

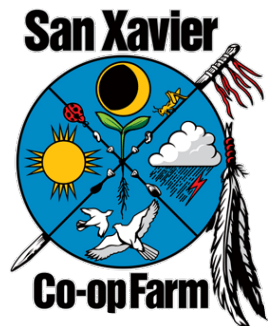
San Xavier Coop Farm Report/Update

Farm Manager
Duran Andrews



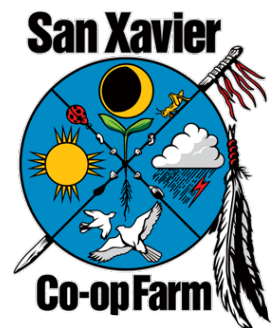
Accomplissements from Past 6 months

- Complete Overhaul of Accounting Department and Review of finances from now back to 2019.
- Focus on Cutting Costs to retain more revenue.
- Bring in supplemental funding to retain more revenue.
- Past events/workshops/caterings
- Finalizing Budget plan for next year.



Complete Review of Accounting Department

- Going through everything all the way back to 2019.
 - Reconciling all transactions for all accounts.
 - Reorganizing accounts to control and better Oversee transactions.
 - Updating checks and balances for handling cash revenue
 - New policy and procedure (SOP) for cashiers
 - Making a schedule for tanking cash deposits at the bank.
 - Hiring outside certified CPA
 - to review all the Numbers.
 - Advise and assist current bookkeeper
 - Provide finance planning for moving forward.



Focus on Cutting Cost to Retain more Revenue

- We have Stop offering discounts in all areas (tribal, Bulk and, Employee)
- Better training of staff on selling the different feed we offer. To lower loss on returns in this area.



Bringing in Supplemental Funds to Retain more Revenue.

- Using grants funds to lower need to use revenue on inventory and possessing and fuel.
- Better pricing for food and feed products.



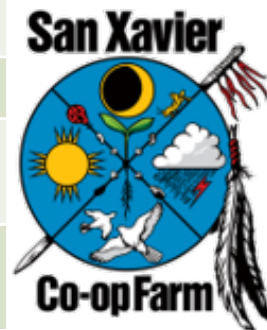
Past Events, catering and, Workshops

We have had a total of 9 workshop and on/off site markets.

We have also had a total of 8 catering both on and off site. .

We are still receiving catering requesting and plan to do more workshops in the coming months.

Date	Event Name	Location
12/30/2022	O'Odham Storytelling	Farm - Conference Room
5/5/2023	Ciolim Harvesting Workshop	Off site harvesting and Farm
5/6/2023	Ciolim Harvesting Workshop	Off site harvesting and Farm
5/12/2023	T.O. Farmers Market	Off Site, Sells
5/23/2023	T.O. Farmers Market	On Site, Farm hosting
Jun-23	Squash/Watermelon planting	On site
7/15/2023	Tepary Bean Planting	On site
7/28/2023	Wi:hog Harvesting Workshop	On site harvesting and Farm
7/29/2023	Wi:hog Harvesting Workshop	On site harvesting and Farm



Planning for next year



- Currently finalizing our budget for next year as well as our request for 9B funds.
- We are also working on applying for more grants in different areas like water conservation.
- We are slowly working on the farm extension planning and preparation.
- We just finished employee evaluations so we looking at setting some goals and expectations from staff for the next 6 months.

