

The Massachusetts Chapter of TACF, Corp.  
**Balance Sheet**  
As of December 31, 2003

	<u>Dec 31, 03</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
Fleet MA Chapter of TACF	1,546.51
Fleet Savings	8,736.44
<b>Total Checking/Savings</b>	<u>10,282.95</u>
<b>Total Current Assets</b>	10,282.95
<b>Fixed Assets</b>	
<b>Equipment</b>	
Chestnut Inventory	306.15
Education Equip	3,875.00
Orchard Equip	1,583.29
Pollination Equipment	313.95
Seedling Equip	564.99
<b>Total Equipment</b>	<u>6,643.38</u>
<b>Total Fixed Assets</b>	<u>6,643.38</u>
<b>TOTAL ASSETS</b>	<b><u><u>16,926.33</u></u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Credit Cards</b>	
FleetCredCard2972	356.41
<b>Total Credit Cards</b>	<u>356.41</u>
<b>Total Current Liabilities</b>	<u>356.41</u>
<b>Total Liabilities</b>	356.41
<b>Equity</b>	
Retained Earnings	11,662.18
Net Income	4,907.74
<b>Total Equity</b>	<u>16,569.92</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u><u>16,926.33</u></u></b>

# The Massachusetts Chapter of TACF, Corp.

Profit Loss Jan- Dec 2003

	<u>Jan - Dec 03</u>	% Exp
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>Contributions</b>		
Membership Dues & Assessments	2,010.00	
Non-Cash Goods	231.38	
<b>Restricted</b>		
Annual Meeting	255.00	
BC3 Orchard Fund	590.00	
Education	20.00	
Orch Irrigation (Sudbury)	4,000.00	<b>Not Spent</b>
Research	20.00	
<b>Total Restricted</b>	<u>4,885.00</u>	
Unrestricted	1,995.00	
<b>Total Contributions</b>	<u>9,121.38</u>	
<b>Foundation Grant</b>		
Norcross Grant	4,000.00	
<b>Total Foundation Grant</b>	<u>4,000.00</u>	
Interest Inc	39.24	
<b>Sales</b>		
TACF Items Sold	530.00	
<b>Total Sales</b>	<u>530.00</u>	
<b>Total Income</b>	13,690.62	
<b>Cost of Goods Sold</b>		
<b>Cost of Goods Sold</b>		
Cost of TACF Goods	297.18	
<b>Total Cost of Goods Sold</b>	<u>297.18</u>	
<b>Total COGS</b>	<u>297.18</u>	
<b>Gross Profit</b>	13,393.44	
<b>Expense</b>		
<b>Management Costs</b>		
Bank Charge & Checks	180.55	
<b>License &amp; Fees</b>		
State	50.00	
<b>Total License &amp; Fees</b>	<u>50.00</u>	
Membership Followup	107.64	
Office Supplies	62.81	
Postage	202.90	
Printing & Publication	7.88	
Rent	105.00	
<b>Total Management Costs</b>	<u>716.78</u>	8.4%
Newsletter	751.07	
NewsLetter Postage	109.38	10.1%
<b>Program Service</b>		
Chestnut Inventory	145.00	1.7%
<b>Education</b>		
Annual Meeting		
Ann Meet Speaker	343.50	
Annual Meet Brochure	161.74	
Ann Meeting Brochure Postage	96.82	
<b>Total Annual Meeting</b>	<u>602.06</u>	7.1%
Exhibitor Fees	50.00	
Presentations	59.01	
Website	69.99	
<b>Total Education</b>	<u>781.06</u>	

# The Massachusetts Chapter of TACF, Corp.

Profit Loss Jan- Dec 2003

	<u>Jan - Dec 03</u>	% Exp
<b>Orchard</b>		
Orchard Equip	70.00	
Orchard Signage	340.40	
Orchard Supplies		
Shipping	164.96	
Orchard Supplies - Other	<u>3,478.12</u>	
<b>Total Orchard Supplies</b>	<b>3,643.08</b>	
Postage	13.29	
Seedlings	<u>603.13</u>	
<b>Total Orchard</b>	<b>4,669.90</b>	55.0%
<b>PollinationSupplies</b>		
Bags	148.70	
Shipping	48.20	
PollinationSupplies - Other	<u>115.61</u>	
<b>Total PollinationSupplies</b>	<b>312.51</b>	3.7%
<b>Research</b>		
Biocontrol UMass	<u>1,000.00</u>	
<b>Total Research</b>	<b>1,000.00</b>	11.8%
<b>Total Program Service</b>	<b>6,908.47</b>	81.4% with NL, 91.5%
<b>Total Expense</b>	<b>8,485.70</b>	
<b>Net Ordinary Income</b>	<b>4,907.74</b>	
<b>Net Income</b>	<b><u><u>4,907.74</u></u></b>	

The Massachusetts Chapter of TACF, Corp.  
**Profit & Loss Budget Overview**  
January through December 2003

	<u>Jan - Dec 03</u>	<u>Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Contributions</b>			
Restricted Funds Forward	4,242.00		
Membership Dues & Assessments	2,010.00	4,000.00	50.25%
<b>Restricted</b>			
BC3 Orchard Fund	590.00	2,400.00	24.58%
Research	20.00	1,710.00	1.17%
<b>Total Restricted</b>	<u>610.00</u>	<u>4,110.00</u>	<u>14.84%</u>
Unrestricted	<u>1,875.00</u>	<u>1,400.00</u>	<u>133.93%</u>
<b>Total Contributions</b>	<u>8,737.00</u>	<u>9,510.00</u>	<u>91.87%</u>
<b>Indirect Public Support</b>			
Sudbury Foundation	4,000.00	0.00	100.0%
<b>Total Indirect Public Support</b>	<u>4,000.00</u>	<u>0.00</u>	<u>100.0%</u>
<b>Sales</b>			
TACF Items Sold	530.00	250.00	212.0%
<b>Total Sales</b>	<u>530.00</u>	<u>250.00</u>	<u>212.0%</u>
<b>Total Income</b>	<u>13,267.00</u>	<u>9,760.00</u>	<u>135.93%</u>
<b>Cost of Goods Sold</b>			
<b>Total Cost of Goods Sold</b>	<u>82.68</u>	<u>200.00</u>	<u>41.34%</u>
<b>Total COGS</b>	<u>82.68</u>	<u>200.00</u>	<u>41.34%</u>
<b>Gross Profit</b>	<u>13,184.32</u>	<u>9,560.00</u>	<u>137.91%</u>
<b>Expense</b>			
<b>Total Fundraising</b>	0.00	340.00	0.0%
<b>Management Costs</b>			
Bank Charge & Checks	180.55	144.00	125.38%
<b>License &amp; Fees</b>			
State	50.00	50.00	100.0%
<b>Total License &amp; Fees</b>	<u>50.00</u>	<u>50.00</u>	<u>100.0%</u>
Membership Followup	107.64	300.00	35.88%
Office Supplies	62.81	200.00	31.41%
Postage	202.90	273.00	74.32%
Rent	105.00	140.00	75.0%
<b>Total Management Costs</b>	<u>708.90</u>	<u>1,107.00</u>	<u>64.04%</u>
<b>Newsletter</b>	751.07	1,100.00	68.28%
<b>NewsLetter Postage</b>	109.38	500.00	21.88%
<b>Program Service</b>			
<b>Education</b>			
Annual Meeting	602.06	200.00	301.03%
Exhibitor Fees	50.00	325.00	15.39%
<b>Total Education</b>	<u>652.06</u>	<u>525.00</u>	<u>124.2%</u>
<b>Total Orchard</b>	3,983.48	6,086.00	65.45%
PollinationSupplies	312.51	200.00	156.26%
<b>Research</b>			
Biocontrol UMass	1,000.00	1,000.00	100.0%
<b>Total Research</b>	<u>1,000.00</u>	<u>1,000.00</u>	<u>100.0%</u>
<b>Total Program Service</b>	<u>5,948.05</u>	<u>7,811.00</u>	<u>76.15%</u>
<b>Total Expense</b>	<u>7,517.40</u>	<u>10,858.00</u>	<u>69.23%</u>
<b>Net Ordinary Income</b>	<u>5,666.92</u>	<u>-1,298.00</u>	<u>-436.59%</u>
<b>Net Income</b>	<u><u>5,666.92</u></u>	<u><u>-1,298.00</u></u>	<u><u>-436.59%</u></u>

The Massachusetts Chapter of TACF, Corp.  
Profit & Loss Budget Overview January - December 2004

	Jan - Dec 04	% Exp	Discussion
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Contributions Forward (2nd & 3rd Q 2003)	1,645.00		
Membership Dues & Assessments	3,000.00		Assumes No Growth
Retained Earnings Forward			\$5,000.00 See Balance sheet
<b>Restricted</b>			
BC3 Orchard (Sudbury)	3,000.00		Committed
Pollination Program (Sudbury)	1,500.00		Committed
Orch Irrigation	4,000.00		From 2003
Research	790.00		From 2002
<b>Total Restricted</b>	<b>9,290.00</b>		
Unrestricted	1,000.00		Conservative estimate
<b>Total Contributions</b>	<b>16,135.00</b>		
<b>Sales</b>			
TACF Items Sold	400.00		
<b>Total Sales</b>	<b>400.00</b>		
<b>Total Income</b>	<b>16,535.00</b>		
<b>Cost of Goods Sold</b>			
Cost of TACF Goods	250.00		
<b>Total Cost of Goods Sold</b>	<b>250.00</b>		
<b>Total COGS</b>	<b>250.00</b>		
<b>Gross Profit</b>	<b>16,285.00</b>		
<b>Expense</b>			
<b>Management Costs</b>			
Bank Charge & Checks	144.00		
License & Fees	50.00		
Membership Followup	200.00		
Office Supplies	200.00		
Postage	273.00		Includes yearly fee for non-profit UPSP service
<b>Total Management Costs</b>	<b>867.00</b>	<b>5.5%</b>	
Newsletter	1,000.00	<b>6.3%</b>	*includes some management, fundraising
NewsLetter Postage	400.00	<b>2.5%</b>	
<b>Program Service</b>			
Chestnut Inventory	145.00	<b>0.9%</b>	*for online Tree ID form
<b>Education</b>			
Annual Meeting			
Ann Meet Speaker	500.00		
Ann Meeting Brochure Postage	100.00	?	? costs worth return (in increased attendance)
Annual Meet Brochure	180.00	?	
<b>Total Annual Meeting</b>	<b>780.00</b>	<b>4.9%</b>	
Exhibitor Fees	225.00		
Website	220.00		includes registration & space, not software
<b>Total Education</b>	<b>1,225.00</b>	<b>7.7%</b>	
<b>Orchard</b>			
Orch Irrigation	4,000.00		
Orchard Signage (One Sign)	500.00		From Sudbury
Orchard Supplies (\$2 per nut)	3,600.00		
Seedlings	600.00		
<b>Total Orchard</b>	<b>8,700.00</b>	<b>54.8%</b>	
<b>PollinationSupplies</b>			
Rental Equipment	2,500.00		? to complete Graves, rental of towable lift for 2 wks
Bags	200.00		
Shipping	50.00		
<b>Total PollinationSupplies</b>	<b>2,750.00</b>	<b>17.3%</b>	
<b>Research</b>			
Framingham	790.00		Remaining restricted funds, available to Dr. Zampini
<b>Total Research</b>	<b>790.00</b>	<b>5.0%</b>	
<b>Total Program Service</b>	<b>13,610.00</b>	<b>85.7%</b>	
<b>Total Expense</b>	<b>15,877.00</b>		
<b>Net Ordinary Income</b>	<b>408.00</b>		

Restricted Funds

1/4/2004

<b>Restricted Funds</b>											
	2001	2002 Start	2002 Raised	2002 Used	2003 Start	2003 Added	2003 Used	2004 Start	2004 Raised	2004 Used	2005 Start
<b>BC3 Orchard Supplies</b>	\$882.00	\$882.00	\$3,790.00	\$2,200.00	<b>\$2,472.00</b>	\$590.00	3,643.00	\$0.00	\$3,000.00		
<b>BC3 Irrigation</b>					<b>\$4,000.00</b>		0.00	\$4,000.00			
<b>Research</b>	\$0.00		\$2,270.00	\$500.00	<b>\$1,770.00</b>	\$20.00	1,000.00	\$790.00			
<b>Education</b>						\$20.00	\$435.76	0			
<b>Annual Meeting</b>						\$255.00	\$343.50	0			
<b>Pollination</b>									\$1,500.00		
<b>Retained Earnings</b>								<b>\$5,136.54</b>			