

Day of Caring 2017



Boston Area Gleaners



Pruning 2017



Story Walk Installation



Richard, Joe, John, and Frank

Christmas Tree Shop





Sholan Farms® Annual Report

Established in April 2001

July 2017 – June 2018

Sholan Teamwork 2017



Tyler and Vinkata

Sholan Teamwork



Sally, Jesus & Sett

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Sholan Farms Staff

Orchard Manager: Michael Meehan, mike_meehan@rocketmail.com, Tel: 978-660-4556 (retired Dec 2017)
 Orchard Manager: Sam Holmes, samholmes@sholanfarms.com, Tel: 508-517-1264 (March 2018)
 Assistant Farm Manager, Emily Watkevich, emilyw.sholanfarms@gmail.com, Tel: 978-821-2966
 Farmstand Manager – Volunteer Coordinator, Cindy LaFleur, cindylafleur@sholanfarms.com, Tel: 978-840-3276 (2017)

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 2017 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

Over 5,000 people participated in various Friends' functions and 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 automobile, 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. The staff, supporters and volunteers at Sholan Farms teach 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.

Guests tour the orchard and get a chance to learn how apples grow. 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.

The Friends' educational tour program affords visitors of all ages 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 the adjacent Fallbrook 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 operations, 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 Central Mass and beyond). 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 hours to protect, preserve and restore the property and orchard. In 2012, 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.

2017 Revenue, Donations and Fund-Raising

The Friends of Sholan Farms use the accrual accounting method and our fiscal year ends in December. Throughout 2017 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 \$122,178.43. 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, \$139.7K - 2015, and \$108K - 2016.

Mother Nature is always throwing uncertainties into the mix, which certainly brings new challenges to every farmer year after year. Massachusetts officials reported that the 2017 New England apple crop was estimated to be about 8 percent larger than the 2016 crop. Our initial assessment estimated that the crop was lower than expected due to poor pollination, and over thinning in some sections. A detailed explanation can be found in the revenue expense section of this report.

The pumpkin harvest, both carving and sugar, was decent for 2017 year. We did experience higher than average powdery mildew on the vines which destroys the stems and blemishes the produce. This was due to the wet growing season. A new field was cut and prepared, and the winter squashes, gourds, and specialty pumpkins were planted in the new field in 2017. The old field will lie fallow for the coming year, with a cover crop sown. We must start rotating crops and spend time to refurbish the crop land. The soil is clogged with invasive weeds that include bedstraw, pigweed, and bindweed. Soil tests also show that the soils are lacking in nutrients and organic matter. We have reached out to UMASS Extension service, who are providing soil testing, and Integrated Pest Management services for the 2018 growing season.

Fundraising is an area that needs more attention. The most successful fundraising efforts are the Apple Blossom and Harvest Festivals. Donations, events, sponsorship and grants amounted to \$35K or 12% of the total revenues. 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. In Decemeber 2017, we received help through the Mass Department of Agriculture to write a new 5-year Business Plan. Andy and Joanne

attending the “Tilling the Soil” classes and were able to set goals and objectives that will enable us to raise additional funds. Another key component will be to aggressively seek grants.

Volunteer & Leadership Assessment

The past few years have been 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 using paid staff and volunteers. The farm is run by our paid staff which includes an Orchard Manager, Assistant Orchard Manager, Farmstand/Volunteer Coordinator Manager, and seasonal staff and volunteers. We rely on volunteers to complete a major amount of the work. This year brought in approximately 8,000 logged volunteer hours and numerous volunteer hours that have not accounted for. Each year we hire a new farmstand manager and that in itself is a challenge. In 2017 we hired a full time Farmstand Manager who started in June. There is a steep learning curve and we are still evaluating the pros and cons of keeping this as a full time position. 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 the farmstand selling apples and retail, school tours, and many other areas too numerous to mention.

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, making value added products, school tours and pruning, which have all been somewhat 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 2001 when we took over the farm, we had nine varieties of apples and by 2017 we had 39 +/- varieties in production. 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. Efforts are underway to bring fallow farmland into 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 were part of a grant through the Mass Fruit Growers Association. The Friends contributed the cost of irrigation and support systems. The trees were 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 are 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.

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 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! The orchard suffered a setback in 2016 due to the minus 16 degree days in February, which killed all the buds. The orchard produced the first crop in 2017. Thank you Mike for leading the charge and thank you Roy for the donation.

Farmers Market

Sholan just finished its fourth year of participation in the Fitchburg Farmer's Market, and its third year in the Leominster Farmer's Market. Results were mixed with a huge increase in sales at the Fitchburg (62%) being offset by a decrease in sales at the Leominster market (-22%). The increase in Fitchburg's sales can be accounted for by a change of location to a much more accessible and visible spot. It is unknown why Leominster decreased so much. Overall, farmer's market sales increased 4% over the previous year, for a total of about \$6,100. Sholan also applied to participate in the Westminster Farmer's Market but was rejected due to the large number of farmers already participating in that market. Sholan will continue to try to join more markets as they become available.

Blueberries

The blueberry patch was established in 2007 (11 rows – 100 plants per row). Three types were planted: Rows 1-3 Blue Ray (Closest to Street), rows 4-7 Late Blue (Middle)(End of Season), and rows 8-11 Blue Crop (Furthest East)(Midseason). 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, 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, no soil tests or fertilization, and the weed situation has become intolerable. Consequently, close to half of the plants have died. We made another unsuccessful 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. The new planting was negatively impacted by the severe drought. We will reassess the plants in 2018.



Solar Installation 2011-2017

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.
- SREC – Solar Renewable Energy Credits: Approximately \$285.00 for every 1,000 kw hours produced for 10 years. Estimated payback through 2017 is \$8,000 which is credited to the utility bill.

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 30,914 kW of power, offset over 38,643 pounds of CO₂, equivalent offset of 2,932 gallons of gas. Check it out on the web: <https://www.solrenview.com/SolrenView/mainFr.php?siteId=793> or at www.sholanfarms.com and follow the link.



Farmstand Expansion 2011-2017

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 will allow us to expand our retail space by 750 square feet as well as provide equipment storage during the winter months. We budgeted \$33,455 dollars for this project and we came in over by \$43. Betterments have continued through 2017 and include additional amenities such as lighting, counter space, insulation.

Since the initial construction we have added shelving, counters and amenities. The electrical shop at Leominster Center for Technical Education Innovation (CTEI) completed the installation a ceiling fan, additional lighting in the farm stand, and motion detection switches in the farms stand and country store.

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. A replacement John Deere 5085E tractor was ordered and delivered in 2014.

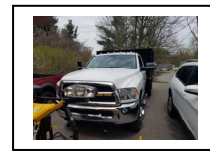
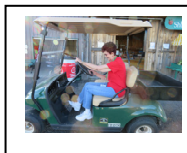
The 3 vintage golf carts were retired in 2017 due to unfixable mechanical failures. The board approved the purchase of a used 2014 EZ Go Model TXT gas golf cart for \$4,800.00 plus \$175 delivery. The cart was delivered in September.

The Ford truck we had been using for deliveries and Farmers markets failed inspection in 2016. The frame was rotted and the power steering had failed. The board voted to purchase a new 2017 Ram 3500 truck with plow, stake bed, and lift gate.

Used Ford F150. This truck was purchased from Sam Holmes for \$1,800. The truck will only be used on the property.

Storage Trailer – Mr Bovenzi donated a tractor trailer body. Ricky's towing delivered and set up the unit on October 2, 2017. This is providing much needed additional storage.

Over the past couple of years we purchased additional farm equipment and tools: diesel tank, 8 foot disc harrow, spin spreader, cultivator, landscape rake, Ferris IS 3000 zero turn mower, and spreader.



Other Achievements 2015-2017

Facilities Update – Operations

2017 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

- Paving Project – The DPW paved the area around the Farm Stand in 2016.
- Purchase of 20 – Macaxe 20 bushel bins 40 x 48 x 31 apple harvest bins \$134 each total purchase \$2.680, short side runner, 20-red plastic vegetable bins, and pumpkin bins.
- DPW work: The DPW installed pavement around the farmstand in September 2017.
- Festival Wagon Tour Route – The DPW began construction of a new wagon tour route that we can use for festivals. It will be finished in 2018.

- Erosion Controls – This continues to be an issue. In particular, there is an area in block 2 where the water bubbles up out of the ground. Vern Holman was awarded the job and did install a new drainage system in 2014. He also repaired additional problem areas in 2016 and more drainage issues in 2017. In 2018 additional drainage problems surfaced in block 2 between rows 14-18 and Vern assures us that he will correct the problem.
- A new storage building was constructed by Leominster High School Center for Technical Education Innovation (CTEI). This new building replaces the old storage building which was too small and in need of repair. The DPW moved the old storage building across the street where it will serve as a visitor and sales shed for the raspberry and blueberry U-pick season.
- In 2016, our main well went dry during the drought. We were able to secure a United States Department of Agriculture (USDA) Farm Service Agency (FSA) grant, which allowed us to hire a contractor, Jim McDonald, to drill a replacement. The new well is 600 feet deep and produces approximately 20 gallons per minute.

Christmas Tree Shop at Sholan Farms

2017 was the second year that the Friends had responsibility for the Christmas tree sales. We decided to purchase 500 trees (a mix of Frasier and Balsam Fir) the same amount that we ordered in 2016. We ordered trees with varying heights of between 4 and 12 feet.

The trees were delivered just before Thanksgiving and we started selling them the Friday after Thanksgiving. Sales continued until we closed on December 17, 2017.

We made a few minor changes for the 2017 season. We added Cavicchio Green Houses as a supplier for some of our wreaths, and we tried staying open longer.

Having wreaths to sell was a very nice addition. The decorating done by my wife Cynthia and son Jeffry and Cindy LaFleur were very well received. We sold 48 wreaths which was more than had been sold in previous years by Bart.

Overall, we are very pleased with how this second year went. We sold 95% of the trees we ordered, which was better than 2016. We continued selling apples well past the end of October due to tree customers coming into the farm stand. We are looking forward to the 2018 season.



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

	Charter	Friends	Patrons	Bus/Corp	Total
2013	82	95	0	3	180
2014	79	102	0	3	184
2015	82	100	0	4	185
2016	74	109	0	3	186
2017	74	91	0	3	168
Growth	0.00%	-16.51%	na	na	-9.68%

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 2017 was \$293,840.85, which represents an increase of revenues of 6.6% over 2016. In 2017, two-percent of our income came from membership and five-percent from sponsorship and donations, while in 2006, 30% came from donations and membership dues. We also received two grants in 2017, totaling \$15,000. Friends membership renewals declined by 16% since 2017, which is the biggest decline in our existence. 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. Additional attention is needed to rejuvenate our membership structure. We need a renewed focus on our business membership as well.

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
2016	\$107,895.12	\$275,433.79	\$249,380.11	\$26,053.68
2017	\$122,178.43	\$293,840.85	\$275,063.67	\$18,777.18
Growth 16-17	13.24%	6.68%	10.30%	-27.93%

** Apples excludes crop loss insurance payout of \$ 74,464, Gross Revenue includes the payout.

** Expense includes depreciation of \$ 28,528.88 – note without depreciation the Net for 2017 would be \$ \$47,306.06.

Revenue-Expense Explanations 2017

While the 2017 fiscal year results reflect an increase in revenue, apple sales increased by 13% from \$107k in 2016 to \$122k in 2017. The 2017 year brought big disappointments and proved to be one of our most difficult growing year with many unwelcome challenges. Our 2017 crop production and sales were affected by several factors including a very wet May and June which showered us with a huge outbreak of fungal scab. Due to the amount of scab we were forced to apply double the amount of fungicide from May through June. Post analysis leaves us to suspect the new low output, environmentally friendly nozzles contributed to the outbreak because the spray output did not reach the top of the trees. We also made an error in judgement and pushed the Memorial Day weekend spray out for 13 days, which left us with no cover to handle the developing scab. In addition, the weather impacted the u-pick weekend sales by delivering four weekends of rain.

The apple sales increased by 13 percent mainly due to the 3% price increase and the elimination of the ¼ peck bag. Overall gross revenues increased by 6 percent and is partially due to the insurance crop loss claims payout of \$74,464. The spray material/chemical account increased by 50% from \$26k to \$51K. This account includes expenses for all chemicals used for crop maintenance including orchard, raspberries, blueberries, vegetables, pumpkins, and herbicides. (Sources: Sholan Farms observations, UMASS, New England Apple, Boston Globe)

Crop History 2012 – 2017

In spite of the small crop production we managed to stay open for U-Pick until October 30 even though most orchards shut down after Columbus Day due to lack of apples.

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
2016	\$107,895.12	\$26,362.86	\$81,532.26
2017	\$122,178.43	\$50,537.01	\$71,641.42
Growth 16-17	13.24%	91.70%	-12.13%

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 spent 11 years restoring the back forty – which included mowing, spreading lime and eradicating invasive plants. This successful reclamation project completed in 2015. In 2016 we began repurposing 4 acres of the back 40 acres into useable crop land. This has turned out to be a very labor intensive project. The land was never used as crop land so we encountered monstrous rocks and stones. It has taken well over three weeks to remove the rocks and more work is needed. We will continue to explore usage options such as keeping it as an open meadow, return it to agricultural land or find alternative uses for the property. In addition, efforts are underway to reclaim 6.3 acres of abandon orchard on the southeast side of Pleasant St. Initial clearing has been done and quotes to complete the work are upward of \$15,000. The business plan and the master plan show this being in full production in the next few years.

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.

In 2017 we recognized that our crop load was greater than our needs and 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 600 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. placed a new master 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 has a map of the trail system for that area stating where you are, property usage rules, and trail features.

During 2016 Lisa Novelli led the Project Apples literacy project which installed story walk posts and boards that will bring a new and exciting addition to the property. This is 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. This project will be completed in 2018.

Master Plan 2012 – 2017

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.

Business Plan 2017-2022

The Friends completed a new five-year business plan in 2017. Representatives attended the Tilling the Soil Business Plan course which was conducted by the Mass Department of Revenue. During the course we had the opportunity to analyze the farming industry and develop strategic goals and objectives that will guide us through the next several years. The outcome gave us a clear direction to guide us to continue to grow into a sustainable and profitable business.

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, 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 are members of 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

One of the major challenges is volunteer and member recruitment. We have already begun to address this by creating a new position with added responsibilities that will help to build up our recruitment efforts. The new manager will also be charged with becoming an ambassador to help us grow stronger in stature and in community outreach. We need stronger business involvement and we need a stronger, younger volunteer base. We have worked to acknowledge our

volunteers with the Appreciation Luncheon and Welcome Back BBQ but we need more community outreach. We should also reach out to all our volunteers to become members.

We believe that we have accomplished steady growth by improving our activities. We now hold the 3 day Harvest Weekend, the improved Apple Blossom Festival, and September Craft Show have all grown and bring people from all around Leominster to the farm.

Hopefully, we will see some major advancement in fundraising, sewer line work, and movement toward fulfilling the Master Plan. We have applied for grants to complete the Master Plan. To succeed in 2017 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 – Sam Holmes & Staff
2. Farm Stand Manager – Empower Train and Support
3. Volunteer Recruitment and Retention – Farm Stand Manager & Board
4. Master Plan, Fundraising & Grant Writing – Team Leader – Joanne DiNardo
5. Orchard Expansion Team – Planting, Pruning, Nurturing, IPM – Joanne DiNardo, Sam Holmes and Steve Smith
6. Membership Team to grow the membership, Team Leader Steve Smith
7. Off Site Sales Fitchburg and Leominster Farmers Markets – Orchard Manager
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. Business Planning Implementation - New 5 Year Plan completed in Dec 2017 – Team Leaders Joanne & Andy
10. Finance – Andy Mercik – Team Leader
11. Festivals and Activities (Includes Apple Blossom Festival and Fall Harvest Festival) Team Leader Patti LaGrassa
12. New Crops and expansions – Team Leader – Operations Team
13. Restore Water Tower – (AKA former Spray Program) Joanne DiNardo
14. Newsletter – Patti LaGrassa
15. Trail, Outreach & Recreation Team
16. Marketing and Advertising – Joanne Team Leader

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

Friends of Sholan Farms, Inc.
Balance Sheet
As of December 31, 2017

Dec 31, 17

ASSETS

Current Assets

Checking/Savings

1000 · Bank Accounts - Checking	
1010 · Fidelity Checking 80006679 (Operating Account)	23,004.25
1015 · PayPal Holding	79.95
Total 1000 · Bank Accounts - Checking	23,084.20
1100 · Bank Accounts - Savings	
1110 · Fidelity Savings 30329171 (Money Market Savings)	135,907.94
Total 1100 · Bank Accounts - Savings	135,907.94
1130 · Investment Funds	
1132 · CF Development Fund	12,740.17
1134 · Edward Jones Building	45,811.18
Total 1130 · Investment Funds	58,551.35
Total Checking/Savings	217,543.49

Accounts Receivable

1200 · Accounts Receivable	
1202 · AR - Wholesale	176.00
1200 · Accounts Receivable - Other	76,615.00
Total 1200 · Accounts Receivable	76,791.00
Total Accounts Receivable	76,791.00

Other Current Assets

1299 · A/R Miscellaneous	3,287.34
1390 · Gift Certificates (Sold for redemption)	10.99
Total Other Current Assets	3,298.33

Total Current Assets

297,632.82

Fixed Assets

1800 · Fixed Assets

1820 · Fixed Assets - Buildings	
1820.02 · Farm Stand Addition	30,334.00
1820.03 · Improvements - New Well & Pump	17,190.00
Total 1820 · Fixed Assets - Buildings	47,524.00
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 Refigeration	3,100.00
1830.09 · Berry Irrigation	11,165.00
1830.10 · Equip - Disc Harrow	2,200.00
Total 1830 · Fixed Assests - Farm Equipment	31,912.00
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	102,052.91

Friends of Sholan Farms, Inc.
Balance Sheet
As of December 31, 2017

	<u>Dec 31, 17</u>
1850 - Vehicles	
1850.01 - Vehicle - Ford Truck	4,100.00
1850.02 - Vehicle - Ram Truck	1,000.00
Total 1850 - Vehicles	<u>5,100.00</u>
1860 - Farm Stand Equipment	
1860.02 - Federal Open Case Cooler	2,750.00
Total 1860 - Farm Stand Equipment	<u>2,750.00</u>
Total 1800 - Fixed Assets	189,338.91
1900 - Accumulated Depreciation	
1911 - Accum. Depr - Sprayer	-9,000.00
1920 - Accum Depr - Buildings	-19,919.40
1930 - Accum Depr -Farm Equipment	-16,889.50
1940 - Accum Depr - Tractors	-82,842.32
1950 - Accumulated Depr - Vehicles	-4,100.00
1960 - Accum. Depr. - Stand Equipment	-1,100.00
Total 1900 - Accumulated Depreciation	<u>-133,851.22</u>
Total Fixed Assets	55,487.69
TOTAL ASSETS	<u><u>353,120.51</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 - Accounts Payable	7,096.76
Total Accounts Payable	<u>7,096.76</u>
Credit Cards	
2050 - Credit Card Accounts	
2050.06 - Chase Credit Card	
Chase - Dinardo 3203	74.38
Chase - Smith 0654	10.56
Total 2050.06 - Chase Credit Card	<u>84.94</u>
Total 2050 - Credit Card Accounts	<u>84.94</u>
Total Credit Cards	84.94
Other Current Liabilities	
2200 - Taxes Payable	
2200.02 - Sales Tax - Stand	1,603.65
2200.03 - Meals Tax Payable	0.47
Total 2200 - Taxes Payable	<u>1,604.12</u>
2550 - Accruals	
2550.01 - Accrued Expenses	2,919.86
Total 2550 - Accruals	<u>2,919.86</u>
Total Other Current Liabilities	<u>4,523.98</u>
Total Current Liabilities	11,705.68
Long Term Liabilities	
2600 - John Deere Credit	
2600.02 - Crop Care T200 Sprayer	891.74

Friends of Sholan Farms, Inc.
Balance Sheet
As of December 31, 2017

	Dec 31, 17
2600.03 - John Deere 5093 Tractor	4,148.21
2600.04 - John Deere 5085 Tractor	21,578.80
Total 2600 - John Deere Credit	26,618.75
Total Long Term Liabilities	26,618.75
Total Liabilities	38,324.43
Equity	
3000 - Opening Bal Equity	25,328.43
3100 - Retained Earnings - Restricted	
3100.02 - RE - Handicap Orchard	500.00
3111.04 - RE - Water Tower (Restricted funds for Water Tower Restoration)	15,575.00
Total 3100 - Retained Earnings - Restricted	16,075.00
3200 - Retained Earnings - Operating	249,580.04
Net Income	23,812.61
Total Equity	314,796.08
TOTAL LIABILITIES & EQUITY	353,120.51

Friends of Sholan Farms, Inc.
Profit & Loss
 January through December 2017

Jan - Dec 17

Ordinary Income/Expense

Income

4000 - Revenue

4001 - Product Sales

4100 - Apples

4100.04 - Apple 1/2 Peck

4104.01 - Apple 1/2 Peck

47,574.00

Total 4100.04 - Apple 1/2 Peck

47,574.00

4100.06 - Apple 1 Peck

4106.01 - Apple 1 Peck

24,266.50

Total 4100.06 - Apple 1 Peck

24,266.50

4100.08 - Apple 1/2 Bushel

4108.01 - Apple 1/2 Bushel

15,392.00

Total 4100.08 - Apple 1/2 Bushel

15,392.00

4100.10 - Apple 1 Bushel

4110.01 - Apple 1 Bushel

1,305.00

Total 4100.10 - Apple 1 Bushel

1,305.00

4100.12 - Apples - 3lb Bag

299.00

4114 - Apple Misc Sales

4114.01 - Apples - Orchard Run

2,288.38

4114.02 - Apples - Drop

2,267.00

4114.06 - Apples - Misc

2,503.15

Total 4114 - Apple Misc Sales

7,058.53

4119 - Apples Insurance (Insurance claim for year)

74,464.00

Total 4100 - Apples

170,359.03

4130 - Wholesale Sales

4132 - Wholesale Apples

4132.01 - Apple School Sales

15,488.00

4132.02 - Cider Apples

6,168.40

4132.03 - Apples - Wholesale

4,627.00

Total 4132 - Wholesale Apples

26,283.40

4136 - Wholesale Produce

1,285.33

4137 - Wholesale Pumpkins

205.00

4138 - Wholesale Peaches

65.00

Total 4130 - Wholesale Sales

27,838.73

4150 - Apple Wood

4152 - Wood - Bundle

671.00

Total 4150 - Apple Wood

671.00

4162 - Hay

30.00

4164 - Peaches

1,843.75

4166 - Pumpkin

5,772.20

4170 - Farm Products

4170.02 - Produce - Vegetable

5,989.37

4170.05 - Produce - Gourds

1,024.38

Total 4170 - Farm Products

7,013.75

Friends of Sholan Farms, Inc.
Profit & Loss
January through December 2017

	<u>Jan - Dec 17</u>
4180 · Berry Income	
4182 · Raspberries	2,254.75
4184 · Blueberries	3,084.00
	<hr/>
Total 4180 · Berry Income	5,338.75
4190 · Adjustments to Income	
4192 · Discounts - Coupons	-574.00
4194 · Discounts - Members	-1,165.80
4196 · Discounts - Volunteers	-1,595.00
4198 · Cash Over/Short	-339.72
	<hr/>
Total 4190 · Adjustments to Income	-3,674.52
Total 4001 · Product Sales	215,192.69
4200 · Retail Sales	
4210 · Retail Sales - Taxable	
4218 · Merchandise Taxable	1,289.13
4220 · Consignment Sales - Taxable	1,339.86
4240 · Christmas Trees	22,590.60
4242 · Christmas Merchandise	1,087.44
	<hr/>
Total 4210 · Retail Sales - Taxable	26,307.03
4250 · Retail Sales - Non Taxable	
4252 · Crisp Mix	1,731.50
4254 · Apple Cider	
4254.01 · Cider Gallon	1,456.00
4254.02 · Cider Half Gallon	2,509.00
4254.05 · Cider Other	615.00
	<hr/>
Total 4254 · Apple Cider	4,580.00
4256 · Jelly	465.00
4262 · Honey	
4262.03 · Regular Honey	4,051.25
	<hr/>
Total 4262 · Honey	4,051.25
4264 · Clothing	1,768.00
4265 · Stand Items	
4265.02 · Chips / Snacks	213.00
4265.03 · Honey Sticks	699.00
4265.04 · Candy Apples	1,813.00
	<hr/>
Total 4265 · Stand Items	2,725.00
4266 · Merchandise No Tax	383.50
4268 · Consignment Sales-No Tax	377.00
	<hr/>
Total 4250 · Retail Sales - Non Taxable	16,081.25
Total 4200 · Retail Sales	42,388.28
4270 · Concession Sales (Food)	
4272 · Prepared Food	
4272.06 · Pastry	676.95
4272.09 · Cookie	877.25
4272.10 · Other Food	104.95
4272.14 · Whole Pies	1,412.00

Friends of Sholan Farms, Inc.
Profit & Loss
January through December 2017

	<u>Jan - Dec 17</u>
4272.16 · Cider Donuts	1,549.86
Total 4272 · Prepared Food	4,621.01
4275 · Beverages	
4275.01 · By the Cup	90.37
4275.02 · Soda/ Water Cans/Bottles	1,125.00
4275.03 · Cider Pints	2,124.50
4275.04 · Lemonade	157.50
Total 4275 · Beverages	3,497.37
4282 · Outside Vendor	2,005.00
Total 4270 · Concession Sales (Food)	10,123.38
4300 · Activity Revenue	
4310 · Tours	
4312 · School Tours	6,110.00
4314 · Party Tours	351.50
Total 4310 · Tours	6,461.50
4360 · Garden Plots	
4361 · Individual Plots	1,650.00
4362 · Group Plots	75.00
Total 4360 · Garden Plots	1,725.00
Total 4300 · Activity Revenue	8,186.50
4500 · Contributions, Gifts and Grants	
4560 · Sponsorship	11,905.00
4580 · Membership	5,275.00
4600 · Donations	
4610 · Donations - Cash	
4617 · Donations - In Memory of	240.00
4618 · Wagon Donations	30.45
4620 · Donations - Miscellaneous	3,180.65
Total 4610 · Donations - Cash	3,451.10
Total 4600 · Donations	3,451.10
4700 · Grants	
4704 · Grants - City -Cultural Council	2,386.00
4706 · Grants - Federal	12,658.00
Total 4700 · Grants	15,044.00
Total 4500 · Contributions, Gifts and Grants	35,675.10
4800 · Other Revenue	
4810 · Solar Energy	1,689.30
4812 · Interest Income	211.91
4860 · Activities/Festivals Revenue	
4860.03 · Rental Revenue	3,300.00
4860.04 · Activities Revenue	143.00
4860.05 · Games/Rides Revenue	889.95
4860.09 · Outside Vendors	1,875.00
4860.11 · Raffle Revenue	1,174.00
4860.12 · Butterfly Release (ABF)	755.00

Friends of Sholan Farms, Inc.
Profit & Loss
January through December 2017

	<u>Jan - Dec 17</u>
Total 4860 - Activities/Festivals Revenue	8,136.95
Total 4800 - Other Revenue	<u>10,038.16</u>
Total 4000 - Revenue	321,604.11
4950 - Investment Activity	
4952 - Investment Interest/Dividends	234.19
Total 4950 - Investment Activity	<u>234.19</u>
Total Income	321,838.30
Cost of Goods Sold	
5300 - Cost of Goods Sold - Retail	
5306 - COGS Retail - Clothing (Hats, Tees, Scarves, Sweats)	1,401.44
5308 - COGS Retail - Merchandise	677.41
5352 - COGS Retail - Crisp Mix	363.62
5354 - COGS Retail - Cider	4,065.35
5356 - COGS Retail - Jelly	311.25
5358 - COGS Retail - Candy Apples	960.50
5360 - COGS Retail - Chips/Snacks	151.20
5362 - COGS Retail - Honey	1,834.00
5368 - COGS Retail - Candy	584.33
5370 - COGS Retail - Consignment	1,084.50
Total 5300 - Cost of Goods Sold - Retail	<u>11,433.60</u>
5500 - Cost of Goods Sold - Products	
5552 - COGS - Pumpkins	380.00
5556 - COGS - Produce	692.50
5580 - COGS-Christmas Trees	12,101.05
Total 5500 - Cost of Goods Sold - Products	<u>13,173.55</u>
5800 - Cost of Goods Sold - Concession	
5802 - COGS Concession - Food	504.19
5803 - COGS Concessions Beverages	174.15
5810 - COGS - Bakery	
5810.01 - COGS - Pies	1,084.00
5810.02 - COGS - Cookies	752.40
5810.03 - COGS - Pastry	110.40
5810.05 - COGS - Donuts	765.16
Total 5810 - COGS - Bakery	<u>2,711.96</u>
Total 5800 - Cost of Goods Sold - Concession	<u>3,390.30</u>
Total COGS	<u>27,997.45</u>
Gross Profit	293,840.85
Expense	
7000 - Salary & Wages	
7002 - Salary & Wages Farm Operations	55,291.10
7004 - Salary & Wages Farm Stand	18,215.13
7006 - Salary & Wages Pickers	3,972.50
7009 - Payroll Expenses	264.00
Total 7000 - Salary & Wages	<u>77,742.73</u>
7020 - Employee Benefits	

Friends of Sholan Farms, Inc.
Profit & Loss
January through December 2017

	<u>Jan - Dec 17</u>
7022 · Health Insurance	8,416.93
Total 7020 · Employee Benefits	8,416.93
7030 · Payroll Taxes	
7032 · Social Security	4,820.05
7034 · Medicare	1,127.26
7036 · Unemployment	346.33
7038 · Worker's Compensation	3,462.00
Total 7030 · Payroll Taxes	9,755.64
8010 · Professional Services	
8020 · Professional Fees	
8020.02 · Entertainment	4,640.00
8020.03 · Land Clearing	2,860.00
8020.04 · Weather Service	490.00
8020.05 · Tree Pruning	1,230.00
8020.09 · Training	10.00
8020.10 · Prof Fees - Other	57.50
Total 8020 · Professional Fees	9,287.50
Total 8010 · Professional Services	9,287.50
8060 · Advertising	
8061 · Advertising - Signs (A-frames, banners)	200.00
8062 · Display Sign	1,878.82
8064 · Advertising - Print	9,574.39
8065 · Advertising - Radio/TV	3,177.00
Total 8060 · Advertising	14,830.21
8110 · Office Expense	
8111 · Office Supplies	
8111.03 · Computer Supplies	218.14
8111 · Office Supplies - Other	1,381.81
Total 8111 · Office Supplies	1,599.95
8112 · Postage / Freight	
8112.01 · Postage / Shipping	887.09
8112.02 · Postal Fees (PO Box & Permits)	134.00
Total 8112 · Postage / Freight	1,021.09
8114 · Printing and Publications	
8114.01 · Printing and Reproductions	2,936.66
8114.02 · Publications	379.60
8114.03 · Newsletter	409.35
Total 8114 · Printing and Publications	3,725.61
8115 · Bank Service Charges	30.00
8116 · Credit Card Fees	
8116.01 · Processor Fee	2,439.12
8116.03 · Monthly Fees	190.00
8116.05 · PayPal Fee	10.20
8116.06 · Square Fee	10.27
8116.08 · EBT Fee	3.75

Friends of Sholan Farms, Inc.
Profit & Loss
January through December 2017

	<u>Jan - Dec 17</u>
Total 8116 · Credit Card Fees	2,653.34
8117 · Payroll Service Fees	925.39
8118 · Late Fees	221.95
8119 · Help Wanted	25.00
8122 · Dues and Subscriptions	360.00
8125 · Licenses, Permits & Fees	325.00
8126 · Membership Fees	<u>1,142.20</u>
Total 8110 · Office Expense	12,029.53
8160 · Occupancy	
8162 · Utilities	
8162.01 · Electric	4,017.63
8162.03 · Restroom Service	3,803.73
8162.04 · Trash Removal	1,812.39
8162.06 · Kerosene	<u>105.08</u>
Total 8162 · Utilities	9,738.83
8166 · Repairs & Maint	
8166.01 · Buildings	607.37
8166.02 · Electrical Work	199.07
8166.03 · Grounds Maintenance	5,603.96
8166 · Repairs & Maint - Other	<u>31.72</u>
Total 8166 · Repairs & Maint	<u>6,442.12</u>
Total 8160 · Occupancy	16,180.95
8210 · Conf/Seminars/Meetins	
8212 · Conference/Seminars	310.00
8214 · Meetings/Events	
8214.02 · Volunteer	<u>2,186.51</u>
Total 8214 · Meetings/Events	2,186.51
8216 · Training	<u>132.68</u>
Total 8210 · Conf/Seminars/Meetins	2,629.19
8260 · Interest Expense	
8264 · Loan Interest	<u>221.94</u>
Total 8260 · Interest Expense	221.94
8310 · Depreciation	28,528.88
8360 · Insurance	
8362 · Crop Insurance	7,286.00
8364 · Buildings and Contents	1,435.50
8366 · Liability Insurance	1,558.00
8368 · Farm Personal Property	1,077.00
8372 · Vehicles Insurance	575.00
8374 · Pollution Insurance	622.00
8376 · Board Insurance	<u>735.00</u>
Total 8360 · Insurance	13,288.50
8410 · Supplies	
8412 · Farm Supplies	
8412.01 · Breeding / Polination	2,112.00

Friends of Sholan Farms, Inc.
Profit & Loss
January through December 2017

	<u>Jan - Dec 17</u>
8412.02 · Irrigation	104.80
8412.04 · New Plants/Seeds (Trees, Plants, Bushes, etc.)	1,989.08
8412.05 · Orchard Signs - Informational	176.00
8412.06 · Pest Management	266.38
8412.07 · Spray Material/Chemicals	40,909.38
8412.08 · Chemical's for Planting	213.75
8412.09 · Bins / Large Crates	3,585.00
8412.10 · Soil Tests	78.70
8412.11 · Planting Supplies	899.20
8412.12 · Worker Protection	90.87
8412.14 · Tools	111.85
Total 8412 · Farm Supplies	50,537.01
8422 · Other Supplies	
8422.01 · Festival Supplies/Expense	1,276.92
8422.02 · Bags & Boxes (For Picking Apples)	4,345.39
8422.03 · Farm Stand Supplies	595.66
8422.04 · Parking Area	270.42
8422.05 · Supplies - Christmas	662.48
8422.06 · Volunteer Food	616.70
8422.07 · Miscellaneous Supplies	439.58
8422.08 · Meeting Supplies	26.97
8422.11 · Uniforms	230.49
Total 8422 · Other Supplies	8,464.61
Total 8410 · Supplies	59,001.62
8460 · Rentals	
8462 · Tent Rentals	2,675.00
8464 · Festival Rentals	791.81
8466 · Truck Rental	659.63
8468 · Misc. Rentals	262.75
Total 8460 · Rentals	4,389.19
8510 · Equipment	
8512 · Equipment Purchases <5,000	6,456.16
8530 · Repairs & Maintenance	
8532 · Farm Equipment	6,350.80
8530 · Repairs & Maintenance - Other	349.23
Total 8530 · Repairs & Maintenance	6,700.03
Total 8510 · Equipment	13,156.19
8560 · Communication	
8562 · Telephone	
8562.01 · Land Line Phone	794.51
Total 8562 · Telephone	794.51
8566 · Internet Service	1,176.54
8568 · Member Contact	1,070.64
Total 8560 · Communication	3,041.69
8610 · Vehicle Expense	

Friends of Sholan Farms, Inc.
Profit & Loss
January through December 2017

	<u>Jan - Dec 17</u>
8614 · Vehicle Repair & Maint.	235.63
8616 · Gasoline for Farm Equipment	469.60
8618 · Deisel Fuel	1,698.81
Total 8610 · Vehicle Expense	<u>2,404.04</u>
8810 · Investment Expense	158.94
Total Expense	<u>275,063.67</u>
Net Ordinary Income	18,777.18
Other Income/Expense	
Other Income	
9920 · Unrealized Gain/Loss on Invest	5,035.43
Total Other Income	<u>5,035.43</u>
Net Other Income	5,035.43
Net Income	<u><u>23,812.61</u></u>

Friends of Sholan Farms, Inc.
Profit & Loss by Class
January through December 2017

	Administration	Apple Blossom Festival	CH - Christmas Trees	Total Operations	RE - Consignment	RE - Retail	Water Tower Sponsorship	Tours	TOTAL
Ordinary Income/Expense									
Income									
4000 - Revenue	0.00	12,751.73	23,686.68	248,172.66	1,716.86	20,741.48	7,275.00	7,259.70	297,917.43
4950 - Investment Activity	0.00	0.00	0.00	234.19	0.00	0.00	0.00	0.00	234.19
Total Income	0.00	12,751.73	23,686.68	248,406.85	1,716.86	20,741.48	7,275.00	7,259.70	298,151.62
Cost of Goods Sold									
5300 - Cost of Goods Sold - Retail	0.00	43.50	73.50	293.15	1,084.50	9,938.95	0.00	0.00	11,360.10
5500 - Cost of Goods Sold - Products	0.00	0.00	12,101.05	1,072.50	0.00	0.00	0.00	0.00	1,072.50
5800 - Cost of Goods Sold - Concession	0.00	49.89	0.00	0.00	0.00	3,340.41	0.00	0.00	3,390.30
Total COGS	0.00	93.39	12,174.55	1,365.65	1,084.50	13,279.36	0.00	0.00	15,822.90
Gross Profit	0.00	12,658.34	11,512.13	247,041.20	632.36	7,462.12	7,275.00	7,259.70	282,328.72
Expense									
7000 - Salary & Wages	0.00	0.00	7,061.43	70,681.30	0.00	0.00	0.00	0.00	70,681.30
7020 - Employee Benefits	0.00	0.00	-381.54	8,798.47	0.00	0.00	0.00	0.00	8,798.47
7030 - Payroll Taxes	0.00	0.00	540.21	9,215.43	0.00	0.00	0.00	0.00	9,215.43
8010 - Professional Services	0.00	2,165.00	0.00	7,122.50	0.00	0.00	0.00	0.00	9,287.50
8060 - Advertising	0.00	3,047.63	1,085.97	10,696.61	0.00	0.00	0.00	0.00	13,744.24
8110 - Office Expense	200.93	1,259.04	243.82	9,651.00	0.00	671.55	0.00	3.19	11,785.71
8160 - Occupancy	0.00	435.44	927.61	14,817.90	0.00	0.00	0.00	0.00	15,253.34
8210 - Conf/Seminars/Meetings	0.00	0.00	0.00	2,629.19	0.00	0.00	0.00	0.00	2,629.19
8260 - Interest Expense	0.00	0.00	0.00	221.94	0.00	0.00	0.00	0.00	221.94
8310 - Depreciation	0.00	0.00	0.00	28,528.88	0.00	0.00	0.00	0.00	28,528.88
8360 - Insurance	0.00	0.00	0.00	13,288.50	0.00	0.00	0.00	0.00	13,288.50
8410 - Supplies	0.00	1,036.78	691.16	56,927.97	0.00	31.00	0.00	314.71	58,310.46
8460 - Rentals	0.00	1,721.81	0.00	2,667.38	0.00	0.00	0.00	0.00	4,389.19
8510 - Equipment	0.00	0.00	309.56	12,846.63	0.00	0.00	0.00	0.00	12,846.63
8560 - Communication	0.00	0.00	0.00	3,041.69	0.00	0.00	0.00	0.00	3,041.69
8610 - Vehicle Expense	0.00	0.00	0.00	2,404.04	0.00	0.00	0.00	0.00	2,404.04
8810 - Investment Expense	0.00	0.00	0.00	158.94	0.00	0.00	0.00	0.00	158.94
Total Expense	200.93	9,685.70	10,478.22	253,698.37	0.00	702.55	0.00	317.90	264,585.45
Net Ordinary Income	-200.93	2,982.64	1,033.91	-6,657.17	632.36	6,759.57	7,275.00	6,941.80	17,743.27
Other Income/Expense									
9920 - Unrealized Gain/Loss on Invest	0.00	0.00	0.00	5,035.43	0.00	0.00	0.00	0.00	5,035.43
Total Other Income	0.00	0.00	0.00	5,035.43	0.00	0.00	0.00	0.00	5,035.43
Net Other Income	0.00	0.00	0.00	5,035.43	0.00	0.00	0.00	0.00	5,035.43
Net Income	-200.93	2,982.64	1,033.91	-1,621.74	632.36	6,759.57	7,275.00	6,941.80	22,778.70