

PLANT MATERIALS CENTER FY21-22 Budget - Adopted 6/21/21

OPERATING REVENUE	21-22 Budget	Clarifications
Brokered Plants (estimated)	\$ 75,000.00	Income from plants that purchased from other nurseries for our customers
Contract Growing (estimated)	\$ 8,000.00	Plug 1 Confiers grown specially for a customer (written contract)
Plant Sales (estimated)	\$ 1,125,000.00	PMC Stock
Plug Sales (estimated)	\$ 300.00	
Interest Income (estimated)	\$ 425.00	Interest - Banner Bank Savings, Edward Jones Savings and IRS Account
Restocking Fee (estimated)	\$ 100.00	25% fee charged on orders cancelled after January 31st
Other Income (estimated)	\$ 1,500.00	Labels, cedar bales, bags
Packaging/Storage Fee(estimated)	\$ 600.00	Fee charged when an order is picked up at several different times
Shipping Charges Reimbursed (estimated)	\$ 53,000.00	Shipping charges reimbursed
Finance Income	\$ -	Finance Charges for past due accounts
TOTAL OPERATING REVENUE	\$ 1,263,925.00	

OPERATING EXPENSES	21-22 Budget	Clarifications
Accounting Expenses	\$ 7,200.00	990-T (\$1,500), Keeping' It Straight (\$1,200), Accountant (\$4,500)
Advertising / Promotions	\$ 2,500.00	Trade Journals
Bank / Credit Card Charges	\$ 9,500.00	These are fees that the bank charges us to accept credit cards (fee vary by type of card used). The value in offering that service lies in customer convenience, quicker payment and it reduces the amount of accounts receivable.
Brokered Stock	\$ 60,000.00	Expense from plants that our purchased from other nurseries for our customers
Cleaning Supplies	\$ -	Moved to Farm and Nursery Supplies
Communications	\$ 2,500.00	Phone (\$600) & Internet (\$1,900 Starlink)
Education & Registrations	\$ 1,000.00	WADE Registration / Other Conferences
Executive Operations	\$ 75,000.00	Transfer to Executive Operations
Farm / Nursery Supplies	\$ 8,000.00	Includes Cleaning Supplies
Fuel	\$ 4,500.00	
Insurance Expense	\$ 6,300.00	Insurance - Employee Dishonesty, Employment Practices Liability, Stop Gap, Auto and Farm Insurance, Farm Umbrella Policy
IT Support & Technology	\$ 4,000.00	Accounting and software upgrades
Lease Payment (Skagit CD)	\$ 1.00	Lease Agreement

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OPERATING EXPENSES	21-22 Budget	Clarifications
Licenses & Memberships	\$ 2,500.00	Business License, Farm Bureau Membership, Chemical Licenses, etc.
Office Supplies	\$ 2,000.00	
Packaging Supplies	\$ 20,000.00	Plastic and Paper Bags. Boxes to be purchased next fiscal year
Postage	\$ 600.00	
Property Tax	\$ 3,235.00	
Repair & Maintenance - Buildings	\$ 2,000.00	
Repair & Maintenance - Equipment	\$ 4,000.00	
Taxes - B&O Tax	\$ 7,000.00	Business and Occupation Tax (sales tax)
Training and Development	\$ 5,000.00	
Travel, Meals & Meetings	\$ 2,000.00	
Utilities	\$ 9,800.00	Power, Water, and Garbage
Management Fee (State of WA)	\$ 125.00	Department of Enterprise Services charges supplies a fee when selling to vendors who purchase on the state contract
Investment Management Fees	\$ 17,000.00	Fees charged by Edward Jones (average of \$1,380 per month)
TOTAL OPERATING EXPENSES	\$ 255,761.00	

STORAGE AND SHIPPING	21-22 Budget	Clarifications
Cold Storage	\$ 14,000.00	Storage of seedlings / refrigerated vans rentals
Shipping - Inbound	\$ 2,900.00	Inbound shipping of brokered stock and plugs
Shipping - Outbound	\$ 48,000.00	Shipping charges for outgoing orders
TOTAL STORAGE AND SHIPPING	\$ 64,900.00	

PRODUCTION COSTS	21-22 Budget	Clarifications
Chemicals	\$ 45,000.00	Fumigation
Fertilizer	\$ 10,000.00	
Seeds	\$ 53,000.00	
Transplants	\$ 30,000.00	
TOTAL PRODUCTION COSTS	\$ 138,000.00	

PAYROLL & BENEFITS	21-22 Budget	Clarifications
Employee Medical Benefits	\$ 90,200.00	Approx. \$7,100 per month until November, 10% increase in December
Wages (Staff)	\$ 350,641.00	COLA as a fixed amount \$1099/per employee and 4% raise
Overtime	\$ 300.00	Transplanting

