

Farm Performance Report

Key Achievements are listed against the four components of our mission:

	Last financial year (April-13 to March-14)	Current financial year (April-14 to March-15)
To increase local food supply, grown sustainably	<ul style="list-style-type: none"> ✓ Production income: £24,500 ✓ Bags of Vegetables/Fruit Sold: 7,660 ✓ Increased distribution network by launching new pickup points. ✓ Food bank donations: 32 	<ul style="list-style-type: none"> ✓ Production income: £43,000 Increased by £18,500. 64% of this increase (£12,200) was due to increased restaurant sales, centred around our microleaf salad line. ✓ Bags of Vegetables/Fruit Sold: 9,008 ✓ Established market stall farmer markets: during high season, we started attending monthly farmers' markets in Wallington. Over 6 markets, we generated additional £1,250 of income. ✓ Launched fruit boxes: approximately 30 orders per week (Feb 2015). ✓ Improved website and customer management system to be almost completely fault-free ✓ Food bank donations approx: 19 ✓ Led the way in helping establish Sutton Food Partnership; a forum that brings together local organisations that are working to create a fairer, more sustainable food system;
To create inclusive, shared spaces for the community to cultivate skills	<ul style="list-style-type: none"> ✓ Secured funding to improve kitchen facilities and set up grow-cook-eat sessions with local schools. ✓ Secured funding to set up a formal apprenticeship scheme and support a new apprentice for 2014-15. <p>Children's activities:</p> <ul style="list-style-type: none"> ✓ Number of events with young people: 6 <p>Courses and events</p> <ul style="list-style-type: none"> ✓ Organised community days: The Big Dig, Harvest Celebration, Easter Celebration, Pizza Party and a Thank you volunteers day. ✓ Organised courses: <i>How to build a cob oven.</i> ✓ Worked with Grow South to hold two successful Introduction to Permaculture Courses. 	<p>Volunteers:</p> <ul style="list-style-type: none"> ✓ Improved volunteer induction process so that we better understand the support volunteers require. We've made expectations clearer and ensured all volunteers are getting inductions. ✓ Launched Buddy Volunteering Programme: trained 8 buddy volunteers. <p>Children's activities:</p> <ul style="list-style-type: none"> ✓ Number of events with young people: 12 <p>Career and enterprise development</p> <ul style="list-style-type: none"> ✓ Launched Farm Start, our Food Growing Business Incubator. ✓ Established a formal apprenticeship scheme in partnership with Capel Manor College <p>Courses and events</p> <ul style="list-style-type: none"> ✓ Customer events: a Harvest Festival, three pop-up banquets, a pizza party for our volunteers, and three food growing related workshops.
To be community-led and not-for-profit	<ul style="list-style-type: none"> ✓ Secured support from the Plunkett Foundation and Community Enterprise Hub to obtain advice on choosing a legal structure. ✓ Changed legal structure from a Company Limited by Guarantee to an Industrial and Provident Society for the Benefit of the Community. 	<ul style="list-style-type: none"> ✓ Built management committee membership and prepared some of the systems for community share offer.
To achieve economic stability, supporting	<p>Income:</p> <ul style="list-style-type: none"> ✓ Grant dependency: 57% ✓ Team Challenge Days: 4 	<p>Income:</p> <ul style="list-style-type: none"> ✓ Grant dependency: 29% ✓ Team Challenge Days: 13

land-based employment	<ul style="list-style-type: none"> ✓ Increased average monthly income from £3,384 (Aug-12) to £15,172 (Aug-13). ✓ Average regular monthly income, not incl. grant funding: £8,263. Compared to 2012-13 = £5,129 	<ul style="list-style-type: none"> ✓ Average regular monthly income, not incl. grant funding: £11,212
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Finance Summary

The table below provides the estimated/approximated income and expenditures for the financial years ending March 2014 and March 2015.

Income	2013-14 Total £	%	2014-15 Total £	%	Notes
VegBox	84,103	31	106,486	41	
Grant funding	155,790	57	74,208	29	
Production: Wholesale	11,341	4	22,869	9	Restaurants and Farmer markets
Wholesale: VegBox	18,195	7	20,030	8	Incl. internal sale to VegBox, making revenue appear higher than actual in accounts. Accounted for in Cost of sales.
Corporates & tours	2,210	1	2,450	1	
Education	618	0	33,236	13	£31,975 is a Sutton Council contract to deliver after-school cook clubs and a pop-up market stall that provides cooking demos.
Community shares	0	0	300	0	
Courses/venue	677	0	0	0	
TOTAL	272,635		260,256	100	
Expenditure			Total £	%	Notes
Cost of sales	67,929	30	79,792	32	75% is vegetables purchased, includes the internal transaction when we buy vegetables from our farm (27%).
Wages	95,450	42	103,907	41	
Other operating costs	46,855	21	34,015	14	£16,520 is payment to Greenwich Co-operative Development Agency to deliver part of the contract with Sutton Council.
Overheads	18,133	8	33,882	13	
TOTAL	228,367	100	251,596	100	

Table: Estimated Income and Expenditures for Year ended 31.3.15

Key notes:

- **Key trends:** an increased income from the VegBox scheme, Wholesale to restaurants and income from an educational/outreach contract with Sutton Council. A significant reduction in grant funded activity and a decrease in overall turnover.
- **Cash reserves:** Big Lottery funding in 2013-14 covered several wages and operating expenses. This enabled the farm to build cash reserves and operate with some operating safety net.
- **Grant requirements:** without grant funding, our average monthly profit during 2014-15 was minus £4,500. This means that the farm has to source approximately £55,000 of funding annually to support its activities.