

## Budget vs Actual 2023/Approved 2024

INCOME		BUDGET 2023	Actual 2023	Difference	Estimate 2024	
App Fees		4400	4550	150	4500	
Interest		13	15	2	14	
Promo Items						
	Hats	1200	44	-1156	1200	60 hats@\$20 ea
	Chico Bags	400	160	-240	400	80 bags@\$5 ea
Stall Fees						
	Traditional (other)	78260	81009	2749	81000	
	Genl. Maint. (\$3.50/vendor)	12740	13203	463	13200	
MISC Income			1776			Boonville Closure Settled
<b>TOTAL INCOME</b>		<b>97013</b>	<b>100757</b>	<b>3744</b>	<b>100314</b>	
<b>EXPENSES</b>						<b>Proposed Expenses</b>
<b>FIXED MCFARM</b>						
General Advertising						
	Posters	400	138	-262	300	
	Website	500	252	-248	500	
	Misc.		96		100	
Genl Mgr	Pay	\$600/MO	7200	7200	0	7200
	Operating Fund	200	301	101	200	supplies; misc
Insurance						
	D&O	1600	1626	26	1626	
	Liability	2200	2024	-176	2024	
Meetings						
	Annual 2024				220	
	Annual 2025	0		0	300	
	Ocx2	150		-150		
	Minutes(paid to Secretary)	175	175	0	175	\$50x2 OC +
	Mileage Reimb	900	555	-345	580	\$75 Annual Mtg
	OM Mileage				100	
Office supplies/phone/internet...		1700	1220	-480	1400	
Office Mgr Pay		6904	6593	-311	7000	
				0		
Officer Stipends						
	Pres	200	200	0	200	
	Vice Pres	200	200	0	200	
	Treasurer	400	400	0	400	Meets monthly w/ Office Mgr
Professional Fees						
	CPA- Tax Prep	450	452	2	460	
Taxes						
	Federal	62	62			
CDFA- paid in 2022 \$5906 (2953 Vendor Days)						
	CA Sales Tax	40	44	4	44	
	CA Corp	800	800	0	800	
Miscellaneous/Contingency		432		-432	280	
<b>TOTAL FIXED MCFARM EXPENSE</b>		<b>24513</b>	<b>22338</b>	<b>-2271</b>	<b>24109</b>	

## Budget vs Actual 2023/Approved 2024

	BUDGET 2023		Actual 2023		Difference		Proposed Expenses	
<b>MARKET SPECIFIC EXPENSES</b>								
Market Manager Commission	47975		48417		442		48400	
<i>BONUS (if income permits by year end ¼ to ALL Mgrs + ¼ to Contingency)-see calcs below</i>								
								2023 Budget was originally 24401, but
								\$4000 as "buffer" for FB was included.
Operating Funds	28401		28860		459		27805	It should not have been counted as spent
								Oper Fund in 2022.
<i>Informational Only:</i>								
<b>(Included in above Operating Funds)Licenses &amp; Permits (Business, Encroachment...)</b>								
AG (25) & EH (65)	*630		*289				*540	
Fort Bragg-Business							*47	
Mendocino-Street Clos	*60		*60				*60	
<b>Rent</b>								
Ukiah	*250						*250	
Willits (Jan-March/ Dec)			400				**400	
*Included in Operating Funds/**Discretionary by Market Manager								
<b>TOTAL MARKET SPECIFIC EXPENSES</b>			77277		901		76205	
	76376							
<b>TOTAL FIXED EXPENSES</b>	24513		22338		-2271		24109	
<b>TOTAL EXPENSES</b>	100889		99615		-1370		100314	
<b>INCOME/LOSS</b>	-3876		1142		5114		0	
2023 Fed Tax			-253					
Net Profit			889		**To be put into contingency fund			
<b>CONTINGENCY FUND Currently \$7272 +*889=\$8171</b>								
<b>2023 OPERATING FUNDS/2023 SPENT/2024 Adopted</b>								
	<b>2023 Budget</b>	<b>Spent</b>	<b>Difference</b>	<b>2023 Stall fe</b>	<b>30% of 2023</b>	<b>2024 Propos</b>	<b>Lg Mkt donati</b>	<b>2024 Budget</b>
Fort Bragg	8808	9753	-945	32235	9671	8726	-100	8626
Laytonville	2518	2518	0	8813	2644	2644		2644
Mendocino	2253	1532	721	5874	1762	2483		2483
Redwood Vly	1208	1004	204	2491	747	951	200	1151
Ukiah	9183	9869	-686	30548	9164	8478	-100	8378
Willits	4432	4185	247	14251	4275	4522		4522
<b>TOTAL</b>	<b>28402</b>	<b>28861</b>	<b>-459</b>	<b>94212</b>	<b>28264</b>	<b>27805</b>	<b>0</b>	<b>27805</b>
<b>2024 BONUS:IF MCFARM HAS A PROFIT AT YEAR END:</b>								
¼ Keep for Contingency Fund (will pay 22% Federal Income)								
¾ Bonuses- Criteria: Available to Market Managers, General Manager and Office Mgr if in good standing, at end of fiscal year 2024.								
Market Manager bonus is based on # of months the market is open. Any profit shall be divided between 6 markets, the Genl Mgr and the Office Mgr.								
Example: If \$1000 profit, FB, Uk, W & Lay get \$170 (17% ea); RV \$70(7%); Mendo \$90 (9%); GM & OM \$80 (8%) ea.								