

STORE AND BUILDING BUDGET FOR 2021

INCOME OF STORE			INCOME OF BUILDING	
<u>DIRECT INCOME</u>			<u>RENTAL</u>	
STORE SALES	\$ 560,000.00	100.41% of 2019 sales	RENTAL OF UNITS	\$ 17,280.00
COST OF GOOD SOLD	\$ 361,000.00		STORE TRANSFER	\$ 14,280.00
INITIAL GROSS PROFIT	\$ 199,000.00	35.54% of total sales		
<u>ADDITIONAL STORE INCOME</u>				
DONATIONS	\$ 350.00	possible increase with drive		
MEMBERSHIP DUES	\$ 8,600.00	possible increase with drive		
MISCELLANEOUS	\$ 300.00	variable per year		
TOTAL ADDITIONAL INCOME	\$ 9,250.00			
<u>GROSS PROFIT</u>	\$ 208,250.00	37.19% of all income	TOTAL RENTAL	\$ 31,560.00
EXPENSES OF STORE			EXPENSES OF BUILDING	
<u>PERSONEL</u>				
GROSS WAGES	\$ 106,673.50	120 total weekly hours		
TAXES	\$ 9,700.00		TAXES	\$ 5,040.00
STAFF APPRECIATION	\$ 1,000.00	bonus and meals		
WORKERS COMPENSATION	\$ 3,200.00		WORKERS COMP	\$ 500.00
TRAINING AND EDUCATION	\$ 2,500.00			
EMPLOYEE DISCOUNTS	\$ 5,200.00	\$ 0.90 per hour		
TOTAL PERSONEL	\$ 128,273.50	62% of gross profit		
		NYS min wage compliant		
WORKING MEMBER DISCOUNTS	\$ 13,500.00			
<u>TOTAL EMPLOYEE COST</u>	\$ 141,773.50	68% of gross profit		
<u>REMAINING FUNDS</u>	\$ 66,476.50	31.92% of gross profit		
<u>ADMINISTRATION</u>				
BOOKKEEPER	\$ 21,840.00	79.88% of 2019		
ACCOUNTANT	\$ 550.00			
PAYROLL SERVICE	\$ 1,800.00	anticipated 35% increase		
POSTAGE	\$ 430.00			
BOARD DISCOUNT	\$ 400.00			
BOARD INSURANCE	\$ 650.00		BUILDING INSURANCE	\$ 5,500.00
<u>TOTAL ADMINISTRATION</u>	\$ 25,670.00	12.33% of gross profit		
<u>OCCUPANCY</u>				
OCCUPANCY TRANSFER	\$ 14,280.00	91.54% of 2020		
ELECTRICITY	\$ 7,400.00		ELECTRICITY	\$ 950.00
WATER	\$ 350.00		FUEL	\$ 2,000.00
<u>TOTAL OCCUPANCY</u>	\$ 22,030.00	10.58% of gross profit		
<u>BANK AND PROCESSING</u>				
CREDIT CARDS	\$ 11,800.00	2.11% of sales, 7% inc.		
INSTALLMENT CHARGES	\$ 25.00			
<u>TOTAL BANK AND PROCESSING</u>	\$ 13,025.00	6.25% of gross profit		
<u>STORE COST</u>				
SUPPLIES	\$ 4,600.00			
SOFTWARE AND TECHNOLOGY	\$ 1,600.00			
TELEPHONE AND INTERNET	\$ 1,400.00			
MINOR EQUIPMENT (Carts, Display, Etc.)	\$ 1,200.00			
TRASH	\$ 737.00			
REPAIR AND MAINTENANCE OF EQUIPMENT	\$ 520.00			
AG AND MARKETS LICENSE	\$ 400.00			
JANITORIAL/MAINTENANCE	\$ 220.00			
DISPLAY AND ATMOSPHERE	\$ 120.00			
<u>TOTAL STORE</u>	\$ 9,597.00	4.61% of gross profit		
<u>MARKETING AND OUTREACH</u>				
CASE DISCOUNTS	\$ 915.00			
SENIOR DISCOUNTS	\$ 2,000.00			
SUPPORTING MEMBER DISCOUNTS	\$ 1,650.00	\$ 23,665 total discounts		
ADVERTISING	\$ 2,250.00			
SAMPLES	\$ 300.00			
<u>TOTAL MARKETING AND OUTREACH</u>	\$ 7,115.00	3.42% of gross profit		
TOTAL EXPENSES OF STORE	\$ 219,210.50		BUILDING EXPENSES	\$ 31,047.84
GROSS PROFIT	\$ 208,250.00		BUILDING INCOME	\$ 31,560.00
PROFIT (LOSS) FROM STORE	\$ (10,960.50)		PROFIT OR LOSS	\$ 512.16