

Washington Association of Conservation Districts
Fiscal Year Ending June 30, 2022 Summary

<u>WACD</u>	<u>Actual</u>	<u>Budgeted</u>
Income	\$ 1,800,414.79	\$ 1,608,940.00
Expenses	\$ 1,694,050.72	\$ 1,638,156.13
	\$ 106,364.07	\$ (29,216.13)

<u>Executive</u>	<u>Actual</u>	<u>Budgeted</u>
Income	\$ 333,282.19	\$ 345,015.00
Expenses	\$ 392,718.89	\$ 403,835.13
	\$ (59,436.70)	\$ (58,820.13)

<u>Plant Materials Center</u>		
Income	\$ 1,636,609.24	\$ 1,263,925.00
Expenses	\$ 1,301,331.83	\$ 1,234,321.00
	\$ 335,277.41	\$ 29,604.00

<u>Edward Jones Investments</u>	
Unrealized Gains	\$ (169,476.64)

	Operating Revenue	Actuals	Approved FY21-22 Budget
EXEC	Annual Meeting	\$ 13,040.00	\$ 25,000.00
EXEC	District Dues	\$ 157,000.05	\$ 157,000.00
EXEC	Interest Income	\$ 12.14	\$ 15.00
EXEC	Transfer from Reserve Accounts	\$ 23,000.00	\$ 23,000.00
EXEC	Other Income	\$ 455.00	\$ -
EXEC	Executive Operations	\$ 75,000.00	\$ 75,000.00
EXEC	WSCC Contract	\$ 64,775.00	\$ 65,000.00
PMC	Brokered Plants	\$ 124,767.93	\$ 75,000.00
PMC	Contract Growing	\$ 13,381.30	\$ 8,000.00
PMC	Plant Sales	\$ 1,431,648.25	\$ 1,125,000.00
PMC	Plug Sales	\$ -	\$ 300.00
PMC	Interest Income	\$ 561.46	\$ 425.00
PMC	Restocking Fee	\$ 5,309.67	\$ 100.00
PMC	Other Income	\$ 5,125.27	\$ 1,500.00
PMC	Packaging/Storage Fee	\$ 840.00	\$ 600.00
PMC	Shipping Charges Reimbursed	\$ 54,873.48	\$ 53,000.00
PMC	Finance Income	\$ 101.88	\$ -
WACD	Unrealized Gain/Loss	\$ (169,476.64)	\$ -
	Total Operating Revenue	\$ 1,800,414.79	\$ 1,608,940.00

	Operative Expenses	Actuals	Approved FY21-22 Budget
PMC	Accounting Expenses	\$ 10,570.00	\$ 7,200.00
PMC	Advertising / Promotions	\$ 1,640.59	\$ 2,500.00
EXEC	Automobile Expenses	\$ 1,614.87	\$ -
EXEC	Automobile Insurance	\$ 910.42	\$ -
EXEC	Bad Debt Expense	\$ 3,488.89	\$ 3,888.89
WACD	Bank / Credit Card Charges	\$ 16,395.41	\$ 10,050.00
PMC	Brokered Stock	\$ 93,134.93	\$ 60,000.00
WACD	Communications	\$ 4,644.16	\$ 7,500.00
WACD	Education & Registrations	\$ 241.00	\$ 2,000.00
PMC	Executive Operations	\$ 75,000.00	\$ 75,000.00
PMC	Farm / Nursery Supplies	\$ 11,919.11	\$ 8,000.00
PMC	Fuel	\$ 6,766.74	\$ 4,500.00
WACD	Insurance Expense	\$ 8,837.51	\$ 8,600.00
PMC	Investment Management Fees	\$ 18,020.54	\$ 17,000.00
WACD	IT Support and Technology	\$ 13,154.81	\$ 9,000.00
PMC	Lease Payment (Skagit CD)	\$ 1.00	\$ 1.00
PMC	Licenses & Memberships	\$ 2,463.42	\$ 2,500.00
PMC	Management Fee (State of WA)	\$ 55.47	\$ 125.00
EXEC	Memberships (NACD)	\$ 3,001.00	\$ 3,001.00
EXEC	Office Rent and Parking	\$ 12,700.00	\$ 12,200.00
WACD	Office Supplies	\$ 2,016.82	\$ 2,600.00
PMC	Packaging Supplies	\$ 21,494.18	\$ 20,000.00
WACD	Postage	\$ 380.87	\$ 750.00
PMC	Property Tax	\$ 2,736.01	\$ 3,235.00
PMC	Repair & Maintenance - Buildings	\$ 1,542.24	\$ 2,000.00
PMC	Repair & Maintenance - Equipment	\$ 6,741.97	\$ 4,000.00
PMC	Taxes - B&O Tax	\$ 8,440.62	\$ 7,000.00
WACD	Training and Development	\$ 5,000.00	\$ 10,000.00
WACD	Travel	\$ 18,091.94	\$ 55,000.00
PMC	Utilities	\$ 11,226.21	\$ 9,800.00
	Total Operating Expenses	\$ 362,230.73	\$ 347,450.89

	Payroll and Benefits	Actuals	Approved FY21-22 Budget
WACD	Employee Medical Benefits	\$ 123,453.43	\$ 126,525.00
WACD	Employee Retirement (Simple IRA)	\$ 14,835.08	\$ 16,205.00
WACD	Payroll Taxes	\$ 88,357.31	\$ 84,207.00
PMC	Wages - Labor Contractor	\$ -	\$ 5,000.00
PMC	Wages - Seasonal Labor	\$ 324,164.90	\$ 250,000.00
WACD	Wages - Staff	\$ 505,433.82	\$ 541,568.24
WACD	Accrued Vacation	\$ 4,914.60	\$ -
	Total Payroll and Benefits	\$ 1,061,159.14	\$ 1,023,505.24

	Meeting & Consulting Expenses	Actuals	Approved FY 21-22 Budget
EXEC	Printing	\$ -	\$ 800.00
EXEC	Lobbying	\$ 21,000.00	\$ 18,000.00
EXEC	Consulting	\$ 31,875.00	\$ 30,500.00
EXEC	Annual Meeting	\$ 31,375.53	\$ 15,000.00
	Total Meeting & Consulting	\$ 84,250.53	\$ 64,300.00

	Storage and Shipping	Actuals	Approved FY 21-22 Budget
PMC	Cold Storage	\$ 4,313.14	\$ 14,000.00
PMC	Shipping - Inbound	\$ 3,991.59	\$ 2,900.00
PMC	Shipping - Outbound	\$ 45,700.04	\$ 48,000.00
	Total Storage and Shipping	\$ 54,004.77	\$ 64,900.00

	Production Costs	Actuals	21-22 Budget
PMC	Chemicals	\$ 46,294.39	\$ 45,000.00
PMC	Fertilizer	\$ 11,611.55	\$ 10,000.00
PMC	Seeds	\$ 57,121.25	\$ 53,000.00
PMC	Transplants	\$ 24,800.80	\$ 30,000.00
PMC	Inventory Adjustment	\$ (44,322.84)	
	Total Production Costs	\$ 95,505.15	\$ 138,000.00

Health Insurance (estimated costs)

	Months			
July - November	5	\$7,100.00	\$35,500.00	\$35,500.00
December - June	7	\$7,100.00	\$49,700.00	<u>\$54,670.00</u>
				\$90,170.00