

Trellis Growing Solutions LLC
Strawberry Bench Investment Details

Projected Proforma

Date: 6/12/20

Prepared for: Big Springs Berries

9 rows @ 102 feet

Draft Copy

Variables	
# of plants dedicated to fresh market - pre-pick	1224
# of plants dedicated to U-Pick	2448
Total # plants	3672
Milage from TGS in Fort Wayne, IN	
Applicable miles for advisory calls	
USDA Hardiness Zone	5a
Row feet of benches per acre	
Total row feet	918

Pitg Size - fresh Market	
Rows	Length
3	102
Planting Size - U-pick	
Rows	Length
6	102

2019 average price at Tanglewood Berry Farm, Fort Wayne, Indiana was \$5.50 per lb.

1st years plants by June 1st. Harvest starts September 2020.

Category	Item	Yearly factors	Year						% of total expenses	
			Year 1 Planting	Year 2	Year 3	Year 4	Year 5	Year 6		
			\$	\$	\$	\$	\$	\$		
Revenue	Yield - lbs/plant (spring crop)		0.0	0.80	0.80	0.80	0.80	0.80	0.80	
	Yield - lbs/plant (fall crop)		1.5	1.50	1.75	1.75	1.75	1.75		
	Total number of lbs. of fresh market berries		1,836	2,815	3,121	3,121	3,121	3,121		
	Total \$ per lb. amount of fresh market berries	\$5.00	\$9,180	\$14,076	\$15,606	\$15,606	\$15,606	\$15,606		
	Total number of lbs. of U-Pick berries		3,672	5,630	6,242	6,242	6,242	6,242		
	Total \$ per lb. amount of U-Pick berries	\$4.50	\$18,360	\$25,337	\$28,091	\$28,091	\$28,091	\$28,091		
	Gross revenue			\$27,540	\$39,413	\$43,697	\$43,697	\$43,697	\$43,697	
	Harvesting - packaging materials		\$0.20	\$734	\$1,126	\$1,248	\$1,248	\$1,248	\$1,248	
	Fresh Pre-Pick	Marketing (50% of fresh market)	8%							
	U-Pick	Marketing - advertizing etc.	2%	\$184	\$282	\$312	\$312	\$312	\$312	
	Containers	\$0.15	\$551	\$845	\$936	\$936	\$936	\$936		
	Net revenue		\$26,071	\$37,161	\$41,200	\$41,200	\$41,200	\$41,200		
Labor Expense	Equip installation		\$3,600							
	Fertility - 1 hour per week per 1,000 plants (10 weeks in spring and 10 weeks in fall)		\$1,102	\$1,102	\$1,102	\$1,102	\$1,102	\$1,102	10.7%	
	Pest management - 1-2 sprays per week, fungicides and insecticides - 1 hour per 1,000 plants		\$1,102	\$1,102	\$1,102	\$1,102	\$1,102	\$1,102		
	Fresh Market	Harvesting - 1st fruiting yr (\$ lb.)	\$0.90	\$1,652						
		Harvesting - 2nd fruiting yr (\$ lb.)	\$0.80		\$2,252					29.0%
		Harvesting - 3rd fruiting yr & beyond	\$0.80			\$2,497	\$2,497	\$2,497	\$2,497	
		Supervision & Internal transportation		\$0	\$3,000	\$3,500	\$3,500	\$3,500	\$3,500	
	U-Pick	Cash register & oversight - 1st yr.	1	\$1,600						
		Cash register & oversight - 2nd yr.	1		\$2,500					12.1%
		Cash register & oversight - 3rd yr. &>	1			\$2,500	\$2,500	\$2,500	\$2,500	
	Post harvest clean-up				\$1,450	\$1,450	\$1,450	\$1,450	\$1,450	8.6%
	Winterizing/spring activities, move posts to ground (fall) and move posts to bench (spring) 6 hours per 1,000 plants			\$324	\$324	\$324	\$324	\$324	\$324	
	Mowing			\$830	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	
Planting into pots and placing on bench (end of August for next year spring crop) 25 hours per 1,000 plants			\$1,350	\$1,350	\$1,350	\$1,350	\$1,350	\$1,350		
Planting into pots and placing on bench (first of June for same year fall crop) 25 hours per 1,000 plants			\$2,203	\$2,203	\$2,203	\$2,203	\$2,203	\$2,203		
Plant management - scouting, runner removal, pruning - 2 hour per week per 1,000 plants			\$13,763	\$16,483	\$17,227	\$17,227	\$17,227	\$17,227		
Total labor expenses			\$13,763	\$16,483	\$17,227	\$17,227	\$17,227	\$17,227		
Materials Expense	Fertility product expense (dry and liquid fertilizers)		\$496	\$496	\$496	\$496	\$496	\$496		
	Pesticide product expense (insecticides and fungicides)		\$312	\$312	\$312	\$312	\$312	\$312	8.0%	
	Plant management		\$900	\$900	\$900	\$900	\$900	\$900		
	Winterizing/spring activities		\$250	\$250	\$250	\$250	\$250	\$250		
	Growing medium for pots (one set of pots. 3,672 for spring)		\$1,102	\$367	\$367	\$367	\$367	\$367		
	June bearing plants for late August planting (16,800 @ \$0.50 ea.)		\$0	\$0	\$0	\$0	\$0	\$0		
	Day neutral plants for June planting (3,672 @ .30 ea.)		\$1,102	\$1,102	\$1,102	\$1,102	\$1,102	\$1,102		
	Pollinators, bumblebees (Natural Exel Startup)(1 hive per 3,000 plants)		\$196	\$196	\$196	\$196	\$196	\$196		
Total material expenses			\$4,161	\$3,427	\$3,427	\$3,427	\$3,427	\$3,427		
Other Expenses	On site advisory service fee (estimate)								0.0%	
	R&D and marketing assistance fee								0.0%	
	Equipment to consider, cooler, sprayer, mulcher, mower,		\$0	\$0	\$0	\$0	\$0	\$0	0.0%	
	Land rental (includes taxes)		\$0	\$0	\$0	\$0	\$0	\$0	0.0%	
	Handling, transportation and refrigeration expense								0.0%	
	Handling and refrigeration fee		\$0.00	\$0	\$0	\$0	\$0	\$0	0.0%	
	Transportation fee		\$0.00	\$0	\$0	\$0	\$0	\$0	0.0%	
	Farm management		\$0						0.0%	
	Insurance (per crop)		\$0						0.0%	
	Other and misc + (GAP certification - 2nd year & beyond)		1.00%						0.0%	
H2A worker expense for housing, transportation and fees										
Total other expenses			\$0	\$0	\$0	\$0	\$0	\$0		
Total all expenses			\$17,924	\$19,909	\$20,654	\$20,654	\$20,654	\$20,654	100.0%	
Net Operating Income			\$8,147	\$17,251	\$20,546	\$20,546	\$20,546	\$20,546	47.0%	