

## 2021 Gross Revenue

Source	Amount	Notes
Strawberries	\$75,000	Based on \$25k on ¼ acre in 2020, expanding to ¾ acre
Garlic	\$25,000	Based on selling 5k heads at \$2/head and 5k as black garlic at \$3/head
CSA	\$32,000	Based on 32 week season at \$1000/week (average CSA income in 2020)
Farm Stand	\$12,000	Based on 40 week season at \$300/week (50% increase over average \$200/week in 2020)
Markets -Oakhurst (32 weeks) -Piedmont (32 weeks) -Dunwoody (40 weeks) -Grant Park (32 weeks) -Freedom (?) -EAV (?)	\$54,000	Based off average \$400/week sales at Oakhurst and Dunwoody in 2020, \$300/week at Piedmont in 2019. Grant Park is new. Grant Park, Oakhurst and Dunwoody will continue year round. Not including EAV/Freedom in calculations at this time.
<b>TOTAL GROSS REVENUE</b>	<b>\$198,000</b>	

## 2021 Estimated Expenses

Item	Amount	Note
Labor	\$100,000	1 FTE with housing provided (\$25k) 1 FTE no housing provided (\$35k) 2 PTE no housing provided (\$20k each)
Supplies (outside of infrastructure investments financed by debt)	\$20,000	Irrigation, plants, equipment/tools
Insurance	\$1300	\$1m liability policy @\$112/month
Tractor	\$3000	\$242/month
Debt	\$30,000	Plan to borrow roughly \$120k from Steward/FSA/SBA and pay back in 4 years
<b>TOTAL EXPENSES</b>	<b>\$155,000</b>	

**2021 Net Revenue Projection** = \$198,000-\$155,000 = \$43k remaining in business, which will go to business emergency fund and infrastructure expansions for 2022.