



**School Tours 2012**

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# Sholan Farms® Annual Report

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*Established in April 2001*

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July 2012 – June 2013

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**New Farmstand 2012**



**Sholan Vegetables 2012**



**Mike Meehan – Farm Manager**



**Wedding 2012**



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### *Board of Directors June 2012 through June 2013*

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## 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 190 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.

## 2012 Revenue, Donations and Fund-Raising

The Friends of Sholan Farms use accrual accounting method and our fiscal year ends in December. Throughout 2011 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 \$131K. We have shown steady growth in our apple sales (gross sales) as follows: \$3,000 - 2001, \$9,000 - 2002, \$25,000 - 2003, \$38,000 – 2004, \$37,000 in 2005, \$56,529 – 2006, and \$76,914 – 2007, \$113K – 2008, \$128K – 2009, \$122K 2010, \$125K 2011, and \$131K 2012. Mother Nature is always throwing uncertainties into the mix, which certainly brings new challenges to every farmer. The 2012 season had its own challenges for all Northeast Apple Growers as it was the earliest bloom in April (April 15) in history, followed by the wettest September and October and thus the shortest harvest in history. To add insult we ran out of U-Pick apples on Oct 20 and could only offer 4 varieties of picked apples in the farmstand through October 27. Rising above Mother Nature's obstacles, we managed to succeed in raising Grade A apples and a decent pumpkin crop. In doing so, we improved our reputation as a formidable apple grower and were able to sell over 2,000 bushels of apples on the wholesale market to Vincents Country Store, roadside stands, and Chartwells School programs in Gardner and Leominster. We also brought in additional revenues through selling cider apples to New England Apple Cider (Carlson's Orchards) and "peelers" to Carlson's Orchard.

Fundraising is an area that needs more attention. The most successful fundraising efforts are the Apple Blossom and Scarecrow Festivals. Donations, events, and sponsorship amounted to \$29K or 11% of the total revenues. Once we complete the Master Plan we will have a tool to launch targeted fundraising campaigns. Presently we use our operations revenue to fund all activities. We can improve our offerings by using operations funds to support operations and raise capital funds to support expansions and farm improvements.

## Membership Assessment

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 a high of 375 in 2008 to 168 dues paying members (Charter and Friends, 4 Business and 2 Corporate). We still continue to draw new memberships due in part to our partnership with Digital Federal Credit Union. The 2013 membership drive is off to a great start and we have formed a new team, led by Steve Smith. Our strong membership team is looking at new innovative ways to attract, keep and reenergize our membership base.

## Volunteer Assessment

We have a vital core team to manage and direct volunteer efforts in the farmstand. Peggy and Leon Christoforo volunteered to staff, train, and direct the day to day 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 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, farmstand maintenance and upgrades and numerous other chores that 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 teams 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

### Apple Orchard History and Assessment

In 2006, we ran out of apples and realized we needed to increase production. The board voted to begin pruning block 4 & 7 during the winter of 2006/2007 (Empire, Mac and Cortland, 5 acres). In 2007, we voted to bring back the "haunted orchard" (3 acres of standard Macouns) and in 2011 we harvested over 500 bushels. We are now maintaining 100% of the agricultural land at Sholan Farms. The vision of someday having the farm in full production has come true. In 2001 when we took over the farm, we had nine varieties of apples and in 2012 we had 37 varieties in production. In addition, we planted the Handicap Orchard section and plan on finishing this in 2013. 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 2012 produced over 2,000 bushels. This project was made possible from a grant from UMASS Department of Agriculture. The overall orchard apple production for the 25+ acres of apples for 2012 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 2011



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

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

The system was installed and turned up in June 2011.

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

## Farmstand Expansion 2011-2012

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



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

This core project was started in July of 2011 and completed in June of 2012. Additional upgrades were completed through 2013. We were able to internally fund the construction of a 30-foot wide by 25 foot long addition to the existing Farmstand. The addition has two 10 foot by 10 foot roll up doors on the south side and two 9 foot by 7 foot roll up doors on the east side. We are also able to access the existing Farmstand and cold storage. The addition will allow us to expand our retail space by 750 square feet as well as provide equipment storage during the winter months.

The building was erected by American Steel Carports in early April 2012. Glen Hines Excavation was able to quickly complete the site work and we were able to use the new space for the 2012 Apple Blossom Festival. Shortly after the festival the Electrical department at Leominster CTE was able to start work on the electrical system. While CTE was doing their work, Northstar Construction was able to tie the two building together and install gutters and downspouts. All of this work is complete and we will have a fully functional space when the 2012 season opens.

We budgeted \$33,455 dollars for this project and we came in over by \$43. .

### Equipment Purchase 2011-2012

At the end of 2011 one of our most loyal and vibrant volunteers, Emile Brosseau, suffered a stroke. At that time the board made a decision to purchase his orange simplicity tractor for \$6,000. 12/7/2011

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

These tractors have the same options and operations and are similar to the tractor they replaced but have self-leveling buckets. Having two tractors now gives us a backup should we have a breakdown during a critical time.

We acquired a one-ton Ford truck equipped with a flat bed and plow. This gives us a vehicle we can use for deliveries during the season and snow plowing during the winter.



### Other Achievements 2012

#### Facilities Update – Operations

2012 was a very busy year for the Friends of Sholan Farms. We were able to complete several necessary projects that will have a significant impact in the future of the farm.

#### Refrigeration

In the spring, we were able to purchase a 48-foot refrigeration trailer for \$1,000 and another \$813 to get the unit operational. (We had been borrowing a trailer from Hannaford's for the past several years.) The trailer is in excellent



shape and the refrigeration unit started right up after setting for a couple of years. Unfortunately midway through the season, we started having problems with the control panel. After evaluating the repair / replacement options, we decided to convert the refrigeration system from diesel to electric, which cost \$4,034. When we start the 2013 season, we will have a new refrigeration system ready to go. Power for the new system will be coming directly from the solar array.

### New Parking Lot

The old barn cellar hole was filled and a parking area for hikers and dog walkers was created. The Leominster DPW engineered and provided the labor and equipment for this project.

### Irrigation

With engineering and partial funding from USDA Natural Resources Conservation Services (NRCS), we have installed 1800 feet of 2-inch irrigation line. The irrigation is needed for the blueberries and will provide water to the Community Gardens. We will be able to provide much needed irrigation to the blueberries when the weather gets hot this summer. This bid was awarded to Glen Hines for \$11,371. Added costs for the pump \$829, drip line and filter \$1,366, for a total of \$13,564. The NRCS reimbursement grant was \$10,174.

### Drainage Block 2

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

### Wildlife Habitat (WHIP Grant Update)

We continued to manage the USDA NRCS – Wildlife Habitat Incentive Program Grant (WHIP). We are now in the 9<sup>th</sup> year of restoring the back forty – which includes mowing, spreading lime and eradicating invasive plants. This successful reclamation project will be complete in 2014.

### Lasting Memories Gardens

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

### Many Thanks

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

### Master Plan 2012 - 2013

With every new-year we set goals, priorities and budgets for the upcoming year. With 2013, we are pleased to announce that we received a grant from the Community Foundation of North Central Massachusetts ([www.cfncm.org](http://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](http://www.atleonard.com)). Andrew guided us through the process. The rules are simple – no idea is a bad idea – simply write down your ideas and bring them to the Friends meeting in February. If you cannot make the meeting then send them along to [info@sholanfarms.com](mailto:info@sholanfarms.com) or call contact one of the Master Plan Work Team members. Two Master Plan scenarios were finalized in June 2013; a working farm or an educational





farm. Those Master Plans will be viewed and reviewed at a Friends meeting in September 2013. There will be more renditions and phases needed to implement the plans.

**Team Members:**

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

**Fiscal year ending December 31, 2002 to Present Report Card**

MEMBERSHIP	Grade C				Total
	Charter	Friends	Patrons	Bus/Corp	
2001	47	31	5		83
2002	60	46	8		114
2003	99	64	8		171
2004	118	68	12		198
2005	133	75	16		224
2006	139	73	20		232
2007	150	143	21		315
2008	160	191	23	2	375
2009	160	100	23	4	287
2010	106	100	0	4	210
2011	102	50	0	1	153
2012	100	62	0	6	168
Growth 11-12	-2.0%	24.0%	0.0%	500.0%	9.8%

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 four 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
2012	\$130,634.33	\$226,374.57	\$184,847.41	\$25,717.35
% Growth *	4.8%	12.3%	14.0%	13.5%

\*\* excludes depreciation and COGS

**Explanation 2012**

The 2012 fiscal year results reflect disappointing returns for farmers across the Northeast. The weather played havoc with crops due to an extremely early bloom (April 15, 2013) and the crop was estimated to be 30% below average. The crop suffered tremendous damage from insects, hail, and scab. Despite the 30% lower production the gross



apple revenues increased to \$130,634.33, the highest in our 12 years history. In 2012, we added the pumpkin, winter squash and vegetable crops with the goal of increasing the homegrown offerings and reducing overheads. By adding these crops, we increased the amount of chemicals needed to eliminate weeds and reduce damage due to mildew and insects.

The apple sales increased by 4.8 percent due to the previously stated conditions, while the overall direct orchard expenses increased by 13 percent. This is also in part due to the incomplete record keeping related to the expenses spent on crop maintenance chemicals and the cost of fuel. These costs should be spread across the various crops but are instead charged against the apple crop.

### History 2011 – 2012

In 2011, we reverted to the basics and operated the farm using good business sense and our many years of success. Although the crop under produced by 30% we managed to increase apple sales by 4.8%, the expenses increase, which resulted in a reduced net profit. In 2012 the entire industry suffered a setback with a marginal crop that ripened and fell to the ground due to the early bloom and hot dry growing season. Many farms closed by the second week in October. Sholan Farms managed to stay open for U-Pick until October 20. We also attribute success due to the fact that we used the growth regulator, Retain to slow apple growth in 50% of the orchard.

Orchard View	Grade B		
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
% Growth *	4.8%	26.8%	-4.8%

Maintenance includes Pruning, Spray and Upkeep

## Partnering For The Future

The future is bright for Sholan Farms. We have collaborated regionally with the Massachusetts Department of Agriculture, UMass Extension Service, Mass Fruit Growers Association, Association of Roadside Stands, Cornell University, and the New England McIntosh Association. Through these alliances, we have the Marketing, Advertising, and Educational Training Services of the farming industry in Massachusetts. On a local basis, we have joined the Johnny Appleseed Association and have an advertising campaign using the Sentinel & Enterprise, Coffee Shop News, Telegram, Leominster Champion, LATV, WXLO, WEIM, and Social Media through Facebook and Constant Contact, and the Sholan Farms Webpage.

## Challenges for the Season Ahead – Nurturing

There are key elements that we need to focus on which will help us to grow stronger in stature and in community outreach. We 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 2013 and beyond 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.



**Challenges for the Season Ahead – Nurturing - Continued**

1. Orchard Manager – Empower, Train and Support
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. Membership Team – New Team Leader Steve Smith
8. Off Site Apple Sales
9. 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)
10. Facilities & Buildings Team – Steve Smith Team Leader
11. Business Planning & Formal Business Plan - New 10 Year Plan needed
12. Finance – Andy Mercik – Team Leader
13. Festivals and Activities (Includes Scarecrow Festival and Cream of the Crop)
14. Apple Blossom Festival
15. New Crops – An extension of the Business Plan – Formed to finalize the timeline and action plans needed to introduce new crops to Sholan Farms.
16. Lasting Memories – Flower Gardens, Benches, Gazebo, Bricks
17. Newsletter – Patti LaGrassa
18. Trail, Outreach & Recreation Team

**Respectfully Submitted Board of Directors**

Attachments

Financial – Profit and Loss

Financial – Balance Sheet

Financial – Detailed Profit and Loss – Available by request

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

**Friends of Sholan Farms, Inc.**  
**Balance Sheet**  
 As of December 31, 2012

	Dec 31, 12
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
<b>1000 · Bank Accounts - Checking</b>	
1010 · Fidelity Checking 80006679 (Operating Account)	30,423.12
1000 · Bank Accounts - Checking - Other	75.00
<b>Total 1000 · Bank Accounts - Checking</b>	30,498.12
<b>1100 · Bank Accounts - Savings</b>	
1110 · Fidelity Savings 30329171 (Money Market Savings)	74,851.03
<b>Total 1100 · Bank Accounts - Savings</b>	74,851.03
<b>1130 · Investment Funds</b>	
1132 · CF Development Fund	10,153.53
1134 · Edward Jones Building	15,274.13
<b>Total 1130 · Investment Funds</b>	25,427.66
<b>1150 · Petty Cash</b>	
11501 · Petty Cash - Admin	14.51
<b>Total 1150 · Petty Cash</b>	14.51
<b>1199 · Change Banks (Banks for Stand and Festivals)</b>	
11993 · Change Bank - Farm Stand	155.00
<b>Total 1199 · Change Banks (Banks for Stand and Festivals)</b>	155.00
<b>Total Checking/Savings</b>	130,946.32
<b>Accounts Receivable</b>	
1200 · Accounts Receivable	2,387.00
<b>Total Accounts Receivable</b>	2,387.00
<b>Other Current Assets</b>	
<b>1400 · Inventory</b>	
1402 · Inventory - Candles	45.80
1404 · Inventory - Clothing	428.50
1410 · Inventory - Merchandise	58.50
<b>Total 1400 · Inventory</b>	532.80
<b>Total Other Current Assets</b>	532.80
<b>Total Current Assets</b>	133,866.12
<b>Fixed Assets</b>	
<b>1800 · Fixed Assets</b>	
<b>1820 · Fixed Assets - Buildings</b>	30,334.00
<b>1830 · Fixed Assets - Equipment</b>	
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
1848 · Vehicle - Ford Truck	4,100.00
1830 · Fixed Assets - Equipment - Other	2,300.00
<b>Total 1830 · Fixed Assets - Equipment</b>	29,801.58
<b>Total 1800 · Fixed Assets</b>	60,135.58
<b>1900 · Accumulated Depreciation</b>	
1932 · Accum. Depr - Sprayer	-9,000.00
1934 · Accum Depr - Tractor 5425	-8,401.58
1935 · Accum Depr - Buildings	-2,218.00
1936 · Accum Depr - Equipment	-2,020.00
<b>Total 1900 · Accumulated Depreciation</b>	-21,639.58
<b>Total Fixed Assets</b>	38,496.00
<b>Other Assets</b>	
1950 · Life Insurance Policy	38,838.34
	38,838.34



**Friends of Sholan Farms, Inc.**  
**Balance Sheet**  
 As of December 31, 2012

	Dec 31, 12
Total Other Assets	38,838.34
<b>TOTAL ASSETS</b>	<b>211,200.46</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · Accounts Payable	9,343.68
<b>Total Accounts Payable</b>	9,343.68
<b>Credit Cards</b>	
2003 · Home Depot Charge Account	27.45
2006 · BJ's Charge Account	717.53
<b>Total Credit Cards</b>	744.98
<b>Other Current Liabilities</b>	
2092 · Refundable Deposits	200.00
2201 · Sales Tax - Stand	104.69
2202 · Meals Tax Payable	263.49
2400 · Gift Certificates Issued (Gift Certificates issued by Shola...	25.00
<b>Total Other Current Liabilities</b>	593.18
<b>Total Current Liabilities</b>	10,681.84
<b>Total Liabilities</b>	10,681.84
<b>Equity</b>	
3000 · Opening Bal Equity	25,328.43
3100 · Retained Earnings - Restricted (Restricted Funds)	
3110 · Retained Earnings - Barn (Barn Restoration)	5,895.00
<b>Total 3100 · Retained Earnings - Restricted (Restricted Funds)</b>	5,895.00
3200 · Retained Earnings - Operating (Farm Operations)	155,282.54
Net Income	14,012.65
<b>Total Equity</b>	200,518.62
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>211,200.46</b>

**Friends of Sholan Farms, Inc.**  
**Profit & Loss**  
 January through December 2012

	Jan - Dec 12
Ordinary Income/Expense	
Income	
4000 - Revenue	
4001 - Sales	
4100 - Apples	
4100.01 - Apple 1/4 Peck	
4102.01 - Apple 1/4 Peck	3,158.50
4102.02 - Apple 1/4 Peck Premium	123.50
Total 4100.01 - Apple 1/4 Peck	3,282.00
4100.04 - Apple 1/2 Peck	
4104.01 - Apple 1/2 Peck	34,747.50
4104.02 - Apple 1/2 Peck Premium	3,088.75
Total 4100.04 - Apple 1/2 Peck	37,836.25
4100.06 - Apple 1 Peck	
4106.01 - Apple 1 Peck	33,655.00
4106.02 - Apple 1 Peck Premium	379.50
Total 4100.06 - Apple 1 Peck	34,034.50
4100.08 - Apple 1/2 Bushel	
4108.01 - Apple 1/2 Bushel	18,543.75
4108.02 - Apple 1/2 Bushel Premium	62.75
Total 4100.08 - Apple 1/2 Bushel	18,606.50
4100.10 - Apple 1 Bushel	
4110.01 - Apple 1 Bushel	1,895.00
Total 4100.10 - Apple 1 Bushel	1,895.00
4114 - Apple Misc Sales	
4114.01 - Apples - Orchard Run	3,344.89
4114.02 - Apples - Drop	2,996.44
4114.06 - Apples - Misc	936.25
4114.10 - Apples - 3lb Bag	273.50
Total 4114 - Apple Misc Sales	7,551.08
4119 - Apples Insurance (Insurace claim for year)	5,888.00
4126 - Apples - Discounted	252.00
Total 4100 - Apples	109,345.33
4130 - Wholesale Sales	
4112 - Apple School Sales	6,205.00
4118 - Cider Apples	6,832.00
4122 - Apples - Wholesale	8,252.00
Total 4130 - Wholesale Sales	21,289.00
4150 - Apple Wood	
4152 - Wood - Bundle	80.00
4154 - Wood - Bin	125.00
Total 4150 - Apple Wood	205.00
4160 - Garden Plots	
4160.02 - Individual Plots	1,125.00
4160.04 - Group Plots	475.00
Total 4160 - Garden Plots	1,600.00
4162 - Hay	24.71
4200 - Retail Sales - Taxable	
4202 - Candles	201.91
4204 - Mums	517.64
4218 - Merchandise Taxable	933.08
Total 4200 - Retail Sales - Taxable	1,652.63
4250 - Retail Sales - Non Taxable	
4252 - Crisp Mix	1,348.50
4254 - Cider	2,836.75
4256 - Jelly	1,521.50

**Friends of Sholan Farms, Inc.**  
**Profit & Loss**  
 January through December 2012

	Jan - Dec 12
4257 · Pie Filling	10.00
4258 · Produce (Squash, Berries, Etc)	
4258.01 · Produce - Farmers Market	1,127.63
4258.02 · Produce - Vegetable	2,040.45
4258.05 · Produce - Gourds	671.11
4258.30 · Wholesale Produce	568.40
4258 · Produce (Squash, Berries, Etc) - Other	237.75
<b>Total 4258 · Produce (Squash, Berries, Etc)</b>	<b>4,645.34</b>
4260 · Pumpkin	6,643.87
4262 · Honey	
4262.03 · Regular Honey	2,259.75
4262.05 · Organic Honey	153.50
<b>Total 4262 · Honey</b>	<b>2,413.25</b>
4264 · Clothing	1,040.00
4265 · Stand Items (Misc Stand Items)	
4265.01 · Candy	436.25
4265.02 · Chips / Snacks	427.50
4265.04 · Candy Apples	5,195.00
<b>Total 4265 · Stand Items (Misc Stand Items)</b>	<b>6,058.75</b>
4266 · Merchandise No Tax	440.75
<b>Total 4250 · Retail Sales - Non Taxable</b>	<b>26,958.71</b>
4270 · Concession Sales (Food)	
4272 · Prepared Food	
4272.02 · Hot Dogs	1,251.76
4272.04 · Burgers	458.83
4272.06 · Pastry	2,613.76
4272.08 · Pies	454.00
4272.10 · Other Food	415.26
5702.21 · Popcorn	98.26
4272 · Prepared Food - Other	1,818.34
<b>Total 4272 · Prepared Food</b>	<b>7,110.21</b>
4276 · Beverages (Glass)	168.57
4278 · Cans / Bottles	2,954.08
<b>Total 4270 · Concession Sales (Food)</b>	<b>10,232.86</b>
4300 · Tours	
4302 · School Tours	4,311.00
4304 · Party Tours	240.00
<b>Total 4300 · Tours</b>	<b>4,551.00</b>
4350 · Rental Income (Festivals, Weddings)	360.00
4360 · Berry Income	
4362 · Raspberries	1,430.75
4364 · Blueberries	379.85
<b>Total 4360 · Berry Income</b>	<b>1,810.60</b>
4450 · Adjustments to Income	
4452 · Discounts - Coupons	-1,115.75
4454 · Discounts - Vol/Member	-1,772.00
4458 · Cash Over/Short	-305.81
<b>Total 4450 · Adjustments to Income</b>	<b>-3,193.56</b>
<b>Total 4001 · Sales</b>	<b>174,836.28</b>
4500 · Other Revenue	
4580 · Membership	6,000.00
4600 · Donations	
4610 · Donations - Cash	
4617 · Donations - In Memory of	400.00
4620 · Donations - Miscellaneous	1,910.95
<b>Total 4610 · Donations - Cash</b>	<b>2,310.95</b>

**Friends of Sholan Farms, Inc.**  
**Profit & Loss**  
 January through December 2012

	Jan - Dec 12
Total 4600 · Donations	2,310.95
4700 · Grants	19,060.00
4810 · Solar Energy	2,178.17
4910 · Interest Income	128.44
4990 · Miscellaneous Income	300.01
<b>Total 4500 · Other Revenue</b>	<b>29,977.57</b>
4860 · Activities/Festivals Revenue	
4860.01 · Sponsorship Revenue	11,600.00
4860.02 · Ad Book Revenue	4,300.00
4860.03 · Rental Revenue	920.00
4860.04 · Activities Revenue	1,225.50
4860.05 · Games/Rides Revenue	1,163.41
4860.09 · Outside Concession	300.00
4860.10 · Other Revenue	96.00
4860.11 · Raffle Revenue	676.00
4860.12 · Butterfly Release (Apple Blossom Festival Event)	1,005.00
<b>Total 4860 · Activities/Festivals Revenue</b>	<b>21,285.91</b>
<b>Total 4000 · Revenue</b>	<b>226,099.76</b>
4950 · Investment Activity	
4952 · Investment Interest/Dividends	428.50
4954 · Investment Change in Value	-32.80
4957 · Managment Fees	-120.89
<b>Total 4950 · Investment Activity</b>	<b>274.81</b>
<b>Total Income</b>	<b>226,374.57</b>
<b>Cost of Goods Sold</b>	
5300 · Cost of Goods Sold - Retail	
5302 · COGS Retail - Candles	173.25
5304 · COGS Retail - Mums	434.00
5352 · COGS Retail - Crisp Mix	40.01
5354 · COGS Retail - Cider	2,784.50
5356 · COGS Retail - Jelly	1,200.00
5362 · COGS Retail - Honey	1,596.94
5364 · COGS Retail - Clothing (Hats, Tees, Scarves, Sweats)	33.50
5365.04 · COGS - Candy Apples	2,970.05
5366 · COGS Retail - Merchandise	380.02
5368 · Candy	137.62
5300 · Cost of Goods Sold - Retail - Other	0.00
<b>Total 5300 · Cost of Goods Sold - Retail</b>	<b>9,749.89</b>
5800 · Cost of Goods Sold - Concession	
5802 · COGS Concession - Food	5,426.35
5806 · COGS-Packaged Items	537.86
5850 · COGS Concession - Supplies	95.71
<b>Total 5800 · Cost of Goods Sold - Concession</b>	<b>6,059.92</b>
<b>Total COGS</b>	<b>15,809.81</b>
<b>Gross Profit</b>	<b>210,564.76</b>
<b>Expense</b>	
6200 · Activies/Festivals Expenses	
6210 · Printing Expense	373.97
6214 · Supplies Expense	130.08
6216 · Games/Rides Expense	141.00
6218 · Rental Expense	842.40
6220 · Entertainment Expense	400.00
6224 · Advertising	949.00
6250 · Miscellaneous Expense	647.14
<b>Total 6200 · Activies/Festivals Expenses</b>	<b>3,483.59</b>
7000 · Salary & Wages	



**Friends of Sholan Farms, Inc.**  
**Profit & Loss**  
 January through December 2012

	Jan - Dec 12
7002 · Salary & Wages Farm Operations	42,363.94
7006 · Salary & Wages Pickers	4,529.00
7009 · Payroll Expenses	0.00
<b>Total 7000 · Salary &amp; Wages</b>	<b>46,892.94</b>
7020 · Employee Benefits	
7022 · Health Insurance	6,217.89
<b>Total 7020 · Employee Benefits</b>	<b>6,217.89</b>
7030 · Payroll Taxes	
7032 · Social Security	2,907.47
7034 · Medicare	679.96
7036 · Unemployment	1,378.13
<b>Total 7030 · Payroll Taxes</b>	<b>4,965.56</b>
7200 · Supplies	
7202 · Breeding / Polination (Breeding Fees)	1,728.00
7203 · Farm Supplies	747.47
7206 · Fuel	6,000.40
7208 · Irrigation	775.93
7210 · Landscaping (Landscaping)	2,742.00
7211 · Chemical's for Planting	1,568.61
7212 · New Plants/Seeds (Trees, Plants, Bushes, etc.)	2,954.01
7216 · Signs - Informational (Row Signs for Orchard)	155.84
7217 · Pest Management	241.10
7218 · Spray Material/Chemicals	30,384.86
7219 · Spraying Supplies -Non Chemical	94.00
7220 · Tools	170.37
7222 · Small Equipment - Farm (Farm Equipment Under \$500)	594.98
7226 · Soil Tests	23.50
<b>Total 7200 · Supplies</b>	<b>48,181.07</b>
7300 · Telephone	
7302 · Land Line Phone	1,545.96
<b>Total 7300 · Telephone</b>	<b>1,545.96</b>
7320 · Postage / Freight	
7322 · Postage / Shipping	250.99
7326 · Postal Fees (PO Box & Permits)	809.27
<b>Total 7320 · Postage / Freight</b>	<b>1,060.26</b>
7500 · Printing and Publications	
7502 · Printing and Reproductions	1,915.72
7506 · Newsletter	98.46
7500 · Printing and Publications - Other	174.86
<b>Total 7500 · Printing and Publications</b>	<b>2,189.04</b>
7600 · Interest Expense	
7610 · Finance Charge	23.97
<b>Total 7600 · Interest Expense</b>	<b>23.97</b>
7700 · Depreciation	4,238.00
8020 · Advertising	
8022 · Signs - Advertising (A-frames, banners)	200.00
8024 · Display Sign	445.32
8028 · Advertising - Print	10,778.55
8029 · Advertising - Radio/TV	2,920.00
<b>Total 8020 · Advertising</b>	<b>14,343.87</b>
8042 · Credit Card Fees	
8042.01 · Processor Fee	638.80
8042.02 · Exchange Fees	621.91
8042.03 · Monthly Fees	268.70
<b>Total 8042 · Credit Card Fees</b>	<b>1,529.41</b>
8045 · Payroll Service Fees	813.93
8120 · Insurance	

**Friends of Sholan Farms, Inc.**  
**Profit & Loss**  
 January through December 2012

	Jan - Dec 12
8122 · Crop Insurance (Crop Insurance)	5,994.00
8125 · Farm Personal Property	3,274.01
8126 · Worker's Compensation	704.00
8130 · Vehicles Insurance	631.00
8132 · Pollution Insurance	388.00
8134 · Board Insurance	735.00
<b>Total 8120 · Insurance</b>	<b>11,726.01</b>
8140 · Licenses, Permits & Fees	64.00
8145 · Membership Fees	1,210.00
8165 · Meetings/Events	
81651 · Volunteer	1,462.15
8165 · Meetings/Events - Other	59.10
<b>Total 8165 · Meetings/Events</b>	<b>1,521.25</b>
8180 · Office Supplies	
8182 · Misc. Office Supplies	339.89
<b>Total 8180 · Office Supplies</b>	<b>339.89</b>
8220 · Other Supplies	
8222 · Bags & Boxes (For Picking Apples)	4,999.76
8223 · Farm Stand Supplies	1,252.53
8225 · Miscellaneous Supplies	559.50
8226 · Parking Area	1,118.25
<b>Total 8220 · Other Supplies</b>	<b>7,930.04</b>
8230 · Other Rentals	
8232 · Tent Rentals	1,100.00
8238 · Misc. Rentals	258.00
<b>Total 8230 · Other Rentals</b>	<b>1,358.00</b>
8240 · Professional Fees	
8242 · Entertainment	1,800.00
8244 · Weather Service	232.59
8252 · Training	172.95
<b>Total 8240 · Professional Fees</b>	<b>2,205.54</b>
8260 · Repairs & Maintenance	
8262 · Buildings	387.34
8263 · Electrical Work	1,706.50
8264 · Stand Equipment	46.11
8265 · Grounds Maintenance	1,181.26
8266 · Farm Equipment	9,594.14
<b>Total 8260 · Repairs &amp; Maintenance</b>	<b>12,915.35</b>
8270 · Equipment Purchases	2,857.90
8300 · Taxes	
8308 · Tax Late Pay Penalty	10.74
<b>Total 8300 · Taxes</b>	<b>10.74</b>
8320 · Utilities	
8321 · Electric	2,014.96
8323 · Restroom Service	879.00
8324 · Trash Removal	1,694.81
8326 · Internet Service	635.88
8327 · Member Contact	275.20
<b>Total 8320 · Utilities</b>	<b>5,499.85</b>
8340 · Vehicle Expense	
8344 · Vehicle Expenses Other	911.16
8346 · Gasoline for Farm Vehicles	812.19
<b>Total 8340 · Vehicle Expense</b>	<b>1,723.35</b>
<b>Total Expense</b>	<b>184,847.41</b>
<b>Net Ordinary Income</b>	<b>25,717.35</b>

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Accrual Basis

Friends of Sholan Farms, Inc.

**Profit & Loss**

January through December 2012

	<u>Jan - Dec 12</u>
Other Income/Expense	
Other Income	
9910 - Other Income	
9918 - Value Change of Life Insurance	3,752.90
Total 9910 - Other Income	<u>3,752.90</u>
Total Other Income	3,752.90
Other Expense	
9960 - Other Expenses	
9964 - Life Ins Premium	257.60
Total 9960 - Other Expenses	<u>257.60</u>
9970 - Capital Purchases	15,200.00
Total Other Expense	<u>15,457.60</u>
Net Other Income	<u>-11,704.70</u>
Net Income	<u><u>14,012.65</u></u>

Friends of Sholan Farms, Inc.  
Profit & Loss by Class  
January through December 2012

Ordinary Income/Expense	Concession	ABF 2012 (Festivals)	Scarecrow 2012 (Festivals)	Total Festivals	Operations	Retail	Spray Program	Tours	TOTAL
Income									
4000 - Revenue									
4001 - Sales									
4100 - Apples									
4100.01 - Apple 1/4 Peck									
4102.01 - Apple 1/4 Peck	0.00	0.00	0.00	0.00	3,158.50	0.00	0.00	0.00	3,158.50
4102.02 - Apple 1/4 Peck Premium	0.00	0.00	0.00	0.00	123.50	0.00	0.00	0.00	123.50
Total 4100.01 - Apple 1/4 Peck	0.00	0.00	0.00	0.00	3,282.00	0.00	0.00	0.00	3,282.00
4100.04 - Apple 1/2 Peck									
4104.01 - Apple 1/2 Peck	0.00	0.00	0.00	0.00	34,747.50	0.00	0.00	0.00	34,747.50
4104.02 - Apple 1/2 Peck Premium	0.00	0.00	0.00	0.00	3,088.75	0.00	0.00	0.00	3,088.75
Total 4100.04 - Apple 1/2 Peck	0.00	0.00	0.00	0.00	37,836.25	0.00	0.00	0.00	37,836.25
4100.06 - Apple 1 Peck									
4106.01 - Apple 1 Peck	0.00	0.00	0.00	0.00	33,655.00	0.00	0.00	0.00	33,655.00
4106.02 - Apple 1 Peck Premium	0.00	0.00	0.00	0.00	379.50	0.00	0.00	0.00	379.50
Total 4100.06 - Apple 1 Peck	0.00	0.00	0.00	0.00	34,034.50	0.00	0.00	0.00	34,034.50
4100.08 - Apple 1/2 Bushel									
4108.01 - Apple 1/2 Bushel	0.00	0.00	0.00	0.00	18,543.75	0.00	0.00	0.00	18,543.75
4108.02 - Apple 1/2 Bushel Premium	0.00	0.00	0.00	0.00	62.75	0.00	0.00	0.00	62.75
Total 4100.08 - Apple 1/2 Bushel	0.00	0.00	0.00	0.00	18,606.50	0.00	0.00	0.00	18,606.50
4100.10 - Apple 1 Bushel									
4110.01 - Apple 1 Bushel	0.00	0.00	0.00	0.00	1,895.00	0.00	0.00	0.00	1,895.00
Total 4100.10 - Apple 1 Bushel	0.00	0.00	0.00	0.00	1,895.00	0.00	0.00	0.00	1,895.00
4114 - Apple Misc Sales									
4114.01 - Apples - Orchard Run	0.00	0.00	0.00	0.00	3,344.89	0.00	0.00	0.00	3,344.89
4114.02 - Apples - Drop	0.00	0.00	0.00	0.00	2,996.44	0.00	0.00	0.00	2,996.44
4114.06 - Apples - Misc	0.00	0.00	0.00	0.00	936.25	0.00	0.00	0.00	936.25
4114.10 - Apples - 3lb Bag	0.00	0.00	0.00	0.00	273.50	0.00	0.00	0.00	273.50
Total 4114 - Apple Misc Sales	0.00	0.00	0.00	0.00	7,551.08	0.00	0.00	0.00	7,551.08
4119 - Apples Insurance (Insurace claim for year)	0.00	0.00	0.00	0.00	5,888.00	0.00	0.00	0.00	5,888.00
4126 - Apples - Discounted	0.00	0.00	0.00	0.00	252.00	0.00	0.00	0.00	252.00
Total 4100 - Apples	0.00	0.00	0.00	0.00	109,345.33	0.00	0.00	0.00	109,345.33
4130 - Wholesale Sales									
4112 - Apple School Sales	0.00	0.00	0.00	0.00	6,205.00	0.00	0.00	0.00	6,205.00
4118 - Cider Apples	0.00	0.00	0.00	0.00	6,832.00	0.00	0.00	0.00	6,832.00
4122 - Apples - Wholesale	0.00	0.00	0.00	0.00	8,252.00	0.00	0.00	0.00	8,252.00
Total 4130 - Wholesale Sales	0.00	0.00	0.00	0.00	21,289.00	0.00	0.00	0.00	21,289.00
4150 - Apple Wood									
4152 - Wood - Bundle	0.00	0.00	0.00	0.00	80.00	0.00	0.00	0.00	80.00
4154 - Wood - Bin	0.00	0.00	0.00	0.00	125.00	0.00	0.00	0.00	125.00
Total 4150 - Apple Wood	0.00	0.00	0.00	0.00	205.00	0.00	0.00	0.00	205.00
4160 - Garden Plots									
4218 - Merchandise Taxable	0.00	0.00	0.00	0.00	0.00	933.08	0.00	0.00	933.08
Total 4200 - Retail Sales - Taxable	0.00	0.00	0.00	0.00	0.00	1,652.63	0.00	0.00	1,652.63



Friends of Sholan Farms, Inc.  
Profit & Loss by Class  
January through December 2012

	Concession	ABF 2012 (Festivals)	Scarecrow 2012 (Festivals)	Total Festivals	Operations	Retail	Spray Program	Tours	TOTAL
<b>4250 - Retail Sales - Non Taxable</b>									
4252 - Crisp Mix	0.00	0.00	0.00	0.00	0.00	1,348.50	0.00	0.00	1,348.50
4254 - Cider	0.00	0.00	0.00	0.00	0.00	2,836.75	0.00	0.00	2,836.75
4256 - Jelly	0.00	0.00	0.00	0.00	0.00	1,521.50	0.00	0.00	1,521.50
4257 - Pie Filling	0.00	0.00	0.00	0.00	0.00	10.00	0.00	0.00	10.00
<b>4258 - Produce (Squash, Berries, Etc)</b>									
4258.01 - Produce - Farmers Market	88.75	0.00	0.00	0.00	1,038.88	0.00	0.00	0.00	1,127.63
4258.02 - Produce - Vegetable	0.00	0.00	0.00	0.00	2,040.45	0.00	0.00	0.00	2,040.45
4258.05 - Produce - Gourds	0.00	0.00	0.00	0.00	671.11	0.00	0.00	0.00	671.11
4258.30 - Wholesale Produce	0.00	0.00	0.00	0.00	568.40	0.00	0.00	0.00	568.40
4258 - Produce (Squash, Berries, Etc) - Other	0.00	0.00	0.00	0.00	237.75	0.00	0.00	0.00	237.75
<b>Total 4258 - Produce (Squash, Berries, Etc)</b>	<b>88.75</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>4,556.59</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>4,645.34</b>
<b>4260 - Pumpkin</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>6,643.87</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>6,643.87</b>
<b>4262 - Honey</b>									
4262.03 - Regular Honey	0.00	0.00	0.00	0.00	0.00	2,259.75	0.00	0.00	2,259.75
4262.05 - Organic Honey	0.00	0.00	0.00	0.00	0.00	153.50	0.00	0.00	153.50
<b>Total 4262 - Honey</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>2,413.25</b>	<b>0.00</b>	<b>0.00</b>	<b>2,413.25</b>
<b>4264 - Clothing</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>90.00</b>	<b>950.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,040.00</b>
<b>4265 - Stand Items (Misc Stand Items)</b>									
4265.01 - Candy	26.00	0.00	0.00	0.00	32.75	377.50	0.00	0.00	436.25
4265.02 - Chips / Snacks	130.75	93.00	0.00	93.00	0.00	203.75	0.00	0.00	427.50
4265.04 - Candy Apples	4,076.00	0.00	1,119.00	1,119.00	0.00	0.00	0.00	0.00	5,195.00
<b>Total 4265 - Stand Items (Misc Stand Items)</b>	<b>4,232.75</b>	<b>93.00</b>	<b>1,119.00</b>	<b>1,212.00</b>	<b>32.75</b>	<b>581.25</b>	<b>0.00</b>	<b>0.00</b>	<b>6,058.75</b>
<b>4266 - Merchandise No Tax</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>440.75</b>	<b>0.00</b>	<b>0.00</b>	<b>440.75</b>
<b>Total 4250 - Retail Sales - Non Taxable</b>	<b>4,321.50</b>	<b>93.00</b>	<b>1,119.00</b>	<b>1,212.00</b>	<b>11,323.21</b>	<b>10,102.00</b>	<b>0.00</b>	<b>0.00</b>	<b>26,958.71</b>
<b>4270 - Concession Sales (Food)</b>									
<b>4272 - Prepared Food</b>									
4272.02 - Hot Dogs	846.11	405.65	0.00	405.65	0.00	0.00	0.00	0.00	1,251.76
4272.04 - Burgers	0.00	458.83	0.00	458.83	0.00	0.00	0.00	0.00	458.83
4272.06 - Pastry	2,072.21	541.55	0.00	541.55	0.00	0.00	0.00	0.00	2,613.76
4272.08 - Pies	454.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	454.00
4272.10 - Other Food	149.85	265.41	0.00	265.41	0.00	0.00	0.00	0.00	415.26
5702.21 - Popcorn	0.00	98.26	0.00	98.26	0.00	0.00	0.00	0.00	98.26
4272 - Prepared Food - Other	1,159.53	658.81	0.00	658.81	0.00	0.00	0.00	0.00	1,818.34
<b>Total 4272 - Prepared Food</b>	<b>4,681.70</b>	<b>2,428.51</b>	<b>0.00</b>	<b>2,428.51</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>7,110.21</b>
<b>4276 - Beverages (Glass)</b>	<b>138.09</b>	<b>30.48</b>	<b>0.00</b>	<b>30.48</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>168.57</b>
<b>4278 - Cans / Bottles</b>	<b>2,411.08</b>	<b>543.00</b>	<b>0.00</b>	<b>543.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>2,954.08</b>
<b>Total 4270 - Concession Sales (Food)</b>	<b>7,230.87</b>	<b>3,001.99</b>	<b>0.00</b>	<b>3,001.99</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>10,232.86</b>
<b>4300 - Tours</b>									
4302 - School Tours	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,311.00	4,311.00
4304 - Party Tours	0.00	0.00	0.00	0.00	0.00	0.00	0.00	240.00	240.00
<b>Total 4300 - Tours</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>4,551.00</b>	<b>4,551.00</b>
<b>4350 - Rental Income (Festivals, Weddings)</b>	<b>0.00</b>	<b>20.00</b>	<b>0.00</b>	<b>20.00</b>	<b>340.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>360.00</b>
<b>4360 - Berry Income</b>									
4362 - Raspberries	0.00	0.00	0.00	0.00	1,430.75	0.00	0.00	0.00	1,430.75
4364 - Blueberries	0.00	0.00	0.00	0.00	379.85	0.00	0.00	0.00	379.85
<b>Total 4360 - Berry Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,810.60</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,810.60</b>
<b>4450 - Adjustments to Income</b>									
4452 - Discounts - Coupons	0.00	0.00	0.00	0.00	-1,115.75	0.00	0.00	0.00	-1,115.75
4454 - Discounts - Vol/Member	0.00	0.00	0.00	0.00	-1,772.00	0.00	0.00	0.00	-1,772.00
4458 - Cash Over/Short	0.00	-23.88	0.00	-23.88	-281.93	0.00	0.00	0.00	-305.81
<b>Total 4450 - Adjustments to Income</b>	<b>0.00</b>	<b>-23.88</b>	<b>0.00</b>	<b>-23.88</b>	<b>-3,169.68</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>-3,193.56</b>
<b>Total 4001 - Sales</b>	<b>11,552.37</b>	<b>3,091.11</b>	<b>1,119.00</b>	<b>4,210.11</b>	<b>142,643.17</b>	<b>11,754.63</b>	<b>0.00</b>	<b>4,676.00</b>	<b>174,836.28</b>

Friends of Sholan Farms, Inc.  
Profit & Loss by Class  
January through December 2012

	Concession	ABF 2012 (Festivals)	Scarecrow 2012 (Festivals)	Total Festivals	Operations	Retail	Spray Program	Tours	TOTAL
<b>4500 - Other Revenue</b>									
4580 - Membership	0.00	0.00	0.00	0.00	6,000.00	0.00	0.00	0.00	6,000.00
4600 - Donations									
4610 - Donations - Cash									
4617 - Donations - In Memory of	0.00	0.00	0.00	0.00	400.00	0.00	0.00	0.00	400.00
4620 - Donations - Miscellaneous	0.00	250.00	0.00	250.00	1,593.95	0.00	0.00	67.00	1,910.95
<b>Total 4610 - Donations - Cash</b>	<b>0.00</b>	<b>250.00</b>	<b>0.00</b>	<b>250.00</b>	<b>1,993.95</b>	<b>0.00</b>	<b>0.00</b>	<b>67.00</b>	<b>2,310.95</b>
<b>Total 4600 - Donations</b>	<b>0.00</b>	<b>250.00</b>	<b>0.00</b>	<b>250.00</b>	<b>1,993.95</b>	<b>0.00</b>	<b>0.00</b>	<b>67.00</b>	<b>2,310.95</b>
4700 - Grants	0.00	0.00	0.00	0.00	18,535.00	0.00	0.00	525.00	19,060.00
4810 - Solar Energy	0.00	0.00	0.00	0.00	2,178.17	0.00	0.00	0.00	2,178.17
4910 - Interest Income	0.00	0.00	0.00	0.00	128.44	0.00	0.00	0.00	128.44
4990 - Miscellaneous Income	0.00	0.00	0.00	0.00	300.01	0.00	0.00	0.00	300.01
<b>Total 4500 - Other Revenue</b>	<b>0.00</b>	<b>250.00</b>	<b>0.00</b>	<b>250.00</b>	<b>29,135.57</b>	<b>0.00</b>	<b>0.00</b>	<b>592.00</b>	<b>29,977.57</b>
<b>4860 - Activities/Festivals Revenue</b>									
4860.01 - Sponsorship Revenue	0.00	0.00	0.00	0.00	0.00	0.00	11,600.00	0.00	11,600.00
4860.02 - Ad Book Revenue	0.00	4,300.00	0.00	4,300.00	0.00	0.00	0.00	0.00	4,300.00
4860.03 - Rental Revenue	0.00	920.00	0.00	920.00	0.00	0.00	0.00	0.00	920.00
4860.04 - Activities Revenue	0.00	0.00	1,225.50	1,225.50	0.00	0.00	0.00	0.00	1,225.50
4860.05 - Games/Rides Revenue	0.00	669.66	493.75	1,163.41	0.00	0.00	0.00	0.00	1,163.41
4860.09 - Outside Concession	0.00	300.00	0.00	300.00	0.00	0.00	0.00	0.00	300.00
4860.10 - Other Revenue	0.00	0.00	96.00	96.00	0.00	0.00	0.00	0.00	96.00
4860.11 - Raffle Revenue	0.00	676.00	0.00	676.00	0.00	0.00	0.00	0.00	676.00
4860.12 - Butterfly Release (Apple Blossom Festival Event)	0.00	1,005.00	0.00	1,005.00	0.00	0.00	0.00	0.00	1,005.00
<b>Total 4860 - Activities/Festivals Revenue</b>	<b>0.00</b>	<b>7,870.66</b>	<b>1,815.25</b>	<b>9,685.91</b>	<b>0.00</b>	<b>0.00</b>	<b>11,600.00</b>	<b>0.00</b>	<b>21,285.91</b>
<b>Total 4000 - Revenue</b>	<b>11,552.37</b>	<b>11,211.77</b>	<b>2,934.25</b>	<b>14,146.02</b>	<b>171,778.74</b>	<b>11,754.63</b>	<b>11,600.00</b>	<b>5,268.00</b>	<b>226,099.76</b>
<b>4950 - Investment Activity</b>									
4952 - Investment Interest/Dividends	0.00	0.00	0.00	0.00	428.50	0.00	0.00	0.00	428.50
4954 - Investment Change in Value	0.00	0.00	0.00	0.00	-32.80	0.00	0.00	0.00	-32.80
4957 - Management Fees	0.00	0.00	0.00	0.00	-120.89	0.00	0.00	0.00	-120.89
<b>Total 4950 - Investment Activity</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>274.81</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>274.81</b>
<b>Total Income</b>	<b>11,552.37</b>	<b>11,211.77</b>	<b>2,934.25</b>	<b>14,146.02</b>	<b>172,053.55</b>	<b>11,754.63</b>	<b>11,600.00</b>	<b>5,268.00</b>	<b>226,374.57</b>
<b>Cost of Goods Sold</b>									
<b>5300 - Cost of Goods Sold - Retail</b>									
5302 - COGS Retail - Candles	0.00	0.00	0.00	0.00	0.00	173.25	0.00	0.00	173.25
5304 - COGS Retail - Mums	0.00	0.00	0.00	0.00	0.00	434.00	0.00	0.00	434.00
5352 - COGS Retail - Crisp Mix	0.00	0.00	0.00	0.00	0.00	40.01	0.00	0.00	40.01
5354 - COGS Retail - Cider	0.00	0.00	0.00	0.00	0.00	2,784.50	0.00	0.00	2,784.50
5356 - COGS Retail - Jelly	0.00	0.00	0.00	0.00	0.00	1,200.00	0.00	0.00	1,200.00
5362 - COGS Retail - Honey	0.00	0.00	0.00	0.00	0.00	1,596.94	0.00	0.00	1,596.94
5364 - COGS Retail - Clothing (Hats, Tees, Scarves, Sweats)	0.00	0.00	0.00	0.00	0.00	33.50	0.00	0.00	33.50
5365.04 - COGS - Candy Apples	2,970.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,970.05
5366 - COGS Retail - Merchandise	0.00	0.00	0.00	0.00	0.00	380.02	0.00	0.00	380.02
5368 - Candy	0.00	0.00	0.00	0.00	0.00	137.62	0.00	0.00	137.62
<b>5300 - Cost of Goods Sold - Retail - Other</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Total 5300 - Cost of Goods Sold - Retail</b>	<b>2,970.05</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>6,779.84</b>	<b>0.00</b>	<b>0.00</b>	<b>9,749.89</b>
<b>5800 - Cost of Goods Sold - Concession</b>									
5802 - COGS Concession - Food	5,426.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,426.35
5806 - COGS-Packaged Items	537.86	0.00	0.00	0.00	0.00	0.00	0.00	0.00	537.86
5850 - COGS Concession - Supplies	95.71	0.00	0.00	0.00	0.00	0.00	0.00	0.00	95.71
<b>Total 5800 - Cost of Goods Sold - Concession</b>	<b>6,059.92</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>6,059.92</b>
<b>Total COGS</b>	<b>9,029.97</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>6,779.84</b>	<b>0.00</b>	<b>0.00</b>	<b>15,809.81</b>
<b>Gross Profit</b>	<b>2,522.40</b>	<b>11,211.77</b>	<b>2,934.25</b>	<b>14,146.02</b>	<b>172,053.55</b>	<b>4,974.79</b>	<b>11,600.00</b>	<b>5,268.00</b>	<b>210,564.76</b>

Friends of Sholan Farms, Inc.  
Profit & Loss by Class  
January through December 2012

	Concession	ABF 2012 (Festivals)	Scarecrow 2012 (Festivals)	Total Festivals	Operations	Retail	Spray Program	Tours	TOTAL
<b>Expense</b>									
6200 - Activies/Festivals Expenses									
6210 - Printing Expense	0.00	35.97	0.00	35.97	338.00	0.00	0.00	0.00	373.97
6214 - Supplies Expense	0.00	29.68	0.00	29.68	0.00	0.00	0.00	100.40	130.08
6216 - Games/Rides Expense	0.00	141.00	0.00	141.00	0.00	0.00	0.00	0.00	141.00
6218 - Rental Expense	0.00	842.40	0.00	842.40	0.00	0.00	0.00	0.00	842.40
6220 - Entertainment Expense	0.00	400.00	0.00	400.00	0.00	0.00	0.00	0.00	400.00
6224 - Advertising	0.00	949.00	0.00	949.00	0.00	0.00	0.00	0.00	949.00
6250 - Miscellaneous Expense	0.00	606.00	41.14	647.14	0.00	0.00	0.00	0.00	647.14
Total 6200 - Activies/Festivals Expenses	0.00	3,004.05	41.14	3,045.19	338.00	0.00	0.00	100.40	3,483.59
7000 - Salary & Wages									
7002 - Salary & Wages Farm Operations	0.00	0.00	0.00	0.00	42,363.94	0.00	0.00	0.00	42,363.94
7006 - Salary & Wages Pickers	0.00	0.00	0.00	0.00	4,529.00	0.00	0.00	0.00	4,529.00
7009 - Payroll Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 7000 - Salary & Wages	0.00	0.00	0.00	0.00	46,892.94	0.00	0.00	0.00	46,892.94
7020 - Employee Benefits									
7022 - Health Insurance	0.00	0.00	0.00	0.00	6,217.89	0.00	0.00	0.00	6,217.89
Total 7020 - Employee Benefits	0.00	0.00	0.00	0.00	6,217.89	0.00	0.00	0.00	6,217.89
7030 - Payroll Taxes									
7032 - Social Security	0.00	0.00	0.00	0.00	2,907.47	0.00	0.00	0.00	2,907.47
7034 - Medicare	0.00	0.00	0.00	0.00	679.96	0.00	0.00	0.00	679.96
7036 - Unemployment	0.00	0.00	0.00	0.00	1,378.13	0.00	0.00	0.00	1,378.13
Total 7030 - Payroll Taxes	0.00	0.00	0.00	0.00	4,965.56	0.00	0.00	0.00	4,965.56
7200 - Supplies									
7202 - Breeding / Polination (Breeding Fees)	0.00	0.00	0.00	0.00	1,728.00	0.00	0.00	0.00	1,728.00
7203 - Farm Supplies	0.00	0.00	0.00	0.00	747.47	0.00	0.00	0.00	747.47
7206 - Fuel	0.00	0.00	0.00	0.00	6,000.40	0.00	0.00	0.00	6,000.40
7208 - Irrigation	0.00	0.00	0.00	0.00	775.93	0.00	0.00	0.00	775.93
7210 - Landscaping (Landscaping)	0.00	0.00	0.00	0.00	2,742.00	0.00	0.00	0.00	2,742.00
7211 - Chemical's for Planting	0.00	0.00	0.00	0.00	1,568.61	0.00	0.00	0.00	1,568.61
7212 - New Plants/Seeds (Trees, Plants, Bushes, etc.)	0.00	0.00	0.00	0.00	2,954.01	0.00	0.00	0.00	2,954.01
7216 - Signs - Informational (Row Signs for Orchard)	0.00	0.00	0.00	0.00	155.84	0.00	0.00	0.00	155.84
7217 - Pest Management	0.00	0.00	0.00	0.00	241.10	0.00	0.00	0.00	241.10
7218 - Spray Material/Chemicals	0.00	0.00	0.00	0.00	30,384.86	0.00	0.00	0.00	30,384.86
7219 - Spraying Supplies -Non Chemical	0.00	0.00	0.00	0.00	94.00	0.00	0.00	0.00	94.00
7220 - Tools	0.00	0.00	0.00	0.00	170.37	0.00	0.00	0.00	170.37
7222 - Small Equipment - Farm (Farm Equipment Under \$500)	0.00	0.00	0.00	0.00	594.98	0.00	0.00	0.00	594.98
7226 - Soil Tests	0.00	0.00	0.00	0.00	23.50	0.00	0.00	0.00	23.50
Total 7200 - Supplies	0.00	0.00	0.00	0.00	48,181.07	0.00	0.00	0.00	48,181.07
7300 - Telephone									
7302 - Land Line Phone	0.00	0.00	0.00	0.00	1,545.96	0.00	0.00	0.00	1,545.96
Total 7300 - Telephone	0.00	0.00	0.00	0.00	1,545.96	0.00	0.00	0.00	1,545.96
7320 - Postage / Freight									
7322 - Postage / Shipping	0.00	52.99	0.00	52.99	153.00	0.00	0.00	45.00	250.99
7326 - Postal Fees (PO Box & Permits)	0.00	52.17	0.00	52.17	730.10	0.00	27.00	0.00	809.27
Total 7320 - Postage / Freight	0.00	105.16	0.00	105.16	883.10	0.00	27.00	45.00	1,060.26
7500 - Printing and Publications									
7502 - Printing and Reproductions	0.00	500.00	612.50	1,112.50	803.22	0.00	0.00	0.00	1,915.72
7506 - Newsletter	0.00	0.00	0.00	0.00	98.46	0.00	0.00	0.00	98.46
7500 - Printing and Publications - Other	0.00	0.00	0.00	0.00	174.86	0.00	0.00	0.00	174.86
Total 7500 - Printing and Publications	0.00	500.00	612.50	1,112.50	1,076.54	0.00	0.00	0.00	2,189.04
7600 - Interest Expense									
7610 - Finance Charge	0.00	0.00	0.00	0.00	23.97	0.00	0.00	0.00	23.97
Total 7600 - Interest Expense	0.00	0.00	0.00	0.00	23.97	0.00	0.00	0.00	23.97

Friends of Sholan Farms, Inc.  
Profit & Loss by Class  
January through December 2012

	Concession	ABF 2012 (Festivals)	Scarecrow 2012 (Festivals)	Total Festivals	Operations	Retail	Spray Program	Tours	TOTAL
7700 - Depreciation	0.00	0.00	0.00	0.00	4,238.00	0.00	0.00	0.00	4,238.00
8020 - Advertising									
8022 - Signs - Advertising (A-frames, banners)	0.00	0.00	0.00	0.00	200.00	0.00	0.00	0.00	200.00
8024 - Display Sign	0.00	0.00	0.00	0.00	445.32	0.00	0.00	0.00	445.32
8028 - Advertising - Print	0.00	911.00	717.90	1,628.90	9,149.65	0.00	0.00	0.00	10,778.55
8029 - Advertising - Radio/TV	0.00	140.00	900.00	1,040.00	1,880.00	0.00	0.00	0.00	2,920.00
Total 8020 - Advertising	0.00	1,051.00	1,617.90	2,668.90	11,674.97	0.00	0.00	0.00	14,343.87
8042 - Credit Card Fees									
8042.01 - Processor Fee	0.00	0.00	0.00	0.00	638.80	0.00	0.00	0.00	638.80
8042.02 - Exchange Fees	0.00	0.00	0.00	0.00	621.91	0.00	0.00	0.00	621.91
8042.03 - Monthly Fees	0.00	0.00	0.00	0.00	268.70	0.00	0.00	0.00	268.70
Total 8042 - Credit Card Fees	0.00	0.00	0.00	0.00	1,529.41	0.00	0.00	0.00	1,529.41
8045 - Payroll Service Fees	0.00	0.00	0.00	0.00	813.93	0.00	0.00	0.00	813.93
8120 - Insurance									
8122 - Crop Insurance (Crop Insurance)	0.00	0.00	0.00	0.00	5,994.00	0.00	0.00	0.00	5,994.00
8125 - Farm Personal Property	0.00	0.00	0.00	0.00	3,274.01	0.00	0.00	0.00	3,274.01
8126 - Worker's Compensation	0.00	0.00	0.00	0.00	704.00	0.00	0.00	0.00	704.00
8130 - Vehicles Insurance	0.00	0.00	0.00	0.00	631.00	0.00	0.00	0.00	631.00
8132 - Pollution Insurance	0.00	0.00	0.00	0.00	388.00	0.00	0.00	0.00	388.00
8134 - Board Insurance	0.00	0.00	0.00	0.00	735.00	0.00	0.00	0.00	735.00
Total 8120 - Insurance	0.00	0.00	0.00	0.00	11,726.01	0.00	0.00	0.00	11,726.01
8140 - Licenses, Permits & Fees	0.00	0.00	0.00	0.00	64.00	0.00	0.00	0.00	64.00
8145 - Membership Fees	0.00	0.00	0.00	0.00	1,210.00	0.00	0.00	0.00	1,210.00
8165 - Meetings/Events									
81651 - Volunteer	0.00	0.00	0.00	0.00	1,462.15	0.00	0.00	0.00	1,462.15
8165 - Meetings/Events - Other	0.00	0.00	0.00	0.00	59.10	0.00	0.00	0.00	59.10
Total 8165 - Meetings/Events	0.00	0.00	0.00	0.00	1,521.25	0.00	0.00	0.00	1,521.25
8180 - Office Supplies									
8182 - Misc. Office Supplies	0.00	11.17	0.00	11.17	328.72	0.00	0.00	0.00	339.89
Total 8180 - Office Supplies	0.00	11.17	0.00	11.17	328.72	0.00	0.00	0.00	339.89
8220 - Other Supplies									
8222 - Bags & Boxes (For Picking Apples)	0.00	0.00	0.00	0.00	4,999.76	0.00	0.00	0.00	4,999.76
8223 - Farm Stand Supplies	0.00	0.00	0.00	0.00	1,252.53	0.00	0.00	0.00	1,252.53
8225 - Miscellaneous Supplies	0.00	0.00	250.47	250.47	102.68	0.00	0.00	206.35	559.50
8226 - Parking Area	0.00	0.00	0.00	0.00	1,118.25	0.00	0.00	0.00	1,118.25
Total 8220 - Other Supplies	0.00	0.00	250.47	250.47	7,473.22	0.00	0.00	206.35	7,930.04
8230 - Other Rentals									
8232 - Tent Rentals	0.00	0.00	0.00	0.00	1,100.00	0.00	0.00	0.00	1,100.00
8238 - Misc. Rentals	0.00	0.00	258.00	258.00	0.00	0.00	0.00	0.00	258.00
Total 8230 - Other Rentals	0.00	0.00	258.00	258.00	1,100.00	0.00	0.00	0.00	1,358.00
8240 - Professional Fees									
8242 - Entertainment	0.00	0.00	200.00	200.00	1,600.00	0.00	0.00	0.00	1,800.00
8244 - Weather Service	0.00	0.00	0.00	0.00	232.59	0.00	0.00	0.00	232.59
8252 - Training	0.00	0.00	0.00	0.00	172.95	0.00	0.00	0.00	172.95
Total 8240 - Professional Fees	0.00	0.00	200.00	200.00	2,005.54	0.00	0.00	0.00	2,205.54
8260 - Repairs & Maintenance									
8262 - Buildings	0.00	0.00	0.00	0.00	387.34	0.00	0.00	0.00	387.34
8263 - Electrical Work	0.00	0.00	0.00	0.00	1,706.50	0.00	0.00	0.00	1,706.50
8264 - Stand Equipment	0.00	0.00	0.00	0.00	46.11	0.00	0.00	0.00	46.11
8265 - Grounds Maintenance	0.00	0.00	0.00	0.00	1,181.26	0.00	0.00	0.00	1,181.26
8266 - Farm Equipment	0.00	0.00	0.00	0.00	9,594.14	0.00	0.00	0.00	9,594.14
Total 8260 - Repairs & Maintenance	0.00	0.00	0.00	0.00	12,915.35	0.00	0.00	0.00	12,915.35
8270 - Equipment Purchases	0.00	0.00	0.00	0.00	2,857.90	0.00	0.00	0.00	2,857.90
8300 - Taxes									
8308 - Tax Late Pay Penalty	0.00	0.00	0.00	0.00	10.74	0.00	0.00	0.00	10.74
Total 8300 - Taxes	0.00	0.00	0.00	0.00	10.74	0.00	0.00	0.00	10.74

Friends of Sholan Farms, Inc.  
Profit & Loss by Class  
January through December 2012

	Concession	ABF 2012 (Festivals)	Scarecrow 2012 (Festivals)	Total Festivals	Operations	Retail	Spray Program	Tours	TOTAL
<b>8320 - Utilities</b>									
8321 - Electric	0.00	0.00	0.00	0.00	2,014.96	0.00	0.00	0.00	2,014.96
8323 - Restroom Service	0.00	0.00	106.00	106.00	773.00	0.00	0.00	0.00	879.00
8324 - Trash Removal	0.00	0.00	0.00	0.00	1,694.81	0.00	0.00	0.00	1,694.81
8326 - Internet Service	0.00	0.00	0.00	0.00	635.88	0.00	0.00	0.00	635.88
8327 - Member Contact	0.00	0.00	0.00	0.00	275.20	0.00	0.00	0.00	275.20
<b>Total 8320 - Utilities</b>	<b>0.00</b>	<b>0.00</b>	<b>106.00</b>	<b>106.00</b>	<b>5,393.85</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>5,499.85</b>
<b>8340 - Vehicle Expense</b>									
8344 - Vehicle Expenses Other	0.00	0.00	0.00	0.00	911.16	0.00	0.00	0.00	911.16
8346 - Gasoline for Farm Vehicles	0.00	0.00	0.00	0.00	812.19	0.00	0.00	0.00	812.19
<b>Total 8340 - Vehicle Expense</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,723.35</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,723.35</b>
<b>Total Expense</b>	<b>0.00</b>	<b>4,671.38</b>	<b>3,086.01</b>	<b>7,757.39</b>	<b>176,711.27</b>	<b>0.00</b>	<b>27.00</b>	<b>351.75</b>	<b>184,847.41</b>
<b>Net Ordinary Income</b>	<b>2,522.40</b>	<b>6,540.39</b>	<b>-151.76</b>	<b>6,388.63</b>	<b>-4,657.72</b>	<b>4,974.79</b>	<b>11,573.00</b>	<b>4,916.25</b>	<b>25,717.35</b>
<b>Other Income/Expense</b>									
<b>Other Income</b>									
9910 - Other Income									
9918 - Value Change of Life Insurance	0.00	0.00	0.00	0.00	3,752.90	0.00	0.00	0.00	3,752.90
<b>Total 9910 - Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>3,752.90</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>3,752.90</b>
<b>Total Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>3,752.90</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>3,752.90</b>
<b>Other Expense</b>									
9960 - Other Expenses									
9964 - Life Ins Premium	0.00	0.00	0.00	0.00	257.60	0.00	0.00	0.00	257.60
<b>Total 9960 - Other Expenses</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>257.60</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>257.60</b>
9970 - Capital Purchases	0.00	0.00	0.00	0.00	15,200.00	0.00	0.00	0.00	15,200.00
<b>Total Other Expense</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>15,457.60</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>15,457.60</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>-11,704.70</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>-11,704.70</b>
<b>Net Income</b>	<b>2,522.40</b>	<b>6,540.39</b>	<b>-151.76</b>	<b>6,388.63</b>	<b>-16,362.42</b>	<b>4,974.79</b>	<b>11,573.00</b>	<b>4,916.25</b>	<b>14,012.65</b>