

# H<sup>ॐ</sup>me Lake Cooperative



## Year 2018 Report



# Home Lake Cooperative

**The Cooperative will provide business infrastructure, farming support, marketing and will purchase crops from farmers.**

Services of the Cooperative to farmers include tree and plant nursery, bulk purchasing, farm equipment rental, soil amendments.

The Cooperative will also provide business support like microfinancing, installing renewable energy systems and education.

Services of the Cooperative to producers include product value-adding and marketing, business planning and education.

# Root crops are our major crops: 73% of sales are carrots, beets and potatoes

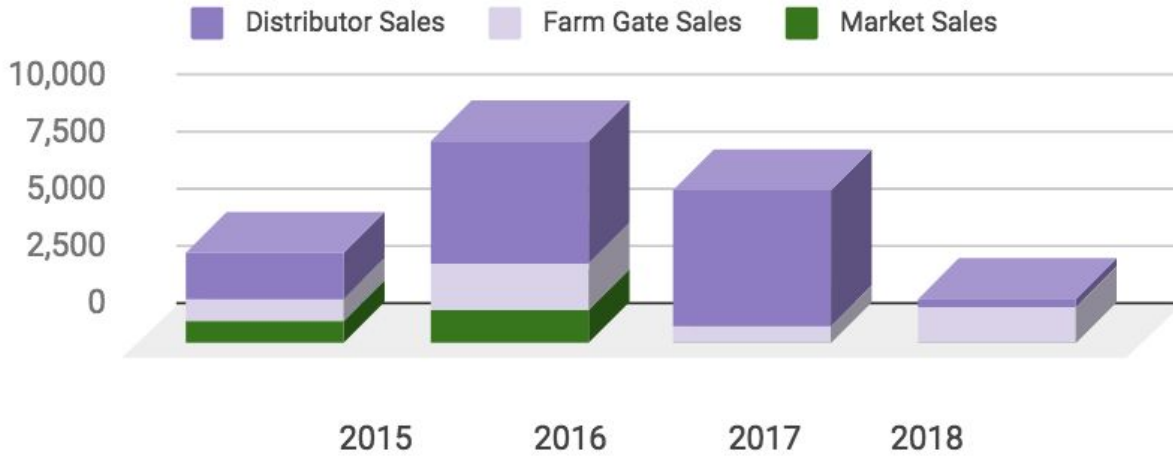
	Total Sales		2018 Sales	
	21,821		1,791	
Carrots	2,726	12%	867	48%
Beets	11,926	55%	353	20%
Potatoes	1,450	7%	93	5%
Peas	79	0%	0	0%
Cucumber	124	1%	23	1%
Broccoli	25	0%	0	0%
Greens Misc	244	1%	0	0%
Lettuce	97	0%	0	0%
Spinach	44	0%	0	0%
Strawberry	1,091	5%	50	3%
Cabbage	32	0%	0	0%
Green Beans	578	3%	0	0%
Zucchini	871	4%	0	0%
Tomato	618	3%	0	0%
Cherry Tomatoe	260	1%	34	2%

One third of our 2018 sales were the previous year's carrots, stored in peat moss over a year.



# Sales dropped dramatically to lowest ever

## Co-op Yearly Produce Sales



	2015	2016	2017	2018	TOTAL
<b>Income</b>					
<b>Produce and Food Sales</b>					
Market Sales	1,007	1,479	88	48	4,566
Farm Gate Sales	968	2,024	658	1,556	5,206
Distributor Sales	1,993	5,363	5,956	355	13,667
<b>Totals</b>	<b>3,968</b>	<b>8,866</b>	<b>6,702</b>	<b>1,959</b>	<b>23,438</b>

# Marketing

Produce was distributed via farm gate sales, u-pick, and some home delivery.

One market was held in Saranagati Village.

Our sales to Natures Fare in Kamloops was limited to 2 small deliveries to maintain our relationship.

We did not have enough supply to export.



## Percentage of Local Sales increased dramatically

	2015	2016	2017	2018
% local	50%	40%	11%	82%

but local sales have been greater

	2015	2016	2017	2018
Farm Gate Sales	968	2,024	658	1,556



% local is high because our exports dropped even more dramatically

	2015	2016	2017	2018
Distributor Sales	1,993	5,363	5,956	355



# Opportunity

The obvious problem in 2018 was lack of productivity in Saranagati Village farm fields. channels are open are ready for much more produce.

We have also stored potatoe seed for 2019 planting. We should buy fresh potatoe seed. There are many containers of seed in the root cellar needing to be planted this spring.



# Balance Sheet

December 31, 2018			
<b>Assets</b>		<b>Short Term Liabilities</b>	
Cash	202.63	Accounts Payable	0.00
RBC Account	77.41		
<b>Accounts Receivable</b>		<b>Long-term Liabilities</b>	
A/R	0.00	Membership Shares 7x108	756.00
		Co-op Credit	7,976.55
<b>Assets</b>		<b>Retained Losses/Earnings</b>	
Greenhouse	1,500.00		-6,371.27
Drip Irrigation	300.00		
Tools and Equipment	281.24		
<b>Total Assets</b>	<b>2,361.28</b>	<b>Total Liabilities</b>	<b>2,361.28</b>





# Home Lake Cooperative

2018 Harvest Report



**Saranagati Farms** Winter was long, spring was hot then cold, summer was rainy but we still had good results. Our best crops were kale, parsley, beet, carrot, potato & strawberry. Corn was slow & small, perhaps due less sun & smoke. In the greenhouse tomato, cucumber, pepper & flowers were abundant. The 4 acre community field was fallow, so production was down 80%.

**Animals** No major losses to birds, beef cows, deer or bear this year. Potato beetle were controlled with diatomaceous earth powder. Grasshoppers were back, but not a threat to crops planted before June.

**Marketing** Produce was distributed via farm gate sales, u-pick, and some home delivery. Most of our 2018 sales were last year's carrots, stored in peat moss until August.