

Boy Scout Blueberry Farm Business Plan
Carroll County Farm
July 17, 2018

What is the opportunity here?

- To maintain the Carroll County Farm's blueberry field and harvest blueberries for donations and for Troop fundraising

What will you do with the blueberries?

- Donate blueberries to those in need and sell blueberries and blueberry products such as pies

What will you do with the money raised?

- Pay for Troop equipment and activities (camping gear, summer camp tuition, Camporee registrations, hiking trips, etc.)

Plans for donations?

- Merriman House, Mineral Springs, Mountain View Nursing Home, Wolfeboro Bay Center

What are your plans for keeping everyone engaged and committed?

- Participation will result in merit badges earned, team-building, business management skills and an appreciation for the value of hard work resulting in great benefits such as earning money to pay for summer camp tuitions and other costs too expensive for Troops and families to afford.

WORK:

Who will do what, when and how will they sign-up/commit?

- The Troops will form a committee to direct projects and activities necessary to run and maintain the blueberry field and to manage funds. Troops will work together on some projects and may assign responsibilities such as mowing and trimming to individual Troops based on weekly schedules. The Committee will maintain schedules and sign-up sheets for Troops and individual Scouts for participation. All activities will have adult supervision and guidance.

SALES:

What, where, when and how do you plan to sell?

- We plan to sell blueberries by the pint and blueberry products such as pies, turnovers, etc. at farmer's markets and other events such as Old Home Week celebrations, street fairs, etc. We hope to sell at farmer's markets in Tamworth, North Conway, Ossipee, Sandwich and Wakefield. We will conduct pancake breakfast fundraisers where blueberry pancakes will be part of the sales, and we hope to enter our products in local pie and cake auctions. We may also run a "Pick Your Own" for a fee booth at the blueberry field. Adults will supervise and guide the Scouts in their sales efforts.

What will you charge for a pint or quart of blueberries?

- We will charge the market price for blueberries (approximately \$5.00 per pint/lb)

What is your value-add?

- We intend to make and sell blueberry pies, turnovers, pancakes and other blueberry-based baked goods. We may also make and sell jams/jellies and other products we learn about or create. We will learn the market price of products we produce and sell our goods for those prices. Pies, for example, will likely be sold for a minimum of \$10.00.

Will you sell to local restaurants?

- We will sell to local restaurants, if possible.

If you plan to cook, what are your plans for cooking? Do you have a commercial kitchen?

- We plan to cook pies, pastries and pancakes and to make jams/jellies. If possible, we would like to use the commercial kitchen at the County Farm. We also hope to use commercial kitchen facilities at our local schools and churches.

What are your sales goals? How much do you hope/plan to raise?

- Our sales goals are to make enough money to fund all our Troop programs and activities annually. One pound of blueberries equates to one pint. Based on figures provided by the County, the blueberry field is approximately three acres in size and ideally produces 3,000 lbs/pints of blueberries per acre. At the sale price of \$5.00 per lb/pint:

$$3 \text{ acres} * 3,000 \text{ lbs/pints per acre} * \$5.00 \text{ per lb/pint} = \underline{\$45,000}$$

- We do not believe we will make \$45,000 this year due to the poor condition of several rows of blueberry bushes, but we hope to approach that amount in future years after maintaining the field and improving the growth of the bushes that are struggling.

How will you advertise your products?

- Newspaper ads, posters on bulletin boards, signs, word-of-mouth

ADMN:

What is your insurance coverage?

- We are covered individually and as a Troop under insurance provided by the Boy Scouts of America. We will provide a certificate of insurance for Carroll County from the Daniel Webster Council covering up to \$1,000,000.

How do you plan to thank/acknowledge helpers?

- We will thank our helpers verbally and/or in writing depending on the level of assistance provided

Memorandum of Understanding

Between Carroll County Commissioners (Landlord) and Scout Troops (Access User) to utilize the County land for access to the Blueberry Field property to perform growing & cultivation operations, within the County land boundaries.

This Memorandum of Understanding, (MOU) by and between Carroll County Commissioners and Scout Troops 142, 150, 151, 156, shall serve to document an agreement by the parties to allow Scouts of America Troops 142, 150, 151, ~~156~~²³⁴ access to the county land for this particular scouting operation.

The Carroll County Commissioners intend to provide the Scout troops of Carroll County an opportunity for growing, cultivating and processing cultivated blueberries. This MOU allows the Boy Scout Troops named above complete access to the County Property off County Farm Road adjacent to the Blueberry Fields to cultivate, harvest and process cultivated blueberries at no charge. This MOU will hold Carroll County harmless of any injuries that may occur while Scouts and persons associated with the Scouts are operating on County property. The Scouts shall furnish to the County Administrator adequate liability insurance, and shall name Carrol County as additional insured on said policy.

This MOU will expire 5 years from the date of signing by the Landlord. If the Access User wishes to terminate prior to the end of this MOU, Access User must send their request in writing to the County Administrator 90 days prior to terminating this MOU.

Amanda Bevard, Chairman

Dave Babson, Vice Chairman

Mark Hounsell, Clerk

Date

Troop 142 Representative



Troop 150 Representative

 Scoutmaster

Troop 151 Representative

Troop ~~156~~²³⁴ Representative

Date