

Making It Happen

Profitability and Success

Handout 1

Enterprise Budget: Farmstand & Expanded Sales		
	2017	
	Actual	% of Revenue
Sales		
Eggs	40,000	
Meat Birds	50,000	
Fruit	20,000	
Flowers	14,000	
Resale Products	10,000	
Vegetables	70,000	
Total Sales	204,000	
Annual Expenses		
<u>Cost of Production</u>		
Production & Selling Labor	60,000	29%
Production Supplies (feed/ seed/ etc)	50,000	25%
Packaging	6,000	3%
Goods for Resale	5,000	2%
Repairs and Maintenance	12,500	6%
Processing Expense	6,000	3%
<i>Total Production Cost</i>	139,500	68%
<u>Overhead</u>		
Mortgage	18,000	
Utilities	4,000	
Insurance	3,000	
Professional Services	2,000	
Office Supplies (Phone/Web/ etc)	3,000	
Total Operating Expenses	169,500	
Net Cash Flow	34,500	

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