

8. Budget.

Our major expense (\$4350 out of \$7200) was labor for the people who did the leg work to get the coop started. Elizabeth's share of that was \$3,600 - half of the entire grant. At this point Elizabeth has put in many more hours than we have paid her for.

Our attorney has cost about \$200 more than we had budgeted (despite the fact that she has done a great deal of work for us at no charge). Our brochures have cost about \$600 less than we had budgeted.

We do look forward to receiving the second half of our grant money so that we can settle up our accounts with Elizabeth and pay any additional marketing expenses.

9. New ideas/next step.

We are eager to get going on our first year of production. As we go along we will evaluate our progress and make changes. At the end of next year we will do a complete review and make changes that will make our effort stronger. We have the goal of eventually extending our season into the fall by several weeks and seeing our customer base increase from 100 to 200 or even 300 families within the next three or four years.

Also, we realize that we will probably need another substantial grant to help us get to that point. There are enough fixed costs (site rental, insurance, etc.) that a greater customer base is needed for long term economic sustainability.

10. Will we use the practice we investigated?

Yes, enthusiastically and wholeheartedly.

11. Outreach.

We are committed to using our efforts as a model for other groups interested in starting cooperative CSAs. We are giving a presentation at a forum in Vermont (sponsored by Vermont NOFA and the Vermont CSA Network) on January 11, 2003 regarding cooperatives and CSA. We plan to make our articles, bylaws, marketing agreement, packing standards and crop bidding information available to other groups who are interested in forming a cooperative CSA. Anyone interested could contact me directly.

12. Name and date.

David Trumble
Good Earth Farm
December 29, 2003