

Fall River Florals

BUSINESS PLAN

WORKSHEETS

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Marketing Budget				
Category	Quantity	Cost	Total	Notes
Research				
Attending Floral Design Workshop	0	\$55.00	\$55.00	Printed Materials
Production/Marketing Publications purchased	4	\$85.00	\$85.00	
Research Costs Total			\$140.00	
Communications				
Promotional Brochures	1,000	\$0.33	\$330.00	Print ourselves; 3 of paper and 2 black and 4 color ink needed
On-line Sales Platform	1	\$325.00	\$325.00	For on-line orders
Web design/maintenance	2	\$500.00	\$500.00	Jane or Ann; per year email and website
Communication Costs Total			\$1,155.00	
Networking				
Memberships/Affiliations	3	\$200.00	\$200.00	MDCut Flower Growers Assoc., National Cut Flowers Assoc., Farm Bureau
Subscriptions	2	\$165.00	\$165.00	Martha Stewart Magazine , Bridal Publications, Community News
Networking Costs Total			\$365.00	
Promotions				
Product Giveaways at Farmers Market and on-farm sales	1	\$300	\$300.00	Loyalty Program- Buy 5 bouquets and get 6th one free
Discounts to CSA farms that add Flower share to their offering	50	\$5	\$250.00	Discount to farms that also carry Flowers.
Promotional Costs Total			\$550.00	
Advertising				
Logos/Labels/ floral tags	1,000	\$0.60	\$600.00	Farm Label, floral tags
Signage	14	\$45.00	\$630.00	All vehicles, trailers, 4 on farm signs, farmer's market signs. Startup cost
Design logo development, listing in 2 bridal directories, local fair book, farmers market ad	5	\$450.00	\$450.00	Includes stamp, envelope and invoice paper
Social media listing and placement	24	\$10.00	\$240.00	Two per month if needed
Advertising Cost Total			\$1,920.00	
Bouquet and Packing Supplies				
Floral bucket, life preservative, bucket racks for truck	10	\$200.00	\$200.00	10 buckets, two rack stands, raffata wrap, 1 case bouquet paper
Sponsorship	4	\$10.00	\$40.00	Local Fair sponsor floral judging youth projects
Public Relations Costs Total			\$240.00	
Distribution				
Farmers Market Booth Fees, tent tables, Insurance	0	0	\$630.00	24 weeks, 1 tent, 2 tables, liability insurance for business and farmers market
Transportation (Flower Deliveries)	24	24 tanks of fuel	\$600.00	Average- small car for local deliveries, truck for larger deliveries
Distribution Cost Total			\$1,230.00	
Marketing Total			\$5,600.00	

Production Plan			
Month	Production	Marketing	Capital Purchases
2020			
January	Attend conventions and workshops	Printing fliers	Repairs as needed
	Research new growing techniques	Make sure farm signs look good for next season	
	Start preparing greenhouse in order to start seeds	Reach out to new markets	
	Purchase flower seeds/plugs	Create new marketing and promotional materials	
February	Plant flower seeds/plugs in greenhouse		
	Take care of seedlings (water, fertilize, etc.)		
March	Till fields and spread fertilizer	Advertise opening of the market	
	Prepare plants from greenhouse for transplanting		
	Make sure signs at farmer's market are freshly painted		
	Install irrigation systems		
April	Transplant plants from greenhouses into fields	Open facilities for tours starting May 1st.	
	Check plants regularly for insects and diseases		
	Start new seedlings in greenhouses again		
	Start harvesting		
May	Apply shade cloth to greenhouses	Start tours	
	Continue harvesting	Open shop for customers to start buying products	
	Water and fertilize	Start filling/shipping orders as they come in	
	Transplant seedlings from greenhouses into fields		
June	Water and fertilize	Start selling products to local farmer's markets	
	Continue harvesting	Keep doing tours of facilities	
	Start a new group of seeds in greenhouses	Keep filling/shipping orders	
	Spray organic herbicides, fungicides, and pesticides		

Production Plan			
Month	Production	Marketing	Capital Purchases
July			
	Transplant seedlings from greenhouses into fields	Tours of the facilities	
	Water and fertilize	Filling/shipping orders	
	Continue harvesting	Marketing and promoting business at county fair	Repairs to machinery as needed
	Regularly checking plants for insects and diseases		
	Making sure irrigation systems are working right		
	Making sure all equipment is in functional order		
August	Start shutting down greenhouses for the season	Prepare for selling fall plants (mums, asters, etc.)	
	Clean greenhouses from spring/summer		
	Start cleaning up fields		
	Continue watering and fertilizing		
	Continue harvesting		
	Make sure fields are free from weeds/spray herbicides		
September	Water and fertilize	Begin selling fall plants on site and at farmer's market	
	Finish cleaning greenhouses	Continue doing tours until the end of October 31st	
	Continue condensing total amount of crops in field	Fill any remaining orders and have them delivered	
	Harvest late-blooming flowers		
	Water and fertilize as needed		
October	Harvest the remaining crops	Shut down on site shop	
	Till all acreage getting rid of weeds and breaking up the soil	Stop selling goods to farmer's markets	
	Plant cover crops	Finish up any remaining tours	
November	Attend seminars and workshops		Make repairs to buildings or machinery before winter months
December	Attend seminars and workshops	Reach out to new markets	

Production Plan			
Month	Production	Marketing	Capital Purchases
	Start looking at different types of flowers you would be interested in growing next year	Create new marketing and promotional materials	
	Buy seeds and have them started in the greenhouses towards the end of the month		

BALANCE SHEET		Fall River Florals	Date Prepared	01/01/20
ASSETS		LIABILITIES AND NET WORTH		
Current Farm Assets		Value	Current Farm Liabilities	Value
Cash, checking, savings		\$6,000.00	Accounts payable and accrued expenses	
Prepaid expenses & supplies		\$4,000.00	Accrued interest - operating	\$0.00
Accounts receivable		\$1,500.00	Accrued interest - machinery	\$1,100.00
Crops held for sale	Quantity		Accrued interest - mortgage	\$720.00
			Current farm notes payable	
			Intermediate and long-term principal due within 12 months	
			Machinery Loan	\$1,500.00
			Mortgage	\$12,000.00
Other current farm assets			Other current farm Liabilities	
Total current farm assets		\$11,500.00	Total current farm liabilities	\$15,320.00
Intermediate Farm Assets		Intermediate Farm Liabilities		
Greenhouses		\$18,000.00	Tractor/Loader	\$6,000.00
Injectors, Irrigation		\$12,000.00	Van	\$4,800.00
Walk in Cooler		\$6,500.00	Truck	\$12,000.00
Tractor/Loader		\$15,000.00		
Tractor		\$10,000.00		
Bedding Equipment		\$500.00		
Mower		\$250.00		
Utility Vehicle		\$3,500.00		
Van		\$10,000.00		
Truck		\$30,000.00		
Trailer		\$2,500.00		
Total intermediate assets		\$108,250.00	Total intermediate farm liabilities	\$22,800.00
Long-term Farm Assets		Long-term Farm Liabilities		
Home and buildings		\$750,000.00	Mortgage	\$415,000.00
Total long-term farm assets		\$750,000.00	Total long-term farm liabilities	\$415,000.00
Total farm assets		\$869,750.00	Total farm liabilities	\$453,120.00
Nonfarm Assets		\$8,000.00	Nonfarm Liabilities	
Car		\$12,000.00	Car Loan	\$5,000.00
Household items		\$15,000.00		
Cash value of life insurance		\$1,700.00		
Total nonfarm assets		\$36,700.00	Total nonfarm liabilities	\$5,000.00
Total assets		\$906,450.00	Total liabilities	\$458,120.00
			Net Worth	\$448,330.00

Inventory								
Name	Model	Model Year	Year Purchased	Condition	Ownership	Purchase Price	Monthly Payment	Market Value
<u>Buildings and Structure</u>								
Farm Market Building	Barn Style		2010	Good	Payment	\$65,000.00	with mortgage	
Greenhouses - 2	Agratech 30'x24' north slope greenhouse	2011	2011	Good	Paid in Full	\$48,000.00		\$5,000.00
Equipment Shed			2012		Paid in Full	\$6,000.00		\$4,000.00
Sheds - 2	30W, 17H, 80L		2010	Good	Paid in Full	\$5,000.00		\$2,500.00
Injectors, Irrigation			2011	Good	Paid in Full	\$3,000.00		\$1,000.00
Walk in Cooler		2011	2012	Good	Paid in Full	\$9,500.00		\$6,000.00
<u>Field Equipment</u>								
Tractor/Loader	John Deere 2355	2012	2012		Payment	\$21,000.00	\$500.00	\$15,000.00
Tractor		2010	2010		Paid in Full	\$16,000.00		\$10,000.00
Bedding Equipment		2010	2010		Paid in Full	\$2,000.00		\$6,000.00
Mower		2010	2010		Paid in Full	\$400.00		\$200.00
Utility Vehicle		2012	2012		Paid in Full	\$6,000.00		\$3,000.00
<u>Transportation/Storage</u>								
Van	GMC Savana 1500 Cargo Van	2009	2011	Good	Payment	\$18,000.00	\$400.00	\$8,500.00
Truck	Ford Superduty	2012	2013	Good		\$45,000.00	\$1,000.00	\$17,900.00
Trailer					Paid in Full	\$4,000.00		\$2,000.00
TOTAL						\$248,900.00	\$1,900.00	\$81,100.00

Projected Equipment Purchasing Schedule			
Equipment Item		Cash Cost	Purchase Date
Equipment			
Greenhouse		\$ 48,000.00	January-20
Walk in Cooler		\$ 12,000.00	January-21
Irrigation		\$ 3,000.00	January-20
Field Equipment			
Tractor		\$ 16,000.00	January-20
Implements			
Bedding Equipment		\$ 8,600.00	January-20
	Mulch Layer	\$ 1,500.00	Not Scheduled
	Bed Sprayer	\$ 3,400.00	Not Scheduled
	Tiller Tractor	\$ 1,700.00	Not Scheduled
	Air Sprayer	\$ 2,000.00	Not Scheduled
Utility Vehicle		\$ 6,000.00	January-21
Transportation/Storage			
Van		\$ 18,000.00	January-22
Truck			Not Scheduled
Trailer			Not Scheduled
TOTAL		\$120,200.00	

2020	\$	75,600.00
2021	\$	18,000.00
2022	\$	18,000.00

Inventory Adjusted Income Statement			Fall River Floral Farms			
			Period covered January 1 - December 31, 2020			
Cash Farm Income			Cash Farm Expenses			
Crop sales			Crop Expenses			
Cut Flowers - Outdoor		\$54,400.00	Cut Flowers(O): Production Supplies		\$7,838.20	
Cut Flowers - Indoor		\$38,800.00	Cut Flowers(I): Production Supplies		\$7,291.76	
Tourism		\$65,000.00	Tourism: Production Supplies		\$13,618.43	
Other		\$1,500.00	Fuel		\$12,350.00	
			Insurance		\$4,600.00	
			Labor Hired		\$19,040.00	
			Repairs and Maintenance		\$8,000.00	
			Taxes		\$650.00	
			Marketing		\$5,600.00	
			Other misc. farm expenses		\$2,000.00	
Government payments						
Total cash farm income			\$159,700.00	Total cash operating expense		\$80,988.39
			Net cash farm income		\$78,711.61	
Inventory change						
	Crops & feed	Market Livestock	Receivables	Supplies	Payables (beg - end)	
Ending inventory				\$1,500.00		
Beginning inventory				\$1,500.00		
Inventory change	-	-	-	-	-	-
Net operating profit						\$78,711.61
Depreciation and Other Capital Adjustments						
	Breeding Livestock	Machinery Equipment	Buildings Improvements	Other		
Ending inventory		\$103,000.00	\$108,000.00			
Capital sales		\$0.00	\$0.00			
Ending inv & sales		\$103,000.00	\$108,000.00			
Beginning inventory		\$0.00	\$0.00			
Capital Purchases		\$0.00	\$0.00			
Beg inv. & purchases		\$0.00	\$0.00			
Depre. & cap adjust.		\$103,000.00	\$108,000.00			\$211,000.00
Profit or Loss						\$289,711.61

Cash Flow Budget	Name> Fall River Floral Farms					
	Last year	2020	2021	2022	2023	Total
Cash inflow						
1. Beginning cash balance	\$1,100.00	\$79,361.61	\$136,814.45	\$196,192.34	\$240,227.80	\$653,696.20
2. Cut Flowers - Outdoor	\$54,400.00	\$54,400.00	\$55,488.00	\$56,597.76	\$57,729.72	\$278,615.48
3. Cut Flowers - Indoor	\$38,800.00	\$38,800.00	\$39,576.00	\$40,367.52	\$41,174.87	\$198,718.39
3. Tourism	\$65,000.00	\$65,000.00	\$66,300.00	\$67,626.00	\$68,978.52	\$332,904.52
4. Other farm income	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$7,500.00
5. Capital sales	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
6. Off farm receipts: Off-farm Job	\$34,500.00	\$34,500.00	\$35,000.00	\$36,000.00	\$37,000.00	\$177,000.00
7. Total cash inflow (total 1 to 6)	\$195,300.00	\$273,561.61	\$334,678.45	\$398,283.62	\$446,610.90	#####
Cash outflow						
8. Cut Flowers (O): Production Supplies	\$7,838.20	\$7,994.96	\$8,154.86	\$8,317.96	\$8,484.32	\$40,790.31
9. Cut Flowers (I): Production Supplies	\$7,291.76	\$7,437.59	\$7,586.35	\$7,738.07	\$7,892.84	\$37,946.61
10. Tourism Expenses	\$13,618.43	\$13,890.80	\$14,168.62	\$14,451.99	\$14,741.03	\$70,870.87
11. Fuel	\$12,350.00	\$12,597.00	\$12,848.94	\$13,105.92	\$13,368.04	\$64,269.90
12. Insurance: Farm, Crop and Liability	\$4,600.00	\$4,600.00	\$4,600.00	\$4,600.00	\$4,600.00	\$23,000.00
13. Labor hired: Seasonal	\$19,040.00	\$19,420.80	\$19,809.22	\$20,205.40	\$20,609.51	\$99,084.92
14. Repairs and maintenance	\$8,000.00	\$8,160.00	\$8,323.20	\$8,489.66	\$8,659.46	\$41,632.32
15. Taxes: Business, Property	\$650.00	\$663.00	\$676.26	\$689.79	\$703.58	\$3,382.63
17. Utilities	\$1,050.00	\$1,071.00	\$1,092.42	\$1,114.27	\$1,136.55	\$5,464.24
18. Marketing	\$5,600.00	\$5,712.00	\$5,826.24	\$5,942.76	\$6,061.62	\$29,142.62
19. Other farm expenses	\$2,000.00	\$3,300.00	\$3,500.00	\$3,500.00	\$3,500.00	\$15,800.00
20. Capital purchases	\$12,000.00	\$0.00	\$0.00	\$18,000.00	\$18,000.00	\$48,000.00
21. Family living or withdrawals	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$125,000.00
22. Term loan payments	\$26,900.00	\$26,900.00	\$26,900.00	\$26,900.00	\$26,900.00	\$134,500.00
23. Total cash outflow (total 8 to 23)	\$145,938.39	\$136,747.16	\$138,486.10	\$158,055.83	\$159,656.94	\$738,884.42
Cash flow summary						
24. Inflow minus outflow (lines 7-23)	\$49,361.61	\$136,814.45	\$196,192.34	\$240,227.80	\$286,953.96	\$909,550.16
25. New borrowing:term						
26. New borrowing:credit line	\$15,000.00	\$15,000.00	\$17,000.00	\$15,000.00	\$15,000.00	
27. Credit line payments	\$15,000.00	\$15,000.00	\$17,000.00	\$15,000.00	\$15,000.00	
28. Ending cash balance (24+25+26-27)	\$79,361.61	\$136,814.45	\$196,192.34	\$240,227.80	\$286,953.96	\$909,550.16

Comments:

Capital purchases such as tractor, farm equipment and buildings before 2014 are included in the term loan payment
All production, income and expenses estimates were derived from the enterprise budgets and fixed cost summary

Fixed Cost Spreadsheet

Depreciated Equipment Cost			
Equipment Item	Cost	Expected Life (years)	Per Year Charge
<u>Equipment</u>			
Greenhouse - 2	\$ 42,000.00	10	\$ 4,200.00
Shed - 2	\$ 4,000.00	10	\$ 400.00
Walk in Cooler	\$ 8,000.00	15	\$ 533.33
<u>Field Equipment</u>			
Tractor/Loader	\$ 21,000.00	12	\$ 1,750.00
Tractor	\$ 16,000.00	12	\$ 1,333.33
Bedding Equipment	\$ 8,600.00	18	\$ 477.78
Mower	\$ 400.00	18	\$ 22.22
Utility Vehicle	\$ 4,500.00	12	\$ 375.00
<u>Transportation/Storage</u>			
Van	\$ 16,000.00	12	\$ 1,333.33
Truck	\$ 25,000.00	15	\$ 1,666.67
Trailer	\$ 3,500.00	15	\$ 233.33
<u>Buildings</u>			
Pole Building	\$ 20,000.00	30	\$ 666.67
Market	\$ 42,000.00	30	\$ 1,400.00
Total By Enterprise	\$ 211,000.00		\$ 12,432.67
Total Yearly Equipment	\$ 12,432.67		
Interest			
Interest on Fixed Cost	Total Fixed Cost	Rate	Per Year Charge
	\$ 169,000.00	7.0%	\$ 11,830.00
Total Interest Payment	\$ 11,830.00		
Repairs			
Equipment	\$ 3,000.00		
Greenhouse and Building	\$ 5,000.00		
Total Repairs	\$ 8,000.00		
Taxes			

Taxes, Tags, License Fees	\$	650.00		
Total Taxes	\$	650.00		
Insurance				
Liability Insurance	\$	1,500.00		
Property Insurance	\$	600.00		
Auto Insurance	\$	2,500.00		
Total Insurance	\$	4,600.00		
Total Fixed Cost	\$	37,512.67		

	Percent Allocated to Each Enterprise					
	Cut Flowers - OUT		Cut Flowers - IN		Tourism	
Depreciated Equipment Cost						
Greenhouse	0%	\$ -	100%	\$ 4,200.00	0%	\$ -
Shed - 2	50%	\$ 200.00	25%	\$ 100.00	25%	\$ 100.00
Walk in Cooler						
Tractor/Loader	20%	\$ 350.00	40%	\$ 700.00	40%	\$ 700.00
Tractor	20%	\$ 266.67	40%	\$ 533.33	40%	\$ 533.33
Bedding Equipment	20%	\$ 95.56	40%	\$ 191.11	40%	\$ 191.11
Mower	20%	\$ 4.44	40%	\$ 8.89	40%	\$ 8.89
Utility Vehicle	50%	\$ 187.50	50%	\$ 187.50	0%	\$ -
Van	50%	\$ 666.67	50%	\$ 666.67	0%	\$ -
Truck	33%	\$ 550.00	33%	\$ 550.00	33%	\$ 550.00
Trailer	33%	\$ 77.00	33%	\$ 77.00	33%	\$ 77.00
Pole Building	33%	\$ 220.00	33%	\$ 220.00	33%	\$ 220.00
Market	33%	\$ 462.00	33%	\$ 462.00	33%	\$ 462.00
Total Yearly Equipment		\$ 2,617.83		\$ 7,434.50		\$ 2,380.33
Total Interest Payment	21%	\$ 2,490.94	60%	\$ 7,074.12	19%	\$ 2,264.95
Total Repairs	21%	\$ 1,684.49	60%	\$ 4,783.85	19%	\$ 1,531.66

Total Taxes	21%	\$ 136.86	60%	\$ 388.69	19%	\$ 124.45
Total Insurance	21%	\$ 968.58	60%	\$ 2,750.71	19%	\$ 880.71
Total Fixed Cost		\$ 7,898.70		\$ 22,431.87		\$ 7,182.10

CROP: Cut Flowers - Outside

ITEM	UNIT	QUANTITY	PRICE	TOTAL/AC	FARM
<i>INCOME</i>					
RETAIL	BUNCH	600	\$ 5.50	\$ 3,300.00	\$ 26,400.00
WHOLESALE	BUNCH	1,000	\$ 3.50	\$ 3,500.00	\$ 28,000.00
<i>VARIABLE/OPERATING COSTS</i>					
SEEDS	OUNCES	5	\$ 15.50	\$ 77.50	\$ 620.00
TRANSPLANTS	PLUGS	2,000	\$ 0.15	\$ 300.00	\$ 2,400.00
FERTILIZER					
N	POUNDS	45	\$ 0.48	\$ 21.60	\$ 172.80
P	POUNDS	45	\$ 0.51	\$ 22.95	\$ 183.60
K	POUNDS	45	\$ 0.28	\$ 12.60	\$ 100.80
PESTICIDES	ACRE	1	\$ 28.67	\$ 28.67	\$ 229.36
LIME	TON	1	\$ 17.50	\$ 8.75	\$ 70.00
BLACK PLASTIC	FOOT	250	\$ 0.03	\$ 7.50	\$ 60.00
STAKES	UNIT	100	\$ 0.53	\$ 53.00	\$ 424.00
DRIP LINE	FOOT	500	\$ 0.02	\$ 10.00	\$ 80.00
FUEL	GALLON	250	\$ 3.25	\$ 812.50	\$ 6,500.00
LABOR—WEEDING, HARVESTING & PACKING	HOURS	89	\$ 10.00	\$ 890.00	\$ 7,120.00
FLOWER SLEEVES AND BANDS	UNIT	630	\$ 0.55	\$ 346.50	\$ 2,772.00
INTEREST ON OPERATING CAPITAL	APR	\$ 2,591.57	\$ 0.07	\$ 90.70	\$ 725.64
TOTAL VARIABLE COSTS LISTED ABOVE				\$ 2,682.27	\$ 21,458.20
<i>FIXED/OVERHEAD COSTS (SEE FIXED COST ALLOCATION SUMMARY)</i>					
EQUIPMENT DEPRECIATION	FARM	1.00	\$ 2,617.83		\$ 2,617.83
INTEREST PAYMENT	FARM	1.00	\$ 2,490.94		\$ 2,490.94
REPAIRS	FARM	1.00	\$ 1,684.49		\$ 1,684.49
TAXES	FARM	1.00	\$ 136.86		\$ 136.86
INSURANCE	FARM	1.00	\$ 968.58		\$ 968.58
TOTAL FIXED COST LISTED ABOVE					\$ 7,898.70
TOTAL VARIABLE AND FIXED COST					\$ 29,356.90
NET INCOME OVER VARIABLE & FIXED COSTS					\$ 25,043.10

CROP: Cut Flowers - Inside

ITEM	UNIT	QUANTITY	PRICE	TOTAL	FARM
<i>INCOME</i>					
RETAIL	BUNCH	400	\$ 6.50	\$ 2,600.00	\$ 20,800.00
WHOLESALE	BUNCH	500	\$ 4.50	\$ 2,250.00	\$ 18,000.00
<i>VARIABLE/OPERATING COSTS</i>					
SEEDS	OUNCES	5	\$ 15.50	\$ 77.50	\$ 620.00
TRANSPLANTS	PLUGS	2,000	\$ 0.15	\$ 300.00	\$ 2,400.00
<i>FERTILIZER</i>					
N	POUNDS	45	\$ 0.48	\$ 21.60	\$ 172.80
P	POUNDS	45	\$ 0.51	\$ 22.95	\$ 183.60
K	POUNDS	45	\$ 0.28	\$ 12.60	\$ 100.80
PESTICIDES	ACRE	1	\$ 28.67	\$ 28.67	\$ 229.36
LIME	TON	1	\$ 17.50	\$ 8.75	\$ 70.00
<i>GREENHOUSE FUEL</i>					
GREENHOUSE FUEL	GALLON	200	\$ 3.25	\$ 650.00	\$ 5,200.00
DRIP LINE	FOOT	500	\$ 0.02	\$ 10.00	\$ 80.00
LABOR—WEEDING, HARVESTING & PACKING	HOURS	89	\$ 10.00	\$ 890.00	\$ 7,120.00
FLOWER SLEEVES AND BANDS	UNIT	630	\$ 0.55	\$ 346.50	\$ 2,772.00
INTEREST ON OPERATING CAPITAL	APR	\$ 2,368.57	\$ 0.07	\$ 82.90	\$ 663.20
TOTAL VARIABLE COSTS LISTED ABOVE				\$ 2,451.47	\$ 19,611.76
<i>FIXED/OVERHEAD COSTS (SEE FIXED COST ALLOCATION SUMMARY)</i>					
EQUIPMENT DEPRECIATION	FARM	1.00	\$ 2,617.83		\$ 2,617.83
INTEREST PAYMENT	FARM	1.00	\$ 2,490.94		\$ 2,490.94
REPAIRS	FARM	1.00	\$ 1,684.49		\$ 1,684.49
TAXES	FARM	1.00	\$ 136.86		\$ 136.86
INSURANCE	FARM	1.00	\$ 968.58		\$ 968.58
TOTAL FIXED COST LISTED ABOVE					\$ 7,898.70
TOTAL VARIABLE AND FIXED COST					\$ 27,510.46
NET INCOME OVER VARIABLE & FIXED COSTS					\$ 11,289.54

CROP: Tourism				
ITEM	UNIT	QUANTITY	PRICE	TOTAL
<i>INCOME</i>				
FAMILY	UNIT	4,000.00	\$15.00	\$60,000.00
PERSON	UNT	1,000.00	\$5.00	\$5,000.00
<i>VARIABLE/OPERATING COSTS</i>				
PLANT	PLANT	5,000.00	\$0.50	\$166.67
SIGNAGE	UNIT	20.00	\$10.00	\$200.00
LABOR	HOURS	480.00	\$10.00	\$4,800.00
FUEL	GALLONS	200.00	\$3.25	\$650.00
PORTABLE TOILETS AND HANDWASHING	WEEK	20.00	\$150.00	\$3,000.00
TOTAL VARIABLE COSTS LISTED ABOVE				\$8,816.67
<i>FIXED/OVERHEAD COSTS (SEE FIXED COST ALLOCATION SUMMARY)</i>				
EQUIPMENT DEPRECIATION	FARM	1.00	\$2,380.33	\$2,380.33
INTEREST PAYMENT	FARM	1.00	\$2,264.95	\$2,264.95
REPAIRS	FARM	1.00	\$1,531.66	\$1,531.66
TAXES	FARM	1.00	\$124.45	\$124.45
INSURANCE	FARM	1.00	\$880.71	\$880.71
LAND CHARGE	FARM	0.00	\$0.00	\$0.00
TOTAL FIXED COST LISTED ABOVE				\$4,801.77
TOTAL VARIABLE AND FIXED COST				\$13,618.43
NET INCOME OVER VARIABLE & FIXED COSTS				\$51,381.57