

Day of Caring 2015



**Day of Caring – Bins to Cider
Michael Padula**



Mike Meehan – Farm Manager



Boston Area Gleaners



Happy Customer & Future Volunteer



Sholan Farms® Annual Report

Established in April 2001

July 2015 – June 2016

Sholan Apples 2015



Planting Blueberries





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Board of Directors July 2015 through June 2016

Ms. Joanne DiNardo: President, jdinardo50@gmail.com, 978-870-5555
 Mr. Steve Smith: Vice President, Steve_Smith@bmc.com, 978-870-2797
 Ms. Patti LaGrassa, Secretary, patricialagrassa@gmail.com, 978-514-4473
 Mr. Andy Mercik: Treasurer, andym.sholan@gmail.com, 978-537-5362
 Ms. Bernadette Colley, Director, berncolley@gmail.com, 978-227-5692
 Mr. Sett Firmani, Director, peggoss201@gmail.com, 978-821-8936
 Mr. John Souza, Director, johnpatsou@msn.com, 978-537-0833

Farm Manager

Michael Meehan, mike_meehan@rocketmail.com, Tel: 978-660-4556

Attachments:

- Balance Sheet
- Profit and Loss Summary
- Profit and Loss by Category
- Master Plan Representative Images



Summary of Activities

Friends of Sholan Farms, a 501(c)(3) organization, is pleased to provide this 2015 Annual Report to its funding partners and volunteers. We believe it is important that our stakeholders have insight into our activities to support the farm. Sholan Farms is operated by the "Friends of Sholan Farms" who are volunteer residents of Leominster and its neighbors (around the USA and abroad). This 501(c)3 non-profit organization was formed in 2001 to continue with the preservation and restoration of the farm. The group has organized operations and fundraising efforts associated with "saving and growing" the farm, and restoring the farm and the orchard to its original splendor.

The Friends of Sholan Farms have devoted countless volunteer efforts to protect, preserve, and restore the property and orchard. Plans for this restoration project go beyond tending to the property and orchard and include transforming the farm through the addition of several important structures: barn, apple storage, equipment building, pavilion, outdoor classrooms to name a few. The grounds will be open to the public for apple picking and for passive recreation activities such as hiking, bird watching, caring for the orchard, snowshoeing, cross-country skiing, and events throughout the year.

Friends of Sholan Farms - Mission

Our mission is to be a family oriented, recreational, and educational farm making full use of natural resources with an integrated ecosystem that is practical and environmentally friendly. Our goal is constant improvement while striving to preserve and protect this diverse property. We desire to be beneficial to the community by bringing people, education, business, and culture to the City of Leominster and surrounding communities in Central Massachusetts.

Education

Nearly 5,000 people attended Friends fund-raisers; the Annual Apple Blossom Festival, Opening Weekend, Cream of the Crop Weekend, and the Harvest Festival Weekend. Thousands of people visited the Farm every weekend during the fall harvest season, arriving by car, on foot, and by bus.

Clearly, the Farm is an important and treasured asset of the community: one of the last remaining working farms in the City of Leominster, where children and people of all ages can get in touch with nature, the land and farming. Sholan Farms teaches us about the source of our food, the value of our land, and the cultural heritage of Leominster.

The Friends have developed an excellent tour package to educate elementary students and visitors. Support comes from the Leominster Cultural Commission Grant and from the tour fees, donations, merchandise sales, and fund-raisers. These field trips are so popular that teachers begin registering in June for the fall field trips. Many of the children who visit Sholan Farms have never been to a working farm and many have never picked an apple.

In the orchard, they learn how apples grow, and they taste apples that they picked themselves. They learn about the concepts of recycling, the role of worms and bugs in the garden, and the effort it takes to grow food. Children and adults participating in the Sholan Farms' tours learn first-hand experiences about their role in nurturing the environment. At the end of all field trips, students form a closing circle and share what they learned at Sholan Farms. Younger students have story time and the older kids share what they have learned.

Without the Friends Tour program, they would not have the opportunity to experience this "hands-on" learning environment. Students usually arrive at the Farm by bus and hike through the surrounding countryside, learning about the trees and plants. Specially trained volunteers teach the classes, which include Farm and Garden for Kindergartners and elementary school students. Older students get to hike through the orchard and farmland and learn about watershed and care of the environment.

The Friends of Sholan Farms are Preserving the Past and Influencing the Future

Friends Organization – About Us

The Friends of Sholan Farms is governed by a volunteer Board of Directors and its dues paying members. The Board plans and manages fundraising and distribution of donations in accordance with its mission statement.



The goal of Friends of Sholan Farms is to bring people and land together in a practical, enduring, life-giving community. We do this by growing and distributing food in a way that is just and sustainable; that helps us develop skills and knowledge of land and community stewardship; and that connects rural and urban people to the land and each other in a way that celebrates life and harmony with the earth.

The "Friends of Sholan Farms" are made up of volunteer residents of Leominster and its neighbors (around the USA and abroad). This 501(c)3 non-profit organization was formed in 2001 to continue with the preservation and restoration of the farm. The group has organized operations and fundraising efforts associated with the "saving and growing" the farm, and restoring the farm and the orchard to its original splendor.

The Friends of Sholan Farms have devoted countless volunteer hours to protect, preserve and restore the property and orchard. In 2001, the Master Plan Committee was formed to help shape the next 20 years. The plans for the restoration project go beyond tending the orchard. In fact, they include facility expansions to include equipment buildings, visitor center and restrooms which will transform the farm into a 12-month destination for nature lovers. The grounds are open to the public for apple picking and for passive recreation activities such as hiking, bird watching, caring for the orchard, snowshoeing, cross-country skiing, and events.

The Friends of Sholan Farms is a working team dedicated to promoting the importance of local agriculture and stewardship of natural resources. Our primary focus is associated with the restoration, property improvements and preservation of Sholan Farms located at 1125 Pleasant Street, Leominster, Mass. Our vision is to establish a working farm and agro-ecological education center, which teaches humane sustainable agriculture.

2015 Revenue, Donations and Fund-Raising

The Friends of Sholan Farms use accrual accounting method and our fiscal year ends in December. Throughout 2015 report year, the Friends of Sholan Farms have led a strong charge to restore and preserve the 167.0239 acres of land and orchard at Sholan Farms. Our most important revenue stream continues to come from the Apple Crop with a gross of \$139,702.87. Until 2015, we had shown steady growth in our apple sales (gross sales) as follows: \$3,000 - 2001, \$9,000 - 2002, \$25,000 - 2003, \$38,000 - 2004, \$37,000 in 2005, \$56,529 - 2006, and \$76,914 - 2007, \$113K - 2008, \$128K - 2009, \$122K 2010, \$125K 2011, \$131K 2012, \$154.8K 2013, \$108.1K 2014 and \$139.7K - 2015. Mother Nature is always throwing uncertainties into the mix, which certainly brings new challenges to every farmer year after year. Massachusetts officials reported that most apple growers reported above average crops of apples for 2015. While the 2013 crop was below average by 50%, the 2015 crop was above average by 30% with an overset of small apples. Our initial assessment estimated that the crop was lower than expected due to the harsh winter of 2014-2015. We utilized the chemical thinning formulas from UMASS and Cornell to attempt to thin the crop. Despite these efforts, we still had the overset of apples. The apples carpeted the ground at the close of the season.

Our pumpkins and winter squash crops were very disappointing. The winter squash were almost non-existing and the pumpkins suffered from powdery mildew which in turn destroyed the stems. Mike Meehan speculates that part of the problem was attributed to the new planting method. The seeds may have been too deep to germinate.

Fundraising is an area that needs more attention. The most successful fundraising efforts are the Apple Blossom and Harvest Festivals. Donations, events, and sponsorship amounted to \$22K or 9.5% of the total revenues. Once we complete the Master Plan we will have a tool to launch targeted fundraising campaigns. Presently we use our operations revenue to fund all activities. We can improve our offerings by using operations funds to support operations and raise capital funds to support expansions and farm improvements.

Volunteer Assessment

2014 and 2015 were years full of change and challenge with regards to the volunteers. The Friends of Sholan Farms was founded in 2001 with purpose and goal of running the farm in a sustainable manner. The farm is run by our paid staff - Mike Meehan. He relies on volunteers to complete a major amount of the work. The farm is growing each year and there are many volunteer opportunities. This year brought in approximately 8,000 volunteer hours that were logged in and numerous hours that have not accounted for. We hired a new farmstand manager and that in itself is a challenge. Farmstand operations will need significant improvements in the year ahead. Most of the volunteer hours include sales, pruning, tilling, planting, mowing, farmstand maintenance/upgrades and numerous other chores that contribute to the upkeep of the farm. Volunteer opportunities include apple picking (grading, polishing and bagging),



working in farmstand selling apples and retail, school tours, and many other areas too numerous to mention. There is something for everyone.

We have found that sub-committees and teams are needed to keep the farm running smoothly. We implemented teams during the Apple Blossom Festival and now have teams for membership and pruning, which have all been very successful. With all the aspects of running the farm, we hope to have more teams in place during the approaching season.

PLEASE VOLUNTEER! We will hold a volunteer training meeting in August at the farmstand. There will be other training opportunities as the season opens. Anyone interested in becoming a volunteer, please contact a board member at Sholan Farms 978-840-3276 or email to volunteer@sholanfarms.com. You can also sign up on the website.

SHOLAN FARMS IS A GREAT PLACE TO VISIT! LET'S KEEP IT BLOSSOMING!

Major Accomplishments

Apple & Peach Orchard History and Assessment

In 2006, we ran out of apples and realized we needed to increase production. The board voted to begin pruning block 4 & 7 during the winter of 2006/2007 (Empire, Mac and Cortland, 5 acres). In 2007, we voted to bring back the "haunted orchard" (3 acres of standard Macouns) and in 2013 we harvested over 500 bushels. We are now maintaining 100% of the 60 acres of existing agricultural land at Sholan Farms. The vision of someday having the farm in full production has come true. In 2001 when we took over the farm, we had nine varieties of apples and in 2015 we had 39 varieties in production.

Tall Spindle Orchard – UMASS

Beginning on Sunday April 19, 2009 and finishing on Saturday April 25 the Friends planted 900 new apple trees. The trees are part of a grant through the Mass Fruit Growers Association. The Friends contributed the cost of irrigation and support systems. The trees are fully funded through the Massachusetts Orchard Production Upgrade Program. (MOPUP) Sholan Farms was one of 11 selected growers who replaced one acre of old orchard with the new tall-spindle apple orchard system, which added 5 new varieties. The key objectives for a new orchard is to maximize yield in the early years and still effectively produce large yields of high-quality fruit after the trees are mature. A number of volunteers and friends have been involved with the project. The tall spindle orchard was in full production in the second year, and in 2015 produced over 3,000 bushels.

Peach Orchard

Through a generous donation from Roy Billodeau and family we were able to plant a peach orchard in the Spring of 2015. The first meeting took place on Jan 12, 2014 where the offer was made and the plan was laid out. The site preparation began in 2014 with removal of an existing apple orchard and then many hours of rock picking and soil preparation. The trees were ordered in 2014 and were delivered in April 2015. Under the direction and leadership of Mike Meehan the planting took place on April 30, 2015. Team members included Perkins School, Sher and his brother, Felix, Roy Billodeau, Mike Iannaconi - great effort by all. Bill Broderick's tree planter was a lifesaver! Thank you Mike for leading the charge and thank you Roy for the donation.



Blueberries

The 1100 blueberries were planted in 2007. This crop was made possible by the leadership of Sett Firmani, who raised funds from the shareholders of the Italian American Center on Lancaster Street. The plants got off to a very slow start due to a number of problems; the plants were pot bound and we did not do enough research to understand the proper way to plant, we had no irrigation, we did not properly test or treat the soil to lower the ph, the plants were kept waiting until the field was tilled – which meant we kept watering them daily for well over a month, and the weed situation became intolerable. Consequently, over half of the plants died. We made another attempt to replace the plants in March 2010 but they too died. In 2015, we addressed all problems and approved the purchase of 400 replacement plants. The new blueberries were planted in April of 2016.

Solar Installation 2011-2015

New Solar photovoltaic system (PV) System - Solectria PVI 3000

- Panels 18, 45 pounds each
- System capacity 3kw per year
- Project Leader for Sholan Farms: Steve Smith
- Solar Contract Team Leader: Southpoint Mike Lastella
- Installation team: CTE Students
- Cost of the project was around \$16,495
- Grants; \$12,000 Massachusetts Dept. of Agriculture, and \$5,000 Massachusetts Clean Energy Center.

The system was installed and turned up in June 2011.

Quick Facts: The system produces 3,000 kW annually, which is about 1/3 of the energy consumption for the farm. Since June 2011, the system has produced 21,594 kW of power, offset over 26,992 pounds of CO₂, equivalent offset of 1,900 gallons of gas. Check it out on the web: http://www.solrenview.com/cgi-bin/CGIhandler.cgi?&sort=pvi_IDs&cond=site_ID=793 or at www.sholanfarms.com



Farmstand Expansion 2011-2015

Team Members: Steve Smith, Glen Hines, Jody Murray, and John Souza.



Item	Budget	Actual To Date	Variance	Details
Building	\$14,000.00	\$13,819.00	\$181.00	Building 13379, Custom Plan 250, Building Permit 190
Site Prep & Pad	\$11,375.00	\$11,375.00	\$0.00	Bill for 8150 and 3225
Interior & Electric	\$5,000.00	\$4,581.00	-\$419.00	Deck 322, Electric 1000, Dry In & Gutters 2,900, Phones 85, Internet 40, New Reg Tables 234
Contingency	\$3,038.00	\$3,680.00	\$643.00	Sod 1000, Awning 2,680
Totals	\$33,413.00	\$33,455.00	\$43.00	

This core project was started in July of 2011 and completed in June of 2012. Additional upgrades have been made and completed through 2015. We were able to internally fund the construction of a 30-foot wide by 25 foot long addition to the existing Farmstand. The addition has two 10 foot by 10 foot roll up doors on the south side and two 9 foot by 7 foot roll up doors on the east side. We are also able to access the existing Farmstand and cold storage. The addition will allow us to expand our retail space by 750 square feet as well as provide equipment storage during the winter months.

The building was erected by American Steel Carports in early April 2012. Glen Hines Excavation was able to quickly complete the site work and we were able to use the new space for the 2012 Apple Blossom Festival. Shortly after the festival the Electrical department at Leominster CTE was able to start work on the electrical system. While CTE was doing their work, Northstar Construction was able to tie the two building together and install gutters and downspouts. All of this work is complete and we will have a fully functional space for the 2012 season. Since that time we have added additional shelving, counters and amenities. We budgeted \$33,455 dollars for this project and we came in over by \$43. Betterments have continued through 2015 and include additional amenities such as lighting and counter space.

We have completed several other projects to improve the farmstand utility: The electrical shop at Leominster Center for Technical Education completed the installation a ceiling fan, additional lighting in the farm stand, and motion detection switches in the farms stand and country store. Vincent Parisi constructed a new display hutch for the Country Store. Cory Gordon, Eagle Scout, chose to construct several storage cabinets for the farm stand to complete his Eagle Scout project.

Equipment Update

At the end of 2011, it was determined that the old tractor was in need of many repairs. Jody Murray worked with Padula's and negotiated a terrific exchange that will fulfill our need for two tractors. The Board Voted to trade in the old tractor and purchase two new John Deere tractors – the first payment was made in January 2013. Purchase and Sale – after trade-in for \$30,000 and finance for \$77,508.84 with a yearly payment of \$12,918.14 at 1.90% for 6 years. 4/25/2012.

We suffered a disappointing set back on October 24, 2013 with the theft of the one of the John Deere 5093 tractor with cab, self-leveling loader, forks, bucket and sundry other items. (Wed night Thursday morning). The tractor was only 1.5 years old. In the effort to get away they pulled apart the PTO connection on the mower leaving it disabled. Although we received over 40,000 hits on facebook we never recovered the tractor. The surveillance cameras were not able to retrieve any data. We did carry insurance and received about 80% of the value. A John Deere 5085E tractor was ordered and delivered in 2014.

We also purchased some other equipment that we needed to help around the farm: diesel tank, 8 foot disc harrow, spin spreader, cultivator, landscape rake, and spreader.



Other Achievements 2014-2015

Facilities Update – Operations

2015 was a very busy year for the Friends of Sholan Farms. We were able to complete and expand on several necessary projects that will have a significant impact in the future of the farm.

Accomplishments:

- Apple Polishing Machine – This vintage machine was refurbished by Henry Blanchette and became operation during the 2015 harvest season. The machine saves time and labor in polishing the apples.
- All of the damaged picnic tables have been repaired and repainted by Henry Blanchette.
- The two small wagons used to move apples around the orchard have been rebuilt. New decks were installed and the wagons painted.
- Four new pull wagons purchased.
- The equipment storage area cleaned out and refurbished. Additional space by the storage trailers has been covered with reground asphalt. We now have a much better place to store our equipment.
- Ramps for the storage trailers have been fabricated and installed, we now have easier and safer access to the trailers.
- Diesel tank – This was a long time coming but well worth the investment. In late 2014 the tank was installed and finally put into action in January 2015.
- Stake-bed sides for the Ford F350 truck were constructed and installed.
- New Driveway – The Leominster DPW spent a significant amount of time excavating and constructing a new driveway behind the farmstand. The driveway will help alleviate the mud and rutting that takes place in the spring and fall during the rainy seasons. It will also give us a place for the food vendors to set up during events.
- Paving Projects – The DPW spread regrinds around the loading dock and in muddy orchard roadways.
- Erosion Controls
- Well Pump House
- Storage Cabinets – Eagle Scout Project – Cory Gordon constructed several storage cabinets on wheels. They serve dual purpose – display and for lock up. They have replaced the folding tables.



- Display Cabinet – Vincent Parisi accepted the task of constructing a display hutch.



Bart's Christmas Tree Shop at Sholan Farms

On Thanksgiving Weekend "Bart" moved his Christmas Tree Shop to Sholan Farms. This is the third year of this transition. Francis "Bart" and Beverly Bartolomeo made a proposal to the Friends of Sholan Farms that over a three

year period they would try to build a Christmas Tree business at Sholan Farms. If at the end of the three years the Friends want the business he will donate the customer base along with all of the equipment. Bart has been in the business for over 40 years and recently sold his property on Central Street in Leominster. The 2014 season was somewhat disappointing due to the weather and low sales on fresh trees. The loss of business was due to the weather, not enough advertising, and the customer loyalty was underestimated. The previous location was in a very visible location. In addition, no mailing information was collected to notify the customer base. 2015 was the third year of transition and turned out as a non-exceptional with a loss of \$1400. Loss explanations included exceptionally warm December, rainy weekends, additional competition from two other sites in Leominster, ineffective advertising, and over-purchase of 200 excess trees. At the March 2, 2016 the board voted to accept the business and equipment and will take over the operation in 2016. Steve Smith and Mike Meehan will serve as the team leaders for the 2016 season. The Sholan operation will include added family activities/venues such as – wagon rides, hot cider, produce sales, bonfires, Santa Claus visit, etc



Many Thanks

We could not have completed all of these projects without support and help from, Leominster Center for Technical Education, Kurt Allaway, Henry Blanchette, Corey Gordon, Mike Iannacone, Sam Maffeo, Vincent Parisi, Mike Padula, Sholan Farms volunteers, Shriver Job Corp, Sholan Farms Board of Directors, Worcester County Sheriff's Office, and Leominster Department of Public Works. Most important we are very grateful to Mike Meehan for his steadfast leadership and dedication to Sholan Farms.

Fiscal year ending December 31, 2002 to Present Report Card

MEMBERSHIP	Grade B				Total
	Charter	Friends	Patrons	Bus/Corp	
2001	47	31	5		83
2002	60	46	8		114
2003	99	64	8		171
2004	118	68	12		198
2005	133	75	16		224
2006	139	73	20		232
2007	150	143	21		315
2008	160	191	23	2	375
2009	160	100	23	4	287
2010	106	100	0	4	210
2011	102	50	0	1	153
2012	100	62	0	6	168
2013	82	95	0	3	180
2014	79	102		3	184
2015	82	100	0	4	185
Growth 13-14	3.66%	-2.00%	NA	25.00%	0.54%

Membership contributions help support our Annual Fund, which is the cornerstone for sustaining the programs, partnerships, and daily operations of Sholan Farms. Memberships are valid for one year. Annual Fund membership benefits include: periodic newsletters, member functions, and discounts on apples.



The Friends of Sholan Farms relies heavily on the help and support of its members and donors. Our gross income for 2015 was \$214,398.73, which represents loss of 27 % over 2014. In 2015 3% percent of our income came from membership and 1% from donations, while in 2006, 30% came from donations and membership dues. Membership renewals remained steady overall, with no significant increase. In early January 2014, we changed the website to allow visitors to “Join” while on the website, to date 14 new members have been added. In 2015 large membership signs were posted in the farm stand to encourage people to join. The goal is to use the new membership structure to build up members and keep them coming back. We have collaborated with DCU, which in turn is marketing our organization and selling membership in an innovative way. The relationship with DCU continues to bring in new members in 2013 at least 6 new members came from the DCU.

Revenue Growth and Orchard View – Grade B

	Apples	Gross	Expense **	Net
2002	\$9,566.28	\$59,172.01	\$54,167.98	\$5,004.03
2003	\$30,630.21	\$106,231.80	\$70,237.71	\$35,994.09
2004	\$41,026.00	\$79,123.00	\$76,382.00	\$2,741.00
2005	\$37,080.00	\$75,573.00	\$69,511.00	\$6,063.00
2006	\$56,529.03	\$116,190.22	\$86,906.73	\$29,283.49
2007	\$76,914.72	\$157,483.52	\$139,818.79	\$17,664.73
2008	\$113,655.63	\$188,041.63	\$126,500.98	\$15,420.19
2009	\$128,116.59	\$189,829.83	\$194,043.22	-\$41,551.56
2010	\$122,279.09	\$201,243.50	\$105,312.48	\$64,908.41
2011	\$124,616.64	\$201,642.70	\$162,149.18	\$22,667.78
2012	\$130,634.33	\$226,374.57	\$184,847.41	\$25,717.35
2013	\$154,149.75	\$231,141.49	\$225,051.35	\$6,090.14
2014	\$108,116.70	\$273,792.61	\$221,321.65	\$52,470.96
2015	\$139,702.87	\$214,398.73	\$235,597.86	-\$21,199.13
% Growth *	22.61%	-27.70%	6.06%	See ** Note

** Includes depreciation of \$ 27,729.88 – note without depreciation the Net for 2015 would be \$6,530.75.

Revenue-Expense Explanations 2015

The 2015 fiscal year results reflect an increase in revenue. Our apple sales increased by 22% from \$108k in 2014 to \$139.7k in 2015. The primary increase in apple sales is attributed to the abundance of apples in 2015 versus the significant crop loss due to numerous growing challenges in 2014. Our 2014 crop was affected by several factors including a higher-than-usual occurrence of a bacterial disease known as fire blight, insect damage, underset of blossoms, fungus damage, and increased competition from Lanni’s new focus on retail, and Hollis Hill Farm reopening the former Marshall’s Farm.

The 2015 growing season had its share of challenges early on; scattered hail damage but the crop was big enough so it did have a huge impact, and ineffective attempts to thin the overset of the crop. The 2015 year reflected a significant increase in apples and an overset resulting in over-production which produced many small non-saleable apples. With the overset of apples and a shortened growing season this was our second highest in our 15 years history. Across Massachusetts, branches drooped, laden with fruit, foreshadowing what farmers experienced as an above-average apple harvest. This season’s abundance of apples contrasts with last year’s sparse crop, likely caused by biennial bearing — a phenomenon in which fruit trees bloom heavily one year, then produce very little the next. The small apple harvest followed a 2013 bumper crop, one of the best harvests the area had seen in 30 years. (Sources: Sholan Farms observations, UMASS, New England Apple, Boston Globe)

The spray material/chemical account decreased slightly from \$30k to \$28K. This account includes expenses for all chemicals used for crop maintenance including orchard, raspberries, blueberries, vegetables, pumpkins, and herbicides.

Crop History 2012 – 2015



In 2015 Sholan Farms managed to stay open for U-Pick until October 30. In 2015 we encountered yet another setback with too many small apples and a shortened sales season due to customer demand. The entire industry reported overproduction and consumers seemed to reflect that by making fewer purchases and less repeat visits.

Orchard View Grade C

ORCHARD	APPLE	ORCH MAINT.	Net Income Apples
2002	\$9,566.28	\$16,389.73	(\$6,823.45)
2003	\$30,630.21	\$14,917.35	\$15,712.86
2004	\$41,026.00	\$33,950.44	\$7,075.56
2005	\$37,080.00	\$30,000.34	\$7,079.66
2006	\$56,529.03	\$40,906.83	\$15,622.20
2007	\$76,914.72	\$50,033.66	\$26,881.06
2008	\$113,655.63	\$48,114.69	\$65,540.94
2009	\$128,116.59	\$45,920.44	\$82,196.15
2010	\$122,279.09	\$23,605.89	\$98,673.20
2011	\$124,616.64	\$38,003.12	\$86,613.52
2012	\$130,634.33	\$48,181.07	\$82,453.26
2013	\$154,149.75	\$39,887.68	\$114,262.07
2014	\$108,116.70	\$34,623.07	\$73,493.63
2015	\$139,702.87	\$34,085.44	\$105,617.43
% Growth *	22.61%	-1.58%	30.42%

Maintenance includes Pruning, Spray and Upkeep. Excludes labor.

Wildlife Habitat (WHIP Grant Update)

We continued to manage the USDA NRCS – Wildlife Habitat Incentive Program Grant (WHIP). We are now in the 10th year of restoring the back forty – which includes mowing, spreading lime and eradicating invasive plants. This successful reclamation project completed in 2015. In 2016 we will need to determine the next steps for the back 40. The options are to keep it as an open meadow, return it to agricultural land or find alternative uses for the property. In the interim, we will continue to maintain the meadow and restore the grassland. The board will fund herbicide treatments to continue the effort to eradicate the invasive species. In addition efforts are underway to reclaim 15 acres of abandon orchard on the southeast side of Pleasant St.

Giving Back

Our mission is to be a family oriented, recreational, and educational farm making full use of natural resources. Since our first harvest in 2001, we have worked toward being beneficial to our greater community. As successful members of the community, we have a responsibility to help those that are less fortunate and contribute to the common good. We could not do any of this without our staff, volunteers, and sponsors. Together, we are making strides in supporting our community and assisting other charitable causes. During the harvest season we made apple and pumpkin donations to the local School PTA's, churches and many other non-profit groups. We donated over 1,000 three pound bags to fill Thanksgiving Baskets a local food banks and churches.

Recognizing that our crop load was greater than our needs, we contacted Boston Area Gleaners, Inc., a 501(c)(3) non-profit organization dedicated to rescuing surplus farm crops for people in need to help with the harvest. They gleaned over 200 bushels of apples that in turn were donated to Boston area food banks.

We also give back to the Mayor's energy fund through participation in the Festival of Trees. This year we donated \$1,000.

Recreational and Educational

Our mission is to be a family oriented, recreational, and educational farm making full use of natural resources. In order to fulfill this we have partnered with many organizations across the community. We are currently working with the Leominster Trail Stewards (LTS), City of Leominster Recreation Dept, and Project Apples. The trails project will include updated Kiosk Maps and trail markers throughout the property. This is part of a much larger project that is funded through a trails grant from the Massachusetts Department of Conservations and Recreation. The Trail Stewards and



Recreation Dept. will be placing a trail map, directional arrows to the nearest street or parking lot, directional arrows to trail features, distances, GPS coordinates, and a QR code on each post. Each kiosk will have a map of the trail system for that area stating where you are, property usage rules, and trail features.

The Project Apples literacy project is working on a story walk project that will bring a new and exciting addition to the property. This will be the first permanent installation of information signs that will have enclosed stories. There will be 18 story boards along a trail that families will be encouraged to use. The enclosure will display stories from various books and participants will walk from one station to the next to read the story. The stories will be changed out regularly and will remain in place for a month at a time. The Friends will share the signs and will be using the displays to install information and history regarding the Sholan Farms.

Master Plan 2012 – 2015

With every new-year we set goals, priorities and budgets for the upcoming year. In 2012 and 2014, we received grants from the Community Foundation of North Central Massachusetts (www.cfncm.org) to develop a new Master Plan for Sholan Farms. We contracted Andrew T Leonard, RLA Landscape Architecture and Planning (www.atleonard.com). Andrew guided us through the process. Two Master Plan scenarios were finalized in June 2013; a working farm or an educational farm. Those Master Plans have been viewed and reviewed at a Friends meeting in September 2013. In 2014 we applied to the foundation for an additional grant to further the details of the master plan. Several meetings have been held to finalize the long-term vision of the farm. We conducted a survey and obtained input from over 400 community citizens. The outcome of the survey has led us to one plan that will be the model we use for years to come.

Team Members: Andrew Leonard, Joanne DiNardo, Bernadette Colley, Phil DeCharles, Sett Firmani, Patti LaGrassa, Andy Mercik, Jody Murray, Maribeth Pochini, Steve Smith, John Souza, and Wendy Wiiks. (Note So many people provided input and if we left your name off the list we apologize.)

Partnering For The Future

The future is bright for Sholan Farms. We became a founding member of the newly formed Central Mass Locally Grown regional organization. In addition, we have collaborated regionally with the Massachusetts Department of Agriculture, UMass Extension Service, Mass Fruit Growers Association, Association of Roadside Stands, Cornell University, and the New England McIntosh Association. Through these alliances, we have the Marketing, Advertising, and Educational Training Services of the farming industry in Massachusetts. On a local basis, we have joined the Johnny Appleseed Association and have an advertising campaign using the Edible Boston, Sentinel & Enterprise, Coffee Shop News, Telegram, Leominster Champion, LATV, WXLO, WPKX, and Social Media through Facebook and Constant Contact, and the Sholan Farms Webpage. Our volunteers and helpers come from many sources including United Way – Community Builders, Church Groups, Shriver Job Corp, City of Leominster, Leominster Trail Stewards, Rotary, Leominster Schools, Boy Scout Troops, 4-H, Youth Venture, Alternatives, and the Sheriff's Office.

Challenges for the Season Ahead – Nurturing

There are key elements that we need to focus on which will help us to grow stronger in stature and in community outreach. We have applied for grants to complete the Master Plan. If the grant comes through we will be launching a capital campaign to facilitate the expansion plans. To succeed in 2016 and beyond we need to clarify our mission and bolster the fine efforts of the committed volunteers. Due to our success in past years, we have become a sustainable operation. We need and must **nurture** the **orchard** and our **volunteers**. We will only be successful if we all pull together and work as a team. It will take everyone's help: individuals, businesses, Friends, and elected officials. We must recruit new board members. The challenge is to re-establish the **work teams**, which will help to clarify the important roles that each volunteer serves. In addition, we need to establish **guidelines** for team leaders, recruit team leaders, and **empower** them to be able to do their jobs. We need to keep **open, honest and timely communications** between the volunteers, team, and the board. Listed below are several of the work teams.

1. Orchard Manager – Empower, Train and Support – Mike Meehan & Staff
2. Farm Stand Manager – Empower Train and Support
3. Master Plan, Fundraising & Grant Writing – Team Leader – Joanne DiNardo
4. Orchard Expansion Team – Planting, Pruning, Nurturing, IPM – Joanne DiNardo, Mike Meehan and Steve Smith
5. Volunteer - Farmstand Staffing, Team Leader



6. Membership Team, Team Leader Steve Smith
7. Off Site Sales Fitchburg and Leominster Farmers Markets – Mike Meehan
8. School Tour Guide Team – The team will develop the plan and schedule to conduct tours. (responsibilities include: mailing to schools, pricing per student, Red Cross Safety course, and tour content) – Pat Sousa
9. Facilities & Buildings Team – Team Leader Steve Smith
10. Business Planning & Formal Business Plan - New 10 Year Plan needed – Team Leader Joanne DiNardo
11. Finance – Andy Mercik – Team Leader
12. Festivals and Activities (Includes ABF, Fall Festival and Cream of the Crop) Team Leader Patti LaGrassa
13. New Crops – An extension of the Business Plan – Formed to finalize the timeline and action plans needed to introduce new crops to Sholan Farms.
14. Lasting Memories – Flower Gardens, Benches, Gazebo, Bricks – Develop new projects list
15. Restore Water Tower
16. Newsletter – Patti LaGrassa
17. Trail, Outreach & Recreation Team

Respectfully Submitted Board of Directors

Attachments:

Balance Sheet

Profit and Loss Summary

Profit and Loss by Category

Master Plan Representative Images

Note: Financial – Detailed Profit and Loss – Available by request

[Live your beliefs and you can turn the world around](#) [Henry David Thoreau](#), American essayist, poet and philosopher, 1817-1862

Balance Sheet

As of December 31, 2015

	<u>Dec 31, 15</u>
ASSETS	
Current Assets	
Checking/Savings	
1000 · Bank Accounts - Checking	
1010 · Fidelity Checking 80006679 (Operating Account)	47,090.60
1015 · PayPal Holding	579.60
Total 1000 · Bank Accounts - Checking	<u>47,670.20</u>
1100 · Bank Accounts - Savings	
1110 · Fidelity Savings 30329171 (Money Market Savings)	135,534.65
Total 1100 · Bank Accounts - Savings	<u>135,534.65</u>
1130 · Investment Funds	
1132 · CF Development Fund	10,319.36
1134 · Edward Jones Building	38,092.37
Total 1130 · Investment Funds	<u>48,411.73</u>
Total Checking/Savings	<u>231,616.58</u>
Accounts Receivable	
1200 · Accounts Receivable	
1202 · AR - Wholesale	1,206.50
1200 · Accounts Receivable - Other	2,711.50
Total 1200 · Accounts Receivable	<u>3,918.00</u>
Total Accounts Receivable	<u>3,918.00</u>
Total Current Assets	<u>235,534.58</u>
Fixed Assets	
1800 · Fixed Assets	
1820 · Fixed Assets - Buildings	
1820.02 · Farm Stand Addition	30,334.00
Total 1820 · Fixed Assets - Buildings	<u>30,334.00</u>
1830 · Fixed Assests - Farm Equipment	
1830.02 · Sprayer- Rears 300 GI MiniBlast	9,000.00
1830.06 · Rear mount rotary mower	2,300.00
1830.07 · Crop Care T200 Sprayer	4,147.00
1830.08 · Trailer Refrigeration	3,100.00
1830.09 · Berry Irrigation	11,165.00
1830.10 · Equip - Disc Harrow	2,200.00
Total 1830 · Fixed Assests - Farm Equipment	<u>31,912.00</u>
1840 · Tractors	
1840.04 · Tractor - Simplicity Legacy XL	6,000.00
1840.05 · John Deere 5093 Tractor	35,605.91
1840.06 · John Deere 5085 Tractor	60,447.00
Total 1840 · Tractors	<u>102,052.91</u>
1850 · Vehicles	
1850.01 · Vehicle - Ford Truck	4,100.00
Total 1850 · Vehicles	<u>4,100.00</u>
Total 1800 · Fixed Assets	<u>168,398.91</u>

Balance Sheet

As of December 31, 2015

	Dec 31, 15
1900 · Accumulated Depreciation	
1911 · Accum. Depr - Sprayer	-9,000.00
1920 · Accum Depr - Buildings	-12,133.60
1930 · Accum Depr -Farm Equipment	-9,957.70
1940 · Accum Depr - Tractors	-43,221.16
1945 · Accumulated Depr - Vehicles	-3,280.00
Total 1900 · Accumulated Depreciation	-77,592.46
Total Fixed Assets	90,806.45
TOTAL ASSETS	326,341.03
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	4,362.31
Total Accounts Payable	4,362.31
Credit Cards	
2050 · Credit Card Accounts	
2050.04 · Home Depot Charge Account	50.87
2050.05 · BJ's Charge Account	1,103.01
2050.06 · Chase Credit Card	218.82
Total 2050 · Credit Card Accounts	1,372.70
Total Credit Cards	1,372.70
Other Current Liabilities	
2200 · Taxes Payable	
2200.02 · Sales Tax - Stand	116.42
2200.03 · Meals Tax Payable	6.78
Total 2200 · Taxes Payable	123.20
Total Other Current Liabilities	123.20
Total Current Liabilities	5,858.21
Long Term Liabilities	
2600 · John Deere Credit	
2600.02 · Crop Care T200 Sprayer	2,452.41
2600.03 · John Deere 5093 Tractor	11,854.54
2600.04 · John Deere 5085 Tractor	43,157.60
Total 2600 · John Deere Credit	57,464.55
Total Long Term Liabilities	57,464.55
Total Liabilities	63,322.76
Equity	
3000 · Opening Bal Equity	25,328.43
3100 · Retained Earnings - Restricted	
3100.02 · RE - Handicap Orchard	500.00
Total 3100 · Retained Earnings - Restricted	500.00
3200 · Retained Earnings - Operating	258,388.97
Net Income	-21,199.13
Total Equity	263,018.27
TOTAL LIABILITIES & EQUITY	326,341.03

Profit & Loss

January through December 2015

	<u>Jan - Dec 15</u>
Ordinary Income/Expense	
Income	
4000 · Revenue	
4001 · Product Sales	165,986.26
4200 · Retail Sales	22,952.09
4270 · Concession Sales (Food)	6,036.64
4300 · Activity Revenue	7,216.00
4500 · Contributions, Gifts and Grants	19,773.45
4800 · Other Revenue	8,588.12
Total 4000 · Revenue	230,552.56
4950 · Investment Activity	-636.52
Total Income	229,916.04
Cost of Goods Sold	
5300 · Cost of Goods Sold - Retail	12,957.43
5800 · Cost of Goods Sold - Concession	2,559.88
Total COGS	15,517.31
Gross Profit	214,398.73
Expense	
7000 · Salary & Wages	57,522.90
7020 · Employee Benefits	7,283.92
7030 · Payroll Taxes	8,242.73
8010 · Professional Services	17,904.00
8060 · Advertising	10,157.20
8110 · Office Expense	9,466.99
8160 · Occupancy	9,187.13
8210 · Conf/Seminars/Meetins	3,135.59
8260 · Interest Expense	2.00
8310 · Depreciation	27,729.88
8360 · Insurance	6,409.00
8410 · Supplies	46,605.91
8460 · Rentals	2,395.75
8510 · Equipment	20,640.88
8560 · Communication	2,580.10
8610 · Vehicle Expense	6,333.88
Total Expense	235,597.86
Net Ordinary Income	-21,199.13
Net Income	-21,199.13

Profit & Loss

January through December 2015

	Jan - Dec 15
Ordinary Income/Expense	
Income	
4000 · Revenue	
4001 · Product Sales	
4100 · Apples	
4100.01 · Apple 1/4 Peck	
4102.01 · Apple 1/4 Peck	3,301.00
Total 4100.01 · Apple 1/4 Peck	3,301.00
4100.04 · Apple 1/2 Peck	
4104.01 · Apple 1/2 Peck	37,548.75
Total 4100.04 · Apple 1/2 Peck	37,548.75
4100.06 · Apple 1 Peck	
4106.01 · Apple 1 Peck	32,780.00
Total 4100.06 · Apple 1 Peck	32,780.00
4100.08 · Apple 1/2 Bushel	
4108.01 · Apple 1/2 Bushel	15,639.75
Total 4100.08 · Apple 1/2 Bushel	15,639.75
4100.10 · Apple 1 Bushel	
4110.01 · Apple 1 Bushel	2,335.25
Total 4100.10 · Apple 1 Bushel	2,335.25
4100.12 · Apples - 3lb Bag	80.00
4114 · Apple Misc Sales	
4114.10 · Apples - Discounted	80.00
4114.01 · Apples - Orchard Run	2,003.64
4114.02 · Apples - Drop	1,966.98
4114.06 · Apples - Misc	2,418.50
Total 4114 · Apple Misc Sales	6,469.12
Total 4100 · Apples	98,153.87
4130 · Wholesale Sales	
4132 · Wholesale Apples	
4132.01 · Apple School Sales	23,342.00
4132.02 · Cider Apples	10,920.00
4132.03 · Apples - Wholesale	6,315.00
4132.05 · Peeler Apples	972.00
Total 4132 · Wholesale Apples	41,549.00
4134 · Wholesale Berries	
4134.01 · Wholesale Raspberries	46.40
4134.02 · Wholesale Blueberries	388.00
Total 4134 · Wholesale Berries	434.40
4136 · Wholesale Produce	733.50
4137 · Wholesale Pumpkins	1,641.00
Total 4130 · Wholesale Sales	44,357.90
4140 · Spray Program	8,000.00
4150 · Apple Wood	
4152 · Wood - Bundle	1,275.00
4154 · Wood - Bin	259.00
Total 4150 · Apple Wood	1,534.00
4162 · Hay	84.71
4164 · Peaches	345.75
4166 · Pumpkin	5,531.78

Profit & Loss

January through December 2015

	Jan - Dec 15
4170 · Produce	
4170.02 · Produce - Vegetable	4,821.54
4170.05 · Produce - Gourds	1,208.20
Total 4170 · Produce	6,029.74
4180 · Berry Income	
4182 · Raspberries	1,913.17
4184 · Blueberries	2,539.00
Total 4180 · Berry Income	4,452.17
4190 · Adjustments to Income	
4192 · Discounts - Coupons	-1,031.50
4194 · Discounts - Members	-537.48
4196 · Discounts - Volunteers	-1,066.00
4198 · Cash Over/Short	131.32
Total 4190 · Adjustments to Income	-2,503.66
Total 4001 · Product Sales	165,986.26
4200 · Retail Sales	
4210 · Retail Sales - Taxable	
4212 · Candles	128.93
4218 · Merchandise Taxable	2,753.66
Total 4210 · Retail Sales - Taxable	2,882.59
4250 · Retail Sales - Non Taxable	
4252 · Crisp Mix	2,149.50
4254 · Cider	5,177.00
4256 · Jelly	1,229.00
4259 · Kimball Products	252.00
4262 · Honey	
4262.03 · Regular Honey	1,945.25
Total 4262 · Honey	1,945.25
4264 · Clothing	2,301.00
4265 · Stand Items	
4265.01 · Candy	1,018.00
4265.02 · Chips / Snacks	124.00
4265.04 · Candy Apples	5,196.75
Total 4265 · Stand Items	6,338.75
4266 · Merchandise No Tax	677.00
Total 4250 · Retail Sales - Non Taxable	20,069.50
Total 4200 · Retail Sales	22,952.09
4270 · Concession Sales (Food)	
4272 · Prepared Food	
4272.02 · Hot Dogs	381.64
4272.06 · Pastry	2,009.62
4272.08 · Pie Slices	901.25
4272.10 · Other Food	332.33
4272.16 · Cider Donuts	243.97
Total 4272 · Prepared Food	3,868.81
4276 · Beverages (Glass)	178.33
4278 · Cans / Bottles	804.50
4282 · Outside Vendor	1,185.00
Total 4270 · Concession Sales (Food)	6,036.64

Friends of Sholan Farms, Inc.

Profit & Loss

January through December 2015

	<u>Jan - Dec 15</u>
4300 · Activity Revenue	
4310 · Tours	
4312 · School Tours	4,776.00
4314 · Party Tours	140.00
Total 4310 · Tours	<u>4,916.00</u>
4350 · Rental Income	500.00
4360 · Garden Plots	
4361 · Individual Plots	1,450.00
4362 · Group Plots	350.00
Total 4360 · Garden Plots	<u>1,800.00</u>
Total 4300 · Activity Revenue	7,216.00
4500 · Contributions, Gifts and Grants	
4560 · Sponsorship	5,100.00
4580 · Membership	5,825.00
4600 · Donations	
4610 · Donations - Cash	
4617 · Donations - In Memory of	100.00
4618 · Wagon Donations	133.75
4620 · Donations - Miscellaneous	2,915.20
4621 · Donations - Project	1,184.50
Total 4610 · Donations - Cash	<u>4,333.45</u>
Total 4600 · Donations	4,333.45
4700 · Grants	
4710 · Grants - Local	4,515.00
Total 4700 · Grants	<u>4,515.00</u>
Total 4500 · Contributions, Gifts and Grants	19,773.45
4800 · Other Revenue	
4810 · Solar Energy	1,881.68
4812 · Interest Income	203.34
4814 · Miscellaneous Income	330.00
4860 · Activities/Festivals Revenue	
4860.03 · Rental Revenue	1,745.00
4860.04 · Activities Revenue	312.00
4860.05 · Games/Rides Revenue	681.10
4860.09 · Outside Vendors	1,360.00
4860.11 · Raffle Revenue	1,210.00
4860.12 · Butterfly Release (ABF)	865.00
Total 4860 · Activities/Festivals Revenue	<u>6,173.10</u>
Total 4800 · Other Revenue	<u>8,588.12</u>
Total 4000 · Revenue	230,552.56
4950 · Investment Activity	
4952 · Investment Interest/Dividends	1,379.92
4954 · Investment Change in Value	-1,913.87
4957 · Managment Fees	-102.57
Total 4950 · Investment Activity	<u>-636.52</u>
Total Income	229,916.04

Friends of Sholan Farms, Inc.

Profit & Loss

January through December 2015

	Jan - Dec 15
Cost of Goods Sold	
5300 · Cost of Goods Sold - Retail	
5302 · COGS Retail - Candles	312.00
5306 · COGS Retail - Clothing (Hats, Tees, Scarves, Sweats)	1,404.00
5308 · COGS Retail - Merchandise	1,871.21
5352 · COGS Retail - Crisp Mix	982.59
5354 · COGS Retail - Cider	2,814.20
5356 · COGS Retail - Jelly	1,534.09
5358 · COGS Retail - Candy Apples	2,405.49
5360 · COGS Retail - Chips/Snacks	94.50
5362 · COGS Retail - Honey	1,056.00
5368 · COGS - Candy	483.35
5300 · Cost of Goods Sold - Retail - Other	0.00
Total 5300 · Cost of Goods Sold - Retail	12,957.43
5800 · Cost of Goods Sold - Concession	
5802 · COGS Concession - Food	968.18
5810 · COGS Concession -Pastry	1,591.70
Total 5800 · Cost of Goods Sold - Concession	2,559.88
Total COGS	15,517.31
Gross Profit	214,398.73
Expense	
7000 · Salary & Wages	
7002 · Salary & Wages Farm Operations	42,649.90
7004 · Salary & Wages Farm Stand	7,128.00
7006 · Salary & Wages Pickers	7,745.00
7009 · Payroll Expenses	0.00
Total 7000 · Salary & Wages	57,522.90
7020 · Employee Benefits	
7022 · Health Insurance	7,283.92
Total 7020 · Employee Benefits	7,283.92
7030 · Payroll Taxes	
7032 · Social Security	3,566.44
7034 · Medicare	834.10
7036 · Unemployment	722.69
7038 · Worker's Compensation	3,119.50
Total 7030 · Payroll Taxes	8,242.73
8010 · Professional Services	
8020 · Professional Fees	
8020.02 · Entertainment	6,050.00
8020.04 · Weather Service	490.00
8020.05 · Tree Pruning	1,364.00
8020.08 · Grants	10,000.00
Total 8020 · Professional Fees	17,904.00
Total 8010 · Professional Services	17,904.00
8060 · Advertising	
8062 · Display Sign	826.20
8064 · Advertising - Print	7,531.00
8065 · Advertising - Radio/TV	1,800.00
Total 8060 · Advertising	10,157.20
8110 · Office Expense	
8111 · Office Supplies	896.11

Profit & Loss

January through December 2015

	Jan - Dec 15
8112 · Postage / Freight	
8112.01 · Postage / Shipping	782.07
8112.02 · Postal Fees (PO Box & Permits)	446.00
Total 8112 · Postage / Freight	1,228.07
8114 · Printing and Publications	
8114.01 · Printing and Reproductions	1,461.54
8114.03 · Newsletter	473.83
8114.04 · Computer Supplies	67.00
Total 8114 · Printing and Publications	2,002.37
8115 · Bank Service Charges	70.00
8116 · Credit Card Fees	
8116.01 · Processor Fee	1,609.85
8116.02 · Exchange Fees	129.35
8116.04 · PayPal Fee	14.45
8116.05 · Authorization Fees	459.37
8116 · Credit Card Fees - Other	-0.01
Total 8116 · Credit Card Fees	2,213.01
8117 · Payroll Service Fees	856.23
8120 · Contributions	1,000.00
8125 · Licenses, Permits & Fees	439.00
8126 · Membership Fees	762.20
Total 8110 · Office Expense	9,466.99
8160 · Occupancy	
8162 · Utilities	
8162.01 · Electric	4,593.22
8162.03 · Restroom Service	1,776.67
8162.04 · Trash Removal	824.00
Total 8162 · Utilities	7,193.89
8166 · Repairs & Maint	
8166.01 · Buildings	1,133.52
8166.02 · Electrical Work	488.13
8166.03 · Grounds Maintenance	371.59
Total 8166 · Repairs & Maint	1,993.24
Total 8160 · Occupancy	9,187.13
8210 · Conf/Seminars/Meetins	
8212 · Conference/Seminars	285.00
8214 · Meetings/Events	
8214.02 · Volunteer	2,755.59
8214 · Meetings/Events - Other	95.00
Total 8214 · Meetings/Events	2,850.59
Total 8210 · Conf/Seminars/Meetins	3,135.59
8260 · Interest Expense	
8262 · Finance Charge	2.00
Total 8260 · Interest Expense	2.00
8310 · Depreciation	27,729.88

Profit & Loss

January through December 2015

	Jan - Dec 15
8360 · Insurance	
8362 · Crop Insurance	873.00
8364 · Buildings and Contents	1,200.00
8366 · Liability Insurance	1,400.00
8368 · Farm Personal Property	992.00
8372 · Vehicles Insurance	587.00
8374 · Pollution Insurance	622.00
8376 · Board Insurance	735.00
Total 8360 · Insurance	6,409.00
8410 · Supplies	
8412 · Farm Supplies	
8412.01 · Breeding / Polination	2,088.00
8412.03 · Landscaping (Landscaping)	396.50
8412.04 · New Plants/Seeds (Trees, Plants, Bushes, etc.)	2,642.05
8412.07 · Spray Material/Chemicals	28,700.57
8412.08 · Chemical's for Planting	106.85
8412.10 · Soil Tests	14.11
8412.11 · Planting Supplies	9.81
8412.12 · Worker Protection	127.55
Total 8412 · Farm Supplies	34,085.44
8422 · Other Supplies	
8422.01 · Festival Supplies/Expense	1,428.90
8422.02 · Bags & Boxes (For Picking Apples)	4,390.58
8422.03 · Farm Stand Supplies	1,414.28
8422.05 · Supplies - Christmas	20.19
8422.06 · Volunteer Food	122.21
8422.07 · Miscellaneous Supplies	4,699.81
8422.09 · Employee Uniforms	444.50
Total 8422 · Other Supplies	12,520.47
Total 8410 · Supplies	46,605.91
8460 · Rentals	
8462 · Tent Rentals	1,910.00
8464 · Festival Rentals	259.50
9468 · Misc. Rentals	226.25
Total 8460 · Rentals	2,395.75
8510 · Equipment	
8512 · Equipment Purchases <5,000	9,130.00
8530 · Repairs & Maintenance	
8531 · Stand Equipment	571.36
8532 · Farm Equipment	10,939.52
Total 8530 · Repairs & Maintenance	11,510.88
Total 8510 · Equipment	20,640.88
8560 · Communication	
8562 · Telephone	
8562.01 · Land Line Phone	1,749.22
Total 8562 · Telephone	1,749.22
8566 · Internet Service	755.88
8568 · Member Contact	75.00
Total 8560 · Communication	2,580.10

Friends of Sholan Farms, Inc.

Profit & Loss

January through December 2015

	Jan - Dec 15
8610 - Vehicle Expense	
8614 - Vehicle Repair & Maint.	1,969.87
8616 - Gasoline for Farm Equipment	1,171.41
8618 - Deisel Fuel	3,192.60
	<hr/>
Total 8610 - Vehicle Expense	6,333.88
	<hr/>
Total Expense	235,597.86
	<hr/>
Net Ordinary Income	-21,199.13
	<hr/>
Net Income	-21,199.13
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Friends of Sholan Farms, Inc.
Profit & Loss by Class
January through December 2015

	Apple Blossom Festival	Farmer's Market (Operations)	Harvest Weekend (Operations)	Wholesale (Operations)	Operations - Other (Operations)	Total Operations	Retail	Spray Program	Tours	TOTAL
Ordinary Income/Expense										
Income										
4000 · Revenue	11,235.30	5,821.95	717.85	32,550.40	139,514.63	178,604.83	27,778.43	8,000.00	4,934.00	230,552.56
4950 · Investment Activity	0.00	0.00	0.00	0.00	1,379.92	1,379.92	0.00	0.00	0.00	1,379.92
Total Income	11,235.30	5,821.95	717.85	32,550.40	140,894.55	179,984.75	27,778.43	8,000.00	4,934.00	231,932.48
Cost of Goods Sold										
5300 · Cost of Goods Sold - Retail	0.00	0.00	0.00	0.00	0.00	0.00	12,957.43	0.00	0.00	12,957.43
5800 · Cost of Goods Sold - Concessi...	0.00	0.00	0.00	0.00	71.26	71.26	2,488.62	0.00	0.00	2,559.88
Total COGS	0.00	0.00	0.00	0.00	71.26	71.26	15,446.05	0.00	0.00	15,517.31
Gross Profit	11,235.30	5,821.95	717.85	32,550.40	140,823.29	179,913.49	12,332.38	8,000.00	4,934.00	216,415.17
Expense										
8810 · Investment Expense	0.00	0.00	0.00	0.00	102.57	102.57	0.00	0.00	0.00	102.57
7000 · Salary & Wages	0.00	0.00	0.00	0.00	57,522.90	57,522.90	0.00	0.00	0.00	57,522.90
7020 · Employee Benefits	0.00	0.00	0.00	0.00	7,283.92	7,283.92	0.00	0.00	0.00	7,283.92
7030 · Payroll Taxes	0.00	0.00	0.00	0.00	8,242.73	8,242.73	0.00	0.00	0.00	8,242.73
8010 · Professional Services	1,950.00	0.00	0.00	0.00	15,954.00	15,954.00	0.00	0.00	0.00	17,904.00
8060 · Advertising	1,845.86	0.00	0.00	0.00	8,311.34	8,311.34	0.00	0.00	0.00	10,157.20
8110 · Office Expense	819.75	0.00	0.00	0.00	8,594.12	8,594.12	16.58	36.54	0.00	9,466.99
8160 · Occupancy	0.00	0.00	0.00	0.00	9,187.13	9,187.13	0.00	0.00	0.00	9,187.13
8210 · Conf/Seminars/Meetings	0.00	0.00	0.00	0.00	3,135.59	3,135.59	0.00	0.00	0.00	3,135.59
8260 · Interest Expense	0.00	0.00	0.00	0.00	2.00	2.00	0.00	0.00	0.00	2.00
8310 · Depreciation	0.00	0.00	0.00	0.00	27,729.88	27,729.88	0.00	0.00	0.00	27,729.88
8360 · Insurance	0.00	0.00	0.00	0.00	6,409.00	6,409.00	0.00	0.00	0.00	6,409.00
8410 · Supplies	1,190.38	0.00	0.00	0.00	40,946.81	40,946.81	0.00	0.00	4,468.72	46,605.91
8460 · Rentals	627.00	0.00	0.00	0.00	1,768.75	1,768.75	0.00	0.00	0.00	2,395.75
8510 · Equipment	0.00	0.00	0.00	0.00	20,640.88	20,640.88	0.00	0.00	0.00	20,640.88
8560 · Communication	0.00	0.00	0.00	0.00	2,590.10	2,590.10	0.00	0.00	0.00	2,590.10
8610 · Vehicle Expense	0.00	0.00	0.00	0.00	6,333.88	6,333.88	0.00	0.00	0.00	6,333.88
Total Expense	6,432.99	0.00	0.00	0.00	224,745.60	224,745.60	16.58	36.54	4,468.72	235,700.43
Net Ordinary Income	4,802.31	5,821.95	717.85	32,550.40	-83,922.31	-44,832.11	12,315.80	7,963.46	465.28	-19,285.26
Net Income	4,802.31	5,821.95	717.85	32,550.40	-83,922.31	-44,832.11	12,315.80	7,963.46	465.28	-19,285.26



REPRESENTATIONAL IMAGES