ADLER ACCOUNTING ADVISORY

When Compliance Changes

Your Revenue, Inventory & Cash-Planning Worksheet

Use alongside "When Cannabis Compliance Changes, Your Cash Plan Needs Attention Too." Identify the business impact after your attorney clarifies what applies to your operation.

1. Identify the exposure and the evidence

Affected products, suppliers, customers or sales channels:

Monthly revenue at risk: $_____ Direct costs: $_____

What costs would stop, and which commitments would remain?

---

2. Count cash committed and replacement needs

Inventory at cost: $_____ Unpaid purchase orders: $_____

Customer receivables: $_____ Replacement lead time: _____

New supplier cost, minimum order and payment date: _____

Orders that can be changed/returned; license, batch and testing records to check:

---

3. Test the next 13 weeks

Build a weekly forecast separately for: current arrangements; a supplier delay; and an alternative supplier with different costs or payment terms. Add a sales-decline scenario if relevant.

Enter cash collections and payment dates, including payroll, rent, taxes, debt and inventory. Keep uncertain sales and unapproved financing separate. Review actual results weekly.

Scenario: _____ Lowest cash: $_____ Week/date: _____

Minimum cash needed: $_____ Funding gap: $_____ Action date: _____

4. Choose your response and questions for counsel

Purchasing, collections, payment terms or spending changes: _____

Counsel: permitted transactions, existing inventory, partner verification and deadlines:

---

5. Assign the next action

Action: _____ Owner: _____ Due: _____

Cash impact: $_____ Next review date: _____

RJ Adler | Adler Accounting Advisory | adler-accounting.com

Business planning only. Hemp and medical/adult-use cannabis rules differ; confirm with counsel.

November 7, 2026 | Planning prompts, not a completed forecast or determination of legal eligibility.