

Application for the Alachua County Small Farmer Grant

Grant Due 5 PM June 28, 2024

Name of Applicant:	JACK DEVRIES, for ABUNDANCE AQUAPONIC FARMS LLC
Email:	jackandneepa@gmail.com
Phone Number:	386-478-3076
Address of Farm/Small Producer Operation. Please include the parcel number.	19917 NW 94 th Ave Alachua, FL 32615
Total Funding Requested (request may not exceed \$5,000):	\$4,799
My operation's total Gross Cash Income per year is between \$1,000 and \$250,000 (yes / no) YES AND (Please select one below) Between \$1,000 and \$75,000. YES Between \$75,001 and \$150,000. Between \$150,001 and \$250,000.	
The owner and operator of the farm has not received the Small Farmer Grant in the past two years (yes / no) NO, WE HAVE NOT RECEIVED A GRANT IN THE PAST 2 YEARS.	
The owner and operator of the farm/small producer operation is a black, women, indigenous, and or persons-of-color. (yes / no) You decide: I am an old, white man married to a lovely Indian woman. The business is in my name, but the bank account and taxes are joint. We operate the farm together.	
The owner and operator of the farm is a first-time applicant OR has not received a Small Farmer Grant award in the past two years. (yes/no) FIRST-TIME APPLICANT	
If awarded the funding will only be used to purchase equipment or other capital investments that enhance the economic productivity of my operation. (yes / no) YES	

Explain what equipment is needed, its cost, how it will be utilized, and economic return to your operations.

If you have taken the Extension Office's Agricultural Entrepreneurial Series, please attach your Farm Plan. (5 bonus points)

INTRODUCTION

Abundance Aquaponic Farms LLC produces berries, vegetables and fish for sale at farmers' markets and directly to local customers.

So far, we have needed to sell everything within days of harvest because we have no means of storing the produce thus limiting our potential sales to the market demand at that particular moment. We plan to develop a small walk-in cooler to store our produce allowing us to extend the window of "fresh produce" sales. Particularly for highly perishable items like blackberries, lettuce and tomatoes this could even double our potential income.

PLAN

We have an existing barn with an internal room. We plan to take part of this room (8'x12') and create an air/vapor barrier for the walls and ceiling with plastic and cover this with 6" of XPS foamboard for an insulation value of about R30. The floor will have 4" of foamboard (R20) covered with plywood. We will install a prefabricated walk-in cooler door to complete the air-tight, insulated room. The room will be cooled using a CoolBot connected to a 12K BTU air conditioner powered by an existing electric connection. Produce will be stored on existing wire racks and an existing fan will be used for air circulation.

BUDGET

WALK IN COOLER 8'X12'

ITEM	AMT	PRICE	TOTAL
2" x4'x8' foam insulation, R-10	45	\$45	\$2,025
1/2"x4'x8' plywood	6	\$50	\$300
12k btu window air conditioner	1	\$499	\$499
CoolBot	1	\$375	\$375
Walk in cooler door, R-29, 36"x76"	1	\$1,600	\$1,600
			\$4,799

Farm financial plan from the Ag Entrepreneurship and Farm Business Planning course is attached as pdf file.



I certify that I am an Alachua County resident, have an agricultural exemption, and that all information in this grant application is true and correct. I understand that any errors, misrepresentations, or omissions in this application may result in the application not being considered, points reduced, or if discovered after the award, that the grant funds may be reimbursed to Alachua County.

ABUNDANCE AQUAPONIC FARMS LLC

VISION

We enjoy living on a pleasant homestead producing most of our own meats, eggs, fruits and vegetables. We would like to expand our production to share our bounty with others while we earn \$30,000 - \$50,000 per year.

We would like most of the farm to run with significant automation reducing our role in tasks like feeding, weeding and watering.

We will strive to create lasting relationships with our customers as we joyously share with them the beauty of our natural homestead, the high quality food items we produce and the peace of a simple lifestyle. Thus all sales will be local and personal: direct sales, farmers' markets and CSA.

STRENGTHS AND RESOURCES

Physical: 5 acres, 4300 sq. ft. greenhouse, 10,000 sq. ft. garden, 2 acres pasture land, 10,000 sq. ft. blackberries and blueberries, 2000 sq. ft. barn, fish/chicken processing station, truck, tractor, tiller, external deer fence, internal pasture fences, irrigation system, 40,000 gallon RAS with solar heating and oxygen saturation system

Financial: start-up capital and two quarters operating cash

Human: Jack and Neepa who are healthy, personable and visionary; design and building skills, computer and accounting skills, 5 years operational experience in fish and vegetables, sales experience at farmers' markets and local stores

WEAKNESSES

Physical: no means of storing produce short term, limited space for expansion

Financial: no additional capital for expansion, won't consider credit

Human: relative newcomers, not "sales" people, still learning, limited man-hours available, no social media experience

DESCRIPTION OF BUSINESS

With increased globalization of the food supply, quality is sacrificed for price and convenience. As a reaction to this, more consumers are looking to obtain their food locally and from known and trusted sources. We will develop a homestead-style farm that is accessible to our customers. We want to know our customers and be known and trusted by them to produce high quality food. The business will stay small and will only market directly to the local customers via farmers' markets, local stores and direct sales.

FARMING PRACTICES

We will focus on improving the nutrient biodiversity in the products we grow. We will use aquaponic (supplemented hydroponically) fertigation for all our produce (greenhouse and garden). Pesticides will be used as a last resort, but through our protected agriculture design, beneficial insects, mulches and minimal till practices these should not be needed.

While the farm will not be “organic” in a legal sense, we will regularly enhance the soil with our homegrown compost and BSFL frass encouraging micro-biodiversity in the soil and reducing the need for synthetic fertilizers.

PRODUCTS

Seafood

We will grow tilapia. Tilapia will be sold as either whole fish or fillets.

Vegetables

We will grow a variety of vegetables for the market including: lettuce, tomato, cucumber, peppers, carrots, beets, onions, kale, collard greens, cabbage and broccoli.

Herbs

We will grow Italian basil, Thai basil and cilantro.

Fruits

We will grow strawberries, blueberries and blackberries.

OPERATIONAL GOALS FOR 2024

Complete renovations of greenhouse and RAS

Plant produce for fall 2024 sales

Obtain necessary licenses/permits

MARKET OUTLOOK

When we were open in 2014-2016 we found many people looking for a local food source. Our produce sold well in both farmers’ markets and local shops. We were just beginning to explore direct sales when we closed in late 2016, but this seemed to be the best avenue to develop long term relationships with our customers.

Locally grown seafood is has a very limited supply. Our tilapia may fill a niche there since all the competition is non-local and most is from other countries.

Most of the competition for vegetables, herbs and fruits are the grocery markets. Few have locally grown produce giving us a big advantage in quality of product. Locally grown vegetables, herbs and fruits are all available from local vendors/farms. But there appears to be sufficient demand to support another local farm (based on our previous experience). We will be able to distinguish

ourselves from them to some extent with out-of-season offerings due to the climate-controlled growing environment. It also gives us the ability to offer different varieties of products than are normally available.

Our wide range of products and our relationship-based selling should also differentiate us from many of these other sellers enabling us to develop a small base of loyal customers.

MARKETING GOALS

We will begin at the farmers' market on 441, where we sold previously, on October 6, 2024. We will also re-initiate our relationship with Ward's general store. Through these two venues, as well as through our previous market research and trial sales, we will determine the best mix for our CSA offerings. We will market for CSA customers through the farmers' market, our contacts, and our social media channels beginning the CSA sales with a homestead event in January 2025. As our CSA customers grow to about 20 boxes per week our marketing efforts will be spent more with them than the larger market, though we will continue with the farmers' market and Ward's store.

ABUNDANCE AQUAPONIC FARMS LLC

BALANCE SHEET - MULTIPLE DATES SIDE-BY-SIDE		
Personal, Business, or Combined:	Business	Business
Actual or Projected:	Actual	Projected
Date:	12/31/2024	12/31/2025
Assets		
<u>Current Assets</u>		
Cash (checking & savings)	\$ 12,900	\$ 55,800
Stocks & bonds to be converted to cash	\$ -	\$ -
Accounts receivable	\$ -	\$ -
Crop inventory	\$ -	\$ -
Cash investment in growing crops	\$ -	\$ -
Supply inventory	\$ 600	\$ 1,000
Prepaid expenses	\$ -	\$ -
Other current assets	\$ -	\$ -
Total Current Assets (CA)	\$ 13,500	\$ 56,800
<u>Noncurrent Assets</u>		
Residence: home & acreage	\$ -	\$ -
Farm land & buildings	\$ -	\$ -
Other real estate	\$ -	\$ -
Machinery & equipment	\$ -	\$ -
Cars, trucks, boats	\$ -	\$ -
Retirement funds	\$ -	\$ -
Other noncurrent assets	\$ -	\$ -
Total Noncurrent Assets	\$ -	\$ -
Total Assets (TA)	\$ 13,500	\$ 56,800
Liabilities		
<u>Current Liabilities</u>		
Accounts payable	\$ -	\$ -
Credit card balances	\$ -	\$ -
Operating loan balances	\$ -	\$ -
Current (principal) portion of term debt	\$ -	\$ -
Accrued interest	\$ -	\$ -
Taxes payable	\$ -	\$ -
Other current liabilities	\$ -	\$ -
Total Current Liabilities (CL)	\$ -	\$ -

Noncurrent Liabilities		
Noncurrent (principal) portion of term debt	\$ -	\$ -
Other noncurrent liabilities	\$ -	\$ -
Total Noncurrent Liabilities	\$ -	\$ -
Total Liabilities (TL)	\$ -	\$ -
Net Worth or Owner Equity (OE)	\$ 13,500	\$ 56,800
Total Liabilities & Net Worth	\$ 13,500	\$ 56,800
Working Capital (CA - CL)	\$ 13,500	\$ 56,800
Current Ratio (CA/CL)	undefined	undefined
Equity-to-Asset Ratio (OE/TA)	100%	100%

ABUNDANCE AQUAPONIC FARMS LLC

CASH FLOW PROJECTIONS

Jan 1, 2025 to Dec 31, 2025	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
	Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec

Cash Inflows

Cash receipts from GH crop sales	\$ 15,300	\$ 13,350	\$ -	\$ 16,650
Cash receipts from livestock sales	\$ 9,000	\$ 9,000	\$ -	\$ 10,512
Cash receipts from Garden crop sales	\$ 4,200	\$ 2,200	\$ -	\$ 2,200
Cash receipts from berry sales	\$ -	\$ 2,400	\$ -	\$ -
New term borrowing	\$ -	\$ -	\$ -	\$ -
Capital contributions	\$ -	\$ -	\$ -	\$ -
Total Cash Inflows	\$ 28,500	\$ 26,950	\$ -	\$ 29,362

Cash Outflows

	Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec
Supplies, seeds, fertilizer, chemicals	\$ 1,380	\$ 1,230	\$ 1,380	\$ 1,230
Hired labor	\$ -	\$ -	\$ -	\$ -
Utilities, fuel, repairs	\$ 450	\$ 450	\$ 450	\$ 450
Insurance, tax (property), and other	\$ -	\$ -	\$ -	\$ -
Feed	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000
Containers & packaging	\$ 300	\$ -	\$ 300	\$ -
Marketing costs	\$ 300	\$ -	\$ 300	\$ -
Capital purchases	\$ -	\$ -	\$ -	\$ -
Term debt interest payments	\$ -	\$ -	\$ -	\$ -
Term debt principal payments	\$ -	\$ -	\$ -	\$ -
Owner withdrawals	\$ -	\$ -	\$ -	\$ -
Total Cash Outflows	\$ 8,430	\$ 7,680	\$ 8,430	\$ 7,680

	Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec
Net Cash Flow	\$ 20,070	\$ 19,270	\$ (8,430)	\$ 21,682
Beginning Cash Balance	\$ -	\$ 20,070	\$ 39,340	\$ 30,910
Unadjusted Ending Cash Balance	\$ 20,070	\$ 39,340	\$ 30,910	\$ 52,592
New operating loan received	\$ -	\$ -	\$ -	\$ -
Repayment of operating loan	\$ -	\$ -	\$ -	\$ -
Interest paid on operating loan	\$ -	\$ -	\$ -	\$ -
Ending Cash Balance	\$ 20,070	\$ 39,340	\$ 30,910	\$ 52,592

Operating Loan Balance

Beginning loan balance	\$ -	\$ -	\$ -	\$ -
Ending loan balance	\$ -	\$ -	\$ -	\$ -

ABUNDANCE AQUAPONIC FARMS LLC

PROJECTED CASH INCOME STATEMENT

January 1, 2025 to December 31, 2025

Cash Farm Revenues		Notes
Cash receipts from crop sales	\$ 56,300.00	
Cash receipts from livestock sales	\$ 28,500.00	
Other cash farm revenue	\$ -	
Total (Gross) Cash Farm Revenue	\$ 84,800.00	

Cash Farm Expenses

Supplies, seeds, fertilizer, chemicals	\$ 29,220.00	
Hired labor	\$ -	
Utilities, fuel, repairs	\$ 1,800.00	
Insurance, tax (property), and other	\$ -	
Rent or lease	\$ -	
Containers & packaging	\$ 600.00	
Marketing costs	\$ 600.00	
Interest	\$ -	
Total Cash Expenses	\$ 32,220.00	

Net Cash Farm Income	\$ 52,580.00	
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Depreciation	\$ -	
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Net Farm Income (before income tax)	\$ 52,580.00	
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ACCRUAL ADJUSTMENTS TO INCOME STATEMENT

Revenue Adjustments		Notes
Increase (decrease) in accounts receivable	\$ -	
Increase (decrease) in crop or livestock inventory	\$ -	
Total Revenue Adjustments	\$ -	

Expense Adjustments

Increase (decrease) in accounts payable	\$ -	
Increase (decrease) in taxes payable	\$ -	
(Increase) decrease cash investment in growing crops	\$ -	
(Increase) decrease supply inventory	\$ -	
(Increase) decrease prepaid expenses	\$ -	
Total Expense Adjustments	\$ -	

Accrual-Adjusted Revenues	\$ 84,800.00	
Accrual-Adjusted Expenses	\$ 32,220.00	
Accrual-Adjusted Net Farm Income (before income tax)*	\$ 52,580.00	

*This should be interpreted as "the return to operator and unpaid family labor, management, a Council 2017).

and equity capital" (Farm Financial Standards
