

**Sample Budget for an on-farm festival - The Pick and Gather at Riverdance Farm,
Livingston, CA**

Pick and Gather	2008 Actual	2009 Budget	
INCOME			
Ticket sales (based on 800+ at gate)	4,780	6,000	
Camping and Sunday Gate	1,580	2,500	
Food Donations/Income	-		
Beer	630	600	
General Store	200	1,600	
Exhibitors	675	600	
Advertising			
Silent Auction or Raffle			
Grants and Donors			
Year-Round Sponsors-EFA	1,000		
Sponsors	4,525	4,000	
Total Income	13,390	15,300	
EXPENSE			
Bank Charges			
Credit Card Fees			
Communications			
Internet/Web		300	
Advertising	350	300	
Telephone	160	160	
other			
Contract Labor			
SJV coordinator/onsite help	2,400		
Jim Christiansen		500	
Jennifer Machado		300	
wagon and/or drivers	500	200	
paid demo			
publicity (Rachel Renae?)		150	
security	580	464	
performers	900		1,825
Hills Brothers		350	
Earl Brothers		700	
Rachel Renae		150	
Uke 'n Reed		150	
Cherub		125	
Jean Butterfield Band		200	
Storytellers			
Classical Musicians		150	
Equipment Rental			
tents and shade		1,200	
port-a-pot & washbasins	960	1,000	
generator	donated	350	
refrigerated trailer	None used		
freezer/ice	456	480	
sound systems		300	
chairs, tables, and blankets	400	200	
Straw bales		900	
Winetasting			

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Fundraising (sponsor benefits)			
Insurance			
Business Liability	972	425	
Licenses & Permits (County and ATF)	215	250	
Misc. Expense			
Postage & Shipping		270	
Printing & Copies	592	1,600	
Program Expenses			
beverage expense	80		
Bus/Fresno/Modesto			
food expense (ice cream/Rodeo Club)	300		
beer (with transpo)	220	300	
merchandise	1,000	1,200	
travel and meals	160		
Repairs & Maintenance-Site	1,500	1,500	
Supplies (Misc)		250	
Taxes and Fees			
Utilities/Water/Garbage	140	200	
Total Expenses	11,885	14,624	
NET INCOME (cash)	1,505	676	