Thistle Farms 2014 Budget																
	July 2013	Aug 2013	Sept 2013	Oct 2013	Nov 2013	Dec 2013	Jan 2014	Feb 2014	Mar 2014	Apr 2014	May 2014	Jun 2014	Full Year		FY 2013	% Incr (Decr)
Revenues																
Sales-Retail	15,043	15,134	14,907	47,742	45,506	94,127	10,950	22,799	34,120	46,144	71,475	48,689	466,636		373,308	25%
Sales-Internet	5,422	3,434	4,277	4,740	25,266	39,409	5,171	7,402	11,172	8,644	15,346	6,361	136,644		97,603	40%
Sales-Wholesale	11,097	11,868	12,288	24,023	21,067	24,967	26,726	12,014	7,706	19,059	20,673	21,189	212,678		184,937	15%
Sales- Studio	1,122	1,129	1,112	3,560	3,394	7,020	817	1,700	2,545	3,441	5,330	3,631	34,800		#N/A	#N/A
Interest income	16	16	16	16	16	16	16	16	16	16	16	16	192		210	-9%
Donations & other income	31,138	18,264	2,197	34,887	7,203	108,447	8,642	11,125	3,002	4,977	7,128	16,999	254,008		453,908	-44%
Donations- restricted													-		13,250	-100%
Grant income													-		-	#DIV/0!
Conference fees	6,610	7,400	9,250	11,890									35,150		-	#DIV/0!
													-			
Total Revenues	70,448	57,244	44,047	126,860	102,452	273,985	52,322	55,056	58,561	82,280	119,968	96,885	1,140,107		1,125,717	1%
Cost of Sales																
Cost of sales - direct labor	7,482	7,482	7,482	7,482	7,482	9,726	7,648	7,648	7,648	7,648	7,648	9,893	95,270		90,029	6%
Direct labor - Studio	4,404	4,404	4,404	4,404	4,404	6,419	4,404	4,404	4,404	4,404	4,404	6,419	56,880		-	#DIV/0!
Direct labor payroll tax expen	572	572	572	572	572	744	585	585	585	585	585	757	7,288		6,881	6%
Direct Labor pr tax Studio	337	337	337	337	337	491	337	337	337	337	337	491	4,351		-	#DIV/0!
Cost of sales - shipping	235	330	929	368	(184)	1,690	2,859	1,006	892	846	4,844	2,071	15,885		17,650	-10%
Cost of sales - materials	5,226	6,633	7,296	26,875	9,280	23,912	14,382	8,100	6,972	13,778	11,712	12,380	146,546		162,829	-10%
Cost of sales - printing	270	648	835	2,473	878	4,307	2,349	1,350	4,411	-	4,640	1,912	24,071		26,746	-10%
Manufacturing supplies	420	420	420	420	420	420	420	420	420	420	420	420	5,040		4,970	1%
Repairs & mnce - mfg equipment	500			500			500			500			2,000		1,647	21%
Credit card fees	675	616	644	1,588	2,220	3,948	730	944	1,308	1,633	2,505	1,638	18,448		15,574	18%
Cost of Sales - Studio(sewing/paper)	449	451	445	1,424	1,357	2,808	327	680	1,018	1,376	2,132	1,452	13,920		#N/A	#N/A
Total Cost of Sales	20,570	21,893	23,364	46,444	26,767	54,463	34,541	25,474	27,995	31,528	39,228	37,433	389,700		342,737	14%
Gross Profit	49,878	35,351	20,683	80,416	75,685	219,521	17,781	29,582	30,566	50,752	80,740	59,452	750,407		782,979	-4%
Expenses																
Sales & Marketing payroll	7,388	7,388	7,388	7,388	7,388	8,545	7,472	7,472	7,472	7,472	7,472	8,628	91,472		103,293	-11%
Sales & Marketing payroll tax	565	565	565	565	565	654	572	572	572	572	572	660	6,998		7,474	-6%
Contract labor - sales & marke				500					250				750		7,224	-90%
Sales/Mktg- travel exp	1,000	1,000	1,000	1,000	1,000	2,000	1,000	1,000	1,000	1,000	2,000	1,000	14,000		25,769	-46%
Sales & Mktg Travel - WF	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000		730	1954%
Sales/Mktg- Auto expense	1,167	1,167	1,167	1,167	1,167	1,167	1,167	1,167	1,167	1,167	1,167	1,167	14,000		13,947	0%
Sls/Mktg-giveaways	166	167	167	166	167	167	166	167	167	166	167	167	2,000		1,978	1%
Sls/Mktg-Printing costs	850	850	850	850	850	850	850	850	850	850	850	850	10,200		8,559	19%
Sales/Mktg-postage-delivery	125	125	125	125	125	125	125	125	125	125	125	125	1,500		1,496	0%
Sales /marketing - Branding	-												-		14,748	-100%
Sls/Mktg Website development					500								500		-	#DIV/0!
Sls/Mktg Promotional expense	833	833	833	833	833	833	833	833	833	833	833	833	10,000		9,647	4%
Sls/Mktg-meals/entertainment	167	167	167	167	167	167	167	167	167	167	167	167	2,000		2,072	-3%
Sls/Mktg Other	300	300	300	300	300	300	300	300	300	300	300	300	3,600		3,580	1%
Wages-training	13,964	13,964	13,964	13,964	13,964	18,812	14,172	14,172	14,172	14,172	14,172	19,021	178,512		147,112	21%
Payroll tax-training	1,068	1,068	1,068	1,068	1,068	1,439	1,084	1,084	1,084	1,084	1,084	1,455	13,656		11,131	23%
State unemployment tax	1,138			1,075			1,245			1,650			5,108		4,736	8%
Workers comp insurance	1,442	1,442	1,442	1,442	1,442	753	753	753	753	753	753	753	12,480		12,310	1%
Health insurance - Cover TN	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000		8,349	80%
Other education expenses	250			250			250			250			1,000		185	442%
Wages- outreach education	11,820	11,820	11,820	11,820	11,820	14,487	12,403	12,403	12,403	12,403	12,403	15,070	150,672		142,329	6%
Payroll tax -outreach educatio	904	904	904	904	904	1,108	949	949	949	949	949	1,153	11,526		10,835	6%

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Contract labor - outreach ed	500	500	500	500	500	500	500	500	500	500	500	500	6,000		7,030	-15%
Outreach ed - travel		3,000	2,200	1,700	250	1,000	350	500	700	800	500	1,500	12,500		12,345	1%
Outreach Ed - printing						250		250		250		250	1,000		113	789%
Other outreach ed expenses	42	42	42	42	42	42	42	42	42	42	42	42	500		1,480	-66%
Conference expenses	3,224	6,448	12,896	12,582	-	-	-	-	-	-	-	-	35,150		-	#DIV/0!
Bank Fees	45	45	45	45	45	45	45	45	45	45	45	45	540		529	2%
Salary & wages -admin	3,874	3,874	3,874	3,874	3,874	4,658	3,999	3,999	3,999	3,999	3,999	4,783	48,809		55,728	-12%
Adm payroll - payroll taxes	296	296	296	296	296	356	306	306	306	306	306	366	3,734		4,263	-12%
Contract labor - Adm	333	333	333	333	333	333	333	333	333	333	333	333	4,000		4,458	-10%
Dues & fees				450	1,900		350	50				350	3,100		3,098	0%
Gifts						7,500							7,500		6,058	24%
Interest expense	58	58	58	58	58	58	58	58	58	58	58	58	700		784	-11%
Supplies	500	1,000	2,200	2,900		1,750	500	2,250	700	1,300	200	700	14,000		14,301	-2%
Computer/software purchases		600			600			600			600		2,400		2,101	14%
Leased equipment	375	375	375	375	375	375	375	375	375	375	375	375	4,500		4,018	12%
Meals/entertainment-admin	50	50	50	50	50	50	50	50	50	50	50	50	600		521	15%
Other admin expense	750	750	750	750	750	750	750	750	750	750	750	750	9,000		8,909	1%
Insurance	917	917	917	917	917	917	917	917	917	917	917	917	11,000		9,012	22%
Building repairs & mnce	917	917	917	917	917	917	917	917	917	917	917	917	11,000		11,075	-1%
Utilities	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	20,000		18,304	9%
OH Charge to Studio (7%) and Café (10%)	(680)	(765)	(969)	(1,088)	(595)	(893)	(680)	(978)	(714)	(816)	(629)	(714)	(9,520)			
Studio OH Charge	280	315	399	448	245	368	280	403	294	336	259	294	3,920			
Property tax	-	-	-	-	-	-	-	-	-	-	-	-	-		154	-100%
Total Expenses	58,795	64,682	70,810	72,900	56,984	74,549	56,765	57,546	55,701	58,240	56,401	67,031	750,407		701,785	7%
Net Income	(8,918)	(29,331)	(50,127)	7,516	18,701	144,972	(38,984)	(27,964)	(25,135)	(7,488)	24,339	(7,579)	0		81,195	-100%