

# Thistle Farms, Inc.

## Operating Budget

July 1, 2015 - June 30, 2016

### REVENUE

#### Earned Income:

Thistle Farms	\$	1,872,467.00
Thistle Stop Cafe	\$	464,595.00
Community Education	\$	79,200.00
<b>Subtotal:</b>	<b>\$</b>	<b>2,416,262.00</b>

#### Donations & Other Income:

Individuals	\$	663,000.00
Congregations & Civic	\$	143,000.00
Corporate	\$	117,000.00
Foundations	\$	377,000.00
Capital Campaign Overhead	\$	50,000.00
<b>Subtotal:</b>	<b>\$</b>	<b>1,350,000.00</b>

**Total Enterprise Revenues:** **\$ 3,766,262.00**

### EXPENSES

#### Magdalene:

Program   Operations	\$	358,853.00
Occupancy	\$	141,657.00
Outreach	\$	68,350.00
John School	\$	6,003.00
Graduate Support	\$	8,855.00
Transportation	\$	74,014.00
<b>Subtotal:</b>	<b>\$</b>	<b>657,732.00</b>

17%

#### Total Social Enterprise:

COGS   Operations	\$	1,519,846.00
Sales & Marketing	\$	399,746.00
Administration	\$	174,772.00
Training & Education	\$	322,263.00
Building Expense	\$	92,288.00
<b>Subtotal:</b>	<b>\$</b>	<b>2,508,915.00</b>

66%

#### Outreach Education:

Salaries	\$	291,575.00
Travel	\$	43,090.00
<b>Subtotal:</b>	<b>\$</b>	<b>334,665.00</b>

9%

#### Capital Campaign:

Salaries	\$	32,295.00
Misc	\$	5,500.00
<b>Subtotal:</b>	<b>\$</b>	<b>37,795.00</b>

1%

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July 1, 2015 - June 30, 2016

### General, Admin & Fundraising

Administration	\$	128,885.00
Marketing & Development	\$	77,988.00
Finance, Acctg & Payroll	\$	28,000.00
Benefits - Health	\$	40,625.00

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<b>Subtotal:</b>	<b>\$</b>	<b>275,498.00</b>
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7%

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<b>Total Enterprise Expenses:</b>	<b>\$</b>	<b>3,814,605.00</b>
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<b>Net Income:</b>	<b>-\$</b>	<b>48,343.00</b>
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