

# **Educational Farm at Joppa Hill**

## **General & Financial Overview**

# Mission Statement



**Our mission is to increase public awareness of open space, sustainable agriculture and the environment by operating a working farm, providing interactive educational programs and promoting first hand experience through community involvement.**



# Site, Assets, & Liabilities



**Lease with the Town of Bedford for the use of:**

- Barn
- Cottage
- 35 acres of land
- No financial support



**Our current assets:**

- Livestock
- Equipment
- Hay Fields
- Monthly rental of cottage – fixed fee or labor exchange
- Lease for the use of the property
- Certified 501(c)(3) non-profit status
- Cash on hand

**Our current liabilities:**

- Town Loan (\$25,000, 10 yrs, 6%)
- Balance - \$18,448.86
- Monthly Payment - \$277.55



# What We Do & Who Does It



## Programs currently offered:

- Summer Camps
- Horsemanship
- Milking Program
- School Programs
- Educational Classes
- Group Tours / Birthday Parties



## Structure & Procedure:

- Board of Directors
  - Policy and Procedures
  - Fundraising
- Staff
  - President / Vice President
  - Executive Director
  - Employees
  - Volunteers
- Documented policies and practices



# How We Do It



## Volunteer Recruitment:

- People from the community
  - Board members
  - Feeders / turnout
  - Milkers
- Professionals
  - Stonyfield Farm
  - Church groups
  - High school community hours
  - Scout projects
- Local organizations
  - Bedford Men's Club
  - Bedford Woman's Club



## Securing Resources:

- Running programs for a fee
- Spring and fall fair / open house
- Fund raisers / Donations

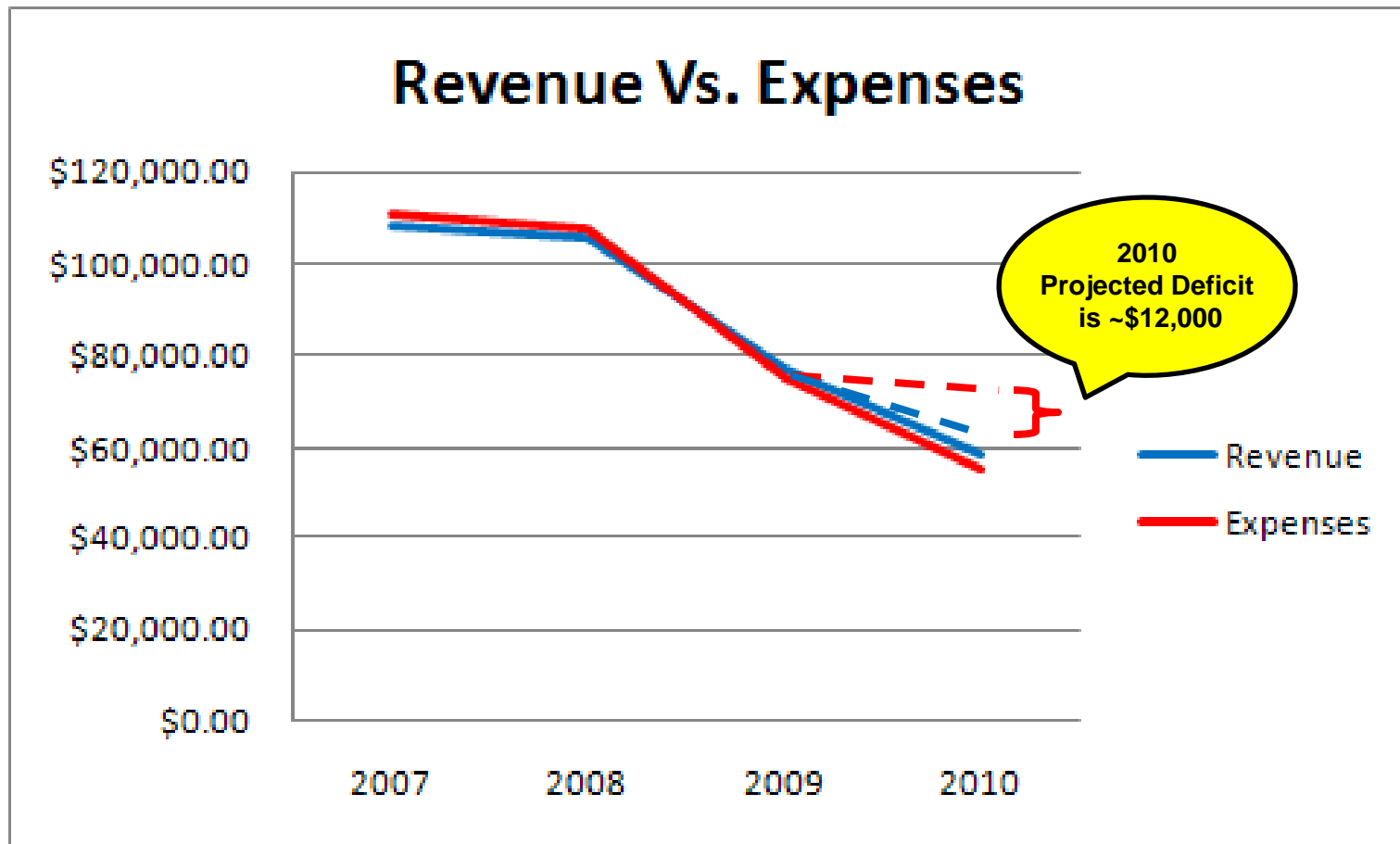
# Farm Financials



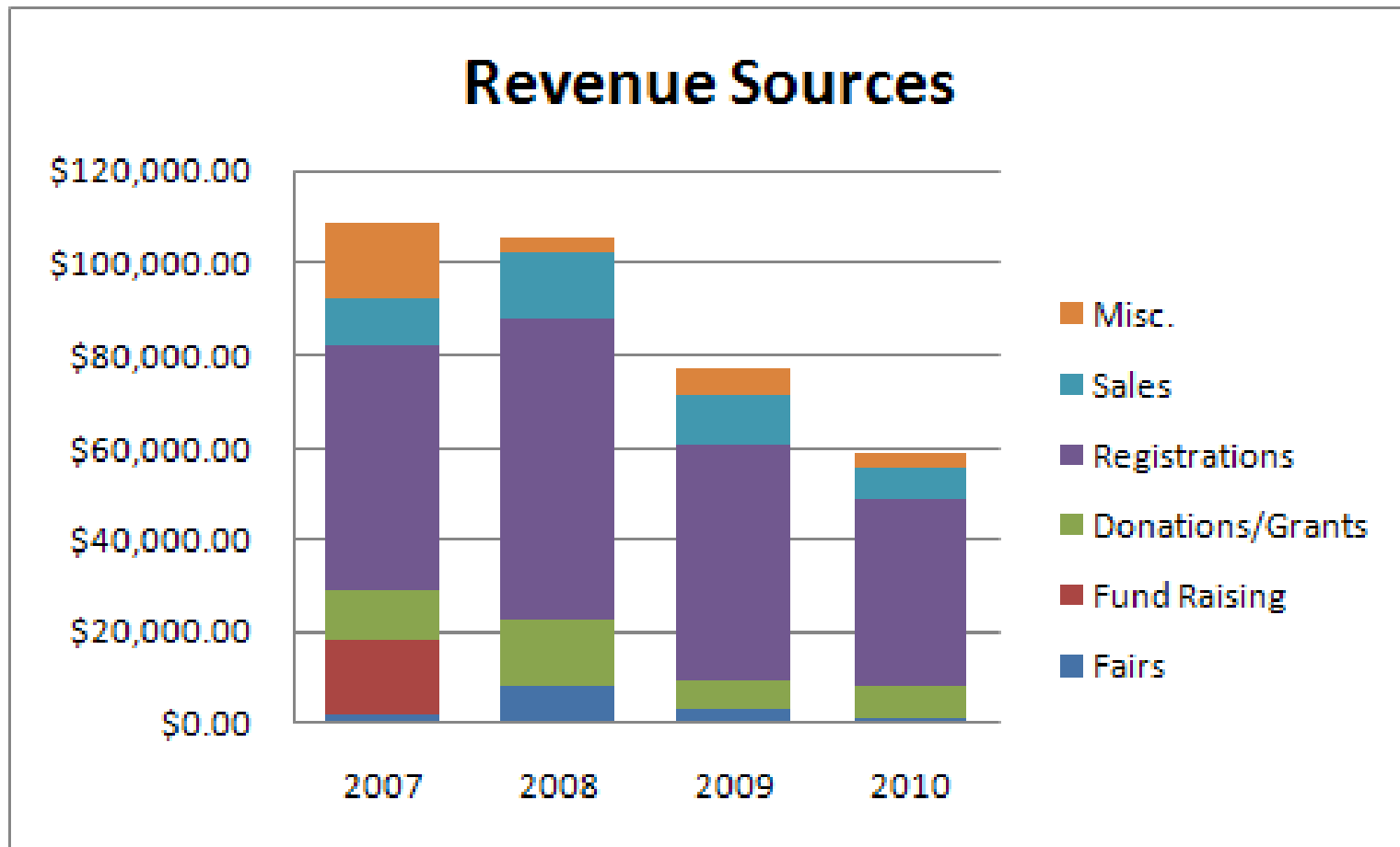
## Summary

- Total revenue has dropped ~45% since 2007
  - Major revenue sources have decreased every year due to economy, e.g. summer camp, donations, grants, etc...
- Although expenses have dropped accordingly, services have been cut, e.g. general repair & maintenance, farm manager, etc...
- Revenue barely exceeding expenses means unable to address capital needs, e.g. new roof, fence repair, general grounds, etc...
- Fixed costs remain approximately the same every year, e.g. payroll, insurance, loan payment, feed & care for animals, etc...
- New or increased sources of revenue are needed to maintain financial viability into the future and to address capital improvement needs
- Currently straining the volunteer work force both physically and financially

# Farm Financials



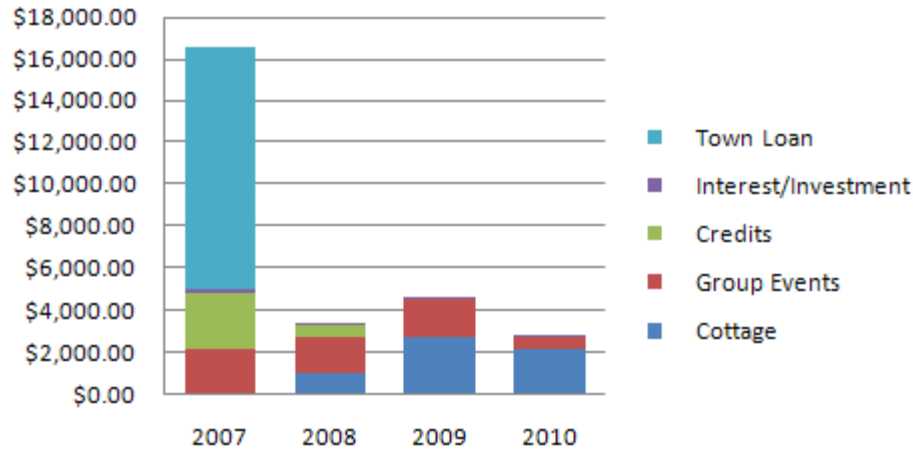
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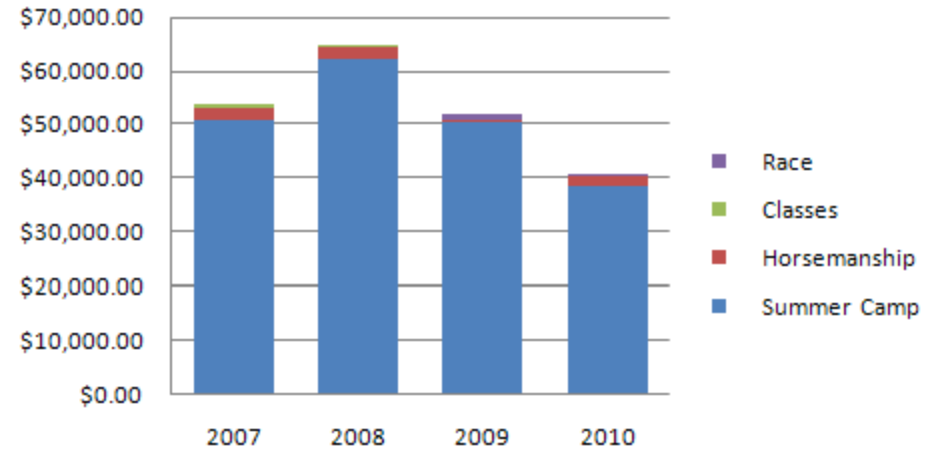
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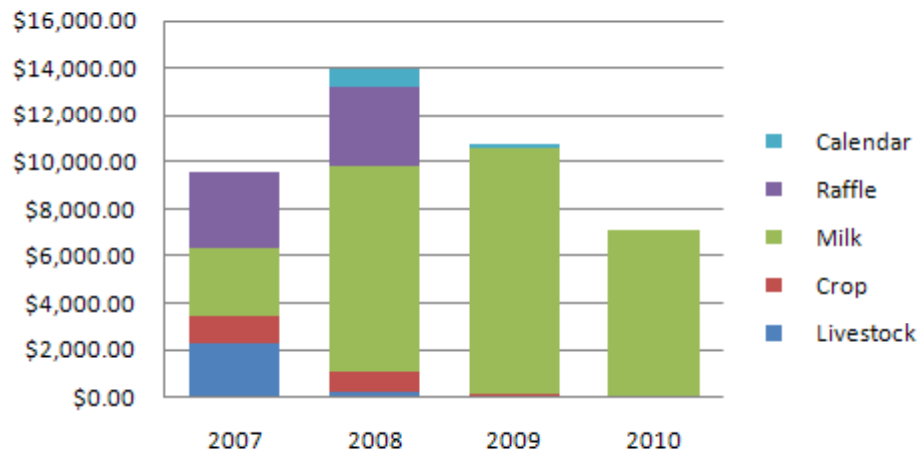
### Misc.



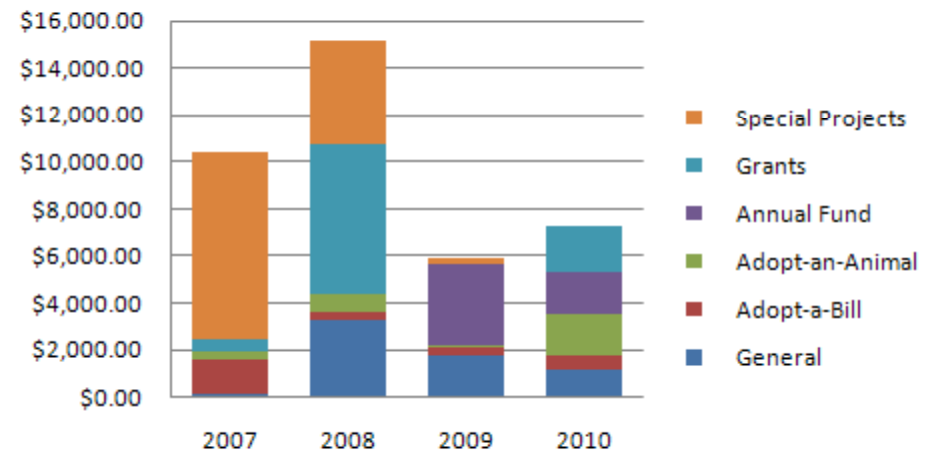
### Registrations



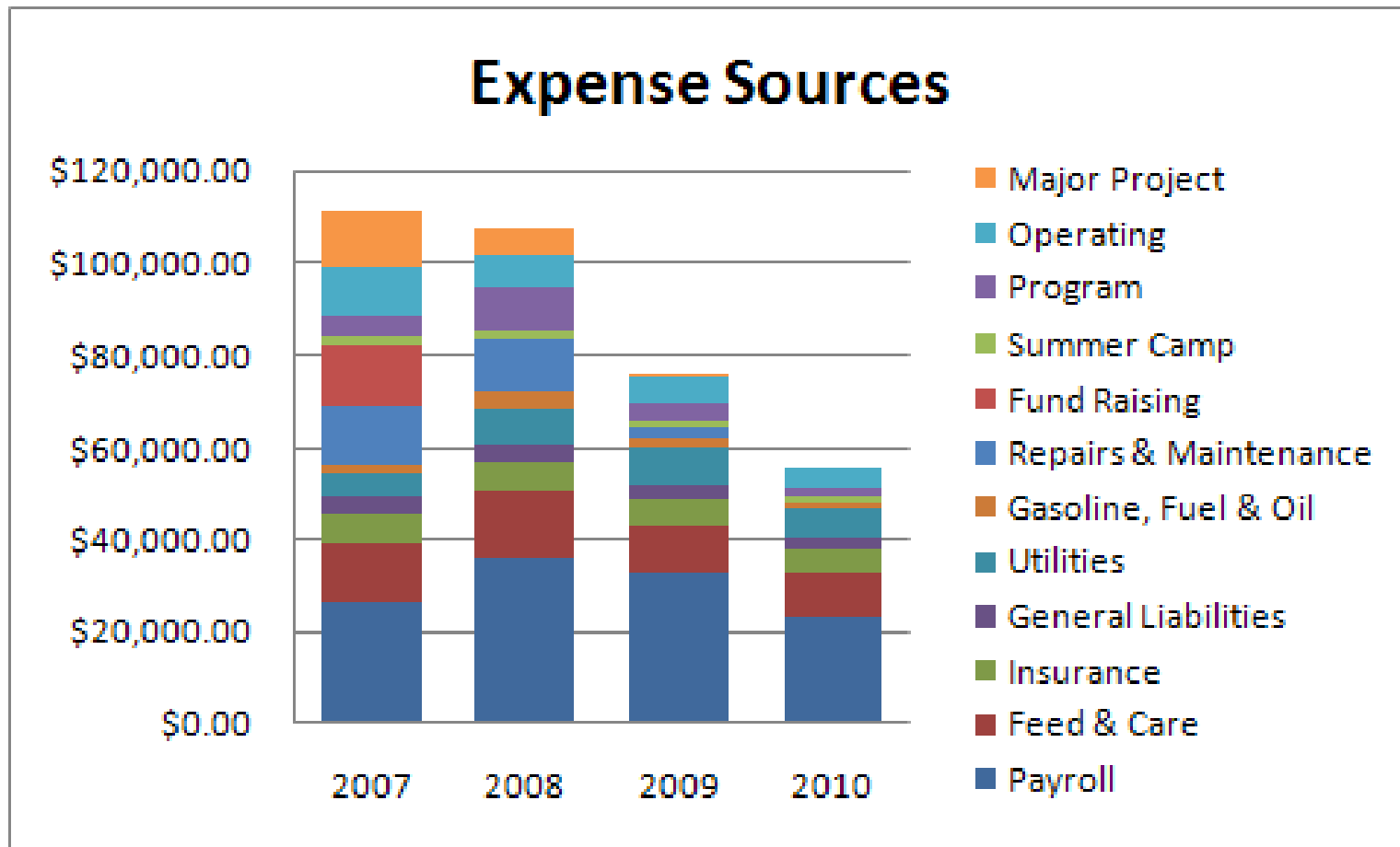
### Sales



### Donations/Grants



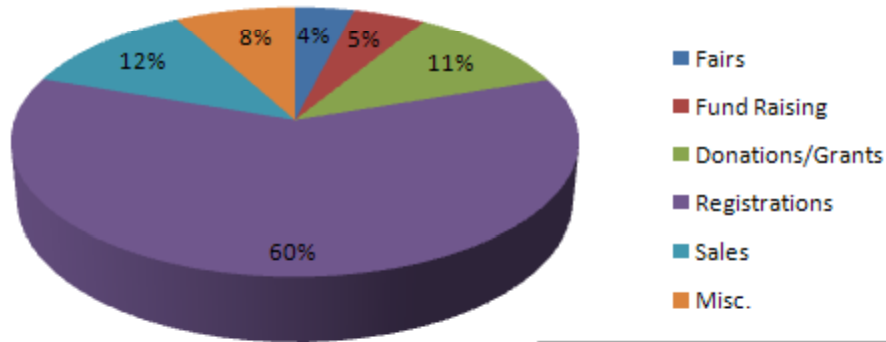
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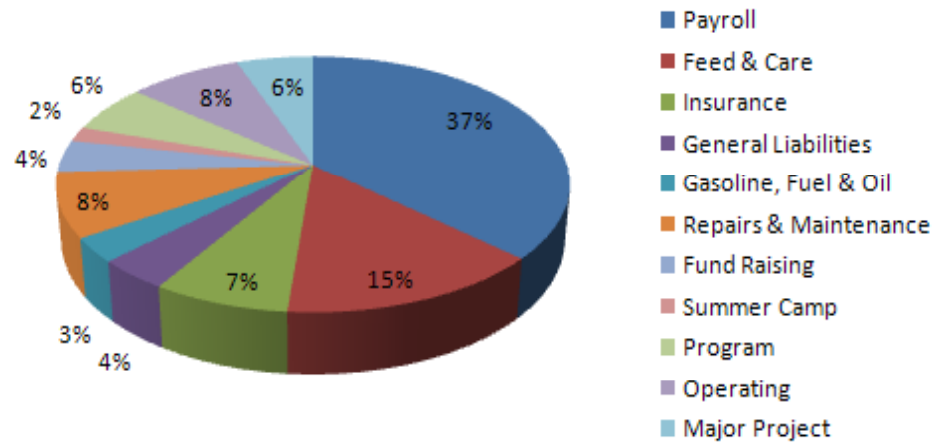
# Farm Financials



### 4-Year Revenue Summary



### 4-Year Expense Summary





# What do we need?

## Ideas?

- Yes, but, more importantly...
  - We need people willing to put **IDEAS in MOTION**
  - We need people willing to volunteer

## Money?

- Yes, but BIG money
  - We need money for operating expenses
    - Current cash on hand = ~1 month operating expenses (~\$4K)
    - Projected deficit is ~\$12K but no real income until next March/April so will grow to \$24-28K
  - We need money for capital projects
    - New roof, paint barn, fix fences, general improvements, etc...

## Volunteers?

- Yes, volunteers for all kinds of things
  - We need people that can raise money for the farm, i.e. – put ideas in action
  - We need people willing to work on the farm
    - Milkers, feeders, turnout, care takers, farm chores, repair & maintenance, etc...

# What do we need?



In Summary...

- Help us preserve this jewel we have in Bedford that we call the

## Educational Farm at Joppa Hill

