00			\$ 11,250.00
REDACTED	12/22/2017	\$ 635.00	\$ 635.00				\$ 635.00
REDACTED	12/22/2017	\$ 300.00	\$ 300.00				\$ 300.00
REDACTED	12/15/2017	\$ 3,250.00	\$ 3,250.00				\$ 3,250.00
REDACTED	12/22/2017	\$ 2,250.00	\$ 2,250.00				\$ 2,250.00
REDACTED	12/20/2017	\$ 37,220.40	\$ 37,220.40				\$ 37,220.40
REDACTED	12/22/2017	\$ 6,070.00	\$ 6,070.00				\$ 6,070.00
REDACTED	12/22/2017	\$ 4,137.50	\$ 4,137.50				\$ 4,137.50
REDACTED	12/6/2017	\$ 14,750.00	\$ 14,750.00				\$ 14,750.00
REDACTED	12/9/2018	\$ 4,500.00	\$ 4,500.00				\$ 4,500.00
			\$ 73,112.90	\$ 33,369.50	\$ 95,224.18	\$ -	\$ 201,706.58