

Thistle Farms Forecast
FY 2010, 2011

Account ID	Account Description	Type	7/31/10	8/31/10	9/30/10	10/31/10	11/30/10	12/31/10	1/31/11	2/28/11	3/31/11	4/30/11	5/31/11	6/30/11	YTD Total
4010	Sales-Retail	Inc	8,036	7,422	15,678	14,773	25,010	28,184	16,216	13,006	9,909	11,019	13,756	10,885	173,895
4015	Sales-Wholesale	Inc	7,306	5,366	805	2,638	28,654	14,260	8,423	6,755	5,147	5,921	7,391	5,849	98,515
4020	Book sales	Inc	-	-	-	-	-	-	-	-	-	-	-	-	-
4030	Interest income	Inc	3	3	2	-	-	-	-	-	-	-	-	-	8
	Donations & other														
4050	Income	Inc	3,153	1,508	1,762	457		150,000		50,000					206,880
4055	Donations- restricted	Inc					-	-	-	-	-	-	-	-	-
4060	Grant income	Inc					-	-	-	-	-	-	-	-	-
4062	Rent income	Inc	500	500	500	500	500	500	500	500	500	500	500	500	6,000
	Total Income		18,998	14,799	18,747	18,368	54,165	192,944	25,139	70,261	15,556	17,439	21,648	17,234	485,298
			-	-	-	-	-	-	-	-	-	-	-	-	-
5011	Cost of sales - direct labor	COGS	7,939	11,475	9,720	10,218	9,720	9,720	14,580	9,720	9,720	9,720	9,720	9,720	121,972
5012	Direct labor payroll tax expen	COGS	1,703	878	744	2,223	744	744	1,115	744	744	744	744	744	11,870
5014	Cost of sales - shipping	COGS	565	(424)	665	681	100	100	100	100	100	100	100	100	2,288
5015	Cost of sales - materials	COGS	3,067	4,070	2,983	16,713	13,234	4,244	2,464	6,916	5,270	5,929	7,402	5,857	78,149
	% of sales	COGS	20%	32%	18%	96%	25%	10%	10%	35%	35%	35%	35%	35%	
501510	Cost of sales - books	COGS	81	206		(81)	-	-	-	-	-	-	-	-	206
5016	Cost of sales - printing	COGS	1,055	550	1,484	-	1,296	1,473	855	686	522	588	734	581	9,822
5020	Manufacturing supplies	COGS	-	3,796	704	789	500	500	500	500	500	500	500	500	9,289
5050	Credit card fees	COGS	255	346	350	637	768	870	505	405	309	347	433	343	5,568
5060	New Prod Development- Raw Mate	COGS				245	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	8,245
5061	Mfg Pioneers	COGS	1,146	3,489	3,389	3,389	3,389	3,389	3,389	3,389	3,389	3,389	3,389	3,389	38,521
6001	Salaries-Marketing director	Exp	-	-	-	-	-	-	-	-	-	-	-	-	-
6004	Sales & Marketing payroll	Exp	5,707	6,888	6,276	8,545	11,310	11,596	10,196	10,196	10,196	10,196	10,196	10,196	111,496
6005	Sales & Marketing payroll tax	Exp	437	527	480	504	865	887	780	780	780	780	780	780	8,379
6007	Sales/Mktg- travel exp	Exp	1,943	1,831	1,718	1,871	1,841	1,841	1,841	1,841	1,841	1,841	1,841	1,841	22,090
6008	Sales/Mktg- Auto expense	Exp	1,110	1,863	1,346	1,763	1,095	1,095	1,095	1,095	1,095	1,095	1,095	1,095	14,842
	Sls/Mktg-														
6010	Advertising/giveaways	Exp	773	1,098	924	2,638	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	13,433
6012	Sls/Mktg-Printing costs	Exp	-	336	-	355	419	472	274	220	168	189	235	186	2,853
	Exp					1.11%	1%	1%	1%	1%	1%	1%	1%	1%	
6015	Sales/Mktg-postage-delivery	Exp	25	74	-	342	150	150	150	150	150	150	150	150	1,640
6018	Sls/Mktg Website development	Exp	-	-	-	145	-	-	-	-	-	-	-	-	145
	Exp														
6023	Sls/Mktg Promotional expense	Exp	623	1,446	1,421	2,406	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	17,896
6024	Sls/Mktg-meals/entertainment	Exp	-	19	-	134	50	50	50	50	50	50	50	50	554
	Sales/Marketing - branding														
6025	Sls/Mktg Other	Exp	150	110	-	1,123	100	100	100	100	100	100	100	100	2,183
	Exp														
6027	Contract labor	Exp	-	-	-	-	-	-	-	-	-	-	-	-	-
6080	Non direct labor	Exp	-	-	-	-	-	-	-	-	-	-	-	-	-
6510	Education director	Exp	-	-	-	-	-	-	-	-	-	-	-	-	-
6515	Wages-training	Exp	4,058	8,272	5,155	5,994	5,852	5,566	6,620	6,966	6,966	6,966	6,966	6,966	76,347
6516	Payroll tax-training	Exp	310	633	394	459	448	426	506	533	533	533	533	533	5,841
	Other education expenses														
6525	Expenses	Exp	-	-	71	-	-	-	-	-	-	-	-	-	71
7003	Bank Fees	Exp	15	3	25	-	10	10	10	10	10	10	10	10	123
7005	Adm personnel costs	Exp	4,437	4,507	4,302	4,625	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	51,472
7010	Contract labor	Exp	-	-	-	-	-	-	-	-	-	-	-	-	-
7012	Dues & fees	Exp	40	150	89	62	100	100	100	100	100	100	100	100	1,141
7014	Gifts	Exp	-	216	-	-	50	50	50	50	50	50	50	50	616
	Insurance- workers comp														
7015	Exp	Exp	305	559	900	714	620	620	620	620	620	620	620	620	7,439
7020	Supplies	Exp	1,073	965	510	1,887	1,109	1,109	1,109	1,109	1,109	1,109	1,109	1,109	13,308
	Computer/software purchases														
7022	Exp	Exp	937	2,989	2,057	859	1,200								8,042
7023	Leased equipment	Exp	-	829	1,245	1,876	987	650	650	650	650	650	650	650	9,487
	Meals/entertainment-admin														
7024	Exp	Exp	176	315	25	132	162	162	162	162	162	162	162	162	1,943
7025	Other admin expense	Exp	2,250	2,435	773	851	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	17,509
8038	Insurance	Exp	-	-	-	2,707	650	650	650	650	650	650	650	650	7,907
8200	Building repairs & mnce	Exp	3,042	2,476	812	343	1,668	1,668	1,668	1,668	1,668	1,668	1,668	1,668	20,018
8225	Utilities	Exp	885	1,846	1,283	969	3,500	3,500	3,500	3,500	2,000	2,000	2,000	2,000	26,983

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8230	Depreciation	Exp												27,500	27,500
	Total Expense		44,108	64,773	49,846	76,115	71,036	60,842	63,739	63,009	59,550	60,334	62,087	87,749	763,188
			-	-	-	-									-
						234,841									
	Net Income		(25,110)	(49,974)	(31,099)	(57,747)	(16,872)	132,103	(38,600)	7,252	(43,995)	(42,895)	(40,439)	(70,515)	(277,890)