

Thistle Farm, Inc.
July 1, 2016 – June 30, 2017

Grants	\$600,000.00
John School	\$41,300.00
Contributions - Unrestricted	\$1,162,433.00
Sales - Wholesale	\$615,000.00
Sales - Events	\$222,000.00
Sales - Cafe	\$194,000.00
Sales - Catering	\$80,000.00
Sales - Internet	\$546,000.00
Sales - Discounts	\$(22,410.00)
Sales - Store Front	\$690,000.00
Sales - Cafe Store Front	\$42,000.00
Sales - Shared Trade Global	\$202,000.00
Tenant Income	\$5,400.00
Workshops	\$60,500.00
Total Revenue	\$4,438,223.00
Cost of Sales - Materials	\$673,086.00
Cost of Sales - Café	\$82,200.00
Cost of Sales - Shared Trade	\$115,200.00
Cost of Sales - Shipping	\$126,702.00
Cost of Sales - Labor	\$797,831.96
Cost of Sales - Printing	\$20,203.00
Cost of Sales - Supplies	\$22,610.00
COS - Processing Fees	\$59,167.00
Salary and Hourly Wages	\$1,323,226.00
Bonus/Commissions	\$15,000.00
Payroll Taxes	\$185,511.00
Insurance - Health	\$105,400.00
Insurance - Workers Comp	\$22,104.00
Financial Outsourcing Services	\$57,420.00
Audit Fees	\$11,000.00
Legal Fees Resident	\$4,400.00
Legal Fees Graduate	\$2,400.00
Temporary Contract Labor	\$118,120.04
Consulting Services	\$12,000.00
PR/Marketing Consultant	\$38,000.00
Web Site Design/Development	\$5,000.00
Computer Software (SaaS)	\$41,781.00
Insurance - General Liability	\$25,008.00
Insurance - Auto	\$6,500.00
Bank Fees	\$600.00
Travel-Airfare/Transportation	\$58,000.00
Meals and Entertainment	\$11,100.00

Per Diems	\$18,600.00
Gifts	\$1,315.00
Advertising and Marketing	\$2,000.00
Marketing - Social Media/Web	\$6,745.00
Brand Development	\$4,500.00
Event Marketing	\$35,000.00
Other Event Expenses	\$94,000.00
Magdalene on the Inside	\$4,800.00
Promotional Goods	\$4,800.00
Graphic and Design Services	\$6,000.00
Rent - Equipment	\$18,000.00
Electricity	\$31,600.00
Gas	\$4,900.00
Water	\$13,973.00
Telephone/Internet Expenses	\$32,345.00
Security/Alarm	\$2,220.00
Building Maintenance	\$42,996.00
Equipment Maintenance	\$3,000.00
Building Cleaning	\$12,000.00
Office Supplies	\$15,900.00
Postage and Shipping (Non-Manufacturing)	\$6,108.00
Printing & Copies	\$5,016.00
Seminars and Continuing Education	\$1,200.00
Education and Training	\$1,800.00
Vehicle Maintenance	\$5,400.00
Fuel Expense	\$9,600.00
Dues and Subscriptions	\$1,875.00
Food and Groceries	\$12,000.00
Graduate Assistance	\$7,500.00
Uniforms	\$500.00
IDA Expenses	\$3,600.00
Medical Expenses	\$11,400.00
Dental Expenses	\$21,000.00
Mental Health Expenses	\$16,200.00
Participant Needs	\$6,360.00
Prescription Expenses	\$2,400.00
Residential Allowances (Stipends)	\$30,000.00
Non-Capitalized Equipment <\$1,000	\$2,000.00
TOTAL EXPENSES	\$4,438,223.00
Change in Net Assets	\$-