## Freedom Farms Washington DC Income Statement

|  | 2019 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: |
| Starting Capital | \$ | 300,000 | \$ | 322,571 |
| Revenue |  |  |  |  |
| Gross Sales | \$ | 746,567 | \$ | 846,613 |
| Start Up Capital | \$ | - |  |  |
| Adjustments | \$ | - | \$ | - |
| Net Sales | \$ | 746,567 | \$ | 846,613 |
| Cost of Goods Sold |  |  |  |  |
| Labor | \$ | 94,442 | \$ | 96,493 |
| Utilities | \$ | 23,091 | \$ | 23,091 |
| Grow supplies | \$ | 18,206 | \$ | 18,206 |
| Other supplies \& costs | \$ | 6,276 | \$ | 6,276 |
| Cost of Goods Sold | \$ | 142,016 | \$ | 144,066 |
| Gross Profit | \$ | 604,551 | \$ | 702,548 |
| Expenses |  |  |  |  |
| Transportation | \$ | 16,965 | \$ | 16,965 |
| Marketing | \$ | 22,397 | \$ | 22,397 |
| Payment Processing | \$ | 747 | \$ | 747 |
| Packaging | \$ | 2,664 | \$ | 2,664 |
| Rent | \$ | 26,800 | \$ | 26,800 |
| Compliance | \$ | 3,000 | \$ | 3,000 |
| Office Supplies | \$ | 8,400 | \$ | 8,400 |
| Digital Services | \$ | 3,000 | \$ | 3,000 |
| Professional Services | \$ | 6,600 | \$ | 6,600 |
| Management / Other Staff | \$ | 130,000 | \$ | 130,000 |
| Insurance | \$ | 18,000 | \$ | 18,000 |
| ACTS Support Services | \$ | 60,000 | \$ | - |
| TOTAL EXPENSES: | \$ | 298,573 | \$ | 238,573 |
| EBITDA | \$ | 305,978 | \$ | 463,975 |
| Depreciation | \$ | 209,588 | \$ | 378,834 |
| Operating Income (EBIT): | \$ | 96,390 | \$ | 85,141 |
| Pathfinders Interest Payment | \$ | 79,358 | \$ | 70,301 |
| Startup Capital (Interest Pmt) \$300K @ 6\% for 7 Years | \$ | 17,033 | \$ | 14,840 |
| Net Operating Income (NOI) | \$ | - | \$ | - |
| Ending Cash Balance | \$ | 322,571 | \$ | 567,963 |




District Of Columbia Analysis: February 2019

| Type | Label Cultivar | Item Weight | Price | Qty | Organic | Package | Store | Brand | \$/OZ | \$/LB |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Herb | Organic Basil | 4.00 oz | \$4.99 | 1 | Organic | Clamshell | Giant | Bright Farms | \$1.25 | \$19.96 |
| Leafy Green | Baby Arugula | 4.00 oz | \$3.49 | 1 | Organic | Clamshell | Giant | Bright Farms | \$0.87 | \$13.96 |
| Leafy Green | Spinach | 5.00 oz | \$3.49 | 1 | Organic | Clamshell | Giant | Nature's Promise | \$0.70 | \$11.17 |
| Leafy Green | Organic Baby Kale | 5.00 oz | \$3.49 | 1 | Organic | Clamshell | Whole Foods | Whole Foods | \$0.70 | \$11.17 |
| Leafy Green | Baby Arugula | 5.00 oz | \$3.99 | 1 | Organic | Clamshell | Whole Foods | Organic Girl | \$0.80 | \$12.77 |
| Leafy Green | Organic Baby Kale | 5.00 oz | \$2.56 | 1 | Organic | Clamshell | Walmart | Marketside | \$0.51 | \$8.19 |
| Leafy Green | Butter Lettuce | 6.00 oz | \$1.98 | 1 | Not Organic | Clamshell | Walmart | Marketside | \$0.33 | \$5.28 |
| Herb | Organic Basil | 2.00 oz | \$2.48 | 1 | Organic | Clamshell | Walmart | Marketside | \$1.24 | \$19.84 |




|  |  | Year 2 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Month | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 |
|  | Timing flexible and tied to cont | 1/31/2020 | 2/29/2020 | 3/31/2020 | 4/30/2020 | 5/31/2020 | 6/30/2020 | 7/31/2020 | 8/31/2020 | 9/30/2020 | 10/31/2020 | 11/30/2020 | 12/31/2020 |
| Revenue |  | \$81,476 | \$65,073 | \$65,030 | \$81,476 | \$65,116 | \$65,083 | \$81,476 | \$65,020 | \$65,179 | \$81,423 | \$65,030 | \$65,222 |
|  | Crop Sales | \$81,476 | \$65,073 | \$65,030 | \$81,476 | \$65,116 | \$65,083 | \$81,476 | \$65,020 | \$65,179 | \$81,423 | \$65,030 | \$65,222 |
|  | Other Revenue | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
|  | Starup Cash Infusion | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cost of Goods Sold |  | \$13,857 | \$11,080 | \$11,069 | \$13,854 | \$11,088 | \$11,073 | \$13,857 | \$11,079 | \$11,082 | \$13,853 | \$11,075 | \$11,099 |
|  | Labor | \$9,282 | \$7,421 | \$7,410 | \$9,280 | \$7,428 | \$7,413 | \$9,283 | \$7,419 | \$7,423 | \$9,279 | \$7,416 | \$7,439 |
|  | Utilities | \$2,220 | \$1,776 | \$1,776 | \$2,220 | \$1,776 | \$1,776 | \$2,220 | \$1,776 | \$1,776 | \$2,220 | \$1,776 | \$1,776 |
|  | Grow supplies | \$1,751 | \$1,400 | \$1,400 | \$1,751 | \$1,400 | \$1,400 | \$1,751 | \$1,400 | \$1,400 | \$1,751 | \$1,400 | \$1,400 |
|  | Other supplies \& costs | \$603 | \$483 | \$483 | \$603 | \$483 | \$483 | \$603 | \$483 | \$483 | \$603 | \$483 | \$483 |
| Gross Profit (or loss) |  | \$67,619 | \$53,992 | \$53,961 | \$67,622 | \$54,028 | \$54,010 | \$67,619 | \$53,941 | \$54,097 | \$67,570 | \$53,955 | \$54,123 |
| Expenses |  | \$22,940 | \$18,352 | \$18,352 | \$22,940 | \$18,352 | \$18,352 | \$22,940 | \$18,352 | \$18,352 | \$22,940 | \$18,352 | \$18,352 |
|  | Transportation | 1,631 | 1,305 | 1,305 | 1,631 | 1,305 | 1,305 | 1,631 | 1,305 | 1,305 | 1,631 | 1,305 | 1,305 |
|  | Marketing | 2,154 | 1,723 | 1,723 | 2,154 | 1,723 | 1,723 | 2,154 | 1,723 | 1,723 | 2,154 | 1,723 | 1,723 |
|  | Payment Processing | 72 | 57 | 57 | 72 | 57 | 57 | 72 | 57 | 57 | 72 | 57 | 57 |
|  | Packaging | 256 | 205 | 205 | 256 | 205 | 205 | 256 | 205 | 205 | 256 | 205 | 205 |
|  | Rent | 2,577 | 2,062 | 2,062 | 2,577 | 2,062 | 2,062 | 2,577 | 2,062 | 2,062 | 2,577 | 2,062 | 2,062 |
|  | Compliance | 288 | 231 | 231 | 288 | 231 | 231 | 288 | 231 | 231 | 288 | 231 | 231 |
|  | Office Supplies | 808 | 646 | 646 | 808 | 646 | 646 | 808 | 646 | 646 | 808 | 646 | 646 |
|  | Digital Services | 288 | 231 | 231 | 288 | 231 | 231 | 288 | 231 | 231 | 288 | 231 | 231 |
|  | Professional Services | 635 | 508 | 508 | 635 | 508 | 508 | 635 | 508 | 508 | 635 | 508 | 508 |
|  | Management / Other Staff | 12,500 | 10,000 | 10,000 | 12,500 | 10,000 | 10,000 | 12,500 | 10,000 | 10,000 | 12,500 | 10,000 | 10,000 |
|  | Insurance | 1,731 | 1,385 | 1,385 | 1,731 | 1,385 | 1,385 | 1,731 | 1,385 | 1,385 | 1,731 | 1,385 | 1,385 |
|  | ACTS Freedom Farms Services | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EBITDA |  | \$44,680 | \$35,641 | \$35,609 | \$44,682 | \$35,676 | \$35,658 | \$44,679 | \$35,589 | \$35,745 | \$44,630 | \$35,603 | \$35,772 |
| \#REF! |  | \$10,664 | \$10,743 | \$10,822 | \$10,902 | \$10,982 | \$11,064 | \$11,145 | \$11,228 | \$11,311 | \$11,394 | \$11,479 | \$11,564 |
|  | Startup Capital | 3,060 | 3,076 | 3,091 | 3,106 | 3,122 | 3,138 | 3,153 | 3,169 | 3,185 | 3,201 | 3,217 | 3,233 |
|  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|  | Lease Payment | 7,604 | 7,667 | 7,731 | 7,795 | 7,860 | 7,926 | 7,992 | 8,059 | 8,126 | 8,193 | 8,262 | 8,331 |
| EBITD |  | \$34,016 | \$24,898 | \$24,787 | \$33,780 | \$24,694 | \$24,595 | \$33,534 | \$24,362 | \$24,434 | \$33,236 | \$24,124 | \$24,208 |
| Interest Payment |  | \$7,539 | \$7,460 | \$7,381 | \$7,301 | \$7,221 | \$7,140 | \$7,058 | \$6,975 | \$6,892 | \$6,809 | \$6,725 | \$6,640 |
|  | Startup Capital | 1,322 | 1,307 | 1,292 | 1,276 | 1,261 | 1,245 | 1,229 | 1,213 | 1,198 | 1,182 | 1,166 | 1,150 |
|  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|  |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Lease Payment |  | 6,217 | 6,153 | 6,090 | 6,025 | 5,960 | 5,895 | 5,829 | 5,762 | 5,695 | 5,627 | 5,559 | 5,490 |
| EBD |  | \$26,477 | \$17,438 | \$17,406 | \$26,479 | \$17,473 | \$17,455 | \$26,476 | \$17,386 | \$17,542 | \$26,427 | \$17,400 | \$17,568 |
| Adjust for Accounts Receivable |  | -\$14,763 | \$14,763 | \$39 | -\$14,802 | \$14,724 | \$29 | -\$14,754 | \$14,811 | -\$143 | -\$14,620 | \$14,754 | -\$173 |
|  | Less Receivables | $(73,329)$ | $(58,566)$ | $(58,527)$ | $(73,329)$ | $(58,604)$ | $(58,575)$ | $(73,329)$ | $(58,518)$ | $(58,661)$ | $(73,281)$ | $(58,527)$ | $(58,700)$ |
|  | Add back Payment | 58,566 | 73,329 | 58,566 | 58,527 | 73,329 | 58,604 | 58,575 | 73,329 | 58,518 | 58,661 | 73,281 | 58,527 |

VARIABLE EXPENSES (annual)


| Payment Processing | \#N/A | Calculations | Comments |
| :--- | :---: | :---: | :---: |
| 1 Credit card sales (\% of total) |  | $5 \%$ | \#N/A |
| 2 Processing Fee | \#N/A | $2 \%$ | \#N/A |


| Process \& Packaging | \$2,664 | Calculations |  |  | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Hard Packing | \$1,296.14 | \$ 0.15 | Lb | 8,640.94 |  |
| Soft Packaging | \$604.87 | 7\% | of Hard | 8,640.94 |  |
| Boxes | \$518.46 | 3\% | of above | 17,281.88 |  |
| Pallets | \$245.00 | 7 | Each | 35.00 |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |


| Rent / Leases | \$26,800 | Calculations |  |  | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Site Rent | \$12,000.00 | 1 | acre | \$4,000 | Prices in Rural AZ ar \$300 per acre this should only be 1 acre |
| Additional Space Rent | \$0.00 |  |  |  |  |
| Equipment Rent | \$4,000.00 | 1 | LS | \$4,000 |  |
| Automotive Lease | \$10,800.00 | \$900.00 | 12 | \$10,800.00 |  |


| Insurance | $\$ \mathbf{y y}$ |  | Comments |  |
| :--- | :--- | :--- | :--- | :--- |
| General Liability | $\$ 6,000.00$ |  |  |  |
| Property | $\$ 9,000.00$ |  |  |  |
|  | $\$ 3,000.00$ |  |  |  |


| Permits/Compliance | $\$ 3,000$ |  |  | Comments |
| :--- | :--- | :--- | :--- | :--- |
| Business Permits | $\$ 1,000.00$ |  |  |  |
| Certifications | $\$ 2,000.00$ |  |  |  |
|  |  |  |  |  |


| Office Supplies | $\$ 8,400$ |  |  |  | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Paper / Labels | \$6,000 | \$500 | Monthly | \$6,000 |  |
| Safety Supplies | - \$1,200 | \$100 | Monthly | \$1,200 |  |
| Other/Teambuilding | - \$1,200 | \$100.00 | Monthly | \$1,200 |  |


| Digital Services | $\begin{gathered} \$ 3,000 \\ \$ 2,400 \end{gathered}$ |  |  |  | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Phone / Internet |  | \$200.00 | monthly | 12 |  |
| Website | \$600 | \$50.00 | monthly | 12 |  |


| Professional Services | $\$ 6,600$ |  | Comments |  |
| :--- | :---: | :--- | :--- | :--- |
|  | $\$ 3,000.00$ |  |  |  |
|  | $\$ 3,600.00$ |  |  |  |
|  | $\$ 0.00$ |  |  |  |


| Management / Staff Salaries | $\$ \mathbf{1 3 0 , 0 0 0}$ | Base | Burden | Total | Comments |
| :--- | ---: | ---: | ---: | :--- | :--- |
| Farm Manager | $\$ 65,000.00$ | $\$ 50,000$ | $30 \%$ | $\$ 65,000$ | Burden includes FICA, FUTA, |
| Other Staff | $\$ 65,000.00$ | $\$ 50,000$ | $30 \%$ | $\$ 65,000$ | SUTA |

## START-UP COSTS (one-time)

## Total Start-up Costs

Pathfinder(s)
Shipping
Training
Vinesoft
Site Prep
Rigging for Farm Placement
Supplemental Equipment
Start-Up Supplies
Electrician
Plumber
Farm Tools
Other Start-up Costs
\$838,505
\$798,605

| $\$ 9,000$ |
| ---: |
| $\$ 2,500$ |
| $\$ 2,400$ |
| $\$ 8,000$ |
| $\$ 5,000$ |
| $\$ 1,000$ |


| $\$ 4,000$ |
| ---: |
| $\$ 3,000$ |
| $\$ 3,000$ |
| $\$ 2,000$ |
| $\$ 0$ |



