

# WACD OPERATIONS FY23-24 Budget - Final Draft

<b>OPERATING REVENUE</b>	<b>22-23 Budget</b>	<b>22-23 Actual</b>	<b>23-24 Budget</b>
Executive - Annual Meeting (estimated)	\$ 25,000.00	\$ 48,732.90	\$ 50,000.00
Executive - District Dues (estimated)	\$ 157,000.00	\$ 157,800.05	\$ 167,222.00
Executive - Interest Income (estimated)	\$ 12.00	\$ 28.94	\$ 10.00
Executive - Transfer from Reserves (estimated)	\$ 23,000.00	\$ 23,000.00	\$ 196,544.00
Executive - Other Income	\$ -	\$ 1,586.85	\$ -
Executive - Executive Operations	\$ 75,000.00	\$ 75,000.00	\$ 100,000.00
Executive - WSCC Contract	\$ 65,000.00	\$ 74,064.65	\$ 82,500.00
PMC - Brokered Plants (estimated)	\$ 75,000.00	\$ 113,396.08	\$ 75,000.00
PMC - Contract Growing (estimated)	\$ 85,000.00	\$ 19,715.57	\$ 11,000.00
PMC - Plant Sales (estimated)	\$ 1,250,000.00	\$ 1,608,144.59	\$ 1,610,000.00
PMC - Gravel Bed Grant	\$ -	\$ 801.03	\$ -
PMC - Interest Income (estimated)	\$ 325.00	\$ 13,772.79	\$ 12,000.00
PMC - Restocking Fee (estimated)	\$ 500.00	\$ 1,664.75	\$ 500.00
PMC - Other Income (estimated)	\$ 1,500.00	\$ 3,013.22	\$ 1,500.00
PMC - Packaging/Storage Fee (estimated)	\$ 800.00	\$ 295.00	\$ 800.00
PMC - Shipping Charges Reimbursed (estimated)	\$ 53,000.00	\$ 51,649.71	\$ 50,000.00
PMC - Finance Income	\$ -	\$ 94.25	\$ -
<b>TOTAL OPERATING REVENUE</b>	<b>\$ 1,811,137.00</b>	<b>\$ 2,192,760.38</b>	<b>\$ 2,357,076.00</b>

<b>OPERATING EXPENSES</b>	<b>22-23 Budget</b>	<b>22-23 Actual</b>	<b>23-24 Budget</b>
Executive - Automobile Expenses	\$ 2,500.00	\$ 56.06	\$ 1,000.00
Executive - Automobile Insurance	\$ 500.00	\$ 418.64	\$ 500.00
Executive - Bad Debt Expense	\$ 3,888.88	\$ 10,466.67	\$ 7,780.00
Executive - Office Rent	\$ 12,900.00	\$ 12,900.00	\$ 12,300.00
PMC - Accounting Expenses	\$ 8,500.00	\$ 8,860.00	\$ 10,000.00
PMC - Advertising	\$ 2,500.00	\$ 1,860.88	\$ 1,900.00
PMC - Brokered Stock	\$ 60,000.00	\$ 80,036.07	\$ 50,000.00
PMC - Executive Operations	\$ 75,000.00	\$ 75,000.00	\$ 100,000.00
PMC - Farm / Nursery Supplies	\$ 12,000.00	\$ 13,373.65	\$ 14,500.00
PMC - Federal Income Tax Expense	\$ -	\$ 70,575.00	\$ 70,000.00
PMC - Fuel	\$ 7,000.00	\$ 5,547.03	\$ 7,000.00
PMC - Gravel Bed Supplies	\$ -	\$ 801.03	\$ -
PMC - Investment Management Fees	\$ 17,000.00	\$ 15,700.31	\$ 17,000.00
PMC - Lease Payment (Skagit CD)	\$ 1.00	\$ 1.00	\$ 1.00
PMC - Management Fee (State of WA)	\$ 100.00	\$ -	\$ -
PMC - Packaging Supplies	\$ 25,000.00	\$ 28,841.66	\$ 30,000.00
PMC - Property Tax	\$ 3,000.00	\$ 2,313.12	\$ 2,600.00
PMC - Repair & Maintenance - Building	\$ 10,000.00	\$ 3,380.65	\$ 5,000.00
PMC - Repair & Maintenance - Equipment	\$ 7,000.00	\$ 5,036.01	\$ 10,000.00
PMC - Taxes - B&O Tax	\$ 9,000.00	\$ 8,202.43	\$ 9,500.00
PMC - Utilities	\$ 12,500.00	\$ 10,653.13	\$ 12,500.00
WACD - Bank / Credit Card Charges	\$ 15,050.00	\$ 10,945.83	\$ 13,250.00
WACD - Communications	\$ 7,500.00	\$ 4,692.86	\$ 6,300.00
WACD - Education & Registrations	\$ 3,000.00	\$ 3,445.96	\$ 4,750.00

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<b>OPERATING EXPENSES</b>	<b>22-23 Budget</b>	<b>22-23 Actual</b>	<b>23-24 Budget</b>
WACD - Insurance	\$ 9,700.00	\$ 10,358.44	\$ 11,500.00
WACD - IT Support & Technology	\$ 10,000.00	\$ 9,963.96	\$ 15,620.00
WACD - Licenses & Memberships	\$ 5,501.00	\$ 4,719.04	\$ 5,001.00
WACD - Office Supplies	\$ 2,600.00	\$ 2,138.53	\$ 2,400.00
WACD - Postage	\$ 650.00	\$ 552.22	\$ 600.00
WACD - Training and Development	\$ 6,000.00	\$ 5,000.00	\$ 6,000.00
WACD - Travel	\$ 44,500.00	\$ 43,241.18	\$ 74,250.00
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 372,890.88</b>	<b>\$ 449,081.36</b>	<b>\$ 501,252.00</b>

<b>STORAGE AND SHIPPING</b>	<b>22-23 Budget</b>	<b>22-23 Actual</b>	<b>23-24 Budget</b>
PMC - Cold Storage	\$ 7,000.00	\$ 3,450.00	\$ 5,000.00
PMC - Shipping (Inbound)	\$ 4,000.00	\$ 3,694.88	\$ 4,000.00
PMC - Shipping (Outbound)	\$ 48,000.00	\$ 45,449.08	\$ 46,000.00
<b>TOTAL STORAGE AND SHIPPING</b>	<b>\$ 59,000.00</b>	<b>\$ 52,593.96</b>	<b>\$ 55,000.00</b>

<b>PRODUCTION COSTS</b>	<b>22-23 Budget</b>	<b>22-23 Actual</b>	<b>23-24 Budget</b>
PMC - Chemicals	\$ 50,000.00	\$ 54,774.17	\$ 60,000.00
PMC - Fertilizer	\$ 13,000.00	\$ 11,442.15	\$ 15,000.00
PMC - Seeds	\$ 60,000.00	\$ 73,481.93	\$ 75,000.00
PMC - Transplants	\$ 37,000.00	\$ 42,792.77	\$ 55,000.00
<b>TOTAL PRODUCTION COSTS</b>	<b>\$ 160,000.00</b>	<b>\$ 182,491.02</b>	<b>\$ 205,000.00</b>

<b>PAYROLL &amp; BENEFITS</b>	<b>22-23 Budget</b>	<b>YTD Actual</b>	<b>23-24 Budget</b>
WACD - Employee Medical Benefits	\$ 138,300.00	\$ 122,278.53	\$ 195,350.00
WACD - Wages (Staff)	\$ 502,956.68	\$ 440,048.53	\$ 573,155.00
WACD - Wages (Executive Director)	\$ 122,884.32	\$ 112,643.96	\$ 132,930.00
PMC - Seasonal Labor	\$ 355,000.00	\$ 297,985.59	\$ 355,000.00
WACD - Employee Retirement (Simple IRA)	\$ 18,850.00	\$ 13,988.65	\$ 17,910.00
WACD - Payroll Taxes:			
FICA (Social Security) & Medicare	\$ 64,800.00	\$ 65,266.12	\$ 78,500.00
FUTA (Federal Unemployment Tax Act)	\$ 1,595.00	\$ 1,274.69	\$ 1,680.00
L&I (Labor and Industries Tax)	\$ 21,696.00	\$ 15,004.55	\$ 18,100.00
SUTA (State Unemployment )	\$ 5,816.00	\$ 6,547.10	\$ 12,000.00
<b>TOTAL PAYROLL &amp; BENEFITS</b>	<b>\$ 1,231,898.00</b>	<b>\$ 1,075,037.72</b>	<b>\$ 1,384,625.00</b>

<b>MEETING &amp; CONSULTING EXPENSES</b>	<b>22-23 Budget</b>	<b>YTD Actual</b>	<b>23-24 Budget</b>
Printing	\$ 800.00	\$ -	\$ -
Lobbying	\$ 20,000.00	\$ 19,999.98	\$ 20,000.00
Consulting	\$ 20,000.00	\$ 22,791.65	\$ 30,000.00
Member Services / Legal	\$ -	\$ -	\$ 10,000.00
Sponsorship	\$ -	\$ 5,000.00	\$ 10,000.00
Annual Meeting	\$ 25,000.00	\$ 58,706.59	\$ 50,000.00
<b>TOTAL MEETING &amp; CONSULTING EXPENSES</b>	<b>\$ 65,800.00</b>	<b>\$ 106,498.22</b>	<b>\$ 120,000.00</b>
<b>TOTAL EXPENSES</b>	<b>\$ 1,889,588.88</b>	<b>\$ 1,865,702.28</b>	<b>\$ 2,265,877.00</b>

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<b>SUMMARY</b>	<b>22-23 Budget</b>	<b>YTD Actual</b>	<b>23-24 Budget</b>
Total Revenue	\$ 1,811,137.00	\$ 2,192,760.38	\$ 2,357,076.00
Total Expenses	\$ 1,889,588.88	\$ 1,865,702.28	\$ 2,265,877.00
Accrued Vacation		\$ (3,483.24)	
Depreciation		\$ (35,981.00)	
NET GAIN (estimated)	\$ (78,451.88)	\$ 287,593.86	\$ 91,199.00