

East Bend Farm

	Jan - Dec, 2019 (PY)	Jan - Dec, 2020	Trend	Driver	Factor	2021
Profit & Loss					Sales Sensitivity	0%
Income						
Farm grown product	\$144,798	\$121,086	-16%	PY Sales Inc.	30%	\$ 157,412
Rent and other Income	\$381	\$468	23%	PY Sales Inc.	0%	\$ 468
Resale product income	\$18,879	\$17,733	-6%	PY Sales Inc.	0%	\$ 17,733
Total Income	\$164,058	\$139,288				\$175,613
Cost of Goods Sold						
Farm grown products	\$242					
Seeds	\$9,363	\$6,498	5.4%	% of sales	5%	\$ 7,871
Soil purchases		\$337	0.3%	% of sales	2%	\$ 3,148
Total Farm grown products	\$9,605	\$6,835	5.6%	% of sales		\$11,019
Rental and other	\$715			% of sales	0%	\$ -
Resale product	\$13,274	\$11,082	62.5%	% of sales	60%	\$ 10,640
Total Cost of Goods Sold	\$23,594	\$17,917				\$21,659
Gross Profit	\$140,464	\$121,370				\$153,955
Expenses						
Labor						
Payroll Wages	\$49,360	\$51,293	36.8%	% of sales	35%	\$ 61,465
Contract Labor	\$615		0.0%	% of sales	0%	\$ -
Other Payroll Expense	\$6,422	\$6,669	4.8%	% of sales	5%	\$ 8,781
Total Labor	\$56,397	\$57,962				\$70,245
Fixed Expenses						
Insurance	\$8,992	\$7,262	-19.2%	Fixed	8000	\$ 8,000
Interest	\$2,290	\$3,100	35.4%	Fixed	2500	\$ 2,500
Total Fixed Expenses	\$11,282	\$10,362				\$10,500
General & Admin						
General & Admin	\$25	\$40		Budgeted	100	\$ 100
Bank Service Charges	\$153	\$63	-59%	Budgeted	50	\$ 50
Dues & Subscriptions	\$1,425	\$1,074	-25%	Budgeted	1500	\$ 1,500
General & Admin - Other	\$1,525	\$1,426	-7%	Budgeted	1500	\$ 1,500
Marketing	\$63		-100%	Budgeted	0	\$ -
General	\$3,555	\$811	-77%	Budgeted	100	\$ 100
Events	\$2,122	\$0	-100%	Budgeted	500	\$ 500
Website + Print	\$2,010	\$1,937	-4%	Budgeted	2000	\$ 2,000
Total Marketing	\$7,749	\$2,748				\$2,600
Office Supplies	\$561	\$361	-36%	Budgeted	500	\$ 500
Professional Fees	\$12,500	\$8,177	-35%	Budgeted	5000	\$ 5,000
Total General & Admin	\$23,938	\$13,889				\$11,250
Operating Expense						
Farming Supplies	\$4,722	\$1,221	0.9%	% of sales	0.90%	\$ 1,581
Fuel	\$2,621	\$2,599	1.9%	% of sales	2%	\$ 3,512
Farmers Market Fees	\$2,052	\$1,964	1.4%	% of sales	1%	\$ 1,756
Feed for livestock	\$3,036	\$2,458	1.8%	% of sales	2%	\$ 3,512
Repairs & Maintenance	\$5,761	\$3,973	2.9%	% of sales	3%	\$ 5,268
Credit Card Process Fees	\$2,348	\$2,014	1.4%	% of sales	2%	\$ 3,512
Sales Supplies for Market	\$539	\$1,029	0.7%	% of sales	1%	\$ 1,756
Utilities	\$4,677	\$5,058	3.6%	% of sales	4%	\$ 7,025
Rentals	2,607.29	2,286.41	1.6%	% of sales	6%	\$ 10,537
Total Operating Expense	\$28,363	\$22,602				\$38,459
Uncategorized Expense	\$700	\$406				
Total Expenses	\$120,680	\$105,221				\$130,455
Net Operating Income	\$19,783	\$16,149				\$23,500
Other Expenses						
Total Owner Draw	\$14,063	\$15,810	12%	Budgeted		\$30,000
Reconciliation Discrepancies	\$0	\$1				
Total Other Expenses	\$14,063	\$15,811				\$30,000
Net Other Income	-\$14,063	-\$15,811				-\$30,000
Net Income	\$5,720	\$339				-\$6,500