

KOONTZ RANCH 2008 PROFIT/LOSS

Actuals 01-08 through 12-08 Prepared 020709

CASH AVAILABLE	YEAR 2008
Pick Pounds	255,190
Crop Proceeds	267,340
Haul Credit (#'s less culls x 0.015)	3,828
TOTAL CASH SOURCES	271,168
EXPENDITURES	
Labor - Fixed (1 Man)	24,040
Labor - Picking	23,532
Labor - Pruning/Tree Treatment	11,190
Hauling Expense	1,768
Maintenance	6,141
Fertilizer/Chemicals	11,563
Machinery Hire - Helo	3,268
Office	3,082
Truck & Cars	1,450
Supplies	2,062
Trash	1,066
Gas - Oil - Propane	2,109
Insurance -Ranch	8,134
Insurance - Workman's Comp.	2,138
Marketing - CAC (2.62 Gross\$)	7,004
Marketing - NAB (2.5% Gross#)	6,276
Utilities-SCE/LLWS/Ph/Cells/Networks/Etc.	36,260
Taxes - Federal/State Payroll	1,791
Taxes - DMV	530
Taxes - EDD	315
Taxes - Ranch Equipment	363
Taxes - Real Estate	5,760
Cultural Services - Bees/Pest Control Advisor	3,933
Consulting Services - Tree Mgmt	9,832
TOTAL Direct Expenses	173,607
NET CASH (IN/OUT)	97,561