

OPERATING BUDGET
July 1, 2017 - June 30, 2018

Revenue

Contributions - Restricted & Unrestricted	\$ 1,872,700.00
Program Specific Grants	\$ 130,540.00
John School	\$ 30,000.00
Sales - Wholesale	\$ 1,040,000.00
Sales - Events	\$ 250,000.00
Sales - Cafe	\$ 637,760.00
Sales - Catering & Events	\$ 107,500.00
Sales - Internet	\$ 625,000.00
Sales - Discounts	\$ (22,410.00)
Sales - Store Front	\$ 500,000.00
Sales - Shared Trade Global	\$ 150,000.00
Tenant Income	\$ 22,500.00
Workshops	\$ 15,000.00
Total Revenue	\$ 5,358,590.00
Direct Expenses	
COS - Café	\$ 244,055.00
COS - Shipping	\$ 150,650.00
COS - Labor	\$ 833,976.00
COS - Printing	\$ 26,196.00
COS - Supplies	\$ 38,400.00
COS - CC Processing Fees	\$ 47,338.00
COS - Global	\$ 75,000.00
COS - Manufacturing Materials	\$ 720,914.00
Total Direct Expenses	\$ 2,136,529.00
Expenditures	
Payroll & Benefits	\$ 2,015,984.00
Professional Fees	\$ 432,061.00
Travel & Entertainment	\$ 133,608.00
Advertising & Promotion	\$ 114,400.00
Facilities	\$ 316,546.00
Other Operating Expenses	\$ 209,462.00
Total Expenditures	\$ 3,222,061.00
Change in Net Assets	\$ -