



Preparing for Winter Stroll
Maribeth, Patti & Nilah

Sholan Farms[®] Annual Report

Established in April 2001

July 2013 – June 2014

Master Plan Options



Funded by North Central Community Foundation

Endless Possibilities



Gregg Lisciotti Corporate Sponsor – Dinner
in the Orchard 2013

Gazebo Restoration Eagle Scout - Kurt Allaway



Sholan Vegetables



Assistant Farm Manager Patrick Cain
& Farm Manager Mike Meehan



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Mr. John Souza, Director, johnpatsou@msn.com, 978-537-0833
Ms. Peggy Christoforo, peggychristoforo@comcast.net, 978-534-4810 (Resigned Sept 2013)



Summary of Activities

Friends of Sholan Farms, a 501(c)(3) organization, is pleased to provide its 2013 Annual Report to its funding partners and volunteers. We believe it is important that our partners 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, and outdoor gazebo, amphitheater 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 Scarecrow Festival. 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 who participate in the Sholan Farms' tours learn first-hand experience of their place in the environment and what it takes to care for it. 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 2011 the Master Plan 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.

2013 Revenue, Donations and Fund-Raising

The Friends of Sholan Farms use accrual accounting method and our fiscal year ends in December. Throughout 2013 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 \$154.8K. We have 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, and \$154.8K 2013. Mother Nature is always throwing uncertainties into the mix, which certainly brings new challenges to every farmer. Massachusetts officials reported that most apple growers reported a strong crop and some below-average sized fruit as the picking season began, following a tough 2012. The overset of fruit was caused by the underproduction of 30% in 2012, with the earliest bloom in history (April 16) and the shortest harvest season in history. In 2012, New England had a dismal apple crop, after apple blossoms sprouted during a warm April then were killed off by a frost. While the 2012 crop was below average by 30%, the 2013 was above average by 30% with an overset of small apples. By contrast, growing conditions were favorable in 2013, with minimal late frosts, a wet early summer and dry hot conditions.

Rising above Mother Nature's obstacles, we managed to succeed in raising Grade A apples and a decent pumpkin crop. In doing so, we improved our reputation as a formidable apple grower and were able to sell over 2,000 bushels of apples on the wholesale market to Vincents Country Store, roadside stands, and Chartwells School programs in Gardner and Leominster. We also brought in additional revenues through selling cider apples to New England Apple Cider (Carlson's Orchards) and "peelers" to Carlson's Orchard.

Fundraising is an area that needs more attention. The most successful fundraising efforts are the Apple Blossom and Scarecrow 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

The Friends of Sholan Farms was founded in 2001 with purpose and goal of running the farm in a sustainable manner. Volunteers are the heart and soul of Sholan Farms, we are here today because of the endless hours of volunteering from each and every one of them. Whether they volunteer for one hour or 100 every hour counts. The Board of Directors would like to say “thank you” for your continued support and dedication and are looking forward to another wonderful year ahead.

2013 was a year of change and challenge with regards to the volunteers. With the changes came a new alignment of responsibilities. Maribeth Pochini became the new Volunteer Coordinator and Retail Manager. She brings strong leadership and new fresh ideas that will help keep our volunteer base energized and motivated. Maribeth can be reached anytime at 978-660-3688 or at mpochini0926@gmail.com.

The new Volunteer Handbook was developed to help guide new volunteers and our veteran volunteers. Planning is already underway for this upcoming season. We are looking at staffing, job responsibilities, and team participation all an effort to be best prepared for the season ahead. We want everyone to be as involved as possible, we need you! We need new Managers to cover some weekday shifts. Training and support will be provided every step of the way.

Volunteers are the eyes, ears, and voice of Sholan Farms. We now have asked that the volunteers help to recruit new volunteers to join our team. Our business is growing and now more than ever we need many more helping hands. In farming there are a wide variety of tasks that we need to cover every day from farm stand work with food and retail, to polishing apples, to picking berries, driving tractors, mowing, pruning, tour guides, bakers, etc. There is pretty much something for everyone!

New incentives will be instituted during 2014. Volunteers who bring in new volunteers (that put in at least 10 hours) will be eligible for free ½ peck of apples. Plus remember, volunteers also receive 1/2 price on apples once they complete their first 10 hours of service.

It's obvious from the dedication of our volunteers that you believe in Sholan Farms and our mission, so please, talk to your family and friends, it'll be fun to watch our volunteer base grow with individuals that are already connected to one of you. The goal for 2014 is to bring in 25 new volunteers. We need everyone's help.

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 Maribeth Pochini at Sholan Farms 978-660-3688 or at mpochini0926@gmail.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 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 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 2013 we had 40 varieties in production. In addition, we planted the Handicap Orchard section 2007, and plan on completing the support system in 2014.

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 will contribute the cost of irrigation and support systems. The trees are fully funded through the Massachusetts Orchard Production Upgrade Program. (MOPUP) Sholan Farms is one of 11 selected growers who will replace one acre of old orchard with the new tall-spindle apple orchard system, including 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 spindle orchard was in full production in the second year, and in 2013 produced over 3,000 bushels. The overall orchard apple production for the 25+ acres of apples for 2013 was estimated to be 18,000 bushels, or in apple talk that equates to over 500 bushels per acre. This is on par with similar commercial orchard production.

Solar Installation 2011-2013



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

- Project Leader for Sholan Farms: Steve Smith
- Solar Contract Team Leader: Southpoint Mike Lastella
- Installation team: CTE Students
- Panels 18, 45 pounds each
- System capacity 3kw per year and to date 3,935 kWh
- CO2 emission offset to date 4,918 lbs
- Cost of the project was around \$16,495
- Grants
 - \$12,000 Massachusetts Dept. of Agriculture, and
 - \$5,000 from the 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 12,664 kW of power and offset over 15,830 pounds of CO2. 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 2011-2013

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



Item	Budget	Actual To Date	Variance	Details
Building	14,000	13,819	181	Building 13379, Custom Plan 250, Building Permit 190
Site Prep & Pad	11,375	11,375	0	Bill for 8150 and 3225
Interior & Electric	5,000	4,581	-419	Deck 322, Electric 1000, Dry In & Gutters 2,900, Phones 85, Internet 40, New Reg Tables 234
Contingency	3,038	3,680	+643	Sod 1000, Awning 2,680
Totals	33,413	33,455	+43	

This core project was started in July of 2011 and completed in June of 2012. Additional upgrades were completed through 2013. 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 additional shelving, counters and amenities have been added. We budgeted \$33,455 dollars for this project and we came in over by \$43. Betterments have continued through 2013 and include additional amenities such as lighting and counter space.

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 will be 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 early Am on a flat bed. The Tractor is only 1 1/2 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 new tractor was ordered and delivered in 2014.

Other Achievements 2012-2013

Facilities Update – Operations

2013 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.

Refrigeration

In the spring of 2012, we were able to purchase a 48-foot refrigeration trailer for \$1,000 and another \$813 to get the unit operational. (We had been borrowing a trailer from Hannaford's for the past several years.) The trailer is in excellent shape and the refrigeration unit started right up after setting for a couple of years. Unfortunately midway through the season, we started having problems with the control panel. After evaluating the repair / replacement options, we decided to convert the refrigeration system from diesel to electric, which cost \$4,034. We started the 2013 season, with a new refrigeration system which is powered directly from the solar array.

New Parking Lot

The old barn cellar hole was filled and a parking area for hikers and dog walkers was created. The Leominster DPW engineered and provided the labor and equipment for this project. We added woodchips to the steep slopes in 2013 and will need to complete the landscaping along the parameter in 2014.

Irrigation 2012-2013

With engineering and partial funding from USDA Natural Resources Conservation Services (NRCS), we have installed 1800 feet of 2-inch irrigation line. The irrigation is needed for the blueberries and will provide water to the Community Gardens. We will be able to provide much needed irrigation to the blueberries when the weather gets



hot this summer. This bid was awarded to Glen Hines for \$11,371. Added costs for the pump \$829, drip line and filter \$1,366, for a total of \$13,564. The NRCS reimbursement grant was \$10,174. The irrigation was project began in 2012 and completed in May of 2013. It has become a valued resource, provided sustaining water to the Hmong gardens and the blueberry patch. For the first time since we added blueberries in 2007 we had a marketable crop.

Drainage Block 2

For several years we encountered a deep erosion problem in the middle of block 2. The gully continued to grow so that it was almost impassable with the tractor. The underground stream created a 5 foot wide, 2 feet deep gully that extended over 700 feet. We sought help from NRCS but there was none available and had reached a dangerous situation. We bid out the project in Feb 2012 and awarded the contract to Holman Construction for \$15,200. There was one added item for erosion controls of \$1,260 bringing the total to \$16,450. Since that project we continue to monitor erosion problems in various sections of the farm. Additional repairs will be necessary in 2014.

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 will be complete in 2014. By 2015 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.

Lasting Memories Gardens

Through this program donations can be made to help keep the Sholan Legacy vibrant. We proudly accepted a donation toward new tree plantings. Hathaway Memorial donated their services and the large boulder is engraved: *For Carolyn Corliss who, through Project Apples, enhanced the lives of our children and families.*

Web Site Updates

At the end of last season a proposal was made to enhance the web site focusing on how visitors could support the organization. A new section called “Support Us” was added, from these pages it is now possible to Join, Volunteer or make donations to the Friends of Sholan Farms. Donations are made through a link to the Community Foundation of North Central Mass and Memberships go through a link to PayPal. These changes were made in early January and have already resulted in two new members, one from California and the other in Leominster.

Many Thanks

We could not have completed all of these projects without support and help from Holman Construction, Glenn Hines Construction, Kenan Young - FW WEBB, Leominster Center for Technical Education, Hathaway Memorial, Northstar Roofing, Mike Padula, Sholan Farms volunteers, Andrew Leonard, and Leominster DPW.

Master Plan 2012 – 2014

With every new-year we set goals, priorities and budgets for the upcoming year. In 2012, we received a grant 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 Friend's meeting in September 2013. In 2014 we applied to the foundation for an additional grant to further the details of the master plan.

Team Members: Andrew Leonard, Joanne DiNardo, Phil DeCharles, Sett Firmani, Kim Fitzgerald, Patti LaGrassa, Andy Mercik, Ann McNeill, Jody Murray, Maribeth Pochini, Steve Smith, John Souza, Gil Tremblay, and Wendy Wiiks.





Fiscal year ending December 31, 2002 to Present Report Card

MEMBERSHIP	Grade C				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
Growth 11-12	-18.0%	53.2%	0.0%	-50.0%	7.1%

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 2013 was \$231,141.49, which represents growth of 2.11 % over 2012. In 2013 2.4% percent of our income came from membership and 1.4% from donations while in 2006, 30% came from donations and membership dues. In addition, membership renewals continue to decline. In early January we changed the website to allow visitors to “Join” while on the website, to date 2 new members have been added. This season we plan on placing large signs 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
% Growth *	18.00%	2.11%	21.75%	-76.32%

** excludes depreciation



Explanation 2013

The 2013 fiscal year results reflect improved returns for apple sales and a slim increase for total sales. The primary increase in apple sales is attributed to the wholesale apple which increased from \$21,289 to \$39,661. The 2013 year reflected a large increase in apples and an over fruit set resulting in overproduction which produced many small non-saleable apples. With the overset of apples and a shortened growing season this was our highest in our 13 years history. In 2013, we improved our offerings of pumpkin, winter squash and vegetable crops with the goal of increasing the homegrown offerings and reducing overheads. By adding these crops, we increased the amount of chemicals needed to eliminate weeds and reduce damage due to mildew and insects.

The apple sales increased by 18 percent due to the increase in crop and the increase in wholesale apples, while the overall direct orchard expenses decreased by 17 percent. The decrease is attributed to \$3,000 less in fuel and other minor expenses. The spray material/chemical account remained constant at \$30K. This account includes expenses for all chemicals used for crop maintenance including orchard, raspberries, blueberries, vegetables, pumpkins, and herbicides.

History 2011 – 2013

In 2011, we reverted to the basics and operated the farm using good business sense and our many years of success. In 2012 the entire industry suffered a setback with a marginal crop that ripened and fell to the ground due to the early bloom and hot dry growing season. Many farms closed by the second week in October. Sholan Farms managed to stay open for U-Pick until October 20. We also attribute success due to the fact that we used the growth regulator, Retain to slow apple growth in 50% of the orchard. In 2013 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 A	
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
% Growth *	18.00%	-17.21%	38.58%

Maintenance includes Pruning, Spray and Upkeep

Partnering For The Future

The future is bright for Sholan Farms. 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 Sentinel & Enterprise, Coffee Shop News, Telegram, Leominster Champion, LATV, WXLO, WPKX, and Social Media through Facebook and Constant Contact, and the Sholan Farms Webpage.

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 2014 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 volunteers and new business savvy 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, staff, and the board. Listed below are several of the work teams.

Challenges for the Season Ahead – Nurturing - Continued

1. Orchard Manager – Empower, Train and Support – Mike Meehan
2. Master Plan, Fundraising & Grant Writing – Team Leader – Joanne DiNardo
3. Orchard Team – Planting, Pruning, Nurturing, IPM – Joanne DiNardo, Mike Meehan and Steve Smith
4. Volunteer - Farmstand Staffing, Team Leader Maribeth Pochini
5. Membership Team, Team Leader Steve Smith
6. Entertainment Team
7. Off Site Apple Sales – 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)
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. Operations Team
14. Lasting Memories – Flower Gardens, Benches, Gazebo, Bricks
15. Newsletter – Patti LaGrassa
16. Trail, Outreach & Recreation Team

Respectfully Submitted Board of Directors

Attachments

Financial – Profit and Loss

Financial – Balance Sheet

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

Profit & Loss

January through December 2013

06/03/14

Accrual Basis

	Jan - Dec 13
Ordinary Income/Expense	
Income	
4000 - Revenue	
4001 - Sales	
4100 - Apples	
4100.01 - Apple 1/4 Peck	
4102.01 - Apple 1/4 Peck	6,914.25
Total 4100.01 - Apple 1/4 Peck	6,914.25
4100.04 - Apple 1/2 Peck	
4104.01 - Apple 1/2 Peck	41,472.50
Total 4100.04 - Apple 1/2 Peck	41,472.50
4100.06 - Apple 1 Peck	
4106.01 - Apple 1 Peck	36,305.75
Total 4100.06 - Apple 1 Peck	36,305.75
4100.08 - Apple 1/2 Bushel	
4108.01 - Apple 1/2 Bushel	21,214.50
Total 4100.08 - Apple 1/2 Bushel	21,214.50
4100.10 - Apple 1 Bushel	
4110.01 - Apple 1 Bushel	1,911.50
Total 4100.10 - Apple 1 Bushel	1,911.50
4100.12 - Apples - 3lb Bag	142.00
4114 - Apple Misc Sales	
4114.01 - Apples - Orchard Run	2,229.55
4114.02 - Apples - Drop	2,867.70
4114.06 - Apples - Misc	2,092.01
Total 4114 - Apple Misc Sales	7,189.26
Total 4100 - Apples	115,149.76
4130 - Wholesale Sales	
4132 - Wholesale Apples	
4132.01 - Apple School Sales	16,764.00
4132.02 - Cider Apples	6,968.80
4132.03 - Apples - Wholesale	15,928.50
Total 4132 - Wholesale Apples	39,661.30
4134 - Wholesale Berries	
4134.01 - Wholesale Raspberries	72.00
4134.02 - Wholesale Blueberries	33.00
Total 4134 - Wholesale Berries	105.00
4136 - Wholesale Produce	594.30
Total 4130 - Wholesale Sales	40,360.60
4150 - Apple Wood	
4152 - Wood - Bundle	279.00
4154 - Wood - Bin	60.00
4150 - Apple Wood - Other	800.00
Total 4150 - Apple Wood	1,139.00
4160 - Garden Plots	
4160.02 - Individual Plots	550.00
4160.04 - Group Plots	50.00
Total 4160 - Garden Plots	600.00
4162 - Hay	140.00
4170 - Produce	
4170.02 - Produce - Vegetable	2,058.63
4170.04 - Produce - Peaches	52.50
4170.05 - Produce - Gourds	909.72
Total 4170 - Produce	3,020.85

Friends of Sholan Farms, Inc.

Profit & Loss

January through December 2013

	Jan - Dec 13
4180 · Berry Income	
4182 · Raspberries	2,463.40
4184 · Blueberries	868.23
Total 4180 · Berry Income	3,331.63
4200 · Retail Sales - Taxable	
4202 · Candles	488.44
4204 · Mums	1,048.48
4218 · Merchandise Taxable	1,023.75
Total 4200 · Retail Sales - Taxable	2,560.67
4250 · Retail Sales - Non Taxable	
4252 · Crisp Mix	1,929.00
4254 · Cider	3,676.25
4256 · Jelly	1,606.75
4258 · Syrup	140.50
4260 · Pumpkin	7,070.45
4262 · Honey	
4262.02 · Honey Candy	11.00
4262.03 · Regular Honey	2,322.00
Total 4262 · Honey	2,333.00
4264 · Clothing	1,007.00
4265 · Stand Items	
4265.01 · Candy	756.30
4265.02 · Chips / Snacks	381.00
4265.04 · Candy Apples	6,023.00
Total 4265 · Stand Items	7,160.30
4266 · Merchandise No Tax	899.25
Total 4250 · Retail Sales - Non Taxable	25,822.50
4270 · Concession Sales (Food)	
4272 · Prepared Food	
4272.02 · Hot Dogs	791.54
4272.06 · Pastry	3,118.93
4272.08 · Pies	418.00
4272.10 · Other Food	612.81
4272.12 · Popcorn	136.47
4272 · Prepared Food - Other	1,627.16
Total 4272 · Prepared Food	6,704.91
4276 · Beverages (Glass)	524.63
4278 · Cans / Bottles	1,257.00
Total 4270 · Concession Sales (Food)	8,486.54
4300 · Tours	
4302 · School Tours	6,230.00
4304 · Party Tours	503.00
Total 4300 · Tours	6,733.00
4350 · Rental Income	225.00
4450 · Adjustments to Income	
4452 · Discounts - Coupons	-1,286.95
4454 · Discounts - Members	-705.75
4456 · Discounts - Volunteers	-1,425.35
4458 · Cash Over/Short	258.26
Total 4450 · Adjustments to Income	-3,159.79
Total 4001 · Sales	204,409.76
4500 · Other Revenue	
4580 · Membership	5,625.00
4600 · Donations	
4610 · Donations - Cash	
4617 · Donations - In Memory of	1,241.00
4620 · Donations - Miscellaneous	2,576.16

Friends of Sholan Farms, Inc.
Profit & Loss
 January through December 2013

	Jan - Dec 13
4621 · Donations - Project	155.00
Total 4610 · Donations - Cash	3,972.16
Total 4600 · Donations	3,972.16
4700 · Grants	
4706 · Grants - Federal	11,754.09
Total 4700 · Grants	11,754.09
4810 · Solar Energy	1,071.30
4910 · Interest Income	68.78
4990 · Miscellaneous Income	1,140.01
Total 4500 · Other Revenue	23,631.34
4860 · Activities/Festivals Revenue	
4860.01 · Sponsorship Revenue	10,300.00
4860.02 · Ad Book Revenue	3,850.00
4860.03 · Rental Revenue	1,142.00
4860.04 · Activities Revenue	486.00
4860.05 · Games/Rides Revenue	701.75
4860.11 · Raffle Revenue	427.00
4860.12 · Butterfly Release (ABF)	905.00
Total 4860 · Activities/Festivals Revenue	17,811.75
Total 4000 · Revenue	245,852.85
4950 · Investment Activity	
4952 · Investment Interest/Dividends	577.44
4954 · Investment Change in Value	1,113.78
4957 · Management Fees	-77.61
Total 4950 · Investment Activity	1,613.61
Total Income	247,466.46
Cost of Goods Sold	
5300 · Cost of Goods Sold - Retail	
5302 · COGS Retail - Candles	554.62
5304 · COGS Retail - Mums	839.00
5352 · COGS Retail - Crisp Mix	390.46
5354 · COGS Retail - Cider	2,230.00
5356 · COGS Retail - Jelly	1,135.44
5358 · COGS - Candy Apples	3,678.30
5360 · COGS - Chips/Snacks	833.87
5362 · COGS Retail - Honey	1,225.50
5364 · COGS Retail - Clothing (Hats, Tees, Scarves, Sweats)	279.00
5366 · COGS Retail - Merchandise	574.17
5368 · COGS - Candy	198.00
5300 · Cost of Goods Sold - Retail - Other	0.00
Total 5300 · Cost of Goods Sold - Retail	11,938.36
5800 · Cost of Goods Sold - Concession	
5802 · COGS Concession - Food	2,709.23
5806 · COGS-Packaged Items	380.20
5810 · COGS-Pastry	1,082.20
5850 · COGS Concession - Supplies	214.98
Total 5800 · Cost of Goods Sold - Concession	4,386.61
Total COGS	16,324.97
Gross Profit	231,141.49
Expense	
7000 · Salary & Wages	
7002 · Salary & Wages Farm Operations	42,105.94
7006 · Salary & Wages Pickers	8,947.50
7009 · Payroll Expenses	0.00

Friends of Sholan Farms, Inc.

Profit & Loss

January through December 2013

	Jan - Dec 13
Total 7000 · Salary & Wages	51,053.44
7020 · Employee Benefits	
7022 · Health Insurance	5,104.00
Total 7020 · Employee Benefits	5,104.00
7030 · Payroll Taxes	
7032 · Social Security	3,165.33
7034 · Medicare	740.29
7036 · Unemployment	1,239.02
Total 7030 · Payroll Taxes	5,144.64
7200 · Supplies	
7202 · Breeding / Polination	1,728.00
7203 · Farm Supplies	942.51
7206 · Fuel	3,034.21
7208 · Irrigation	881.93
7212 · New Plants/Seeds (Trees, Plants, Bushes, etc.)	2,615.14
7216 · Signs - Informational	249.40
7218 · Spray Material/Chemicals	30,177.99
7226 · Soil Tests	258.50
Total 7200 · Supplies	39,887.68
7300 · Telephone	
7302 · Land Line Phone	1,666.86
Total 7300 · Telephone	1,666.86
7320 · Postage / Freight	
7322 · Postage / Shipping	450.53
7326 · Postal Fees (PO Box & Permits)	1,313.79
Total 7320 · Postage / Freight	1,764.32
7420 · Equipment Rental	
7422 · Tractor Lease	12,940.99
Total 7420 · Equipment Rental	12,940.99
7500 · Printing and Publications	
7502 · Printing and Reproductions	2,561.50
7506 · Newsletter	207.00
Total 7500 · Printing and Publications	2,768.50
7540 · Conference/Seminars/Meetings	24.00
7600 · Interest Expense	
7610 · Finance Charge	72.14
Total 7600 · Interest Expense	72.14
7700 · Depreciation	8,894.70
8020 · Advertising	
8022 · Signs - Advertising (A-frames, banners)	901.89
8028 · Advertising - Print	11,073.80
8029 · Advertising - Radio/TV	3,450.00
Total 8020 · Advertising	15,425.69
8040 · Bank Service Charges	22.13
8042 · Credit Card Fees	
8042.01 · Processor Fee	1,074.84
8042.02 · Exchange Fees	956.98
8042.03 · Monthly Fees	168.75
Total 8042 · Credit Card Fees	2,200.57
8045 · Payroll Service Fees	783.20
8080 · Contributions	20,000.00
8120 · Insurance	
8122 · Crop Insurance	6,257.00
8123 · Buildings and Contents	1,103.00
8124 · Liability Insurance	1,073.00
8125 · Farm Personal Property	1,130.00

Friends of Sholan Farms, Inc.

Profit & Loss

January through December 2013

	Jan - Dec 13
8126 · Worker's Compensation	2,842.00
8130 · Vehicles Insurance	583.00
8132 · Pollution Insurance	696.00
8134 · Board Insurance	735.00
Total 8120 · Insurance	14,419.00
8140 · Licenses, Permits & Fees	89.00
8145 · Membership Fees	760.00
8165 · Meetings/Events	
81651 · Volunteer	1,141.12
Total 8165 · Meetings/Events	1,141.12
8180 · Office Supplies	
8182 · Misc. Office Supplies	716.88
8188 · Checks	190.94
Total 8180 · Office Supplies	907.82
8220 · Other Supplies	
8221 · Festival Supplies/Expense	108.11
8222 · Bags & Boxes (For Picking Apples)	3,507.75
8223 · Farm Stand Supplies	876.48
8225 · Miscellaneous Supplies	1,049.90
8229 · Volunteer Food	259.94
Total 8220 · Other Supplies	5,802.18
8230 · Other Rentals	
8232 · Tent Rentals	2,651.00
8234 · Rental - Festivals	749.40
8238 · Misc. Rentals	199.20
Total 8230 · Other Rentals	3,599.60
8240 · Professional Fees	
8242 · Entertainment	1,800.00
8244 · Weather Service	728.58
8245 · Prof Fees - Other	10,000.00
8246 · Tree Pruning	1,230.00
Total 8240 · Professional Fees	13,758.58
8260 · Repairs & Maintenance	
8262 · Buildings	148.69
8263 · Electrical Work	757.14
8264 · Stand Equipment	55.48
8265 · Grounds Maintenance	903.80
8266 · Farm Equipment	6,039.26
8269 · Misc. Repairs & Maint.	
8269.01 · Bee Apirary	600.00
Total 8269 · Misc. Repairs & Maint.	600.00
Total 8260 · Repairs & Maintenance	8,504.37
8300 · Taxes	
8308 · Tax Late Pay Penalty	99.76
Total 8300 · Taxes	99.76
8320 · Utilities	
8321 · Electric	2,017.29
8323 · Restroom Service	1,193.78
8324 · Trash Removal	2,221.14
8326 · Internet Service	640.36
8327 · Member Contact	446.28
Total 8320 · Utilities	6,518.85
8340 · Vehicle Expense	
8344 · Vehicle Expenses Other	445.00
8346 · Gasoline for Farm Vehicles	1,253.21
Total 8340 · Vehicle Expense	1,698.21

8:17 PM

06/03/14

Accrual Basis

Friends of Sholan Farms, Inc.

Profit & Loss

January through December 2013

	<u>Jan - Dec 13</u>
Total Expense	225,051.35
Net Ordinary Income	6,090.14
Other Income/Expense	
Other Income	
9910 - Other Income	
9916 - Insurance Claims	5,970.00
9918 - Value Change of Life Insurance	1,818.70
Total 9910 - Other Income	<u>7,788.70</u>
Total Other Income	<u>7,788.70</u>
Net Other Income	<u>7,788.70</u>
Net Income	<u><u>13,878.84</u></u>

Friends of Sholan Farms, Inc.
Balance Sheet
 As of December 31, 2013

	Dec 31, 13
ASSETS	
Current Assets	
Checking/Savings	
1000 · Bank Accounts - Checking	
1010 · Fidelity Checking 80006679 (Operating Account)	57,086.10
Total 1000 · Bank Accounts - Checking	57,086.10
1100 · Bank Accounts - Savings	
1110 · Fidelity Savings 30329171 (Money Market Savings)	82,709.35
Total 1100 · Bank Accounts - Savings	82,709.35
1130 · Investment Funds	
1132 · CF Development Fund	10,113.64
1134 · Edward Jones Building	16,927.63
Total 1130 · Investment Funds	27,041.27
Total Checking/Savings	166,836.72
Accounts Receivable	
1200 · Accounts Receivable	6,165.00
Total Accounts Receivable	6,165.00
Other Current Assets	
1400 · Inventory	
1402 · Inventory - Candles	45.80
1404 · Inventory - Clothing	428.50
1410 · Inventory - Merchandise	58.50
Total 1400 · Inventory	532.80
Total Other Current Assets	532.80
Total Current Assets	173,534.52
Fixed Assets	
1800 · Fixed Assets	
1820 · Fixed Assets - Buildings	
1820.02 · Farm Stand Addition	30,334.00
Total 1820 · Fixed Assets - Buildings	30,334.00
1830 · Fixed Assets - Farm Equipment	
1830.02 · Sprayer- Rears 300 GI MiniBlast	9,000.00
1830.04 · Trailer Refrigeration	3,100.00
1830.05 · Berry Irrigation	11,165.00
1830.06 · Rear mount rotary mower	2,300.00
1830.07 · Crop Care T200 Sprayer	4,147.00
Total 1830 · Fixed Assets - Farm Equipment	29,712.00
1840 · Tractors	
1840.02 · Tractor - Simplicity Legacy XL	6,000.00
1840.05 · John Deere 5093 Tractor	35,605.91
Total 1840 · Tractors	41,605.91
1850 · Vehicles	
1850.01 · Vehicle - Ford Truck	4,100.00
Total 1850 · Vehicles	4,100.00
Total 1800 · Fixed Assets	105,751.91
1900 · Accumulated Depreciation	
1911 · Accum. Depr - Sprayer	-9,000.00
1920 · Accum Depr - Buildings	-6,066.80
1930 · Accum Depr -Farm Equipment	-5,425.90
1945 · Accumulated Depr - Vehicles	-1,640.00
Total 1900 · Accumulated Depreciation	-22,132.70
Total Fixed Assets	83,619.21

Friends of Sholan Farms, Inc.
Balance Sheet
 As of December 31, 2013

	Dec 31, 13
TOTAL ASSETS	257,153.73
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	2,458.30
Total Accounts Payable	2,458.30
Credit Cards	
2006 · BJ's Charge Account	15.55
Total Credit Cards	15.55
Other Current Liabilities	
2201 · Sales Tax - Stand	169.33
2202 · Meals Tax Payable	310.18
Total Other Current Liabilities	479.51
Total Current Liabilities	2,953.36
Long Term Liabilities	
2600 · John Deere Credit	
2600.02 · Crop Care T200 Sprayer	4,147.00
2600.03 · John Deere 5093 Tractor	35,605.91
Total 2600 · John Deere Credit	39,752.91
Total Long Term Liabilities	39,752.91
Total Liabilities	42,706.27
Equity	
3000 · Opening Bal Equity	25,328.43
3100 · Retained Earnings - Restricted	
3110 · RE - Barn	5,895.00
3111 · RE - Handicap Orchard	500.00
Total 3100 · Retained Earnings - Restricted	6,395.00
3200 · Retained Earnings - Operating	168,845.19
Net Income	13,878.84
Total Equity	214,447.46
TOTAL LIABILITIES & EQUITY	257,153.73

Friends of Sholan Farms, Inc.
Profit & Loss by Class
January through December 2013

	<u>Concession</u>	<u>Apple Blossom (Festivals)</u>	<u>Scarecrow (Festivals)</u>	<u>Total Festivals</u>	<u>Investments</u>	<u>Operations</u>	<u>Retail</u>	<u>Spray Program</u>	<u>Tours</u>	<u>TOTAL</u>
Ordinary Income/Expense										
Income										
4000 - Revenue										
4001 - Sales										
4100 - Apples										
4100.01 - Apple 1/4 Peck										
4102.01 - Apple 1/4 Peck	0.00	0.00	0.00	0.00	0.00	6,914.25	0.00	0.00	0.00	6,914.25
Total 4100.01 - Apple 1/4 Peck	0.00	0.00	0.00	0.00	0.00	6,914.25	0.00	0.00	0.00	6,914.25
4100.04 - Apple 1/2 Peck										
4104.01 - Apple 1/2 Peck	0.00	0.00	0.00	0.00	0.00	41,472.50	0.00	0.00	0.00	41,472.50
Total 4100.04 - Apple 1/2 Peck	0.00	0.00	0.00	0.00	0.00	41,472.50	0.00	0.00	0.00	41,472.50
4100.06 - Apple 1 Peck										
4106.01 - Apple 1 Peck	0.00	0.00	0.00	0.00	0.00	36,305.75	0.00	0.00	0.00	36,305.75
Total 4100.06 - Apple 1 Peck	0.00	0.00	0.00	0.00	0.00	36,305.75	0.00	0.00	0.00	36,305.75
4100.08 - Apple 1/2 Bushel										
4108.01 - Apple 1/2 Bushel	0.00	0.00	0.00	0.00	0.00	21,214.50	0.00	0.00	0.00	21,214.50
Total 4100.08 - Apple 1/2 Bushel	0.00	0.00	0.00	0.00	0.00	21,214.50	0.00	0.00	0.00	21,214.50
4100.10 - Apple 1 Bushel										
4110.01 - Apple 1 Bushel	0.00	0.00	0.00	0.00	0.00	1,911.50	0.00	0.00	0.00	1,911.50
Total 4100.10 - Apple 1 Bushel	0.00	0.00	0.00	0.00	0.00	1,911.50	0.00	0.00	0.00	1,911.50
4100.12 - Apples - 3lb Bag	0.00	0.00	0.00	0.00	0.00	142.00	0.00	0.00	0.00	142.00
4114 - Apple Misc Sales										
4114.01 - Apples - Orchard Run	0.00	0.00	0.00	0.00	0.00	2,229.55	0.00	0.00	0.00	2,229.55
4114.02 - Apples - Drop	0.00	0.00	0.00	0.00	0.00	2,867.70	0.00	0.00	0.00	2,867.70
4114.06 - Apples - Misc	0.00	0.00	0.00	0.00	0.00	2,092.01	0.00	0.00	0.00	2,092.01
Total 4114 - Apple Misc Sales	0.00	0.00	0.00	0.00	0.00	7,189.26	0.00	0.00	0.00	7,189.26
Total 4100 - Apples	0.00	0.00	0.00	0.00	0.00	115,149.76	0.00	0.00	0.00	115,149.76
4130 - Wholesale Sales										
4132 - Wholesale Apples										
4132.01 - Apple School Sales	0.00	0.00	0.00	0.00	0.00	16,764.00	0.00	0.00	0.00	16,764.00
4132.02 - Cider Apples	0.00	0.00	0.00	0.00	0.00	6,968.80	0.00	0.00	0.00	6,968.80
4132.03 - Apples - Wholesale	0.00	0.00	0.00	0.00	0.00	15,928.50	0.00	0.00	0.00	15,928.50
Total 4132 - Wholesale Apples	0.00	0.00	0.00	0.00	0.00	39,661.30	0.00	0.00	0.00	39,661.30
4134 - Wholesale Berries										
4134.01 - Wholesale Raspberries	0.00	0.00	0.00	0.00	0.00	72.00	0.00	0.00	0.00	72.00
4134.02 - Wholesale Blueberries	0.00	0.00	0.00	0.00	0.00	33.00	0.00	0.00	0.00	33.00
Total 4134 - Wholesale Berries	0.00	0.00	0.00	0.00	0.00	105.00	0.00	0.00	0.00	105.00
4136 - Wholesale Produce	0.00	0.00	0.00	0.00	0.00	594.30	0.00	0.00	0.00	594.30
Total 4130 - Wholesale Sales	0.00	0.00	0.00	0.00	0.00	40,360.60	0.00	0.00	0.00	40,360.60
4150 - Apple Wood										
4152 - Wood - Bundle	0.00	0.00	0.00	0.00	0.00	279.00	0.00	0.00	0.00	279.00
4154 - Wood - Bin	0.00	0.00	0.00	0.00	0.00	0.00	60.00	0.00	0.00	60.00
4150 - Apple Wood - Other	0.00	0.00	0.00	0.00	0.00	800.00	0.00	0.00	0.00	800.00
Total 4150 - Apple Wood	0.00	0.00	0.00	0.00	0.00	1,079.00	60.00	0.00	0.00	1,139.00
4160 - Garden Plots										
4160.02 - Individual Plots	0.00	0.00	0.00	0.00	0.00	550.00	0.00	0.00	0.00	550.00
4160.04 - Group Plots	0.00	0.00	0.00	0.00	0.00	50.00	0.00	0.00	0.00	50.00
Total 4160 - Garden Plots	0.00	0.00	0.00	0.00	0.00	600.00	0.00	0.00	0.00	600.00
4162 - Hay	0.00	0.00	0.00	0.00	0.00	140.00	0.00	0.00	0.00	140.00
4170 - Produce										

Friends of Sholan Farms, Inc.
Profit & Loss by Class
January through December 2013

	Concession	Apple Blossom (Festivals)	Scarecrow (Festivals)	Total Festivals	Investments	Operations	Retail	Spray Program	Tours	TOTAL
4170.02 - Produce - Vegetable	0.00	0.00	0.00	0.00	0.00	2,058.63	0.00	0.00	0.00	2,058.63
4170.04 - Produce - Peaches	0.00	0.00	0.00	0.00	0.00	52.50	0.00	0.00	0.00	52.50
4170.05 - Produce - Gourds	0.00	0.00	0.00	0.00	0.00	909.72	0.00	0.00	0.00	909.72
Total 4170 - Produce	0.00	0.00	0.00	0.00	0.00	3,020.85	0.00	0.00	0.00	3,020.85
4180 - Berry Income										
4182 - Raspberries	0.00	0.00	0.00	0.00	0.00	2,463.40	0.00	0.00	0.00	2,463.40
4184 - Blueberries	0.00	0.00	0.00	0.00	0.00	868.23	0.00	0.00	0.00	868.23
Total 4180 - Berry Income	0.00	0.00	0.00	0.00	0.00	3,331.63	0.00	0.00	0.00	3,331.63
4200 - Retail Sales - Taxable										
4202 - Candles	0.00	0.00	0.00	0.00	0.00	0.00	488.44	0.00	0.00	488.44
4204 - Mums	0.00	0.00	0.00	0.00	0.00	0.00	1,048.48	0.00	0.00	1,048.48
4218 - Merchandise Taxable	0.00	0.00	0.00	0.00	0.00	6.35	1,017.40	0.00	0.00	1,023.75
Total 4200 - Retail Sales - Taxable	0.00	0.00	0.00	0.00	0.00	6.35	2,554.32	0.00	0.00	2,560.67
4250 - Retail Sales - Non Taxable										
4252 - Crisp Mix	0.00	0.00	0.00	0.00	0.00	0.00	1,929.00	0.00	0.00	1,929.00
4254 - Cider	0.00	0.00	0.00	0.00	0.00	0.00	3,676.25	0.00	0.00	3,676.25
4256 - Jelly	0.00	0.00	0.00	0.00	0.00	0.00	1,606.75	0.00	0.00	1,606.75
4258 - Syrup	0.00	0.00	0.00	0.00	0.00	0.00	140.50	0.00	0.00	140.50
4260 - Pumpkin	0.00	0.00	0.00	0.00	0.00	7,060.45	0.00	0.00	10.00	7,070.45
4262 - Honey										
4262.02 - Honey Candy	0.00	0.00	0.00	0.00	0.00	1.00	10.00	0.00	0.00	11.00
4262.03 - Regular Honey	0.00	0.00	0.00	0.00	0.00	1.00	2,321.00	0.00	0.00	2,322.00
Total 4262 - Honey	0.00	0.00	0.00	0.00	0.00	2.00	2,331.00	0.00	0.00	2,333.00
4264 - Clothing	0.00	0.00	0.00	0.00	0.00	270.00	737.00	0.00	0.00	1,007.00
4265 - Stand Items										
4265.01 - Candy	0.00	0.00	0.00	0.00	0.00	0.00	756.30	0.00	0.00	756.30
4265.02 - Chips / Snacks	25.50	0.00	0.00	0.00	0.00	0.00	355.50	0.00	0.00	381.00
4265.04 - Candy Apples	6,023.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,023.00
Total 4265 - Stand Items	6,048.50	0.00	0.00	0.00	0.00	0.00	1,111.80	0.00	0.00	7,160.30
4266 - Merchandise No Tax	0.00	0.00	0.00	0.00	0.00	0.00	899.25	0.00	0.00	899.25
Total 4250 - Retail Sales - Non Taxable	6,048.50	0.00	0.00	0.00	0.00	7,332.45	12,431.55	0.00	10.00	25,822.50
4270 - Concession Sales (Food)										
4272 - Prepared Food										
4272.02 - Hot Dogs	791.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	791.54
4272.06 - Pastry	3,118.93	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,118.93
4272.08 - Pies	418.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	418.00
4272.10 - Other Food	612.81	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	612.81
4272.12 - Popcorn	136.47	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	136.47
4272 - Prepared Food - Other	1,627.16	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,627.16
Total 4272 - Prepared Food	6,704.91	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,704.91
4276 - Beverages (Glass)	524.63	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	524.63
4278 - Cans / Bottles	1,232.00	0.00	0.00	0.00	0.00	0.00	25.00	0.00	0.00	1,257.00
Total 4270 - Concession Sales (Food)	8,461.54	0.00	0.00	0.00	0.00	0.00	25.00	0.00	0.00	8,486.54
4300 - Tours										
4302 - School Tours	0.00	0.00	0.00	0.00	0.00	96.00	0.00	0.00	6,134.00	6,230.00
4304 - Party Tours	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	503.00	503.00
Total 4300 - Tours	0.00	0.00	0.00	0.00	0.00	96.00	0.00	0.00	6,637.00	6,733.00
4350 - Rental Income	0.00	0.00	50.00	50.00	0.00	175.00	0.00	0.00	0.00	225.00
4450 - Adjustments to Income										
4452 - Discounts - Coupons	0.00	0.00	0.00	0.00	0.00	-1,286.95	0.00	0.00	0.00	-1,286.95

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	Concession	Apple Blossom (Festivals)	Scarecrow (Festivals)	Total Festivals	Investments	Operations	Retail	Spray Program	Tours	TOTAL
4454 - Discounts - Members	0.00	0.00	0.00	0.00	0.00	-705.75	0.00	0.00	0.00	-705.75
4456 - Discounts - Volunteers	0.00	0.00	0.00	0.00	0.00	-1,425.35	0.00	0.00	0.00	-1,425.35
4458 - Cash Over/Short	0.00	0.00	0.00	0.00	0.00	258.26	0.00	0.00	0.00	258.26
Total 4450 - Adjustments to Income	0.00	0.00	0.00	0.00	0.00	-3,159.79	0.00	0.00	0.00	-3,159.79
Total 4001 - Sales	14,510.04	0.00	50.00	50.00	0.00	168,131.85	15,070.87	0.00	6,647.00	204,409.76
4500 - Other Revenue										
4580 - Membership	0.00	0.00	0.00	0.00	0.00	5,625.00	0.00	0.00	0.00	5,625.00
4600 - Donations										
4610 - Donations - Cash										
4617 - Donations - In Memory of	0.00	0.00	0.00	0.00	0.00	1,241.00	0.00	0.00	0.00	1,241.00
4620 - Donations - Miscellaneous	0.00	0.00	0.00	0.00	0.00	2,544.16	0.00	0.00	32.00	2,576.16
4621 - Donations - Project	0.00	0.00	0.00	0.00	0.00	155.00	0.00	0.00	0.00	155.00
Total 4610 - Donations - Cash	0.00	0.00	0.00	0.00	0.00	3,940.16	0.00	0.00	32.00	3,972.16
Total 4600 - Donations	0.00	0.00	0.00	0.00	0.00	3,940.16	0.00	0.00	32.00	3,972.16
4700 - Grants										
4706 - Grants - Federal	0.00	0.00	0.00	0.00	0.00	11,754.09	0.00	0.00	0.00	11,754.09
Total 4700 - Grants	0.00	0.00	0.00	0.00	0.00	11,754.09	0.00	0.00	0.00	11,754.09
4810 - Solar Energy	0.00	0.00	0.00	0.00	0.00	1,071.30	0.00	0.00	0.00	1,071.30
4910 - Interest Income	0.00	0.00	0.00	0.00	0.00	68.78	0.00	0.00	0.00	68.78
4990 - Miscellaneous Income	0.00	0.00	0.00	0.00	0.00	1,140.01	0.00	0.00	0.00	1,140.01
Total 4500 - Other Revenue	0.00	0.00	0.00	0.00	0.00	23,599.34	0.00	0.00	32.00	23,631.34
4860 - Activities/Festivals Revenue										
4860.01 - Sponsorship Revenue	0.00	0.00	0.00	0.00	0.00	350.00	0.00	9,950.00	0.00	10,300.00
4860.02 - Ad Book Revenue	0.00	3,850.00	0.00	3,850.00	0.00	0.00	0.00	0.00	0.00	3,850.00
4860.03 - Rental Revenue	0.00	1,142.00	0.00	1,142.00	0.00	0.00	0.00	0.00	0.00	1,142.00
4860.04 - Activities Revenue	0.00	0.00	486.00	486.00	0.00	0.00	0.00	0.00	0.00	486.00
4860.05 - Games/Rides Revenue	0.00	626.45	75.30	701.75	0.00	0.00	0.00	0.00	0.00	701.75
4860.11 - Raffle Revenue	0.00	427.00	0.00	427.00	0.00	0.00	0.00	0.00	0.00	427.00
4860.12 - Butterfly Release (ABF)	0.00	905.00	0.00	905.00	0.00	0.00	0.00	0.00	0.00	905.00
Total 4860 - Activities/Festivals Revenue	0.00	6,950.45	561.30	7,511.75	0.00	350.00	0.00	9,950.00	0.00	17,811.75
Total 4000 - Revenue	14,510.04	6,950.45	611.30	7,561.75	0.00	192,081.19	15,070.87	9,950.00	6,679.00	245,852.85
4950 - Investment Activity										
4952 - Investment Interest/Dividends	0.00	0.00	0.00	0.00	558.29	19.15	0.00	0.00	0.00	577.44
4954 - Investment Change in Value	0.00	0.00	0.00	0.00	1,137.36	-23.58	0.00	0.00	0.00	1,113.78
4957 - Managment Fees	0.00	0.00	0.00	0.00	-51.10	-26.51	0.00	0.00	0.00	-77.61
Total 4950 - Investment Activity	0.00	0.00	0.00	0.00	1,644.55	-30.94	0.00	0.00	0.00	1,613.61
Total Income	14,510.04	6,950.45	611.30	7,561.75	1,644.55	192,050.25	15,070.87	9,950.00	6,679.00	247,466.46
Cost of Goods Sold										
5300 - Cost of Goods Sold - Retail										
5302 - COGS Retail - Candles	0.00	0.00	0.00	0.00	0.00	0.00	554.62	0.00	0.00	554.62
5304 - COGS Retail - Mums	0.00	0.00	0.00	0.00	0.00	0.00	839.00	0.00	0.00	839.00
5352 - COGS Retail - Crisp Mix	0.00	0.00	0.00	0.00	0.00	0.00	390.46	0.00	0.00	390.46
5354 - COGS Retail - Cider	0.00	0.00	0.00	0.00	0.00	0.00	2,230.00	0.00	0.00	2,230.00
5356 - COGS Retail - Jelly	0.00	0.00	0.00	0.00	0.00	0.00	1,135.44	0.00	0.00	1,135.44
5358 - COGS - Candy Apples	3,678.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,678.30
5360 - COGS - Chips/Snacks	159.60	0.00	0.00	0.00	0.00	0.00	674.27	0.00	0.00	833.87
5362 - COGS Retail - Honey	0.00	0.00	0.00	0.00	0.00	0.00	1,225.50	0.00	0.00	1,225.50
5364 - COGS Retail - Clothing (Hats, Tees, Scarves, Sweats)	0.00	0.00	0.00	0.00	0.00	0.00	279.00	0.00	0.00	279.00
5366 - COGS Retail - Merchandise	0.00	0.00	0.00	0.00	0.00	0.00	574.17	0.00	0.00	574.17
5368 - COGS - Candy	0.00	0.00	0.00	0.00	0.00	0.00	198.00	0.00	0.00	198.00

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	Concession	Apple Blossom (Festivals)	Scarecrow (Festivals)	Total Festivals	Investments	Operations	Retail	Spray Program	Tours	TOTAL
5300 - Cost of Goods Sold - Retail - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 5300 - Cost of Goods Sold - Retail	3,837.90	0.00	0.00	0.00	0.00	0.00	8,100.46	0.00	0.00	11,938.36
5800 - Cost of Goods Sold - Concession										
5802 - COGS Concession - Food	2,557.64	0.00	0.00	0.00	0.00	23.89	127.70	0.00	0.00	2,709.23
5806 - COGS-Packaged Items	380.20	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	380.20
5810 - COGS-Pastry	1,082.20	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,082.20
5850 - COGS Concession - Supplies	173.03	0.00	0.00	0.00	0.00	0.00	41.95	0.00	0.00	214.98
Total 5800 - Cost of Goods Sold - Concession	4,193.07	0.00	0.00	0.00	0.00	23.89	169.65	0.00	0.00	4,386.61
Total COGS	8,030.97	0.00	0.00	0.00	0.00	23.89	8,270.11	0.00	0.00	16,324.97
Gross Profit	6,479.07	6,950.45	611.30	7,561.75	1,644.55	192,026.36	6,800.76	9,950.00	6,679.00	231,141.49
Expense										
7000 - Salary & Wages										
7002 - Salary & Wages Farm Operations	0.00	0.00	0.00	0.00	0.00	42,105.94	0.00	0.00	0.00	42,105.94
7006 - Salary & Wages Pickers	0.00	0.00	0.00	0.00	0.00	8,947.50	0.00	0.00	0.00	8,947.50
7009 - Payroll Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 7000 - Salary & Wages	0.00	0.00	0.00	0.00	0.00	51,053.44	0.00	0.00	0.00	51,053.44
7020 - Employee Benefits										
7022 - Health Insurance	0.00	0.00	0.00	0.00	0.00	5,104.00	0.00	0.00	0.00	5,104.00
Total 7020 - Employee Benefits	0.00	0.00	0.00	0.00	0.00	5,104.00	0.00	0.00	0.00	5,104.00
7030 - Payroll Taxes										
7032 - Social Security	0.00	0.00	0.00	0.00	0.00	3,165.33	0.00	0.00	0.00	3,165.33
7034 - Medicare	0.00	0.00	0.00	0.00	0.00	740.29	0.00	0.00	0.00	740.29
7036 - Unemployment	0.00	0.00	0.00	0.00	0.00	1,239.02	0.00	0.00	0.00	1,239.02
Total 7030 - Payroll Taxes	0.00	0.00	0.00	0.00	0.00	5,144.64	0.00	0.00	0.00	5,144.64
7200 - Supplies										
7202 - Breeding / Polination	0.00	0.00	0.00	0.00	0.00	1,728.00	0.00	0.00	0.00	1,728.00
7203 - Farm Supplies	0.00	0.00	0.00	0.00	0.00	942.51	0.00	0.00	0.00	942.51
7206 - Fuel	0.00	0.00	0.00	0.00	0.00	3,034.21	0.00	0.00	0.00	3,034.21
7208 - Irrigation	0.00	0.00	0.00	0.00	0.00	881.93	0.00	0.00	0.00	881.93
7212 - New Plants/Seeds (Trees, Plants, Bushes, etc.)	0.00	0.00	0.00	0.00	0.00	2,615.14	0.00	0.00	0.00	2,615.14
7216 - Signs - Informational	0.00	249.40	0.00	249.40	0.00	0.00	0.00	0.00	0.00	249.40
7218 - Spray Material/Chemicals	0.00	0.00	0.00	0.00	0.00	30,177.99	0.00	0.00	0.00	30,177.99
7226 - Soil Tests	0.00	0.00	0.00	0.00	0.00	258.50	0.00	0.00	0.00	258.50
Total 7200 - Supplies	0.00	249.40	0.00	249.40	0.00	39,638.28	0.00	0.00	0.00	39,887.68
7300 - Telephone										
7302 - Land Line Phone	0.00	0.00	0.00	0.00	0.00	1,666.86	0.00	0.00	0.00	1,666.86
Total 7300 - Telephone	0.00	0.00	0.00	0.00	0.00	1,666.86	0.00	0.00	0.00	1,666.86
7320 - Postage / Freight										
7322 - Postage / Shipping	0.00	39.34	0.00	39.34	0.00	365.19	0.00	0.00	46.00	450.53
7326 - Postal Fees (PO Box & Permits)	0.00	108.00	0.00	108.00	0.00	1,205.79	0.00	0.00	0.00	1,313.79
Total 7320 - Postage / Freight	0.00	147.34	0.00	147.34	0.00	1,570.98	0.00	0.00	46.00	1,764.32
7420 - Equipment Rental										
7422 - Tractor Lease	0.00	0.00	0.00	0.00	0.00	12,940.99	0.00	0.00	0.00	12,940.99
Total 7420 - Equipment Rental	0.00	0.00	0.00	0.00	0.00	12,940.99	0.00	0.00	0.00	12,940.99
7500 - Printing and Publications										
7502 - Printing and Reproductions	0.00	987.06	566.58	1,553.64	0.00	1,007.86	0.00	0.00	0.00	2,561.50
7506 - Newsletter	0.00	0.00	0.00	0.00	0.00	207.00	0.00	0.00	0.00	207.00
Total 7500 - Printing and Publications	0.00	987.06	566.58	1,553.64	0.00	1,214.86	0.00	0.00	0.00	2,768.50
7540 - Conference/Seminars/Meetings	0.00	0.00	0.00	0.00	0.00	24.00	0.00	0.00	0.00	24.00
7600 - Interest Expense										

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	Concession	Apple Blossom (Festivals)	Scarecrow (Festivals)	Total Festivals	Investments	Operations	Retail	Spray Program	Tours	TOTAL
7610 - Finance Charge	0.00	0.00	0.00	0.00	0.00	72.14	0.00	0.00	0.00	72.14
Total 7600 - Interest Expense	0.00	0.00	0.00	0.00	0.00	72.14	0.00	0.00	0.00	72.14
7700 - Depreciation	0.00	0.00	0.00	0.00	0.00	8,894.70	0.00	0.00	0.00	8,894.70
8020 - Advertising										
8022 - Signs - Advertising (A-frames, banners)	0.00	220.99	0.00	220.99	0.00	680.90	0.00	0.00	0.00	901.89
8028 - Advertising - Print	0.00	1,198.00	0.00	1,198.00	0.00	9,875.80	0.00	0.00	0.00	11,073.80
8029 - Advertising - Radio/TV	0.00	0.00	0.00	0.00	0.00	3,450.00	0.00	0.00	0.00	3,450.00
Total 8020 - Advertising	0.00	1,418.99	0.00	1,418.99	0.00	14,006.70	0.00	0.00	0.00	15,425.69
8040 - Bank Service Charges	0.00	0.00	0.00	0.00	0.00	22.13	0.00	0.00	0.00	22.13
8042 - Credit Card Fees										
8042.01 - Processor Fee	0.00	0.00	0.00	0.00	0.00	1,074.84	0.00	0.00	0.00	1,074.84
8042.02 - Exchange Fees	0.00	0.00	0.00	0.00	0.00	956.98	0.00	0.00	0.00	956.98
8042.03 - Monthly Fees	0.00	0.00	0.00	0.00	0.00	168.75	0.00	0.00	0.00	168.75
Total 8042 - Credit Card Fees	0.00	0.00	0.00	0.00	0.00	2,200.57	0.00	0.00	0.00	2,200.57
8045 - Payroll Service Fees	0.00	0.00	0.00	0.00	0.00	783.20	0.00	0.00	0.00	783.20
8080 - Contributions	0.00	0.00	0.00	0.00	0.00	20,000.00	0.00	0.00	0.00	20,000.00
8120 - Insurance										
8122 - Crop Insurance	0.00	0.00	0.00	0.00	0.00	6,257.00	0.00	0.00	0.00	6,257.00
8123 - Buildings and Contents	0.00	0.00	0.00	0.00	0.00	1,103.00	0.00	0.00	0.00	1,103.00
8124 - Liability Insurance	0.00	0.00	0.00	0.00	0.00	1,073.00	0.00	0.00	0.00	1,073.00
8125 - Farm Personal Property	0.00	0.00	0.00	0.00	0.00	1,130.00	0.00	0.00	0.00	1,130.00
8126 - Worker's Compensation	0.00	0.00	0.00	0.00	0.00	2,842.00	0.00	0.00	0.00	2,842.00
8130 - Vehicles Insurance	0.00	0.00	0.00	0.00	0.00	583.00	0.00	0.00	0.00	583.00
8132 - Pollution Insurance	0.00	0.00	0.00	0.00	0.00	696.00	0.00	0.00	0.00	696.00
8134 - Board Insurance	0.00	0.00	0.00	0.00	0.00	735.00	0.00	0.00	0.00	735.00
Total 8120 - Insurance	0.00	0.00	0.00	0.00	0.00	14,419.00	0.00	0.00	0.00	14,419.00
8140 - Licenses, Permits & Fees	0.00	0.00	0.00	0.00	0.00	89.00	0.00	0.00	0.00	89.00
8145 - Membership Fees	0.00	0.00	0.00	0.00	0.00	760.00	0.00	0.00	0.00	760.00
8165 - Meetings/Events										
81651 - Volunteer	0.00	0.00	0.00	0.00	0.00	1,141.12	0.00	0.00	0.00	1,141.12
Total 8165 - Meetings/Events	0.00	0.00	0.00	0.00	0.00	1,141.12	0.00	0.00	0.00	1,141.12
8180 - Office Supplies										
8182 - Misc. Office Supplies	0.00	0.00	0.00	0.00	0.00	716.88	0.00	0.00	0.00	716.88
8188 - Checks	0.00	0.00	0.00	0.00	0.00	190.94	0.00	0.00	0.00	190.94
Total 8180 - Office Supplies	0.00	0.00	0.00	0.00	0.00	907.82	0.00	0.00	0.00	907.82
8220 - Other Supplies										
8221 - Festival Supplies/Expense	0.00	108.11	0.00	108.11	0.00	0.00	0.00	0.00	0.00	108.11
8222 - Bags & Boxes (For Picking Apples)	0.00	0.00	0.00	0.00	0.00	3,126.14	0.00	0.00	381.61	3,507.75
8223 - Farm Stand Supplies	64.14	0.00	0.00	0.00	0.00	812.34	0.00	0.00	0.00	876.48
8225 - Miscellaneous Supplies	0.00	596.00	0.00	596.00	0.00	0.00	0.00	0.00	453.90	1,049.90
8229 - Volunteer Food	0.00	0.00	0.00	0.00	0.00	259.94	0.00	0.00	0.00	259.94
Total 8220 - Other Supplies	64.14	704.11	0.00	704.11	0.00	4,198.42	0.00	0.00	835.51	5,802.18
8230 - Other Rentals										
8232 - Tent Rentals	0.00	790.00	761.00	1,551.00	0.00	1,100.00	0.00	0.00	0.00	2,651.00
8234 - Rental - Festivals	0.00	391.40	258.00	649.40	0.00	100.00	0.00	0.00	0.00	749.40
8238 - Misc. Rentals	0.00	199.20	0.00	199.20	0.00	0.00	0.00	0.00	0.00	199.20
Total 8230 - Other Rentals	0.00	1,380.60	1,019.00	2,399.60	0.00	1,200.00	0.00	0.00	0.00	3,599.60
8240 - Professional Fees										
8242 - Entertainment	0.00	400.00	200.00	600.00	0.00	1,200.00	0.00	0.00	0.00	1,800.00
8244 - Weather Service	0.00	0.00	0.00	0.00	0.00	728.58	0.00	0.00	0.00	728.58

Friends of Sholan Farms, Inc.
Profit & Loss by Class
January through December 2013

	Concession	Apple Blossom (Festivals)	Scarecrow (Festivals)	Total Festivals	Investments	Operations	Retail	Spray Program	Tours	TOTAL
8245 - Prof Fees - Other	0.00	0.00	0.00	0.00	0.00	10,000.00	0.00	0.00	0.00	10,000.00
8246 - Tree Pruning	0.00	0.00	0.00	0.00	0.00	1,230.00	0.00	0.00	0.00	1,230.00
Total 8240 - Professional Fees	0.00	400.00	200.00	600.00	0.00	13,158.58	0.00	0.00	0.00	13,758.58
8260 - Repairs & Maintenance										
8262 - Buildings	0.00	0.00	0.00	0.00	0.00	148.69	0.00	0.00	0.00	148.69
8263 - Electrical Work	0.00	0.00	0.00	0.00	0.00	757.14	0.00	0.00	0.00	757.14
8264 - Stand Equipment	0.00	0.00	0.00	0.00	0.00	55.48	0.00	0.00	0.00	55.48
8265 - Grounds Maintenance	0.00	0.00	0.00	0.00	0.00	903.80	0.00	0.00	0.00	903.80
8266 - Farm Equipment	0.00	0.00	0.00	0.00	0.00	6,039.26	0.00	0.00	0.00	6,039.26
8269 - Misc. Repairs & Maint.										
8269.01 - Bee Apirary	0.00	0.00	0.00	0.00	0.00	600.00	0.00	0.00	0.00	600.00
Total 8269 - Misc. Repairs & Maint.	0.00	0.00	0.00	0.00	0.00	600.00	0.00	0.00	0.00	600.00
Total 8260 - Repairs & Maintenance	0.00	0.00	0.00	0.00	0.00	8,504.37	0.00	0.00	0.00	8,504.37
8300 - Taxes										
8308 - Tax Late Pay Penalty	0.00	0.00	0.00	0.00	0.00	99.76	0.00	0.00	0.00	99.76
Total 8300 - Taxes	0.00	0.00	0.00	0.00	0.00	99.76	0.00	0.00	0.00	99.76
8320 - Utilities										
8321 - Electric	0.00	0.00	0.00	0.00	0.00	2,017.29	0.00	0.00	0.00	2,017.29
8323 - Restroom Service	0.00	65.00	65.00	130.00	0.00	1,063.78	0.00	0.00	0.00	1,193.78
8324 - Trash Removal	0.00	0.00	0.00	0.00	0.00	2,221.14	0.00	0.00	0.00	2,221.14
8326 - Internet Service	0.00	0.00	0.00	0.00	0.00	640.36	0.00	0.00	0.00	640.36
8327 - Member Contact	0.00	0.00	0.00	0.00	0.00	446.28	0.00	0.00	0.00	446.28
Total 8320 - Utilities	0.00	65.00	65.00	130.00	0.00	6,388.85	0.00	0.00	0.00	6,518.85
8340 - Vehicle Expense										
8344 - Vehicle Expenses Other	0.00	0.00	0.00	0.00	0.00	445.00	0.00	0.00	0.00	445.00
8346 - Gasoline for Farm Vehicles	0.00	0.00	0.00	0.00	0.00	1,253.21	0.00	0.00	0.00	1,253.21
Total 8340 - Vehicle Expense	0.00	0.00	0.00	0.00	0.00	1,698.21	0.00	0.00	0.00	1,698.21
Total Expense	64.14	5,352.50	1,850.58	7,203.08	0.00	216,902.62	0.00	0.00	881.51	225,051.35
Net Ordinary Income	6,414.93	1,597.95	-1,239.28	358.67	1,644.55	-24,876.26	6,800.76	9,950.00	5,797.49	6,090.14
Other Income/Expense										
Other Income										
9910 - Other Income										
9916 - Insurance Claims	0.00	0.00	0.00	0.00	0.00	5,970.00	0.00	0.00	0.00	5,970.00
9918 - Value Change of Life Insurance	0.00	0.00	0.00	0.00	0.00	1,818.70	0.00	0.00	0.00	1,818.70
Total 9910 - Other Income	0.00	0.00	0.00	0.00	0.00	7,788.70	0.00	0.00	0.00	7,788.70
Total Other Income	0.00	0.00	0.00	0.00	0.00	7,788.70	0.00	0.00	0.00	7,788.70
Net Other Income	0.00	0.00	0.00	0.00	0.00	7,788.70	0.00	0.00	0.00	7,788.70
Net Income	6,414.93	1,597.95	-1,239.28	358.67	1,644.55	-17,087.56	6,800.76	9,950.00	5,797.49	13,878.84