

Thistle Farms Budget

	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1	Account Description	Account Type	7/31/12	8/31/12	9/30/12	10/31/12	11/30/12	12/31/12	1/31/13	2/28/13	3/31/13	4/30/13	5/31/13	6/30/13	YTD Total
2	Sales-Retail	Income	12,034.00	21,746.00	23,694.00	48,561.00	38,830.00	93,966.00	14,128.00	18,689.00	23,654.00	43,372.00	37,472.00	15,316.00	391,462.00
3	Sales-Internet	Income	3,873.00	3,222.00	3,931.00	0.00	7,302.00	38,478.00	5,465.00	4,124.00	2,540.00	3,986.00	9,524.00	3,795.00	86,240.00
4	Sales-Wholesale	Income	9,650.00	16,376.00	14,594.00	22,594.00	32,857.00	38,334.00	19,089.00	24,087.00	11,978.00	21,057.00	17,029.00	1,890.00	229,535.00
5			25,557.00	41,344.00	42,219.00	71,155.00	78,989.00	170,778.00	38,682.00	46,900.00	38,172.00	68,415.00	64,025.00	21,001.00	707,237.00
6															
7	Interest income	Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8	Donations & other income	Income	55,643.00	20,000.00	17,219.00	17,219.00	77,220.00	17,219.00	67,220.00	17,219.00	17,219.00	17,219.00	17,219.00	17,220.00	357,836.00
9	Donations-restricted	Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
10	Donation- TF Cafe	Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
11	Grant income	Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
12	Rent Income	Income	500.00	500.00	500.00	500.00	500.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
13			56,143.00	20,500.00	17,719.00	17,719.00	77,720.00	17,719.00	67,220.00	17,219.00	17,219.00	17,219.00	17,219.00	17,220.00	360,836.00
14					59,938.00	88,874.00	156,709.00	188,497.00	105,902.00	64,119.00	55,391.00	85,634.00	81,244.00	38,221.00	
15	wages before allocation	Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
16	Cost of sales - direct labor	Cost of Sales	7,459.00	6,243.00	6,245.00	6,245.00	6,295.00	8,580.00	6,295.00	6,295.00	6,295.00	6,295.00	6,295.00	6,295.00	78,837.00
17	Direct labor payroll tax expen	Cost of Sales	571.00	478.00	478.00	478.00	478.00	656.00	482.00	482.00	482.00	482.00	482.00	482.00	6,031.00
18	Cost of sales - shipping	Cost of Sales	261.00	662.00	676.00	1,138.00	1,264.00	2,732.00	619.00	750.00	611.00	1,095.00	1,024.00	336.00	11,168.00
19	Cost of sales - materials	Cost of Sales	5,807.00	19,923.00	22,118.00	47,818.00	10,831.00	13,132.00	10,688.00	19,156.00	17,927.00	5,880.00	8,587.00	13,891.00	195,758.00
20	Cost of sales - printing	Cost of Sales	300.00	3,985.00	4,424.00	9,564.00	2,166.00	2,626.00	2,138.00	3,831.00	3,585.00	1,176.00	1,717.00	2,778.00	38,290.00
21	Manufacturing supplies	Cost of Sales	396.00	578.00	591.00	996.00	1,106.00	2,391.00	542.00	657.00	534.00	958.00	896.00	294.00	9,939.00
22	Credit card fees	Cost of Sales	541.00	992.00	1,013.00	1,708.00	1,896.00	4,099.00	928.00	1,126.00	916.00	1,642.00	1,537.00	504.00	16,902.00
23	New Prod Development-Raw Mate	Cost of Sales	356.00	3,144.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,500.00
24	Mfg pioneers	Cost of Sales	1,050.00	1,075.00	1,076.00	1,075.00	1,107.00	1,107.00	1,107.00	1,107.00	1,107.00	1,107.00	1,107.00	1,107.00	13,132.00
25	Mfg Pioneers-payroll tax	Cost of Sales	80.00	81.00	82.00	82.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	1,005.00
26	Contract labor - Mfg pioneers	Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
27	Payroll tax exp before alloc	Cost of Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
28			16,821.00	37,161.00	36,703.00	69,104.00	25,228.00	35,408.00	22,884.00	33,489.00	31,542.00	18,720.00	21,730.00	25,772.00	374,562.00
29															
30															
31	Sales & Marketing payroll	Expenses	9,365.00	7,442.00	7,071.00	7,071.00	7,141.00	8,310.00	7,142.00	7,142.00	7,142.00	7,142.00	7,142.00	7,142.00	89,252.00

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1	Account Description	Account Type	7/31/12	8/31/12	9/30/12	10/31/12	11/30/12	12/31/12	1/31/13	2/28/13	3/31/13	4/30/13	5/31/13	6/30/13	YTD Total
32	Sales & Marketing payroll tax	Expenses	687.00	570.00	541.00	541.00	547.00	636.00	547.00	546.00	546.00	546.00	546.00	546.00	6,799.00
33	Contract labor - sales & marke	Expenses	0.00	175.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	3,675.00
34	Sales/Mktg-travel exp	Expenses	1,413.00	2,350.00	2,350.00	2,350.00	2,350.00	2,350.00	2,350.00	2,350.00	2,350.00	2,350.00	2,350.00	2,350.00	27,263.00
35	Sales/Mktg- Auto expense	Expenses	938.00	1,225.00	1,225.00	1,225.00	1,225.00	1,225.00	1,225.00	1,225.00	1,225.00	1,225.00	1,225.00	1,225.00	14,413.00
36	Sls/Mktg-giveaways	Expenses	286.00	425.00	425.00	425.00	425.00	425.00	425.00	425.00	425.00	425.00	425.00	425.00	4,961.00
37	Sls/Mktg-Printing costs	Expenses	391.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	6,991.00
38	Sales/Mktg-postage-delivery	Expenses	0.00	165.00	165.00	165.00	165.00	165.00	165.00	165.00	165.00	165.00	165.00	165.00	1,815.00
39	Sales /marketing - Branding	Expenses	45.00	100.00	100.00	100.00	100.00	100.00	900.00	100.00	100.00	900.00	100.00	100.00	2,745.00
40	Sls/Mktg Website development	Expenses	0.00	0.00	0.00	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00
41	Sls/Mktg Promotional expense	Expenses	578.00	400.00	400.00	400.00	4,000.00	1,500.00	400.00	400.00	1,200.00	400.00	400.00	400.00	10,478.00
42	Sls/Mktg-meals/entertainm ent	Expenses	42.00	80.00	80.00	80.00	80.00	80.00	80.00	80.00	80.00	80.00	80.00	80.00	922.00
43	Sls/Mktg Other	Expenses	0.00	950.00	950.00	950.00	950.00	950.00	950.00	950.00	950.00	950.00	950.00	950.00	10,450.00
44	Non direct labor	Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
45			13,745.00	14,482.00	14,257.00	14,457.00	17,933.00	16,691.00	15,134.00	14,333.00	15,133.00	15,133.00	14,333.00	14,333.00	179,964.00
46															
47	Wages-training	Expenses	11,582.00	12,199.00	12,074.00	12,074.00	12,237.00	16,192.00	12,237.00	12,236.00	12,236.00	12,236.00	12,236.00	12,236.00	149,775.00
48	Payroll tax-training	Expenses	886.00	933.00	924.00	924.00	936.00	1,239.00	936.00	936.00	936.00	936.00	936.00	936.00	11,458.00
49	State unemployment tax	Expenses	1,522.00	0.00	0.00	1,750.00	0.00	0.00	1,518.00	0.00	0.00	2,450.00	0.00	0.00	7,240.00
50	Workers comp insurance	Expenses	441.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	8,691.00
51	Health insurance - Cover TN	Expenses	403.00	402.00	402.00	403.00	403.00	403.00	403.00	403.00	403.00	403.00	403.00	403.00	4,834.00
52	Other education expenses	Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53	Wages- outreach education	Expenses	14,319.00	12,213.00	12,214.00	12,214.00	12,511.00	15,435.00	12,511.00	12,511.00	12,511.00	12,511.00	12,511.00	12,511.00	153,972.00
54	Payroll tax - outreach educatio	Expenses	1,095.00	934.00	935.00	935.00	957.00	1,181.00	957.00	957.00	957.00	957.00	957.00	957.00	11,779.00
55	Contract labor - outreach ed	Expenses	291.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	291.00

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56	Outreach ed - travel	Expenses	0.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	6,600.00
57	Outreach Ed - printing	Expenses	0.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	5,500.00
58	Other outreach ed expenses	Expenses	71.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,271.00
59			30,610.00	28,731.00	28,599.00	30,350.00	29,094.00	36,500.00	30,612.00	29,093.00	29,093.00	31,543.00	29,093.00	29,093.00	362,411.00
60															
61	Bank Fees	Expenses	0.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	550.00
62	Adm personnel costs	Expenses	4,787.00	4,441.00	4,440.00	4,440.00	4,666.00	5,733.00	4,666.00	4,666.00	4,666.00	4,666.00	4,666.00	4,666.00	56,503.00
63	Adm payroll - payroll taxes	Expenses	366.00	340.00	339.00	339.00	357.00	439.00	357.00	357.00	357.00	357.00	357.00	357.00	4,322.00
64	Contract labor - Adm	Expenses	1,610.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,610.00
65	Dues & fees	Expenses	0.00	0.00	250.00	0.00	0.00	100.00	200.00	400.00	150.00	0.00	300.00	100.00	1,500.00
66	Gifts	Expenses	30.00	0.00	0.00	0.00	0.00	5,000.00	1,000.00	0.00	0.00	0.00	0.00	0.00	6,030.00
67	Interest expense	Expenses	68.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	893.00
68	Supplies	Expenses	589.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	12,964.00
69	Computer/software purchases	Expenses	120.00	0.00	2,000.00	0.00	250.00	0.00	0.00	250.00	0.00	0.00	250.00	0.00	2,870.00
70	Leased equipment	Expenses	362.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	4,212.00
71	Meals/entertainm ent-admin	Expenses	20.00	160.00	160.00	160.00	160.00	1,000.00	160.00	160.00	160.00	160.00	160.00	160.00	2,620.00
72	Other admin expense	Expenses	687.00	998.00	999.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	11,684.00
73			8,639.00	7,539.00	9,788.00	7,539.00	8,033.00	14,872.00	8,983.00	8,433.00	7,933.00	7,783.00	8,333.00	7,883.00	105,758.00
74															
75	Insurance	Expenses	803.00	802.00	802.00	802.00	802.00	802.00	802.00	803.00	803.00	803.00	803.00	803.00	9,630.00
76	Building repairs & mnce	Expenses	594.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	12,969.00
77	Utilities	Expenses	2,154.00	1,875.00	1,875.00	1,875.00	1,875.00	1,875.00	1,875.00	1,875.00	1,875.00	1,875.00	1,875.00	1,875.00	22,779.00
78	Property tax	Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
79	Depreciation	Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
80			3,551.00	3,802.00	3,802.00	3,802.00	3,802.00	3,802.00	3,802.00	3,803.00	3,803.00	3,803.00	3,803.00	3,803.00	45,378.00
81															
82															
83	Revenue		81,700.00	61,844.00	59,938.00	88,874.00	156,709.00	188,497.00	105,902.00	64,119.00	55,391.00	85,634.00	81,244.00	38,221.00	1,068,073.00
84	- Cost of Sales		-16,821.00	-37,161.00	-36,703.00	-69,104.00	-25,228.00	-35,408.00	-22,884.00	-33,489.00	-31,542.00	-18,720.00	-21,730.00	-25,772.00	-374,562.00
85															
86	Gross Profit		64,879.00	24,683.00	23,235.00	19,770.00	131,481.00	153,089.00	83,018.00	30,630.00	23,849.00	66,914.00	59,514.00	12,449.00	693,511.00
87	- Expenses		-56,545.00	-54,554.00	-56,446.00	-56,148.00	-58,862.00	-71,865.00	-58,531.00	-55,662.00	-55,962.00	-58,262.00	-55,562.00	-55,112.00	-693,511.00
88															
89	Net Income		8,334.00	-29,871.00	-33,211.00	-36,378.00	72,619.00	81,224.00	24,487.00	-25,032.00	-32,113.00	8,652.00	3,952.00	-42,663.00	0.00
90															