## <u>Financial Basics For Beginning Farmers</u> NOFA Winter Conference 2019 Alec Gioseffi & Kat Mitchell

# Workshop Handout

#### Exercise Data

Material:		Limestone	Azomite	Gypsum	Seeds	Potatoes
Qty Needed:		4 tons	2 tons	2 tons	-	400 lbs
Total Material Cost:		\$600	\$1,000	\$350	\$6,000	\$600
Date Needed By:		end of march	end of march	end of march	split	april
Can be split into multiple Pur	chases?	no	no	no	yes	no
If Yes How Many?		-	-	-	3х	
purchase 1		-	-	-	2500	-
purchase 2		-	-	-	3000	-
purhase 3		-	-	-	500	-

Material:		Potatoes	Ginger	Compost	Potting Mix	Drip tape	Valves
Qty Needed:		400 lbs	120 lbs	3 trucks	12 totes	5 7200ft rolls	4 50 packs
Total Material Co	ost:	\$600	\$350	\$1,875	\$3,420	\$710	\$200
Date Needed By	:	april	february	vary	end of feb	early apr + sept	early april
Can be split into	multiple Purcha	no	no	yes	no	yes	2x
If Yes How Many	?	-	-	3x	-	2x	2x
purchase 1		-		625	-	355	100
purchase 2		-	-	625	-	355	100
purhase 3		-	-	625	-	-	-

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Thank you for attending our workshop!

Some of the data in the printed spreadsheets here is very small. If you would like a PDF copy, please email resilientfarmsnj@gmail.com.

#### <u>Resources</u>

- <u>Books</u>:
  - Fearless Farm Finances Paul Dietmann and Craig Chase (Specifically refers to Quickbooks)
  - The Organic Farmer's Business Handbook: A Complete Guide to Managing Finances, Crops, and Staff - And Making a Profit - Richard Wiswall
- <u>Tax & Accounting Help:</u>
  - Farm Credit East:

9 County Road 618 Lebanon, NJ 08833-3028 908-782-5215

- Loans and Loan Assistance:
  - Farm Service Agency (FSA USDA) www.fsa.usda.gov
  - National Resource Conservation Services (NRCS USDA)
    - https://www.nrcs.usda.gov/wps/portal/nrcs/site/nj/home/
- Accounting/Business Software:
  - Microsoft Office: Excel, Powerpoint, Word, etc.
  - Google Drive: Sheets, Slides, Docs, etc.
  - Quickbooks: Tracking and analysing information in one place.
  - Square: mobile credit card reader. Also tracks how specific items are selling.
  - LivePlan: Business Plan software.
- Crop Planning Tools:
  - Johnny's Seed:
    - Grower's Library:

http://www.johnnyseeds.com/growers-library/growing-center.html

Planning Tools and Calculators:

http://www.johnnyseeds.com/growers-library/online-tools-calculators.html

## Microsoft Excel/Google Sheets Formulas

- Most Formulas are interchangeable between Google Sheets and Microsoft Excel
- Resources:
  - <u>https://exceljet.net/formulas</u> This is a great tool containing over 500 different formulas.
  - <u>https://www.youtube.com/watch?v=2t3FDi98GBk</u> This is a YouTube video demonstrating how to use the 10 most common Excel Formulas.

# Basic Formulas Examples

- **=SUM(A1:A24)** ~ will add the numbers in column A from 1-24.
- **=SUM(A1:D10)** ~ will add all the numbers within the range of A1-D10.
- =SUM(A1+B5+C8) ~ will add each individual cell.
- **=A1/B2** ~ will divide A1 by B2.
- **=A1\*BC** ~ will multiply A1 by B2.
- **=A1-B2** ~ will minus A1 by B2.
- **=AVERAGE(A1:A24)** ~ will find the average of numbers in column A from 1-24.
- **=AVERAGE(A1:D10)** ~ will find the average of numbers within range of A1-D10.
- =AVERAGE(A1,B2,C5) ~ will find the average of entered numbers.
- **=COUNTIF(A1:A24, "\*Arugula\*")** ~ will count how many times Arugula is found.
- =MIN(A1:A24) ~ will find the smallest number in the range
- =MAX(A1:A24) ~ will find the largest number in the range

| Tota                                                                                      | P          | Capital Imp           |                 |                         |               |                 | <b>Operating Expenses</b> |                  |                 | Utilities |                |            | Rent     |                 |                 | Debts | Fixed Expenses |                                    |             |             |             |                          | Revenues              |                    | NO                          | -       |
|-------------------------------------------------------------------------------------------|------------|-----------------------|-----------------|-------------------------|---------------|-----------------|---------------------------|------------------|-----------------|-----------|----------------|------------|----------|-----------------|-----------------|-------|----------------|------------------------------------|-------------|-------------|-------------|--------------------------|-----------------------|--------------------|-----------------------------|---------|
| Total Fixed/Operating/Improvements \$8,135.00<br>NET Income - Direct Expenses \$ (635.00) | Pack House | Capital Improvements/ | Office Supplies | repair/maintenance fund | Labor Stipend | Fuel (estimate) | Expenses                  | Water (estimate) | PSEG (estimate) | les       | Farmer Housing | Land       |          | Loan Payment    | Tractor Payment | 8     | nses           | Total Revenues                     | Winter CSA  | CSA         | Wholesale   | Retail                   | % Expenses to Revenue |                    | NOFA Cash Flow Projections  |         |
| \$ \$8,135.00<br>\$ (635.00)                                                              | \$5,000.00 |                       | \$250.00        | \$40.00                 | \$0.00        | \$80.00         |                           | \$380.00         | \$320.00        |           | \$950.00       | \$180.00   |          | \$650.00        | \$285.00        |       |                | \$7,500.00                         | \$0.00      | \$7,500.00  | \$0.00      | \$0.00                   | 108.47%               | January            | tions                       |         |
| \$2,560.00<br>\$9,440.00                                                                  | \$0.00     |                       | \$0.00          | \$40.00                 | \$0.00        | \$135.00        |                           | \$0.00           | \$320.00        |           | \$950.00       | \$180.00   |          | \$650.00        | \$285.00        |       |                | \$7,500.00 \$12,000.00 \$12,500.00 | \$0.00      | \$12,       | \$0.00      | \$0.00                   | 21.33%                | February           |                             |         |
| \$2,720.00<br>\$9,780.00                                                                  | \$0.00     |                       | \$0.00          | \$40.00                 | \$0.00        | \$100.00        |                           | \$0.00           | \$515.00        |           | \$950.00       | \$180.00   |          | \$650.00        | \$285.00        |       |                | \$12,500.00                        | \$0.00      | \$12,5      | \$0.00      | \$0.00                   | 21.76%                | March              |                             |         |
| \$3,865.00<br>\$ 11,485.00                                                                | \$0.00     |                       | \$0.00          | \$40.00                 | \$700.00      | \$125.00        |                           | \$420.00         | \$515.00        |           | \$950.00       | \$180.00   |          | \$650.00        | \$285.00        |       |                | \$15,350.00                        | \$0.00      | \$15,000.00 | \$350.00    | \$0.00                   | 25.18%                | April              |                             |         |
| \$3,330.00<br>\$7,620.00                                                                  | \$0.00     |                       | \$0.00          | \$40.00                 | \$700.00      | \$125.00        |                           | \$0.00           | \$400.00        |           | \$950.00       | \$180.00   |          | \$650.00        | \$285.00        |       |                | \$15,350.00 \$10,950.00            | \$0.00      | \$9,000.00  | \$950.00    | \$1,000.00               | 30.41%                | May                |                             |         |
| \$3,555.00<br>\$3,445.00                                                                  | \$0.00     |                       | \$0.00          | \$40.00                 | \$700.00      | \$150.00        |                           | \$0.00           | \$600.00        |           | \$950.00       | \$180.00   |          | \$650.00        | \$285.00        |       |                | \$7,000.00                         | \$0.00      | \$0.00      | \$2,000.00  | \$5,000.00               | 50.79%                | June               |                             |         |
| \$4,455.00<br>\$7,745.00                                                                  | \$0.00     |                       | \$150.00        | \$40.00                 | \$700.00      | \$150.00        |                           | \$750.00         | \$600.00        |           | \$950.00       | \$180.00   |          | \$650.00        | \$285.00        |       |                | \$7,000.00 \$12,200.00 \$16,500.00 | \$1,200.00  | \$0.00      | \$3,500.00  | \$7,500.00               | 36.52%                | July               |                             |         |
| \$3,575.00                                                                                | \$0.00     |                       | \$0.00          | \$40.00                 | \$700.00      | \$170.00        |                           | \$0.00           | \$600.00        |           | \$950.00       | \$180.00   |          | \$650.00        | \$285.00        |       |                | \$16,500.00                        | \$2,500.00  | \$0.00      | \$4,000.00  | \$10,000.00              | 21.67%                | August             | *** EXPLAIN                 |         |
| \$3,555.00                                                                                | \$0.00     |                       | \$0.00          | \$40.00                 | \$700.00      | \$150.00        |                           | \$0.00           | \$600.00        |           | \$950.00       | \$180.00   |          | \$650.00        | \$285.00        |       |                | \$15,500.00                        | \$3,750.00  | \$0.00      | \$3,750.00  | \$8,000.00               | 22.94%                | September          | *** EXPLAIN FISCAL YEAR END |         |
| \$3,490.00                                                                                | \$0.00     |                       | \$35.00         | \$40.00                 | \$350.00      | \$120.00        |                           | \$380.00         | \$500.00        |           | \$950.00       | \$180.00   |          | \$650.00        | \$285.00        |       |                | \$15,000.00                        | \$5,000.00  | \$0.00      | \$3,000.00  | \$7,000.00               | 23.27%                | October            | REND                        | periodo |
| \$ 595.00                                                                                 | \$0.00     |                       |                 | \$40.00                 | \$0.00        | \$100.00        |                           | \$0.00           | \$400.00        |           | \$950.00       | \$180.00   |          | \$650.00        | \$285.00        |       |                | \$3,200.00                         | \$1,200.00  | \$0.00      | \$2,000.00  | \$0.00                   | 81.41%                | November           |                             |         |
| \$2,500.00<br>\$(1,000.00)                                                                | \$0.00     |                       | \$0.00          | \$40.00                 | \$0.00        | \$75.00         |                           | \$0.00           | \$320.00        |           | \$950.00       | \$180.00   |          | \$650.00        |                 |       |                |                                    | \$0.00      | \$0.00      | \$1,500.00  | \$0.00                   | 166.67%               | December           |                             |         |
| \$44,345.00                                                                               | \$5,000.00 |                       | \$435.00        | \$480.00                | \$4,550.00    | \$1,480.00      |                           | \$1,930.00       | \$5,690.00      |           | \$11,400.00    | \$2,160.00 |          | \$7,800.00      | \$3,420.00      |       |                | \$1,500.00 \$129,200.00            | \$13,650.00 |             | \$21,050.00 | \$38,500.00              | 34.32%                | TOTAL              |                             |         |
| 0 100.00%                                                                                 | 0 11.28%   |                       | 0 0.98%         | 0 1.08%                 | 0 10.26%      | 0 3.34%         |                           | 0 4.35%          | 0 12.83%        |           | 0 25.71%       | 0 4.87%    |          |                 |                 |       |                | 0                                  | 0 10.57%    |             | 0 16.29%    | 0 29.80%                 | 6                     | of Revenue<br>that | % Indicates                 |         |
|                                                                                           |            |                       |                 |                         |               |                 |                           |                  |                 |           |                |            | Laborado | 17.59% of Total | % Indicates     |       |                |                                    | Onedin      | -           |             | % Indicates percetage of |                       | that month         | % Indicates how much of     |         |

|                                                                                            |                                                                                                       |                              |        |           | Пт         |             |             |         | G          |        |          |        | Se    |        |         |           | M        | Direct E        |  |
|--------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|------------------------------|--------|-----------|------------|-------------|-------------|---------|------------|--------|----------|--------|-------|--------|---------|-----------|----------|-----------------|--|
| Total NET Income (635.00) 9.440.00 9.780.00 11.485.00 7.620.00 3.445.00 7.745.00 12.925.00 | Total Expenses \$8,135.0(\$2,560.00 \$2,720.00 \$3,865.00 \$3,330.00 \$3,555.00 \$4,455.00 \$3,575.00 | <b>Total Direct Expenses</b> | Valves | Drip Tape | Irrigation | Vermiculite | Potting Mix | Compost | Grow media | Ginger | Potatoes | Seeds  | Seeds | Gypsum | Azomite | Limestone | Minerals | Direct Expenses |  |
| (635.00)                                                                                   | \$ 8,135.0                                                                                            | \$0.00                       |        |           |            |             |             |         |            |        |          |        |       |        |         |           |          |                 |  |
| 9,440.00                                                                                   | \$2,560.00                                                                                            | \$0.00                       |        |           |            |             |             |         |            |        |          |        |       |        |         |           |          |                 |  |
| 9.780.00                                                                                   | \$2,720.00                                                                                            | \$0.00                       |        |           |            |             |             |         |            |        |          |        |       |        |         |           |          |                 |  |
| 11.485.00                                                                                  | \$3,865.00                                                                                            | \$0.00                       |        |           |            |             |             |         |            |        |          |        |       |        |         |           |          |                 |  |
| 7.620.00                                                                                   | \$3,330.00                                                                                            | \$0.00                       |        |           |            |             |             |         |            |        |          |        |       |        |         |           |          |                 |  |
| 3.445.00                                                                                   | \$3,555.00                                                                                            | \$0.00                       |        |           |            |             |             |         |            |        |          |        |       |        |         |           |          |                 |  |
| 7.745.00                                                                                   | \$4,455.00                                                                                            | \$0.00                       |        |           |            |             |             |         |            |        |          |        |       |        |         |           |          |                 |  |
| 12,925.00                                                                                  | \$3,575.00                                                                                            | \$0.00                       |        |           |            |             |             |         |            |        |          |        |       |        |         |           |          |                 |  |
| 11,945.00                                                                                  | \$3,555.00                                                                                            | \$0.00                       |        |           |            |             |             |         |            |        |          |        |       |        |         |           |          |                 |  |
| 11,945.00 11,510.00                                                                        | \$3,490.00                                                                                            | \$0.00                       |        |           |            |             |             |         |            |        |          |        |       |        |         |           |          |                 |  |
|                                                                                            | \$2,605.00                                                                                            | \$0.00                       |        |           |            |             |             |         |            |        |          |        |       |        |         |           |          |                 |  |
| 1 (1,000.00                                                                                | \$2,500.00                                                                                            | \$0.00                       |        |           |            |             |             |         |            |        |          |        |       |        |         |           |          |                 |  |
| 595.00 (1,000.00) 84,855.00                                                                | \$3,555.00 \$3,490.00 \$2,605.00 \$2,500.00 \$44,345.00                                               | \$0.00                       | \$0.00 | \$0.00    |            | \$0.00      | \$0.00      | \$0.00  |            | \$0.00 | \$0.00   | \$0.00 |       | \$0.00 | \$0.00  | \$0.00    |          |                 |  |
| -                                                                                          | -                                                                                                     |                              | 0.00%  | 0.00%     |            | 0.00%       | 0.00%       | 0.00%   |            | 0.00%  | 0.00%    | 0.00%  |       | 0.00%  | 0.00%   |           |          |                 |  |

| Sales                   | Current Period<br>June | Year to Date |
|-------------------------|------------------------|--------------|
| Sales                   |                        | rear to pute |
| Sales                   |                        | 2017         |
|                         |                        |              |
| Farm Market             | \$1,200.00             | \$3,250.00   |
| Wholesale               | \$3,500.00             | \$3,500.00   |
| On-site Farm Store      | \$5,200.00             | \$6,650.00   |
| CSA                     | \$1,475.00             | \$29,500.00  |
| Gross Farm Sales        | \$11,375.00            | \$42,900.0   |
| Expenses                |                        |              |
| Direct Expense          |                        |              |
| Minerals                | \$0.00                 | \$1,950.00   |
| Seeds                   | \$3,000.00             | \$5,500.00   |
| Grow Media              | \$625.00               | \$4,670.00   |
| Irrigation              | \$0.00                 | \$910.00     |
| Total Direct Exepnse    | \$3,625.00             | \$13,030.00  |
| Operating Expense       |                        |              |
| Fuel                    | \$150.00               | \$580.00     |
| Labor Stipend           | \$700.00               | \$1,400.00   |
| Repair/maintenance      | \$40.00                | \$240.00     |
| Office Supplies         | \$0.00                 | \$250.00     |
| Total Operating Expense | \$890.00               | \$2,470.00   |
| Fixed Expense           |                        |              |
| Debts                   | \$935.00               | \$5,610.00   |
| Rent                    | \$1,130.00             | \$6,780.00   |
| Utilitles               | \$700.00               | \$4,200.00   |
| Total Fixed Expense     | \$2,765.00             | \$16,590.00  |
| Total Expense           | \$7,280.00             | \$32,090.00  |
| Net Profit/Loss         | \$4,095.00             | \$10,810.00  |

# Invoice

| Cherry Val       | lev Coope          | rative, LLC. |               | Date:         | 8-Sep-17   |
|------------------|--------------------|--------------|---------------|---------------|------------|
| Center for Perma |                    |              |               |               | 92         |
| Center for Perma | aculture & Holisti | c vveiiness  |               | Invoice #:    | 92         |
| То:              | Eno Terra          |              |               |               |            |
|                  | 4484 Route 27      |              |               |               |            |
|                  | Kingston, NJ 08    | 3540         |               |               |            |
|                  | 609.497.1777       |              |               |               |            |
|                  |                    |              | Delivery Date | Payment Terms | Due Date   |
|                  |                    |              | 9/8/17        | 21 Days       | 9/29/17    |
| Qty              | Unit               | Description  | Unit Price    | Discount      | Line Total |
| 40               | 1                  | Quine Ohend  | <b>\$1.05</b> |               | A10 50     |

| decy | onne           | Description        |                                   | onicritice         | Discount       | Ente rotar |
|------|----------------|--------------------|-----------------------------------|--------------------|----------------|------------|
| 10   | bn             | Swiss Chard        |                                   | \$1.95             |                | \$19.50    |
| 10   | lb             | Cabbage            |                                   | \$0.75             |                | \$7.50     |
| 20   | lb             | Sweet Peppers      |                                   | \$3.00             |                | \$60.00    |
| 20   | lb             | Mixed Carrots      |                                   | \$2.25             |                | \$45.00    |
| 5    | lb             | Scallions          |                                   | \$5.00             |                | \$25.00    |
| 10   | lb             | Shishito Pepper    | rs                                | \$5.00             |                | \$50.00    |
| 20   | lb             | beets (5lb ea co   | olor seperated)                   | \$2.40             |                | \$48.00    |
| 45   | lb             | Tomatoes           |                                   | \$3.50             |                | \$157.50   |
| 100  | ct             | Squash Blossor     | ms                                | \$0.42             |                | \$42.00    |
| 5    | lb             | Mixed String Be    | ans                               | \$4.00             |                | \$20.00    |
| 1    | lb             | Bronze Fennel      |                                   | \$12.00            |                | \$12.00    |
| 1    | lb             | Thyme              |                                   | \$12.00            |                | \$12.00    |
|      |                |                    |                                   |                    |                |            |
| 1    |                | Delivery Fee       |                                   | \$5.00             |                | \$5.00     |
|      |                |                    | Total Discount                    |                    |                |            |
|      |                |                    |                                   |                    | Subtotal       | \$503.50   |
|      |                |                    |                                   |                    | Sales Tax      |            |
|      |                |                    |                                   |                    | Total          | \$503.50   |
|      | Make a         |                    | ble to Cherry V<br>you for your b | alley Cooperati    | ve, LLC.       |            |
|      |                |                    |                                   |                    |                |            |
|      | 619 Cherry Val | ley Road, Princeto | on, NJ 08540 - 73                 | 2.841.5316 - cherr | yvalleycoop.or | g          |
|      |                |                    |                                   |                    |                |            |

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                    | \$1,099.35  | ceivables:  | alance in Re    | End of Period Balance in Receivables: | 5     |          |                   |                   |           |   |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|-------------|-------------|-----------------|---------------------------------------|-------|----------|-------------------|-------------------|-----------|---|
| Receivables         Invoice         Total<br>Number         Total<br>Purchase         Invoice         Check<br>Purchase         Date<br>Purchase         Check<br>Purchase         Date<br>Received         Check<br>Actual Balance         Bate<br>Received         Acci<br>Actual Balance         Acci<br>Bala           6/9/2017         12         Eno Terra         \$253.90         21         6/30/2017         14806         6/24         \$10,810.00         Acci<br>Bala         6/24         \$10,810.00         Actual Balance         Bala         Acci<br>Received         \$10,810.00         Actual Balance         Bala         \$10,810.00         Acci<br>Received         \$10,810.00         Actual Balance         Bala         \$10,810.00         Actual Balance         Bala         \$10,810.00         Acci<br>Received         \$10,810.00         Actual Balance         Bala         \$10,810.00         Actual Balance         Bala         \$10,810.00         Actual Balance         Bala         \$10,810.00         Actual Balance         Bala         \$10,810.00         Actual Balance         Bala <t< th=""><th></th><th>\$12,283.45</th><th>d Balance:</th><th></th><th>End of Pe</th><th></th><th></th><th></th><th></th><th></th><th></th></t<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                    | \$12,283.45 | d Balance:  |                 | End of Pe                             |       |          |                   |                   |           |   |
| Receivables         Invice         Invice         Total         Invice         Customer         Otal         Invice         Inv                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                    | \$11,184.10 | al Balance: | Period Actua    | End of                                |       |          |                   |                   |           |   |
| Receivables         Invoice         Ctal         Total         Date         Check                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | \$12,283.45        | \$11,184.10 | 7/19        | 14806           | 7/21/2017                             | 21    | \$101.00 | Eno Terra         | 23                | 6/30/2017 | 4 |
| Receivables         Invoice         Customer         Total<br>Purchase         Terms         Date Due         Check<br>Number         Date         Customer         Acri<br>Purchase         Acri<br>Purchase         Check<br>Purchase         Date Due         Check<br>Number         Date<br>Received         Acri<br>Received                                                                                                                                                                                                                                                                                                                                                                                                                                  | \$12,182.45        | \$11,184.10 | 7/19        | 9666            | 7/21/2017                             | 21    | \$259.30 | Mediterra         | 22                | 6/30/2017 | 4 |
| Receivables         Invoice         Invoice         Total         Arren         Purchase         Total         Arren         Check         Date         Check         Check         Check         Arren                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$11,923.15        | \$11,184.10 | 7/19        | 7404            | 7/21/2017                             | 21    | \$66.05  | Teresa Caffe      | 21                | 6/30/2017 | 4 |
| Receivables         Image                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | \$11,857.10        | \$11,184.10 | 7/26        | 6321            | 7/21/2017                             | 21    | \$32.00  | Brick Farm Market | 20                | 6/30/2017 | 4 |
| Receivables         Total         Total         Check         Date         Check         Date         Check         Date         Check         Date         Actual Balance         Actual B                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | \$11,825.10        | \$11,184.10 | 7/20        | 5661            | 7/21/2017                             | 21    | \$33.60  | Deli, W.E.C.      | 19                | 6/30/2017 | 4 |
| Receivables         Invoice         Invoice         Total         Invoice                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | \$11,791.50        | \$11,184.10 | 7/20        | 5661            | 7/21/2017                             | 21    | \$74.40  | Produce, W.E.C.   | 18                | 6/30/2017 | 4 |
| Receivables         Invoice         Total         Date         Invoice         Invoice <th< td=""><td>\$11,717.10</td><td>\$11,184.10</td><td>7/8</td><td>14806</td><td>7/20/2017</td><td>21</td><td>\$403.60</td><td>Eno Terra</td><td>17</td><td>6/29/2017</td><td>4</td></th<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$11,717.10        | \$11,184.10 | 7/8         | 14806           | 7/20/2017                             | 21    | \$403.60 | Eno Terra         | 17                | 6/29/2017 | 4 |
| Receivables         Invoice         Total         Acci           Date         Invoice         Lostomer         Total         Number         Customer         Purchase         Date         Number         Check         Date         Actual Balance         Bala           6/9/2017         12         Eno Terra         \$120.20         21         6/30/2017         14806         6/24         \$10,810.00         Acci                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$11,313.50        | \$11,184.10 | 7/8         | 7404            | 7/17/2017                             | 21    | \$129.40 | Teresa Caffe      | 16                | 6/26/2017 | 4 |
| Receivables         Image: Control or conter control or control or  | \$11,184.10        | \$11,184.10 | 7/8         | 14772           | 7/17/2014                             | 21    | \$310.70 | Eno Terra         | 15                | 6/26/2014 | 4 |
| Receivables         Image: Constraint of the constra | \$11,141.80        | \$10,810.00 | 7/8         | 14806           | 7/14/2015                             | 21    | \$331.80 | Eno Terra         | 14                | 6/23/2015 | 4 |
| Receivables       Image: Constraint of the c         | \$11,063.90        | \$10,810.00 | 6/24        | 14702           | 7/4/2017                              | 21    | \$253.90 | Eno Terra         | 13                | 6/13/2017 | 2 |
| Receivables       Image: Construction of the c         | \$10,930.20        | \$10,810.00 | 6/24        | 14806           | 6/30/2017                             | 21    | \$120.20 | Eno Terra         | 12                | 6/9/2017  | ц |
| Receivables                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Accrued<br>Balance |             | vived       | Check<br>Number | Date Due                              | Terms | lase     | Customer          | Invoice<br>Number | Date      |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                    |             |             |                 |                                       |       |          |                   | les               | Receivab  |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                    |             |             |                 |                                       |       |          |                   |                   |           |   |

| 3 0 0    |              | 20           |          |               | 2 F    | 2 F             | 2 F                            | 2 F        | 2 F    |        |                   | 2 E         | 2 1      |           | 3 N<br>N T | 3 N<br>n m | 2 E     | 2 D                    | 2 D            | 2 0            | 2 0                     | 2 D            | 2 0               | 2) N                       | 0                          | 2 0                 | 2 D            | 2 D                 | 2 C C      | 0 0       | 2 0      | 2 C          | 2 0         | 200            | 0.0             | 28         | 28         | 28         | 28         | 2 8         | 2 B           | 2 B          | 2 A        | 2 A         | 2 A      | 2 Z      | N A                      | 2 A      | 2 A      | 2 A           | 2 A         | Block Number Field Letter Bed Number                       | BLOCK 2                | NOFA NJ CROP MASIER |
|----------|--------------|--------------|----------|---------------|--------|-----------------|--------------------------------|------------|--------|--------|-------------------|-------------|----------|-----------|------------|------------|---------|------------------------|----------------|----------------|-------------------------|----------------|-------------------|----------------------------|----------------------------|---------------------|----------------|---------------------|------------|-----------|----------|--------------|-------------|----------------|-----------------|------------|------------|------------|------------|-------------|---------------|--------------|------------|-------------|----------|----------|--------------------------|----------|----------|---------------|-------------|------------------------------------------------------------|------------------------|---------------------|
| n 4      |              | 2 100        |          |               |        |                 |                                |            |        | 1 120  |                   | 7 150       |          | 5 4 150   |            |            |         |                        |                |                | 9 200                   |                | 7 200             |                            |                            |                     |                |                     | 8 120      |           |          |              |             | 2 120          |                 |            |            |            | 4 150      | 3 150       | 2 150         |              | 10 180     |             | 8 180    |          | 6 180                    |          |          | 2 180         | 1 180       | Number Bed Length Bed S                                    |                        | MASIER              |
| 262      | 292 2040     |              | 292      | 350.4         | 350.4  | 350.4           | 350.4 3427.2                   | 350.4      | 350.4  | 350.4  | 438               | 438         | 438      | 438 4896  | 100        | 438        | 438     | 584                    | 584            | 584            | 584                     | 584            | 594 9792          | 004                        | 584                        | 584                 | 584            | 584                 | 350.4      | 350.4     |          | 350.4 3916.8 | 350.4       | 350.4          | 3504            | 438        | 438        | 438        | 438 4896   | 438         | 438           | 438          | 525.6      | 525.6       | 525.6    | 525.6    | 525.6 7344<br>525.6 7344 | 525.6    | 525.6    | 525.6         | 525.6       | Bed Length Bed Square Feet Field Square Feet TOTAL ACREAGE | **49" CENTERS = 4.08FT | 2.92                |
|          | cu.u         |              |          |               |        |                 | 0.08                           |            |        |        |                   |             |          | 0.11      |            |            |         |                        |                |                |                         |                | 0.22              |                            |                            |                     |                |                     |            |           | 1        | 0.09         |             |                |                 |            |            |            | 0.11       |             |               |              |            |             |          |          | 0.17                     |          |          |               |             | et TOTAL ACREAGE                                           | 4.08FT                 |                     |
| TOMATOES | TOWATOES     | TOMATOES     | TOMATOES | ROOTS         | ROOTS  | ROOTS           | ROOTS                          | ROOTS      | ROOTS  | ROOTS  | PEPPERS           | PEPPERS     | PEPPERS  | PEPPERS   |            | PEPPERS    | PEPPERS | BUNCHED GREENS MUSTARD | BUNCHED GREENS | BUNCHED GREENS | BUNCHED GREENS          | BUNCHED GREENS | BUNCHED GREENS    | BUNCHED GREENS SWISS CHARD | BUNCHED GREENS SWISS CHARD | BUNCHED GREENS KALE | BUNCHED GREENS | BUNCHED GREENS KALE | ALLIUMS    | ALLIUMS   | ALLIUMS  | ALLIUMS      | ALLIUMS     | ALLIUMS        | ALL LINS        | CUT GREENS  | CUT GREENS    | CUT GREENS   | POTATOES   | POTATOES    | POTATOES | POTATOES | POTATOES                 | POTATOES | POTATOES | POTATOES      | POTATOES    | Crop Type                                                  |                        |                     |
| SLICED   | SLICER       | CHERRY       | CHERRY   | RADISH        | BEETS  | BEETS           | BEETS                          | CARROT     | CARROT | CARROT | CRAYZAY HOT       | HOT         | НОТ      | SWEET     | OWEET      | SWEET      | SWEET   | IS MUSTARD             | IS MUSTARD     | IS MUSTARD     | IS COLLARD GREENS FLASH |                | IS COLLARD GREENS | IS SWISS CHARD             | IS SWISS CHARD             | IS KALE             | IS KALE        | IS KALE             | LEEK       | STORAGE   | STORAGE  | EARLY        | EARLY       | SPRING         | SUNISON         | SPINACH    | SPICY MIX  | SALAD MIX  | ARUGULA    | SALAD MIX   | SALANOVA      | SALANOVA     | POTATOES   | POTATOES    | POTATOES | POTATOES | POTATOES                 | POTATOES | POTATOES | POTATOES      | POTATOES    | Crop                                                       |                        |                     |
| CODIA    | ANANAS NOIRE | BLACK CHERRY | SUNGOLD  | BLACK SPANISH | MERLIN | TOUCHSTONE GOLD | CHIOGGIA GUARDSMARK CANDY CANE | ATOMIC RED | NELSON | YAYA   | TRINIDAD SCORPIAN | CHERRY BOMB | JALAPENO | LUNCHBOX  |            | ACE        | CARMEN  | RED GIANT              | RED GIANT      | RED GIANT      | IS FLASH                |                | IS FLASH          | BRIGHT LIGHTS              | BRIGHT LIGHTS              | TUSCAN              | RED RUSSIAN    | SCARLET             | ALTA       | PATTERSON | CABERNET | AILSA CRAIG  | WALLA WALLA | DESERT SUNRISE | EVERGREEN HARDY | SPACE      | GOURMET    | ENCORE     | ASTRO      | ALLSTAR MIX | GREEN INCISED | RED OAK LEAF | ROSSETTE   | MAGIC MOLLY | NY 105   | RUSSET   | YUKON GOLD               | ALL BLUE | NORMANDY | PURPLE VIKING | RED NORLAND | Variety                                                    |                        |                     |
|          | DAKK HE-DYE  | BLACK        | ORANGE   | STORAGE       | RED    | YELLOW          | RK CANDY CANE                  | RED        | ORANGE | ORANGE |                   |             |          | MIX COLOR |            | YELLOW     | RED     |                        |                |                |                         |                |                   |                            |                            |                     |                |                     |            |           |          |              |             |                |                 |            |            |            |            |             |               |              | FINGERLING | FINGERLING  | STORAGE  | STORAGE  | LATE                     | MID      | MID      | EARLY         | EARLY       | Description                                                |                        |                     |
| 30       | 30           | 30           | 30       | 0.75          | 0      | თ               | 6                              | 0.75       | 0.75   | 0.75   | 18                | 18          | 18       | 10 10     | 10         |            | 18      | 12                     | 12             | 12             | 12                      | 12             | 21                | 21                         | 12                         | 12                  | 12             | 12                  | <b>5</b> 0 | 0         | 0        | 6            | o           | o (            | 7               |            | 1          |            |            | -           | 12            | 12           | ŋ          | 6           | o        | 0        | <b>5</b> 0               | 5 0      | 0        | σ             | 6           | Spacing Spacing<br>(IN) (FT)                               |                        |                     |
| 03.0     | 2.50         | 2.50         | 2.50     | 0.06          | 0.50   | 0.50            | 0.50                           | 0.06       | 0.06   | 0.06   | 1.50              | 1.50        | 1.50     | 1.50      | 1.00       | 1.50       | 1.50    | 1.00                   | 1.00           | 1.00           | 1.00                    | 1.00           | 100               | 1,00                       | 1.00                       | 1.00                | 1.00           | 1.00                | 0.50       | 0.50      | 0.50     | 0.50         | 0.50        | 0.50           | 0.00            | 0.08       | 0.08       | 0.08       | 0.08       | 0.08        | 1.00          | 1.00         | 0.50       | 0.50        | 0.50     | 0.50     | 0.50                     | 0.50     | 0.50     | 0.50          |             |                                                            |                        |                     |
|          | 40           | 40           | 1 40     | 5 9600        | 4 960  | 4 960           | 4 960                          |            |        | -      |                   |             |          | 2 200     |            |            |         | 2 400                  | 2 400          |                | 2 400                   |                | 2 400             |                            |                            |                     |                |                     | 3 720      |           |          | 3 720        |             | 3 720          | 10              |            |            |            |            | 8 14400     | 4 600         | 4 600        | 1 360      | 1 360       | 1 360    | 1 360    | 1 360                    | 1 360    | 1 360    | 1 360         | 1 360       | Rows per Bed Plants per bed                                |                        |                     |

| \$20.60         \$20.60           \$20.60         \$20.60           \$20.60         \$20.60           \$11.35         \$11.35           \$11.35         \$11.35           \$11.35         \$11.35           \$11.35         \$11.35           \$11.36         \$11.35           \$11.35         \$11.35           \$11.36         \$11.35           \$11.35         \$11.35           \$1.36         \$11.35           \$1.35         \$11.35           \$1.36         \$11.35           \$4.45         \$25.90           \$4.45         \$8.90           \$4.45         \$8.90           \$4.45         \$8.90 | 2                                     |                                     | Desite Desites        | 40 Johnny's Seeds |              |                             | D BD         | 50           | 05.00     | 0,7                            | 05-26             |                                           |            |                           |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------|-------------------------------------|-----------------------|-------------------|--------------|-----------------------------|--------------|--------------|-----------|--------------------------------|-------------------|-------------------------------------------|------------|---------------------------|
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                       | 40                                  |                       |                   |              |                             | 0.80         | 50           | 05-26     | 95                             | 05-26             |                                           |            | 03-21                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 2                                     |                                     |                       | 40 Johnr          |              |                             | 0,80         | 50           | 05-26     | 85                             | 05-26             | 56 TP                                     | 10         | 03-21                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | N                                     |                                     | Johnny's Seeds Packet |                   |              |                             | 0.80         | 50           | 05-26     | 8                              | 05-26             |                                           |            | 03-21                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | - ω                                   | 2                                   |                       |                   | 98           |                             |              |              | 05-22     | 50                             |                   | S                                         | 1          | 03-28                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 1                                     | 5000 5000                           |                       |                   | 28           |                             | 9.80         | 86           | 05-03     | 55                             | 05-03             |                                           |            | 04-05                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                       |                                     | Johnny's Seeds        |                   | 28           | 6                           | 9.80         | 86           | 05-03     | 8                              | 05-03             | 21 TP                                     |            | 04-05                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                                     |                                     | Johnny's Seeds        |                   | 28           | 63                          | 9.80         | 98           | 05-03     | 55                             | 05-03             | 21 TP                                     | 7          | 04-05                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -1                                    | 10000 10000                         | Johnny's Seeds        | 7680 Johnr        | 76           |                             |              | •            | 07-18     | 70                             |                   | DS                                        | 14 -       | 04-25                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -1                                    |                                     | Johnny's Seeds        |                   | 76           |                             |              | •            | 07-18     | 70                             |                   | DS                                        | 14 -       | 04-25                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                                     | 10000 10000                         | Johnny's Seeds        |                   | 76           |                             |              | •            | 07-18     | 70                             |                   | DS                                        | 14 -       | 04-25                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                                     |                                     |                       |                   |              |                             | 2.78         | 72           | 06-20     | 125                            | 06-20             | 56 TP                                     |            | 04-15                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 1                                     |                                     | Johnny's Seeds        |                   |              |                             | 2.78         | 72           | 06-20     | 110                            | 06-20             |                                           |            | 04-15                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                       |                                     | Johnny's Seeds        |                   |              |                             | 2.78         | 72           | 06-20     | 110                            | 06-20             | 56 TP                                     |            | 04-15                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                                     |                                     | Johnny a General      |                   |              |                             | 2.10         | 71           | 02-00     | g                              | 02-00             |                                           |            | 0410                      |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                       |                                     | Inhanu's Souds        |                   |              |                             | 5.78         | 21           | 00-20     | 8 8                            | 06.30             |                                           |            | 04-10                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                       |                                     | tohondo Socia         |                   |              |                             | 0.10         | 10           | 00-20     | 8 8                            | 00-20             |                                           |            |                           |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                       |                                     | ny's Goode            |                   |              |                             | 2 78         | 79           | 06-20     | 8 8                            | 06-20             |                                           |            | n c                       |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                       |                                     | Inhnnv's Speds        |                   |              |                             | 2 78         | 79           | 06-11     | 8                              | 06-11             |                                           |            | 04-15                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                                     | 500 500                             |                       |                   |              |                             | 2.78         | 72           | 06-20     | 90                             | 06-20             |                                           |            | 04-15                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                                     | 16400                               | Johnny's Seeds oz     |                   |              |                             | 5.56         | 72           | 06-20     | 40                             | 05-11             |                                           |            | 04-15                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -1                                    | 16400                               |                       |                   |              |                             | 5.56         | 72           | 06-20     | 40                             | 05-11             |                                           |            | 04-15                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -4                                    | 16400                               |                       |                   |              |                             | 5.56         | 72           | 06-20     | 40                             | 05-11             | 21 TP                                     |            | 04-15                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                                     |                                     |                       |                   |              | 2                           | 5.56         | 72           | 06-23     | 50                             | 05-04             |                                           | 01         | 04-01                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                                     |                                     |                       |                   |              |                             | 5.56         | 72           | 06-23     | 50                             | 05-04             |                                           |            | 04-01                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 1                                     | 1332                                | Johnny's Seeds 1/2 oz |                   |              |                             | 5.56         | 72           | 06-23     | 50                             | 05-04             | 28 TP                                     |            | 04-01                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                                     |                                     | Johnny's Seeds        |                   |              |                             | 5.56         | 72           | 06-25     | 50                             | 05-06             |                                           | 7          | 04-01                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                                     |                                     | Johnny's Seeds        |                   |              |                             | 5.56         | 72           | 06-25     | 50                             | 05-06             | 28 TP                                     |            | 04-01                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -1                                    | 1000 1000                           |                       |                   |              |                             | 5.56         | 72           | 06-25     | 50                             | 05-06             |                                           | 7          | 04-01                     |
| \$8.95 \$8.95                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | -                                     | 9325                                | Johnny's Seeds oz     |                   |              |                             | 5.56         | 72           | 06-23     | 50                             | 05-04             |                                           |            | 04-01                     |
| \$16.40 \$16.40                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 1                                     | 1000 1000                           | Johnny's Seeds        | 800 Johnr         |              |                             | 5.56         | 72           | 06-23     | 50                             | 05-04             |                                           |            | 04-01                     |
| \$16.40 \$16.40                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 4                                     | 1000 1000                           | Johnny's Seeds        |                   |              |                             | 5.56         | 72           | 06-23     | 50                             | 05-04             |                                           |            | 04-01                     |
| \$35.90 \$35.90                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 1                                     | 5000 5000                           | Johnny's Seeds        | 2160 Johnr        |              | 13                          | 7.35         | 86           | 09-21     | 125                            | 05-19             |                                           |            | 03-20                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                                     | 5000 5000                           | Johnny's Seeds        |                   |              |                             | 7.35         | 86           | 09-21     | 125                            | 05-19             |                                           |            | 20                        |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                                     | 5000 5000                           | Johnny's Seeds        |                   |              | 14                          | 7.35         | 96           | 09-00     | 110                            | 05-19             |                                           |            | 03-20                     |
| \$22.95 \$22.95                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                                     | 5000 5000                           | Johnny's Seeds        | 2160 Johnr        |              | -                           | 7.35         | 96           | 09-06     | 110                            | 05-19             |                                           |            | 03-20                     |
| \$28.25 \$28.25                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                                     | 5000 5000                           | Johnny's Seeds        | 2160 Johnr        |              | (4)                         | 7.35         | 86           | 08-07     | 80                             | 05-19             |                                           |            | 03-20                     |
| \$17.10 \$17.10                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -1                                    | 5000 5000                           | Johnny's Seeds        | 2160 Johnr        |              | (2)                         | 7.35         | 98           | 08-07     | 80                             | 05-19             |                                           |            | 03-20                     |
| \$22.05 \$22.05                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -1                                    | 5000 5000                           | Johnny's Seeds        | 2880 Johnr        |              |                             | 7.35         | 96           | 08-02     | 75                             | 05-19             | 50 TP                                     |            | 03-20                     |
| \$7.00 \$7.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 1                                     | 12494                               | Johnny's Seeds oz     | 2880 Johnr        |              |                             | 7.35         | 98           | 07-30     | 72                             | 05-19             |                                           |            | 03-20                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 4                                     | 13900                               |                       |                   | 180          |                             |              | •            | 06-06     | 36                             |                   | DS                                        | <b>5</b> 1 | 05-01                     |
| \$3.95 \$15.80                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 4                                     | 5000 5000                           | Johnny's Seeds        | 14400 Johnr       | 144          |                             |              | •            | 06-06     | 36                             |                   | DS                                        | 10 -       | 05-01                     |
| \$10.28 \$41.12                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 4                                     | 31450                               | Johnny's Seeds oz     | 14400 Johnr       | 144          |                             |              | •            | 06-10     | 40                             |                   | DS                                        | 7 -        | 05-01                     |
| \$15.10 \$60.40                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 4                                     | 32700                               |                       | 14400 Johnr       | 144          |                             |              | •            | 06-10     | 40                             |                   | DS                                        | 7 -        | 05-01                     |
| \$3.63 \$14.52                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 4                                     | 15200                               | Johnny's Seeds oz     | 14400 Johnr       | 144          |                             |              | •            | 06-03     | 40                             |                   | DS                                        | 5.         | 04-24                     |
| \$10.28 \$41.12                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 4                                     | 31450                               | Johnny's Seeds oz     | 14400 Johnr       | 144          |                             |              |              | 06-03     | 40                             |                   | S                                         | 7 -        | 04-24                     |
| \$0.09 \$54.0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 600                                   | _                                   | Johnny's Seeds Seed   |                   |              |                             | 4.69         | 128          | 05-04     | 45                             | 04-17             |                                           | 7          | 20                        |
| \$0.09 \$54.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 600                                   | _                                   |                       | 600 John          |              | _                           | 4.69         | 128          | 05-04     | 45                             | 04-17             | 21 TP                                     | 7          | 03-20                     |
| \$1.25 \$45.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 36                                    | 10                                  | Moose Tubers #        | 360 Moos          | ()           |                             |              | •            | 08-13     | 100                            |                   | SQ                                        | 20 -       | 05-05                     |
| \$2.39 \$86.04                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 36                                    | 10                                  | Moose Tubers #        |                   |              |                             |              |              | 08-13     | 100                            |                   | DS                                        | 20 -       | 05                        |
| \$2.39 \$86.04                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 36                                    | 10                                  | Moose Tubers #        |                   |              |                             |              | •            | 10-02     | 150                            |                   | SQ                                        | 20 -       | 05-05                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 36                                    | 10                                  | Moose Tubers #        |                   | 0            |                             |              | •            | 10-02     | 150                            |                   | SQ                                        | 20 -       | 05-05                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 36                                    | 10                                  |                       | 360 Moos          |              |                             |              | •            | 09-02     | 120                            |                   | DS                                        | 20 -       | 05-05                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 36                                    | 10                                  | Moose Tubers #        |                   |              |                             |              | •            | 09-02     | 120                            |                   | DS                                        | 20 -       | 05                        |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 36                                    | 10                                  |                       |                   |              |                             |              | •            | 08-03     | 90                             |                   | DS                                        | 20 -       | 05-05                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 36                                    | 10                                  | Moose Tubers #        |                   |              |                             |              | •            | 08-03     | 90                             |                   | S                                         | 20 -       | 05                        |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 36                                    | 10                                  | Moose Tubers #        |                   |              |                             |              | •            | 07-19     | 75                             | •                 | DS                                        | 20 -       | 05-05                     |
| \$2.39 \$86.04                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 36                                    | 10                                  | Moose Tubers #        |                   |              |                             |              |              | 07-19     | 75                             |                   |                                           |            |                           |
| per Unit Total Cos                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Units needed Cost per Unit Total Cost | Seed Company Unit Sold Seeds/Unit I | d Company Unit        |                   | Seeds needed | Trays Needer Seeds per Cell | ays Needec : | Tray Size Tr | d Harvest | <b>DTM Anticipated Harvest</b> | Transplant Date D | <b>GH</b> Planting Method Transplant Date | Days in    | Seeding Date Days to Germ |

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | œ                     | Variety         | Description    | Seeding Date | Days to Germ | Days in GH | <b>Planting Method</b> |         | Tray Size | Trays Needed | Seeds per Cell S | eeds needed |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|-----------------|----------------|--------------|--------------|------------|------------------------|---------|-----------|--------------|------------------|-------------|
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                       | RED NORLAND     | EARLY          | 05-05        | 20           | •          | DS                     |         |           |              |                  | 360         |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                       | NODMANDY        |                | 05-05        | 20           |            | 70                     | 0       |           |              |                  | 09c         |
| Bit         FOUNDE         VIGNOBUL         Constant         Co                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                       | ALL BLUE        | MD             | 05-05        | 20           |            | DS                     |         |           |              | ¢ ()             | 360         |
| Bit         FUNCE         NUMOR         MUA                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                       | YUKON GOLD      |                | 05-05        | 20           | •          | DS                     | 1       |           |              |                  | 360         |
| Bit         Dirikit         Nicket         Stone         Dirikit         Nicket         Stone         Dirikit         Nicket         Stone         Dirikit         Nicket         Stone         Dirikit         Nicket         Dirikit         Dirikit <t< td=""><td></td><td>YUKON GEM</td><td></td><td>05-05</td><td>20</td><td></td><td>DS</td><td>1</td><td></td><td>•</td><td>100</td><td>360</td></t<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                       | YUKON GEM       |                | 05-05        | 20           |            | DS                     | 1       |           | •            | 100              | 360         |
| Bit         PriVICES         MUNCE         MUNCE <t< td=""><td></td><td>RUSSET</td><td>STORAGE</td><td>05-05</td><td>20</td><td>•</td><td>DS</td><td>1</td><td></td><td></td><td>0.8</td><td>360</td></t<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                       | RUSSET          | STORAGE        | 05-05        | 20           | •          | DS                     | 1       |           |              | 0.8              | 360         |
| Bit         PUNCION         MACUNCI/, FRINEMALIA         Constant                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                       | NY 105          | STORAGE        | 05-05        | 20           |            | DS                     | 1       | '         |              |                  | 360         |
| Service         Service <t< td=""><td></td><td>MAGIC MOLLY</td><td>FINGERLING</td><td>05-05</td><td>20</td><td>•</td><td>, DS</td><td></td><td></td><td></td><td></td><td>360</td></t<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                       | MAGIC MOLLY     | FINGERLING     | 05-05        | 20           | •          | , DS                   |         |           |              |                  | 360         |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                       | RED OAK LEAP    | FINGERLING     | 03-20        | 7            | . 2        | 1 LS                   | - 04-17 | - 12      | 4            | -                | 000 vuc     |
| Else         MULVA         Kirstwitz         GA         7.         D6         GA         7.         D6           Else         SUMAN         Nume         GA         7.         D6         GA         7.         D6           Else         SUMAN         SUMAP         GA         7.         D6         GA         GA <t< td=""><td></td><td>GREEN INCISE</td><td>ö</td><td>03-20</td><td>7</td><td>2</td><td>1 TP</td><td>04-17</td><td>12</td><td></td><td><u>ч</u>.</td><td>600</td></t<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                       | GREEN INCISE    | ö              | 03-20        | 7            | 2          | 1 TP                   | 04-17   | 12        |              | <u>ч</u> .       | 600         |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                       | ALLSTAR MIX     |                | 04-24        | 7            |            | DS                     |         |           | '            | 12               | 14400       |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                       | ASTRO           |                | 04-24        | 5            |            | DS                     |         |           |              |                  | 14400       |
| Birdy         Singly         Singly </td <td>-</td> <td>ENCORE</td> <td></td> <td>05-01</td> <td>7</td> <td></td> <td>DS</td> <td></td> <td></td> <td>•</td> <td></td> <td>14400</td>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -                     | ENCORE          |                | 05-01        | 7            |            | DS                     |         |           | •            |                  | 14400       |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                       | GOURMET         |                | 05-01        | 7            |            | DS                     |         |           | '            |                  | 14400       |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                       | SPACE           |                | 05.04        | 10           |            | 5                      |         |           |              |                  | 14400       |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | ENS                   | TATSO           |                | 05-01        | 5 0          |            | DS TB                  | -       |           |              |                  | 18000       |
| EARV         MULL/MULL         (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         (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         (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         (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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                       | DESERT SUNF     | USE            | 03-20        | 10           | 5 0        | OTP                    | 05-19   | 9         |              | 4 4              | 2880        |
| STONAC         CARENET         (1)         (2)         (1)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)         (2)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                       | WALLA WALLA     |                | 03-20        | 10           | 5          | 0 TP                   | 05-19   | 9         |              | ω.               | 2160        |
| STONAGE         CHERN         COUNT         <                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                       | AILSA CRAIG     |                | 03-20        | 10           | 5          | 0 TP                   | 05-19   | 9         |              | w                | 2160        |
| IERNA         (AURIDANATION         (AURIDANATIONATION         (AURIDANATIONATIONATION         (                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                       | CABERNET        |                | 03-20        | 10           | 5          |                        | 05-19   | 9         |              | S                | 2160        |
| IERK         KIA         KIA <td></td> <td>PATTERSON</td> <td></td> <td>03-20</td> <td>10</td> <td>5</td> <td>0 TP</td> <td>05-19</td> <td>9</td> <td></td> <td>w</td> <td>2160</td>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                       | PATTERSON       |                | 03-20        | 10           | 5          | 0 TP                   | 05-19   | 9         |              | w                | 2160        |
| Dec         Mun         Mun <td></td> <td>KING RICHARD</td> <td></td> <td>03-20</td> <td>10</td> <td>5</td> <td>0 TP</td> <td>05-19</td> <td>9 9</td> <td></td> <td><b>ы</b> со</td> <td>2160</td>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                       | KING RICHARD    |                | 03-20        | 10           | 5          | 0 TP                   | 05-19   | 9 9       |              | <b>ы</b> со      | 2160        |
| Decension         Control         Contro         Control         Control         <                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                       | SCAPI ET        |                | 04-01        | л С          | 2 0        |                        | 05-04   | 7         |              | <b>ა</b> ა       | 2001        |
| Disperiment         Turbon         Turbon <thturbon< th=""> <thturbon< th=""> <thturbo< td=""><td>UNCHED GRE KALE</td><td>RED RUSSIAN</td><td></td><td>04-01</td><td>01 0</td><td>2</td><td>8 TP</td><td>05-04</td><td>7</td><td></td><td>2</td><td>800</td></thturbo<></thturbon<></thturbon<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | UNCHED GRE KALE       | RED RUSSIAN     |                | 04-01        | 01 0         | 2          | 8 TP                   | 05-04   | 7         |              | 2                | 800         |
| DIGRE SINKS CHARD         BIGHT LIGHTS         Aut         T         Zip         Zip         Concept         Zip         Zip <thzip< th="">         Zip         Zip         <thzip< <="" td=""><td>UNCHED GRE KALE</td><td>TUSCAN</td><td></td><td>04-01</td><td>5</td><td>2</td><td>8 TP</td><td>05-04</td><td>7</td><td></td><td>2</td><td>800</td></thzip<></thzip<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | UNCHED GRE KALE       | TUSCAN          |                | 04-01        | 5            | 2          | 8 TP                   | 05-04   | 7         |              | 2                | 800         |
| Digete         Synthe         Bigetify         Image: field         Image: field <th< td=""><td>UNCHED GRE SWISS CHAP</td><td>RD BRIGHT LIGHT</td><td>S</td><td>04-01</td><td>7</td><td>2</td><td>8 TP</td><td>05-06</td><td>7</td><td></td><td>2</td><td>800</td></th<>                                                                                                                                                                                                                                                                                                                                                                                                                 | UNCHED GRE SWISS CHAP | RD BRIGHT LIGHT | S              | 04-01        | 7            | 2          | 8 TP                   | 05-06   | 7         |              | 2                | 800         |
| Dipole privide oppole         Dipole pripole         Dipole privide oppole         Di                                                                                                                                                                                                                                                                                                                                                                                                                                                 | UNCHED GRE SWISS CHAP | RD BRIGHT LIGHT | 0 00           | 04-01        | 7            | 2 22       | 8 TP                   | 05-06   | 7         |              | 0 10             | 800         |
| ED GREI COLLAND OREIF FLASH         VI         0.01         5         21 PT         0.001         72         6.51         21           ED GRE COLLAND OREIF FLASH         VI         0.401         5         21 PT         0.601         72         6.56         2         2           ED GRE MUSTARD         RED GIANT         VI         0.415         5         21 PT         0.601         72         6.56         2         2           ED GRE MUSTARD         RED GIANT         RED GIANT         RED GIANT         RED GIANT         72         6.56         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | UNCHED GRE COLLARD G  | REF FLASH       | 0              | 04-01        | 5 ~          | 22         | 8 TP                   | 05-04   | 7         |              | 2                | 800         |
| Dip GRE COLLAPD GREF [LASH]         (M01         5         21         (M01         7         (56         2           Dip GRE MUSTARD         RED GANT         1         0.41         5         21         (M1         7         55         2         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1 </td <td>UNCHED GRE COLLARD G</td> <td>REE FLASH</td> <td></td> <td>04-01</td> <td>5</td> <td>2</td> <td></td> <td>05-04</td> <td>7</td> <td></td> <td>2</td> <td>800</td>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | UNCHED GRE COLLARD G  | REE FLASH       |                | 04-01        | 5            | 2          |                        | 05-04   | 7         |              | 2                | 800         |
| Dighter Mustrado         Red Guart         Control         Gat         S         Z         P           ED GRE MUSTAGO         RED GUART         R         Odd         5         Z         P         R         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S         S                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | UNCHED GRE COLLARD G  | REE FLASH       |                | 04-01        | 5            | 2          | 8 TP                   | 05-04   | 7         |              | 2                | 800         |
| DB GRE MUSTAND         RED GANT         FED GANT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | UNCHED GRE MUSTARD    | RED GIANT       |                | 04-15        | 5            | 2          | 1 TP                   | 05-11   | 7         |              | 2                | 800         |
| Sime         Sime         Sime         Red GMAT         Red         Alt         5         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | UNCHED GRE MUSTARD    | RED GIANT       |                | 04-15        | 5            | 2          | 1 TP                   | 05-11   | 7         |              | 2                | 800         |
| Simple in convenient         Convenient         Rector                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | UNCHED GRE MUSTARD    | RED GIANT       |                | 04-15        | 5 0          |            | o 1 TP                 | 05-11   | 7         |              | 2 12             | 800         |
| Sinceric         Conveniency         Reduction                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                       |                 |                | 04-10        |              | 7 9        |                        | 06 11   | 1         |              | N (              | 400         |
| NRET         KING OF THE N RED BLL.         KING OF THE N RED RUL.         KING OF THE N RUL                                                                                                                                                                                                                                                                                                                                                                                                                                        |                       | ACE             | RED BELL       | 04-15        | 10           | 5 0        |                        | 06-20   | 7         |              | ~                | 400         |
| NMET         LUNCHBOX         MIX COLOR         04-15         10         65         IPT         06-20         72         2.78         2.78         2.78         407         JALAPENO         Valapeno         Valapeno         Valapeno         04-15         10         65         IPT         06-20         72         2.78         2         2.78         2           VS         HOT         CHERRY BOM         CHERRY BOM         CHERRY BOM         04-15         10         66         IPT         06-20         72         2.78         2           VS         CARROT         VIVA         ORANGE         04-15         10         66         IPT         06-20         72         2.78         2           VS         CARROT         VIVA         ORANGE         04-15         10         66         IPT         06-20         72         2.78         2           CARROT         VIVA         ORANGE         ORANGE         04-15         14         -         10         06-20         10         1         1         1           CARROT         VIVA         RED         04-25         14         -         10         05-03         96         9.80         1         1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                       | KING OF THE N   | VIRED BELL     | 04-15        | 10           | 5          | 6 TP                   | 06-20   | 7         |              | 2                | 400         |
| INS         HOT         JALAPENO         JALAPENO         Image: constraint of cons |                       | LUNCHBOX        | MIX COLOR      | 04-15        | 10           | 5          | 6 TP                   | 06-20   | 7         |              | 2                | 400         |
| KSHOTCHERRY BOMBCHERRY BOMB04.1510611066.20722.7822KSCARAZY HOTTRINIDAD SCORPIANOPANGE0.4151066 TP0.6-20722.7822KSCARROTVAVAOPANGE0.42610670.6-20722.7822CARROTVAVAOPANGE0.426110.50.50.6-20722.7822CARROTVAVAOPANGE0.425140.50.50.6-207210.6-207211111111111111111111111111111111111111111111111111111111111111111111111111111111111111111111111111111111111111111111111 <td></td> <td>JALAPENO</td> <td></td> <td>04-15</td> <td>10</td> <td>5</td> <td></td> <td>06-20</td> <td>7</td> <td></td> <td>2</td> <td>400</td>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                       | JALAPENO        |                | 04-15        | 10           | 5          |                        | 06-20   | 7         |              | 2                | 400         |
| KS         CAXZAY HOT         TRINIDAD SCORPIAN         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01         01 <th0< td=""><td></td><td></td><td>u</td><td>04-15</td><td>10</td><td>5</td><td>6 TP</td><td>06-20</td><td>7</td><td></td><td>2</td><td>400</td></th0<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                       |                 | u              | 04-15        | 10           | 5          | 6 TP                   | 06-20   | 7         |              | 2                | 400         |
| $ \begin{array}{cccccccccccccccccccccccccccccccccccc$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                       |                 | RPIAN          | 04-15        | 10           | 5          | 6 TP                   | 06-20   | 7         |              | 2                | 400         |
| CARROT         NELSON         ORANGE         OPANGE         OPANGE<                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                       | YAYA            | ORANGE         | 04-25        | 14           |            | DS                     | '       |           | '            |                  | 7680        |
| CARKOI         CAMMOR RED         CARCOI         CAMORI RED         CAMORI         CAMORI RED         CAMORI         CAMORI RED         CAMORI                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                       | NELSON          | ORANGE         | 04-25        | 14           |            | DS DS                  | 21      |           | 1            |                  | 7680        |
| DEETS         CONCOUND CONCOUND         CAL         T         CONCOUND CONCOUND         CAL         CAL <thcal< th="">         CAL         CAL         C</thcal<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                       | ALOMIC RED      |                | 04-25        | 14           | ,<br>,     |                        | -       |           |              | 3                | 0007        |
| BEETS         MERLIN         RED         0.406         7         21 TP         0.600         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60         60                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                       | TOLICUSTONE     |                | 04-05        | 7            | ų v        |                        | 05.02   | 0 4       | 0 0          | ى<br>ە           | 0002        |
| RADISH         BLACK SPANIS         STORAGE         03-26         5-         DS         DS         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-         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- <th0-< td=""><td></td><td>MERLIN</td><td>RED</td><td>04-05</td><td>7</td><td>9 N</td><td>1 7</td><td>05-03</td><td>0 9</td><td>0 9</td><td>ω c</td><td>2880</td></th0-<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                       | MERLIN          | RED            | 04-05        | 7            | 9 N        | 1 7                    | 05-03   | 0 9       | 0 9          | ω c              | 2880        |
| CHERRY         SUNGOLD         ORANGE         03-21         10         56         TP         05-26         50         0.80         1           CHERRY         BLACK CHERRY BLACK         03-21         10         56         TP         05-26         50         0.80         1           SLICER         ANANAS NOIRE DARK TIE-DYE         03-21         10         56         TP         05-26         50         0.80         1           SLICER         AMANA ORANG ORANGE         03-21         10         56         TP         05-26         50         0.80         1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                       | BLACK SPANIS    | STORAGE        | 03-28        | <b>с</b> л - |            | DS =                   | -       |           |              |                  | 9600        |
| CHERRY         BLACK CHERRY BLACK         03-21         10         56 TP         05-26         50         0.80         1           SLICER         ANANAS NOIRE DARK TIE-DYE         03-21         10         56 TP         05-26         50         0.80         1           SLICER         AMANA ORANG ORANGE         03-21         10         56 TP         05-26         50         0.80         1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | OES                   | SUNGOLD         | ORANGE         | 03-21        | 10           | 5          |                        | 05-26   | CT        | 0            | 1                | 40          |
| SLICER         ANANAS NOIRE DARK TIE-DYE         03-21         10         56         TP         05-26         50         0.80         1           SLICER         AMANA ORANG ORANGE         03-21         10         56         TP         05-26         50         0.80         1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                       | BLACK CHERF     | BLACK          | 03-21        | 10           | 5          |                        | 05-26   | 5         | 0            | -                | 40          |
| SLICER AMANA ORANG ORANGE 03-21 10 56 TP 05-26 50 0.80 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                       | ANANAS NOIR     | E DARK TIE-DYE | 03-21        | 10           | 5          |                        | 05-26   | 5         | 0            | _                | 40          |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                       | AMANA ORANG     | GORANGE        | 03-21        | 10           | 5          |                        | 05-26   | 5         | 0            |                  | 40          |

| DIRECT SEEDING SCHEDULE  | DING SC | CHEDULE                         |           |               |             |                              |      |                           |              |
|--------------------------|---------|---------------------------------|-----------|---------------|-------------|------------------------------|------|---------------------------|--------------|
| Block Numbe Field Letter |         | Bed Number Bed Length Crop Type | Crop      | Variety       | Description | Spacing Spacing<br>(IN) (FT) |      | Rows per Bed Seeding Date | Seeding Date |
| 2 A                      | _       | 180 POTATOES                    | POTATOES  | RED NORLAND   | EARLY       | б                            | 0.50 | -                         | 05-05        |
| 2 A                      | 2       | 180 POTATOES                    | POTATOES  | PURPLE VIKING | EARLY       | 6                            | 0.50 | -                         | 05-05        |
| 2 A                      | ы       | 180 POTATOES                    | POTATOES  | NORMANDY      | MID         | 6                            | 0.50 | -                         | 05-05        |
| 2 A                      | 4       | 180 POTATOES                    | POTATOES  | ALL BLUE      | MID         | 6                            | 0.50 | 4                         | 05-05        |
| 2 A                      | 5       | 180 POTATOES                    | POTATOES  | YUKON GOLD    | LATE        | 6                            | 0.50 | -                         | 05-05        |
| 2 A                      | 6       | 180 POTATOES                    | POTATOES  | YUKON GEM     | LATE        | 6                            | 0.50 | -                         | 05-05        |
| 2 A                      | 7       | 180 POTATOES                    | POTATOES  | RUSSET        | STORAGE     | 6                            | 0.50 | -                         | 05-05        |
| 2 A                      | 8       | 180 POTATOES                    | POTATOES  | NY 105        | STORAGE     | 6                            | 0.50 | _                         | 05-05        |
| 2 A                      | 9       | 180 POTATOES                    | POTATOES  | MAGIC MOLLY   | FINGERLING  | 6                            | 0.50 | _                         | 05-05        |
| 2 A                      | 10      | 180 POTATOES                    | POTATOES  | ROSSETTE      | FINGERLING  | 6                            | 0.50 | _                         | 05-05        |
| 2 B                      | з       | 150 CUT GREENS                  | SALAD MIX | ALLSTAR MIX   |             | -                            | 0.08 | 8                         | 04-24        |
| 2 B                      | 4       | 150 CUT GREENS                  | ARUGULA   | ASTRO         |             | _                            | 0.08 | 8                         | 04-24        |
| 2 B                      | J       | 150 CUT GREENS                  | SALAD MIX | ENCORE        |             | _                            | 0.08 | 8                         | 05-01        |
| 2 B                      | 6       | 150 CUT GREENS                  | SPICY MIX | GOURMET       |             | _                            | 0.08 | 8                         | 05-01        |
| 2 B                      | 7       | 150 CUT GREENS                  | SPINACH   | SPACE         |             | _                            | 0.08 | 8                         | 05-01        |
| 2 B                      | 8       | 150 CUT GREENS                  | TATSOI    | TATSOI        |             | _                            | 0.08 | 10                        | 05-01        |
| N<br>T                   | -1      | 120 ROOTS                       | CARROT    | YAYA          | ORANGE      | 0.75                         | 0.06 | 4                         | 04-25        |
| 2 1                      | 2       | 120 ROOTS                       | CARROT    | NELSON        | ORANGE      | 0.75                         | 0.06 | 4                         | 04-25        |
| 2 F                      | з       | 120 ROOTS                       | CARROT    | ATOMIC RED    | RED         | 0.75                         | 0.06 | 4                         | 04-25        |

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