
Annual Report



Solar Dedication June 2011



School Tours 2011

friends of
Sholan Farms[®]
Established in April 2001

July 2010 – June 2011



Snow Storm Oct 2011



Hannaford Pack Out 2011

Wedding 9-10-2011
Joyce & Len Brassard



Mike Meehan – Farm Manager
& and Family

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Board of Directors June 2011 through June 2012

- Ms. Joanne DiNardo: President, Jdinardo50@Gmail.com, 978-870-5555
- Mr. Steve Smith: Vice President, Steve_Smith@bmc.com, 978-534-8735
- Mr. Andy Mercik: Treasurer, Andymercikatsholan@Gmail.com, 978-537-5362
- Ms. Peggy Christoforo, Secretary, peggychristoforo@comcast.net, 978-534-4810
- Mr. Sett Firmani, Director, "Sett"<peggoss201b@verizon.net>, 978-534-3159
- Mr. Jody Murray, Gardnerpowerinc@Aol.Com, 978-537-3748
- Mr. John Souza, johnpatsou@msn.com, 978-537-0833
- Mr. Neal Wynne, neal_wynne@comcast.net, 978-870-8560



Summary of Activities

Friends of Sholan Farms, a 501(c)(3) organization, is pleased to provide its 2011 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 came from donations, grants, 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. Many have never walked in an orchard or a vegetable garden.

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 approximately 120 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. Plans for the restoration project go beyond tending the orchard. In fact they include farmstand expansion, reconstructing the barn and are likely to include transforming the farm to 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.

2011 Revenue, Donations and Fund-Raising

Throughout 2010/2011 report year, the Friends of Sholan Farms have led a strong charge to restore and preserve the land and orchard at Sholan Farms. Our most important revenue stream continues to come from the Apple Crop with a gross of \$76K. 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 and \$125K 2011. Mother Nature is always throwing uncertainties into the mix, which certainly brings new challenges to every farmer. The 2011 season had its own challenges for all Northeast Apple Growers as it was the rainiest April in history, followed by the Hurricane Irene in August and then the surprise Northeaster on Halloween weekend. 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 Hannafords Supermarkets, Vincents Country Store, roadside stands, and Chartwells. We also brought in revenues through selling apples to New England Apple Cider (Carlson's Orchards).

Fundraising is an area that needs more attention. The most successful fundraising included the Apple Blossom Festival and the Scarecrow Festival. Donations, events, and sponsorship amounted to \$33K or 20% of the total revenues. We launched several successful fundraising efforts. Our impact was felt throughout the community, in particular over 3,000 school students were guided through the orchard and taught the importance of local agriculture. We are indeed succeeding in making our vision come true as highlighted below: We need a business planning and fundraising team.

Membership Assessment

Sholan Farms is a 169-acre working farm, environmental education center, and a historic landmark. We are a nonprofit organization that depends on the generosity of many friends to support our education and public programs, and historic preservation efforts. 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.



As a membership organization, we lost membership and declined from 287 to 120 dues paying members. Thanks in part to our partnership with Digital Federal Credit Union we did 22 new members in 2009 and 49 in 2008. The growth is down by 50% from previous years.

The Membership Work Team has been busy energizing our membership structure. We realize that 50% of our membership has not renewed or does not remain active. This is an area of concern since we rely on both membership dues and participation. To address this, the Membership Team submitted a proposal to change the original membership structure. The proposal for the new membership structure was approved at the 2007 annual meeting. The new membership structure capped the Charter and Patron membership categories and added Business and Corporate categories. The new membership structure took effect with the 2009 membership drive. We need a strong membership team and new innovative ways to attract and keep and reenergize our membership base.

Volunteer Assessment

We formed a very vital core team to manage and direct volunteer efforts at the Farmstand. Peggy and Leon Christoforo volunteered to staff, train, and direct the farmstand staffing efforts. The Friends of Sholan Farms have been in existence since 2001 and we hope it will live on forever! The farm is run mostly by volunteers and more are needed. The farm is growing each year and there are many opportunities to be had. The year 2010-2012 brought in approximately 6,000 volunteer hours that have been logged in and numerous hours that have not been logged. Most of those hours include pruning, tilling, planting, mowing, renovating the farmstand and numerous other chores which contribute to the upkeep of the farm. Pruning is done during the winter and brush pickup is a spring activity. It is a work in progress.

Volunteer opportunities include apple picking (polishing and bagging), working in farmstand selling apples and retail, school tours (much help is needed there), and many other areas too numerous to mention. There is something for everyone.

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

PLEASE VOLUNTEER! We will hold a volunteer training meeting in August at the farmstand. There will be other training opportunities as the season opens. Anyone interested in becoming a volunteer, please contact Peggy or Leon Christoforo at 978-534-4810 or call Sholan Farms at 978-840-3276.

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

Major Accomplishments 2011

Apple Orchard

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 2008 we harvested over 225 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 2011 we had 37 varieties in production. In addition, we have planted the Handicap Orchard section and plan on finishing this in 2011. In the spring of 2009 we planted our new spindle orchard with five more varieties. The spindle orchard was in full production in the second year, and in 2011 produced over 1,000 bushels. This project was made possible from a grant from UMASS department of agriculture. The overall production for 2011 was estimated to be 15,000 bushels, or in apple talk that equates to over 500 bushels per acre. This is on par with similar commercial orchard production.

Solar Installation



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

- Panels 18, 45 pounds each
- System capacity 3kw per year and to date 3,935 kWh
- CO2 emission offset to date 4,918 lbs
- 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 from the Massachusetts Clean Energy Center.

The system was installed and turned up in June 2011.

Quick Facts: The system produces \$3kw annually, which is about 1/3 of the energy consumption for the farm

Farmstand Expansion

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

Facts - Short Write Up ::

Dimensions are 30 foot wide x 25 feet long and 12 foot high. Building would have a 9 x 7 roll up door and entry door on the West side, two 10x10 roll up doors on the South side and 2 9x7 roll up doors on the East side.

All prices include setup and delivery Prices do not include insulation or tax if any

American Steel Carports via Jody 11750

Superior Portable Buildings 14273

Barns.com 14950

Empire Steel 18118



Item	Budget	Actual To Date	Variance	Details
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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	322	4,678	Deck 322
Contingency	3,038	1,000	2,038	Sod 1000
Totals	33,413	25,516	6,897	

Equipment Purchase



Fiscal year ending December 31, 2002 to Present Report Card

MEMBERSHIP	Grade D-				
	Charter	Friends	Patrons	Bus/Corp	Total
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	70	50	0	2	120
Growth 11-12	-66%	-50%	na	0%	-57%

The Friends of Sholan Farms relies heavily on the help and support of its members and donors. Our gross income for 2011 was \$201,642.70, which represents status quo from the reported revenue in 2010 of \$201,243.50. In 2011 4% percent of our income came from membership and donations while in 2006, 30% came from donations and membership dues. In addition, membership renewals continue to decline. 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. Analysis shows that new membership



through DCU has also decline to only 1 percent, bringing in only 4 new members. In addition, there has been a decline in renewals from our charter and friends memberships.

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
% Growth *	1.88%	0.20%	35.05%	-65.08%

** excludes depreciation and COGS

Explanation 2011

The 2011 year results, reflect disappointing returns in a devastating year for farmers across the Northeast. The weather played havoc with crops due to an extremely wet and wild growing season to the disappointing rainy cold October (including the Halloween Snow Storm). The crop suffered tremendous damage from insects, hail, and scab. Apple revenues grew by only 1.8 percent while our expenses increased by 35%. We did manage to grow pumpkins when most of the Northeast had a dismal crop due to heavy rains and the flooding caused by Hurricane Irene. In 2011 we added the pumpkin and squash crops with the goal of increasing the home grown offerings and reducing overheads. By adding this crop we increased the amount of chemicals needed to eliminate weeds and reduce damage due to mildew and insects. While the net income declined by 65 percent we can still be pleased that we did show a negative net income.

The apple sales remained flat from 2010 through 2011 due to the previously stated conditions. In addition the overall direct orchard expenses increased by 38 percent. Our net income from the apple crop was down from the 2010 year. This is also in part due to the poor record keeping related to the expenses spent on crop maintenance chemicals and the cost of fuel.

History 2010 & 2009

In 2010 we reverted back to the basics and operated the farm using good business sense and our years of success. While the apple sales declined slightly over 2009, the expenses and net profit were substantially better than the disappointing 2009. In 2010 the entire industry suffered a set back with marginal a marginal crop that ripened and fell to the ground due to the short hot dry going season. Many farms closed by the second week in October. Sholan Farms managed to stay open with U-Pick resorting to the old standards in Block 4. 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 2009 we allowed the farm manager to establish a harvest plan and to hire the staff needed to accomplish this. His plan was to make every apple count. He targeted the wholesale industry and established outlets with New England Produce and Carlson's Orchard. The plan would have worked, however the market was flooded with apples and the labor cost overshadowed any potential profit. The wholesale included \$15,429 for cider apples, and another \$8,000 from New England Produce while the picker labor soared to \$28,598.00. In 2008 we took in only \$1,000 for cider apples and paid laborers only \$4,633.

Orchard View

Grade B +

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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
% Growth *	1.88%	37.88%	-12.22%

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 we will have a local advertising campaign using the Sentinel & Enterprise, Coffee Shop News, Telegram, Leominster Champion, LATV, and WEIM.

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 will be launching a capital campaign. To facilitate this we will need to inventory the goals and visions of our organization and for the future of the farm. To succeed in 2012 we also 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. 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 and Train
2. Master Plan
3. Capital Campaign
4. Fundraising & Grant Writing
5. Orchard Team – Planting, Pruning, Nurturing, IPM
6. Volunteer - Farmstand Staffing, Peggy and Leon Christoforo
7. Volunteer and Employee Relations - Handbook
8. Membership Team
9. “Yesteryears” – Last Sunday of Each Month – Begins in August
10. Off Site Apple Sales
 - a. Sterling Fair
 - b. Johnny Appleseed Festival
 - c. Off Site Farmstand – All Season
11. 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)
12. Facilities & Buildings Team – Steve Smith Chair
 - a. Equipment Barn
 - b. New Facilities
 - c. Irrigation
13. Business Planning & Formal Business Plan - New 10 Year Plan needed
14. Finance – Andy Mercik
15. Festivals and Activities (Includes Open House, Scarecrow Festival and Cream of the Crop)

16. Apple Blossom Festival
17. New Crops – An extension of the Business Plan – Formed to finalize the timeline and action plans needed to introduce new crops to Sholan Farms.
18. Lasting Memories – Flower Gardens, Benches, Gazebo, Bricks
19. Newsletter
20. Trail, Outreach & Recreation Team

Respectfully Submitted Board of Directors

Attachments

Financial – Profit and Loss

Financial – Balance Sheet

Financial – Detailed Profit and Loss

[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, 2011

	Dec 31, 11
ASSETS	
Current Assets	
Checking/Savings	
1000 · Bank Accounts - Checking	
1010 · Fidelity Checking 80006679 (Operating Account)	23,887.46
Total 1000 · Bank Accounts - Checking	23,887.46
1100 · Bank Accounts - Savings	
1110 · Fidelity Savings 30329171 (Money Market Savings)	92,208.27
Total 1100 · Bank Accounts - Savings	92,208.27
1130 · Investment Funds	
1132 · CF Development Fund	10,052.85
Total 1130 · Investment Funds	10,052.85
1150 · Petty Cash	
11501 · Petty Cash - Admin	14.51
Total 1150 · Petty Cash	14.51
1195 · Deposit Clearing	-1,045.70
1199 · Change Banks (Banks for Stand and Festivals)	
11993 · Change Bank - Farm Stand	155.00
Total 1199 · Change Banks (Banks for Stand and Festivals)	155.00
Total Checking/Savings	125,272.39
Accounts Receivable	
1200 · Accounts Receivable	13,076.22
Total Accounts Receivable	13,076.22
Other Current Assets	
1400 · Inventory	
1402 · Inventory - Candles	219.05
1404 · Inventory - Clothing	462.00
1410 · Inventory - Merchandise	46.30
1412 · Inventory - Honey	25.94
Total 1400 · Inventory	753.29
1499 · Undeposited Funds	3.34
Total Other Current Assets	756.63
Total Current Assets	139,105.24
Fixed Assets	
1800 · Fixed Assets	
1820 · Fixed Assets - Buildings	8,150.00
1830 · Fixed Assests - Equipment	
1834 · Sprayer- Rears 300 GI MiniBlast	9,000.00
1840 · Tractor - John Deere 5425	8,401.58
1841 · Tractor - Simplicity Legacy XL	6,000.00
Total 1830 · Fixed Assests - Equipment	23,401.58
Total 1800 · Fixed Assets	31,551.58
1900 · Accumulated Depreciation	
1932 · Accum. Depr - Sprayer	-9,000.00
1934 · Accum Depr - Tractor 5425	-6,721.28
Total 1900 · Accumulated Depreciation	-15,721.28
Total Fixed Assets	15,830.30
Other Assets	
1500 · Nationwide Life Insurance Polic	35,085.44
Total Other Assets	35,085.44
TOTAL ASSETS	190,020.98

Friends of Sholan Farms, Inc.
Balance Sheet
As of December 31, 2011

	<u>Dec 31, 11</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 - Accounts Payable	2,907.73
Total Accounts Payable	<u>2,907.73</u>
Credit Cards	
2003 - Home Depot Charge Account	41.95
2006 - BJ's Charge Account	72.80
Total Credit Cards	<u>114.75</u>
Other Current Liabilities	
2092 - Refundable Deposits	100.00
2200 - Sales Tax Payable	111.47
2202 - Meals Tax Payable	316.94
Total Other Current Liabilities	<u>528.41</u>
Total Current Liabilities	<u>3,550.89</u>
Total Liabilities	3,550.89
Equity	
3000 - Opening Bal Equity	25,328.43
3100 - Retained Earnings - Restricted (Restricted Funds)	
3110 - Retained Earnings - Barn (Barn Restoration)	5,895.00
Total 3100 - Retained Earnings - Restricted (Restricted Funds)	<u>5,895.00</u>
3200 - Retained Earnings - Operating (Farm Operations)	132,578.88
Net Income	<u>22,667.78</u>
Total Equity	<u>186,470.09</u>
TOTAL LIABILITIES & EQUITY	<u><u>190,020.98</u></u>

Friends of Sholan Farms, Inc.

Profit & Loss

January through December 2011

	Jan - Dec 11
Ordinary Income/Expense	
Income	
4000 - Revenue	
4001 - Sales	
4100 - Apples	
4100.01 - Apple 1/4 Peck	
4102.01 - Apple 1/4 Peck	6,389.00
4102.02 - Apple 1/4 Peck Premium	929.50
Total 4100.01 - Apple 1/4 Peck	7,318.50
4100.04 - Apple 1/2 Peck	
4104.01 - Apple 1/2 Peck	22,085.25
4104.02 - Apple 1/2 Peck Premium	7,745.25
Total 4100.04 - Apple 1/2 Peck	29,830.50
4100.06 - Apple 1 Peck	
4106.01 - Apple 1 Peck	30,430.00
4106.02 - Apple 1 Peck Premium	3,563.50
Total 4100.06 - Apple 1 Peck	33,993.50
4100.08 - Apple 1/2 Bushel	
4108.01 - Apple 1/2 Bushel	20,444.00
4108.02 - Apple 1/2 Bushel Premium	2,160.75
Total 4100.08 - Apple 1/2 Bushel	22,604.75
4100.10 - Apple 1 Bushel	
4110.01 - Apple 1 Bushel	766.00
4110.02 - Apple 1 Bushel Premium	247.50
Total 4100.10 - Apple 1 Bushel	1,013.50
4114 - Apple Misc Sales	
4114.01 - Apples - Orchard Run	1,829.55
4114.02 - Apples - Drop	1,893.33
4114.06 - Apples - Misc	1,764.57
Total 4114 - Apple Misc Sales	5,487.45
Total 4100 - Apples	100,248.20
4130 - Wholesale Sales	
4112 - Apple School Sales	5,535.00
4118 - Cider Apples	3,754.40
4122 - Apples - Wholesale	15,079.04
Total 4130 - Wholesale Sales	24,368.44
4150 - Apple Wood	
4152 - Wood - Bundle	189.00
Total 4150 - Apple Wood	189.00
4160 - Garden Plots	
4160.02 - Individual Plots	825.00
4160.04 - Group Plots	420.00
Total 4160 - Garden Plots	1,245.00
4162 - Hay	193.33
4200 - Tours	
4202 - School Tours	4,354.00
4204 - Party Tours	415.00
Total 4200 - Tours	4,769.00
4250 - Rental Income (Festivals, Weddings)	300.00
4300 - Berry Income	
4302 - Raspberries	2,158.06
4304 - Blueberries	9.00
Total 4300 - Berry Income	2,167.06

Friends of Sholan Farms, Inc.
Profit & Loss
 January through December 2011

	Jan - Dec 11
4450 - Adjustments to Income	
4452 - Discounts - Coupons	-935.25
4454 - Discounts - Vol/Member	-1,556.37
4458 - Cash Over/Short	-20.83
Total 4450 - Adjustments to Income	-2,512.45
Total 4001 - Sales	130,967.58
4500 - Other Revenue	
4580 - Membership	4,100.00
4600 - Donations	
4610 - Donations - Cash	
4617 - Donations - In Memory of	200.00
4620 - Donations - Miscellaneous	2,083.98
4621 - Donations - Project	2,200.00
Total 4610 - Donations - Cash	4,483.98
Total 4600 - Donations	4,483.98
4700 - Grants	3,414.00
4810 - Solar Energy	279.03
4910 - Interest Income	392.93
4990 - Miscellaneous Income	1,902.00
Total 4500 - Other Revenue	14,571.94
Total 4000 - Revenue	145,539.52
4950 - Investment Activity	
4952 - Investment Interest/Dividends	117.02
4954 - Investment Change in Value	-64.80
4957 - Managment Fees	-86.22
Total 4950 - Investment Activity	-34.00
5200 - Retail Sales - Taxable	
5202 - Candles	343.29
5204 - Mums	752.01
5218 - Merchandise Taxable	689.96
Total 5200 - Retail Sales - Taxable	1,785.26
5250 - Retail Sales - Non Taxable	
5252 - Crisp Mix	1,894.75
5254 - Cider	2,030.00
5256 - Jelly	1,896.05
5258 - Produce (Squash, Berries, Etc)	
5258.01 - Produce - Squash	1,990.80
5258.05 - Produce - Gourds	304.45
5258.30 - Wholesale Produce	307.00
5258 - Produce (Squash, Berries, Etc) - Other	4.00
Total 5258 - Produce (Squash, Berries, Etc)	2,606.25
5260 - Pumpkin	7,144.91
5262 - Honey	
5262.03 - Regular Honey	1,199.25
5262.05 - Organic Honey	640.50
Total 5262 - Honey	1,839.75
5264 - Clothing	553.00
5265 - Stand Items (Misc Stand Items)	
5265.01 - Candy	491.00
5265.02 - Chips / Snacks	457.75
5265.04 - Candy Apples	3,952.67
Total 5265 - Stand Items (Misc Stand Items)	4,901.42
5266 - Merchandise No Tax	688.00
5290 - Farmer's Market	88.00
Total 5250 - Retail Sales - Non Taxable	23,642.13

Friends of Sholan Farms, Inc.
Profit & Loss
 January through December 2011

	Jan - Dec 11
5700 · Concession Sales (Food)	
5702 · Prepared Food	
5702.02 · Hot Dogs	2,061.70
5702.04 · Burgers	729.88
5702.06 · Pastry	2,664.69
5702.08 · Pies	431.00
5702.10 · Other Food	1,253.94
5702 · Prepared Food - Other	1,263.31
Total 5702 · Prepared Food	8,404.52
5706 · Beverages (Glass)	314.32
5708 · Cans / Bottles	2,148.00
Total 5700 · Concession Sales (Food)	10,866.84
6100 · Activities/Festivals Revenue	
6110 · Sponsorship Revenue	10,000.00
6112 · Ad Book Revenue	5,700.00
6114 · Rental Revenue	920.00
6116 · Activities Revenue	565.00
6118 · Games/Rides Revenue	1,356.95
6130 · Raffle Revenue	611.00
6132 · Butterfly Release (Apple Blossom Festival Event)	690.00
Total 6100 · Activities/Festivals Revenue	19,842.95
Total Income	201,642.70
Cost of Goods Sold	
5300 · Cost of Goods Sold - Retail	
5302 · COGS Retail - Candles	280.30
5304 · COGS Retail - Mums	589.25
5352 · COGS Retail - Crisp Mix	601.07
5354 · COGS Retail - Cider	1,658.20
5356 · COGS Retail - Jelly	1,710.00
5358 · COGS Retail - Products	
5358.02 · COGS - Pumpkins	2,450.00
Total 5358 · COGS Retail - Products	2,450.00
5362 · COGS Retail - Honey	1,608.95
5364 · COGS Retail - Clothing (Hats, Tees, Scarves, Sweats)	151.22
5365.04 · COGS - Candy Apples	2,780.35
5365.07 · COGS-Pastry	40.80
5366 · COGS Retail - Merchandise	284.82
5300 · Cost of Goods Sold - Retail - Other	0.00
Total 5300 · Cost of Goods Sold - Retail	12,154.96
5800 · Cost of Goods Sold - Concession	
5802 · COGS Concession - Food	5,093.85
5806 · COGS-Packaged Items	61.63
5850 · COGS Concession - Supplies	39.00
Total 5800 · Cost of Goods Sold - Concession	5,194.48
Total COGS	17,349.44
Gross Profit	184,293.26
Expense	
6200 · Activies/Festivals Expenses	
6210 · Printing Expense	1,733.62
6212 · Postage Expense	148.84
6214 · Supplies Expense	403.52
6216 · Games/Rides Expense	487.98
6218 · Rental Expense	1,494.90
6220 · Entertainment Expense	500.00
6222 · Prizes Expense	85.00
6250 · Miscellaneous Expense	795.97
Total 6200 · Activies/Festivals Expenses	5,649.83

Friends of Sholan Farms, Inc.
Profit & Loss
January through December 2011

	Jan - Dec 11
7000 · Salary & Wages	
7002 · Salary & Wages Farm Operations	38,089.10
7006 · Salary & Wages Pickers	6,246.75
Total 7000 · Salary & Wages	44,335.85
7020 · Employee Benefits	
7022 · Health Insurance	552.25
Total 7020 · Employee Benefits	552.25
7030 · Payroll Taxes	
7032 · Social Security	2,748.88
7034 · Medicare	642.88
7036 · Unemployment	1,549.35
Total 7030 · Payroll Taxes	4,941.11
7200 · Supplies	
7202 · Breeding / Polination (Breeding Fees)	864.00
7203 · Farm Supplies	762.76
7206 · Fuel	3,410.69
7208 · Irrigation	1,583.48
7210 · Landscaping (Landscaping)	519.83
7211 · Chemical's for Planting	101.84
7212 · New Plants/Seeds (Trees, Plants, Bushes, etc.)	1,200.15
7217 · Pest Management	228.05
7218 · Spray Material/Chemicals	28,656.31
7219 · Spraying Supplies -Non Chemical	478.93
7222 · Small Equipment - Farm (Farm Equipment Under \$500)	169.32
7230 · Work Clothes/Items	27.76
Total 7200 · Supplies	38,003.12
7300 · Telephone	
7302 · Land Line Phone	1,172.64
7300 · Telephone - Other	216.41
Total 7300 · Telephone	1,389.05
7320 · Postage / Freight	
7322 · Postage / Shipping	579.98
7326 · Postal Fees (PO Box & Permits)	282.00
Total 7320 · Postage / Freight	861.98
7500 · Printing and Publications	
7502 · Printing and Reproductions	319.44
Total 7500 · Printing and Publications	319.44
7600 · Interest Expense	
7610 · Finance Charge	-14.50
Total 7600 · Interest Expense	-14.50
8020 · Advertising	
8022 · Signs - Advertising (A-frames, banners)	1,125.95
8026 · Banners	50.00
8028 · Advertising - Print	15,304.45
8029 · Advertising - Radio/TV	1,188.00
Total 8020 · Advertising	17,668.40
8042 · Credit Card Fees	
8042.01 · Processor Fee	523.49
8042.02 · Exchange Fees	432.45
8042.03 · Monthly Fees	104.65
Total 8042 · Credit Card Fees	1,060.59
8045 · Payroll Service Fees	780.45
8080 · Contributions (Contributions)	250.00

Friends of Sholan Farms, Inc.

Profit & Loss

January through December 2011

	Jan - Dec 11
8120 · Insurance	
8122 · Crop Insurance (Crop Insurance)	6,354.00
8123 · Buildings and Contents	738.46
8124 · Liability Insurance	991.00
8125 · Farm Personal Property	820.00
8126 · Worker's Compensation	1,860.50
8130 · Vehicles Insurance	486.00
8132 · Pollution Insurance	388.00
8134 · Board Insurance	735.00
Total 8120 · Insurance	12,372.96
8140 · Licenses, Permits & Fees	57.50
8145 · Membership Fees	740.00
8165 · Meetings/Events	
81651 · Volunteer	343.99
81652 · Receptions	402.00
Total 8165 · Meetings/Events	745.99
8180 · Office Supplies	
8182 · Misc. Office Supplies	338.74
8186 · Computer Supplies	84.00
8188 · Checks	29.57
8180 · Office Supplies - Other	45.00
Total 8180 · Office Supplies	497.31
8220 · Other Supplies	
8222 · Bags & Boxes (For Picking Apples)	7,410.87
8223 · Farm Stand Supplies	758.71
8225 · Miscellaneous Supplies	332.09
8226 · Parking Area	19.96
8228 · Supplies - Christmas	88.07
8229 · Volunteer Food	334.51
Total 8220 · Other Supplies	8,944.21
8230 · Other Rentals	
8232 · Tent Rentals	1,100.00
8234 · Rental - Festivals	300.00
8236 · Truck Rental	666.47
Total 8230 · Other Rentals	2,066.47
8240 · Professional Fees	
8242 · Entertainment	1,400.00
8244 · Weather Service	420.00
8250 · Grants	4,160.00
Total 8240 · Professional Fees	5,980.00
8260 · Repairs & Maintenance	
8262 · Buildings	449.72
8263 · Electrical Work	749.05
8264 · Stand Equipment	326.17
8265 · Grounds Maintenance	84.85
8266 · Farm Equipment	3,054.57
8269 · Misc. Repairs & Maint.	
8269.01 · Bee Apirary	476.33
8269 · Misc. Repairs & Maint. - Other	36.95
Total 8269 · Misc. Repairs & Maint.	513.28
8260 · Repairs & Maintenance - Other	71.20
Total 8260 · Repairs & Maintenance	5,248.84
8270 · Equipment Purchases	3,248.99
8300 · Taxes	
8308 · Tax Late Pay Penalty	68.93
Total 8300 · Taxes	68.93

Friends of Sholan Farms, Inc.
Profit & Loss
January through December 2011

	<u>Jan - Dec 11</u>
8320 · Utilities	
8321 · Electric	1,654.10
8323 · Restroom Service	623.00
8324 · Trash Removal	1,701.57
8326 · Internet Service	1,113.41
Total 8320 · Utilities	<u>5,092.08</u>
8340 · Vehicle Expense	
8344 · Vehicle Expenses Other	120.00
8346 · Gasoline for Farm Vehicles	1,163.23
Total 8340 · Vehicle Expense	<u>1,283.23</u>
Total Expense	<u>162,144.08</u>
Net Ordinary Income	22,149.18
Other Income/Expense	
Other Income	
9910 · Other Income	
9914 · Capital Grants/Other	17,254.00
Total 9910 · Other Income	<u>17,254.00</u>
Total Other Income	17,254.00
Other Expense	
9960 · Other Expenses	
9964 · Life Ins Premium	257.90
Total 9960 · Other Expenses	<u>257.90</u>
9970 · Capital Purchases	
9971.15 · Solar Panels	16,477.50
Total 9970 · Capital Purchases	<u>16,477.50</u>
Total Other Expense	<u>16,735.40</u>
Net Other Income	518.60
Net Income	<u><u>22,667.78</u></u>

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Accrual Basis

Friends of Sholan Farms, Inc.
Profit & Loss by Class
 January through December 2011

	Farm Improvemets (Capital Items)	Total Capital Items	Concession	Farmer's Market	ABF 2011 (Festivals)	Scarecrow 2011 (Festivals)	Total Festivals
Ordinary Income/Expense							
Income							
4000 - Revenue	0.00	0.00	0.00	0.00	462.00	124.00	586.00
4950 - Investment Activity	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5200 - Retail Sales - Taxable	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5250 - Retail Sales - Non Taxable	0.00	0.00	3,223.22	1,992.30	0.00	1,225.45	1,225.45
5700 - Concession Sales (Food)	0.00	0.00	10,584.96	0.00	281.88	0.00	281.88
6100 - Activities/Festivals Revenue	0.00	0.00	0.00	0.00	8,552.40	1,290.55	9,842.95
Total Income	0.00	0.00	13,808.18	1,992.30	9,296.28	2,640.00	11,936.28
Cost of Goods Sold							
5300 - Cost of Goods Sold - Retail	0.00	0.00	2,979.90	0.00	0.00	0.00	0.00
5800 - Cost of Goods Sold - Concession	0.00	0.00	5,132.85	0.00	0.00	0.00	0.00
Total COGS	0.00	0.00	8,112.75	0.00	0.00	0.00	0.00
Gross Profit	0.00	0.00	5,695.43	1,992.30	9,296.28	2,640.00	11,936.28
Expense							
6200 - Activies/Festivals Expenses	0.00	0.00	0.00	0.00	3,791.33	1,820.54	5,611.87
7000 - Salary & Wages	0.00	0.00	0.00	0.00	0.00	0.00	0.00
7020 - Employee Benefits	0.00	0.00	0.00	0.00	0.00	0.00	0.00
7030 - Payroll Taxes	0.00	0.00	0.00	0.00	0.00	0.00	0.00
7200 - Supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00
7300 - Telephone	0.00	0.00	0.00	0.00	0.00	0.00	0.00
7320 - Postage / Freight	0.00	0.00	0.00	5.90	51.20	0.00	51.20
7500 - Printing and Publications	0.00	0.00	0.00	0.00	0.00	0.00	0.00
7600 - Interest Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8020 - Advertising	0.00	0.00	0.00	374.22	1,988.00	0.00	1,988.00
8042 - Credit Card Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8045 - Payroll Service Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8080 - Contributions (Contributions)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8120 - Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8140 - Licenses, Permits & Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8145 - Membership Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8165 - Meetings/Events	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8180 - Office Supplies	0.00	0.00	0.00	0.00	52.04	0.00	52.04
8220 - Other Supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8230 - Other Rentals	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8240 - Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8260 - Repairs & Maintenance	0.00	0.00	39.90	0.00	0.00	0.00	0.00
8270 - Equipment Purchases	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8300 - Taxes	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8320 - Utilities	0.00	0.00	0.00	0.00	101.00	0.00	101.00
8340 - Vehicle Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	0.00	0.00	39.90	380.12	5,983.57	1,820.54	7,804.11
Net Ordinary Income	0.00	0.00	5,655.53	1,612.18	3,312.71	819.46	4,132.17
Other Income/Expense							
Other Income							
9910 - Other Income	17,254.00	17,254.00	0.00	0.00	0.00	0.00	0.00
Total Other Income	17,254.00	17,254.00	0.00	0.00	0.00	0.00	0.00

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Accrual Basis

Friends of Sholan Farms, Inc.
Profit & Loss by Class
January through December 2011

	<u>Farm Improvemets (Capital Items)</u>	<u>Total Capital Items</u>	<u>Concession</u>	<u>Farmer's Market</u>	<u>ABF 2011 (Festivals)</u>	<u>Scarecrow 2011 (Festivals)</u>	<u>Total Festivals</u>
Other Expense							
9960 - Other Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9970 - Capital Purchases	16,477.50	16,477.50	0.00	0.00	0.00	0.00	0.00
Total Other Expense	<u>16,477.50</u>	<u>16,477.50</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Net Other Income	<u>776.50</u>	<u>776.50</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Net Income	<u><u>776.50</u></u>	<u><u>776.50</u></u>	<u><u>5,655.53</u></u>	<u><u>1,612.18</u></u>	<u><u>3,312.71</u></u>	<u><u>819.46</u></u>	<u><u>4,132.17</u></u>

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Accrual Basis

Friends of Sholan Farms, Inc.
Profit & Loss by Class
 January through December 2011

	Grants	Investments	Operations	Retail	Spray Program	Tours	Un...	TOTAL
Ordinary Income/Expense								
Income								
4000 - Revenue	2,100.00	0.00	137,830.52	0.00	0.00	5,023.00	0.00	145,539.52
4950 - Investment Activity	0.00	-34.00	0.00	0.00	0.00	0.00	0.00	-34.00
5200 - Retail Sales - Taxable	0.00	0.00	0.00	1,785.26	0.00	0.00	0.00	1,785.26
5250 - Retail Sales - Non Taxable	0.00	0.00	7,756.36	9,444.80	0.00	0.00	0.00	23,642.13
5700 - Concession Sales (Food)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,866.84
6100 - Activities/Festivals Revenue	0.00	0.00	0.00	0.00	10,000.00	0.00	0.00	19,842.95
Total Income	2,100.00	-34.00	145,586.88	11,230.06	10,000.00	5,023.00	0.00	201,642.70
Cost of Goods Sold								
5300 - Cost of Goods Sold - Retail	0.00	0.00	2,450.00	6,725.06	0.00	0.00	0.00	12,154.96
5800 - Cost of Goods Sold - Concession	0.00	0.00	0.00	61.63	0.00	0.00	0.00	5,194.48
Total COGS	0.00	0.00	2,450.00	6,786.69	0.00	0.00	0.00	17,349.44
Gross Profit	2,100.00	-34.00	143,136.88	4,443.37	10,000.00	5,023.00	0.00	184,293.26
Expense								
6200 - Activies/Festivals Expenses	0.00	0.00	22.00	0.00	15.96	0.00	0.00	5,649.83
7000 - Salary & Wages	0.00	0.00	44,335.85	0.00	0.00	0.00	0.00	44,335.85
7020 - Employee Benefits	0.00	0.00	552.25	0.00	0.00	0.00	0.00	552.25
7030 - Payroll Taxes	0.00	0.00	4,941.11	0.00	0.00	0.00	0.00	4,941.11
7200 - Supplies	0.00	0.00	38,003.12	0.00	0.00	0.00	0.00	38,003.12
7300 - Telephone	0.00	0.00	1,389.05	0.00	0.00	0.00	0.00	1,389.05
7320 - Postage / Freight	0.00	0.00	760.88	0.00	0.00	44.00	0.00	861.98
7500 - Printing and Publications	0.00	0.00	319.44	0.00	0.00	0.00	0.00	319.44
7600 - Interest Expense	0.00	0.00	-14.50	0.00	0.00	0.00	0.00	-14.50
8020 - Advertising	0.00	0.00	15,306.18	0.00	0.00	0.00	0.00	17,668.40
8042 - Credit Card Fees	0.00	0.00	1,060.59	0.00	0.00	0.00	0.00	1,060.59
8045 - Payroll Service Fees	0.00	0.00	780.45	0.00	0.00	0.00	0.00	780.45
8080 - Contributions (Contributions)	0.00	0.00	250.00	0.00	0.00	0.00	0.00	250.00
8120 - Insurance	0.00	0.00	12,372.96	0.00	0.00	0.00	0.00	12,372.96
8140 - Licenses, Permits & Fees	0.00	0.00	57.50	0.00	0.00	0.00	0.00	57.50
8145 - Membership Fees	0.00	0.00	740.00	0.00	0.00	0.00	0.00	740.00
8165 - Meetings/Events	0.00	0.00	745.99	0.00	0.00	0.00	0.00	745.99
8180 - Office Supplies	0.00	0.00	397.42	0.00	47.85	0.00	0.00	497.31
8220 - Other Supplies	0.00	0.00	8,687.80	0.00	0.00	256.41	0.00	8,944.21
8230 - Other Rentals	0.00	0.00	2,066.47	0.00	0.00	0.00	0.00	2,066.47
8240 - Professional Fees	4,160.00	0.00	1,820.00	0.00	0.00	0.00	0.00	5,980.00
8260 - Repairs & Maintenance	0.00	0.00	5,208.94	0.00	0.00	0.00	0.00	5,248.84
8270 - Equipment Purchases	0.00	0.00	3,248.99	0.00	0.00	0.00	0.00	3,248.99
8300 - Taxes	0.00	0.00	68.93	0.00	0.00	0.00	0.00	68.93
8320 - Utilities	0.00	0.00	4,991.08	0.00	0.00	0.00	0.00	5,092.08
8340 - Vehicle Expense	0.00	0.00	1,283.23	0.00	0.00	0.00	0.00	1,283.23
Total Expense	4,160.00	0.00	149,395.73	0.00	63.81	300.41	0.00	162,144.08
Net Ordinary Income	-2,060.00	-34.00	-6,258.85	4,443.37	9,936.19	4,722.59	0.00	22,149.18
Other Income/Expense								
Other Income								
9910 - Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17,254.00
Total Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17,254.00

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Accrual Basis

Friends of Sholan Farms, Inc.
Profit & Loss by Class
January through December 2011

	<u>Grants</u>	<u>Investments</u>	<u>Operations</u>	<u>Retail</u>	<u>Spray Program</u>	<u>Tours</u>	<u>Un...</u>	<u>TOTAL</u>
Other Expense								
9960 - Other Expenses	0.00	0.00	257.90	0.00	0.00	0.00	0.00	257.90
9970 - Capital Purchases	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16,477.50
Total Other Expense	<u>0.00</u>	<u>0.00</u>	<u>257.90</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>16,735.40</u>
Net Other Income	<u>0.00</u>	<u>0.00</u>	<u>-257.90</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>518.60</u>
Net Income	<u>-2,060.00</u>	<u>-34.00</u>	<u>-6,516.75</u>	<u>4,443.37</u>	<u>9,936.19</u>	<u>4,722.59</u>	<u>0.00</u>	<u>22,667.78</u>