Tracie Malcom <tracie.malcom@co.walton.ga.us>

Mon, Jan 29, 2024 at 8:58 AM

To: John Pringle <jahombspringle@msn.com>, Wesley Sisk <wesley@brownoilcompany.com>, Tim Hinton <hintontim01@gmail.com>, Tim Kemp <TJKemp59@gmail.com>, Keith Prather <keith_prather@yahoo.com>, Pete Myers <pete@georgiahydrantservices.com>, Josh Ferguson <jdawgs15@gmail.com>, charna parker <cparker@co.walton.ga.us>

See below

------Forwarded message ------From: Megan Kukla <mkooks2002@yahoo.com> Date: Sun, Jan 28, 2024 at 7:39 PM Subject: Re: Ex: Re: Pull zoning application To: Rosemary Kukla <rkukla@cpp.edu> Cc: Tracie Malcom <tracie.malcom@co.walton.ga.us>

Hi Tracie,

Thank you for all your help. Unfortunately because of the immense negativity we have received from our neighbors we have decided to pull the application and stop all proceedings regarding the rezoning request. Please let me know if you need anything more from me.

All my best, Megan Kukla 818-606-9133



Planning and Development Department Case Information

Case Number: Z23120012

Meeting Dates: Planning Commission 02-01-2024 – Withdrew Application 1/28/2024 Board of Commissioners 03-05-2024

Applicant:	<u>Owner:</u>
Megan Kukla	Rosemary & Michael Kukla
309 Riverbend Road	309 Riverbend Road
Monroe, Georgia 30655	Monroe, Georgia 30655
-	-

Current Zoning: A1

<u>Request</u>: Rezone 9.66 acres from A1 to A to raise animals to use natural fibers for products to sell and tours by appointment only.

Address: 309 Riverbend Road, Monroe, Georgia 30655

Map Number: C0990008

<u>Site Area</u>: 9.66

Character Area: Neighborhood Residential

District 5: Commissioner – Jeremy Adams Planning Commission – Tim Hinton

<u>DOT Comments:</u> WEB Z23120012 located at 309 Riverbend Rd <u>will not</u> need to coordinate with Georgia DOT.

<u>City of Monroe: No Comment Received but information was sent to the City of Monroe</u> for review.

PC ACTION 2/1/2024:

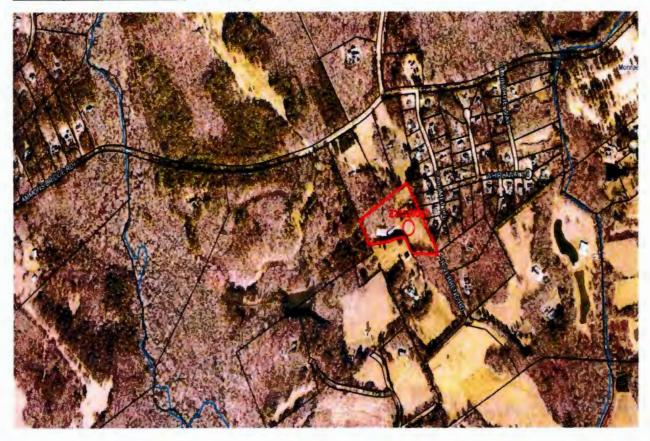
1. Z23120012-Rezone 9.66 acres from A1 to A to raise animals for commercial ag use, sell products & have tours-Applicant: Megan Kukla/Owners: Rosemary & Michael Kukla-Property located on 309 Riverbend Rd/Map/Parcel C0990008-District 5.

<u>Presentation:</u> Charna Parker, Director of Walton County Planning & Development, advised the Planning Commission that the Applicant has withdrew the application.

Speaking: None

<u>Recommendation:</u> Timothy Kemp made a motion to accept the withdrawal with a second by Keith Prather. The motion carried unanimously.

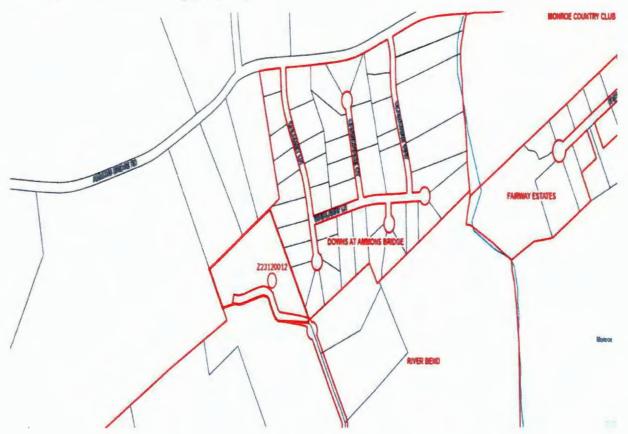
Existing Site Conditions: Property consists of 9.66 acres.



The surrounding properties are zoned A1 and R1.



Subdivisions surrounding property:



The Future Land Use Map for this property is Neighborhood Residential.



History:

CU99769	John/Michelle	Horse Arena	C099-8	Approved with conditions that Ms. Deel
	Deel			only gives personal equestrian training
				and riding lessons

<u>Staff Comments/Concerns:</u> This property is located off a private easement with 5 houses that is basically a one lane road.

Should the Board favor approval of the rezone, the department would suggest the Board put conditions on the rezone.

Comments and Recommendations from various Agencies:

Public Works: Public Works has No Issue with Approval of this Request.

<u>Sheriffs' Department:</u> This will not impact the Sheriff's Office.

Water Authority: This property is located within the City of Monroe Service area.

City of Social Circle Water Department:

<u>Fire Marshal Review:</u> Shall comply with all current codes and ordinances set forth by State Fire Safety Minimums, NFPA, International Fire Code, Georgia Accessibility Coe and Walton County Ordinances. Fire hydrant to be located within 500'. Full plan review shall be performed before Certificate of Occupancy is issued Proposed classroom may need additional life safety requirements.

<u>Fire Department Review:</u> Fire hydrant distance is approximately 4000 feet from the proposed commercial business. Long driveway would hinder and slow emergency response. The one way street would have detrimental effects is a disabled vehicle is blocking emergency access.

Board of Education: No comment received.

Rezone Application # 223 200 2 Application to Amend the Official Zoning Map of Walton County, Georgia

Planning Comm. Me	eeting Date 02-01-2024_at 6:0	00PM held at WC Historical Court House, 111 S. Broad St, Monroe, Ga (2 nd Floor)
Board of Comm Me	eting Date 03-05-2024 at 6:00	OPM held at WC Historical Court House
	You or your agent must	be present at both meetings
Map/Parcel C	0990008	
Applicant Name/A		Property Owner Name/Address/Phone
Megan Kuki	NGL	Resemary & Michael Kukla
309 Riverbe	nd Rd. Monroe 30655	309 Riverband Rd., Monroe 30655
818-606-91	33	R(909-455-5829) M(818-606-6292) (If more than one owner, attach Exhibit "A") edu
E-mail address: m	KOOKS JOUL & YONOU:	www. rkukla CCpp. edu
Phone #8/8-60		Phone # 909 - 455 - 1819
Location: 309 Run	erbended Requested	Zoning <u>A</u> Acreage <u>9.664</u> (9.66)
		pastures a barn for Alpacas, duck, pig
Existing Structures:	2story home & garage	, Barn, arena, animal run-ins
	9 9	, benti, bit et tele, et al tele tele tele
The purpose of this		
	rezone is Utilize pas	tures facilities with a husiness
that emphasi	rezone is Ut, lize pass sizes use of natural	fibers. Tours quailable by
that emphasion	rezone is <u>Utilize pas</u> sizes use of natural to the public and a st	fibers. Tours quailable by
<u>Enat</u> emphasion <u>appaintment</u> - Property is serviced	rezone is <u>Utilize pas</u> sizes use of natural to the public and a st	tures facilities with a husiness fibers. Tours available by are with product for a hout flere an ine
<u>Enat</u> emphasis <u>appointment</u> - Property is serviced Public Water:	rezone is <u>Utilize pas</u> sizes use of natural to the public and a st l by the following:	tures facilities with a husiness fibers. Tours available by are with product for a haut flere an me Well:
<u>Enat empnas</u> <u>appantment</u> Property is serviced Public Water: Public Sewer: The above statements a	rezone is <u>Utilize pas</u> <u>Sizes use of natural</u> <u>b the public and a st</u> I by the following: Provider: Provider: and accompanying materials are compensed the property for	tures facilities with a husiness fibers. Tours available by are with product for a haut flere an me Well:
<u>Enat empna</u> <u>appantment</u> Property is serviced Public Water: Public Sewer: The above statements a and zoning personnel to Development Ordinance <u>Signature</u>	rezone is <u>Ut, lize pas</u> <u>sizes use of natural</u> <u>b the public and a st</u> by the following: Provider: Provider: <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provi</u>	duress facilities with a husiness fibers. Tours available by are with product for rabat flere an ine Well: Septic Tank: plete and accurate. Applicant hereby grants permission for planning for all purposes allowed and required by the Comprehensive Land J.3 \$ 350.00 Fee Paid acced and removed by P&D Office
Enat empnas appantment - Property is serviced Public Water: Public Sewer: The above statements a and zoning personnel to Development Ordinance Buttoning Signature Publi	rezone is <u>Ut, lize pas</u> <u>sizes use of natural</u> <u>b the public and a st</u> by the following: Provider: Provider: <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provi</u>	Muress facilities with a husiness fibers, Tours available ky are with product for a hast flere an intervent with product for a hast flere an intervent with product for a hast flere an intervent for a hast flere and intervent flere and intervent for a hast flere and intervent flere
Enat empna appantment Property is serviced Public Water: Public Sewer: The above statements a and zoning personnel to Development Ordinance Signature	rezone is <u>Ut, lize pas</u> <u>sizes use of natural</u> <u>b the public and a st</u> by the following: Provider: Provider: <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provi</u>	duress facilities with a husiness fibers. Tours available by are with product for a hast flere an ine Well: Septic Tank: plete and accurate. Applicant hereby grants permission for planning for all purposes allowed and required by the Comprehensive Land J.3 \$ 350.00 Fee Paid acced and removed by P&D Office after Board of Commissioners meeting
Existing Zoning_Al	rezone is <u>Ut</u> , <u>lize pas</u> <u>sizes use of natural</u> <u>b the public and a st</u> by the following: <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>Provider:</u> <u>C Notice sign will be pla</u> <u>Signs will not be removed until a</u>	duress facilities with a husiness fibers. Tours available ky are with product for a hast flere an ine Well:

I hereby withdraw the above application____ Date Article 4, Part 4, Section 160 Standard Review Questions:

Provide written documentation addressing each of the standards listed below:

1. Existing uses and zoning of nearby property;

Aljacent properties are zoned AI and RI. Most are residential with some personal animals. Neighbors along Deer Run and Riverbend are 2 to 10 acre plots RI

2. The extent to which property values are diminished by the particular zoning restrictions;

The current zoning of AI does not allow for a business license. We want to open the facility to the public and sell product related to the animals on the property. Most visitors will be by appointment, except for open ranch days 2-4 times per year.

3. The extent to which the destruction of property values of the plaintiffs promotes the health, safety, morals or general welfare of the public;

Difficult to answer as I don't think this request destays property values The benefit is to the public as there will be an activity that can be enjoyed by families, youth Clubs, etc. It is an educational opportunity to learn about the benefits of natural materials for clothing, blankets, and nouse noil products.

 The relative gain to the public, as compared to the hardship imposed upon the individual property owner;

As previously stated "Alpace and Friends Fiber Farm" Would provide an educational opportunity for the public Without the new zoning we would be unable to Utilize the potential of The property. We would have to give up on our plans or move to another location. 5. The suitability of the subject property for the zoned purposes; and

The property is currently well suited for the plans to develop "Alpaca and Friends Fiber Farm." A 6 stall Barn, with altached space suitable for a reception area & store exists. There is also an areae, pastures, run-ins and misc buildings on the property.

6. The length of time the property has been vacant as zoned, considered in the context of land development in the area in the vicinity of the property

We have been on the property for about 1year and the previous owners lived on sight. At one time the previous owners boarded horses.

Alpaca and Friends Fiber Farm Megan Kukla, Owner Business Plan

Georgia

Table of Contents

Executive Summary2
Product and Services
The Financing
Mission Statement
Management Team
Sales Forecasts
Expansion Plan
Company and Finance Summary4
Registered Name and Corporate Structure
Required Funds
Investor Equity
Management Equity
Exit Strategy
Products and Services
Initial Products and Services
Future Products and Services
Strategic and Market Analysis5
Economic Outlook
Industry Analysis
Customer Profile
Competitive Analysis
Marketing Plan7
Marketing Objectives
Marketing Strategies
Pricing and Year Income
Future Products and Services
Organization Plan and Personnel Summary8
Corporate Organization
Organizational Budget
Management Blographies
Financial Plan9
Underlying Assumptions
Sensitivity Analysis
General Assumptions
Monthly Income Analysis
Monthly Income Analysis
Monthly Income Analysis Initial Cash Flow

Executive Summary

-

The purpose of this business plan is threefold. First to establish the need for property and financing of the property that supports the goals of this agritourism venture. Second, to support the need for at least one residence or a construction loan for a residence on the property. And lastly to outline the tasks necessary to prepare the property and define expectations for year 2 when the farm is open to the public. Alpaca and Friends Fiber Farm was founded by Megan Kukla. Rosemary and Michael Kukla will provide the home and land in support of this venture.

Products and Services

The primary revenue stream will be farm tours, educational activities, and events utilizing fiber animals such as alpacas, llamas, angora goats and merino sheep. Other fiber animals will be added as the business permits. Additional revenue will be from farm store product sales both on-site and on-line. The third section of the business plan will further detail the services and products offered by Alpaca and Friends Fiber Farm.

The Financing

Will need a small loan to purchase the property. The plan is to utilize existing buildings, add secure fencing for fiber animals, and purchase fiber animals as needed. The owner expects to self-fund the purchase of stock and supplies. Agricultural grants will be sought if large equipment is needed.

Mission Statement

Alpaca and Friends Fiber Farm's mission is to be a leader in agritourism and education of fiber animals in Georgia.

Management Team

Alpaca and Friends Fiber Farm was founded by Megan Kukla. Ms. Kukla has more than five years' experience in the alpaca community. She has attended numerous seminars, shows and educational events. Ms. Kukla is active in CALPACA and has served on the board of directors. The California Alpaca Breeders Association was the first, and the oldest, regional alpaca association in the Northern Hemisphere and has been a leader in the alpaca industry since 1989. Through her experience, she will be able to bring her business to profitability.

Sales Forecasts

1

Ms. Kukla expects a strong rate of growth beginning with the second year of the operation. The first year will primarily be dedicated to the purchase of land, layout, fencing, marketing, stocking the farm store, and the purchase of additional fiber animals. Below are very conservative financial figures expected over the next 4 years.

Profit and Loss Projection – 4 years						
Year	1	2	3	4		
Service and Sales	\$0.00	\$45,500	\$52,000	\$58,000		
Operating Costs		\$16,500	\$21,500	\$23,000		
Taxes and Interest		\$1,600	\$1,800	\$2,000		
Depreciation		\$1,900	\$1,900	\$1900		
Net Profit	\$0.00	\$15,000	\$30,000	\$55,000		

Expansion Plan

Ms. Kukla expects her business to consistently increase yearly beginning with year two. She expects to implement various marketing campaigns that will effectively reach her target market. By year 3 and 4 expansion will include adding additional fiber animals.

Company and Financing Summary

Registered Name and Corporation Structure

Alpaca and Friends Fiber Farm. The company will be registered in Georgia once we have property zoned for Agricultural business

Required Funds

No external funding is required.

Investor Equity

Ms. Kukla is not seeking an investment from a third party.

Management Equity

Megan Kukla owns 100% of Alpaca and Friends Fiber Farm.

Exit Strategy

Several options are available depending upon how far removed from the business Ms. Kukla wants to be. One option is to provide housing to a Farm Manager as part of the salary package and have that person take over the farm duties. Another is to remain in the home on the property and lease the remaining property and assets. A third option is to sell the entire acreage, with or without the animals. The fiber animals could be sold separately to other fiber farms.

Products and Services

Initial Product and Services beginning with year 2:

Farm Tours Picnic table rentals Adopt a fiber animal for a year Hosted Birthday Parties (also other themed parties) Pictures: Posed with Alpacas or other fiber animals Farm store with fiber animal items, dryer balls, raw fleece, yarn, manure, goat products, and books

Future Product and Services beginning year 3:

Add additional fiber animals such as Himalayan cows, camels, etc. Add Camel rides Add a patch of growing cotton, silk worms and compare natural fibers Classes on felting, soap making, knitting, spinning and more Agisting (Boarding) – possibly horses in addition to alpacas Weddings Fiber animal rentals

Strategic and Market Analysis

Economic Outlook

Only around 13% of the average American farm household will get their income from the farm. While some will work other jobs to foot the bills, a rising number are turning to agritourism to provide what their farm is not bringing in otherwise. The travel and tourism business in America brings in about \$947 billion dollars per year.

Interestingly, the very fastest growing sector of farming revenue for small farms is the field of agritourism. That is according to the United States Drug Administration. A survey five years back indicated that the average agritourism revenue is about \$25,000. In Callfornia, there were over 700 farms doing \$50,000 a year. Agritourism in the state of Georgia and Hawaii is growing and many other states have reported great strides in the industry. In Georgia, agriculture and tourism are the state's top two economic generators. The combination of the two promotes all areas of Georgia, rural and urban and encourages tourists to explore Georgia's farms and agribusinesses.

Rising interest of consumers in on-farm tourism or farm stays is one of the major market growth drivers.

Industry Analysis

Fortune Business insights says that the value of the agritourism market was at USD 69.24 billion in 2019 and is projected to reach USD 117.37 billion by 2027.

California is the #6 global economy, if it were a country, it would be 6th, based on its \$2.4trillion GDP. 1.1 million work in travel and tourism and the California market is 11% of the US travel market. 75% of the state travelers are Californians visiting their own state. In 2017 to 2018 there were 275 million - 280 million California person trips. While the growth of alpaca farms that deal only in reproduction and fiber have slowed, agritourism is one of the leading ventures in the alpaca industry.

Customer Profile

Customers at the Alpaca and Friends Fiber Farm include families, school tours, community members, those celebrating a birthday or other special event, church groups, 4-H, scouts, tourists within the area, etc.

Competitive Analysis

There are no alpaca farms in Rockdale, Newton, Walton, Clayton, and Spalding Counties. There are currently fifteen alpaca farms in the state of Georgia, five of which are in neighboring counties, Fulton, Dougias, Gwinnett, Hall, Oconee, and Morgan. While most all encourage farm visits, many also have a unique feature. Alpaca and Friends Fiber Farm will emphasize the educational value of natural fibers in clothing, rugs, linens, etc. Alpaca farms add value to a community as it attracts tourism and provides a wholesome family activity for community members.

Marketing Plan

{

Marketing Objectives

Establish a relationship with large animal veterinarians, regional alpaca owners and alpaca enthusiast.

Implement a local campaign with the target market via the use of flyers, local media, and word of mouth.

Develop an online presence by creating a website that tracks the progress of the first year of the farm. Ultimately the website will include the online store, farm tour appointments and be the primary method of contact with Alpaca and Friends Fiber Farm.

Marketing Strategies

Ms. Kukla intends on using several marketing strategies to reach the target market for the Alpaca and Friends Fiber Farm. Brochures will be placed in hotels within one hour of the farm to attract travelers in the area. Contact will be made with local media, schools, 4-H, and scout organizations. Continued enhancement to the website, utilizing internet strategies, will keep the website relevant and available.

Pricing – beginning year 2

Farm Tours (by appointment, initially on weekends) 1 to 5 people: \$50 6 to 10 people: \$100

Reserve a picnic table \$25

Adopt a fiber animal \$150 per year Adoption certificate Certificate/Registration copy Picture of your fiber animal 4 visits per year (1 child and 1 adult) to learn about their fiber animals and spend time with their fiber animal. Appropriate treats for fiber animal

Hosted Birthday Parties for 10 children/2 adults-\$300 (\$10 for each additional person)

Space for party (inside or outdoors) with tables and chairsFiber CraftCake and Ice creamFarm TourBeverage and water

Pictures: self - free Taken with Alpacas every 2 poses \$25 (several shots per pose) 4x6 pictures, 2 of each pose.

Farm Store: Income and Miscellaneous \$8,000

Year 2 Income per Products and Services

í

```
Farm Tours:
    40 Weekends, 6 visits each weekend=240 visits @ $50 ea. =
    $12,000 (minimum) to $24,000
Reserve picnic table:
    40 weekends, 2 per weekend= $2,000
Adopt a fiber animal:
    10 per year = $1,500
Hosted Partles:
    20 per year = $6,000
Pictures:
    40 Weekends, 4 per weekend = $4,000
```

Total from above: \$25,500 - \$49,000 Miscellaneous and store income: \$8,000 Grand Total: \$33,500 - \$57,000

```
<u>Future Product and Services</u>
Offer other fiber animals such as Cows, liama, camel, etc.
Add Camel rides
Agisting (Boarding)
Weddings
Fiber animal rentals
```

Organizing Plan and Personnel Summary

Corporate Organization

Owner, Megan Kukia, initially will be the sole employee of the company. Assistance, as needed, will come from family, friends, and volunteers. Year 4, part-time help may be hired for weekend appointments.

Organization Budget

Personnel Plan	Yearly			
Year	1	2	3	4
Owner	0	\$15,000	\$20,000	\$25,000
Bookkeeper	Fam Volunteer	Fam Volunteer	Fam Volunteer	Fam Volunteer
Farm Hand	Volunteers	Volunteers	Volunteers	Volunteers

Management Biography

The owner, Megan Kukla, has a vast experience in multiple fields. She has been an active photographer since high school, placing in several contests and has sold photographs to *Alpaca Magazine*. A college graduate from Cal State Northridge with a Bachelor of Arts in Television Arts. Ms. Kukla worked for more than 12 years in the Television/Movie industry. Her skills include editing film, building websites, and managing a team of Technical Assistants and Assistant Editors. Ms. Kukla has experience with owning, breeding, and showing alpacas. This includes shearing, fiber use/cleaning, spinning, and knitting. Currently, Ms. Kukla is employed by Tractor Supply working Monday-Thursday. Farm visits would be on Friday–Sunday afternoons.

Financial Plan

Underlying Assumptions

Alpaca and Friends Fiber Farm will have a minimum annual revenue growth rate of 10% from years 2-4.

Farm grants will be sought for the purchase of equipment, processing fleece, etc.

Sensitivity Analysis

During times of economic recession or a sluggish economy Alpaca and Friends Fiber Farm may experience a slowdown in Farm Tours and related activities. Adjustments in products and services may be required and, if necessary, Ms. Kukla could continue or return to the workforce.

٩.

General Assumptions

General Assumptions					
Year	1	2	3	4	
Property Interest		3.90%	3.90%	3.90%	
Housing Interest		2.5%	2.5%	2.5%	
Federal Tax Rate		12%	12%	12%	
State Tax Rate		9.3%	9.3%	9.3%	
Personnel Taxes		8.85%			

Monthly Analysis

Monthly Break-Even Analysis				
Year	1	2	3	4
Monthly Revenue	\$0	\$2,800	\$3,100	\$3,400
Yearly Revenue		\$33,600	\$37,200	\$40,800

Initial Cash Flow: \$50,000

Costs for Year 1

Hay for 8 alpacas, 2 goats and 2 sheep: 175 bales@\$35 each= \$6,125

Miscellaneous foods, vitamins, and treats = \$1,500

Veterinary and shearing: \$5,000 to \$8,000

Insurance:

Maintenance and repairs

Fencing: Define multiple pastures for various fiber animals

Product: Purchase goats, sheep, and llamas

Product: Merchandise for the Farm Store

Infrastructure: Run-ins for animals, storage for Hay and equipment

Equipment: Small tractor with attachments, 2 ATVs with trailer, zero turn mower, manure collector, feeders, water to each pasture etc.

Property Requirements – 10-15 acres total

ł

4-5 Bedroom House with a study, sewing room, Garage (~2500 sq ft)
7-8 acres of pasture for fiber animal grazing, Run-in for each pasture
Pole Barn (~40x40x14) (stalls, hay storage, refrigerator, double sinks, tumbler, ventilated space, hot plate, storage)
Craft/Education Classroom with Lavatory (~30x18)
Farm Store (~24x24)
Office

References

Agritourism - American Planning Association

https://planning.org/knowledgebase/agritourism

¢

Agritourism in California - California Agriculture News Today

https://californiaagtoday.com/agritourism-california

Agritourism and Farm Tours - USDA

https://www.nal.usda.gov/afsic/agritourism-and-farm-tours

Agritourism Market Size, Growth, Share | Global Industry ... https://www.fortunebusinessinsights.com/agritourism-market-103297

California Agritourism - UCANR

https://ucanr.edu/sites/agritourism

Calpaca: Connect with California Alpaca Farmers! www.calpaca.org

Colorado agritourism experiencing a boom

www.denverpost.com/2021/10/31/opportunities-abound-for-growing-local-agrito...

Georgia Agritourism Association - Home Page (georgia-agritourism.org)



Tracie Malcom <tracie.malcom@co.walton.ga.us>

Some Pictures for Z23120013

1 message

Rosemary Kukla <rkukla@cpp.edu> To: "tracie.malcom@co.walton.ga.us" <tracie.malcom@co.walton.ga.us>

Tue, Jan 2, 2024 at 12:52 AM



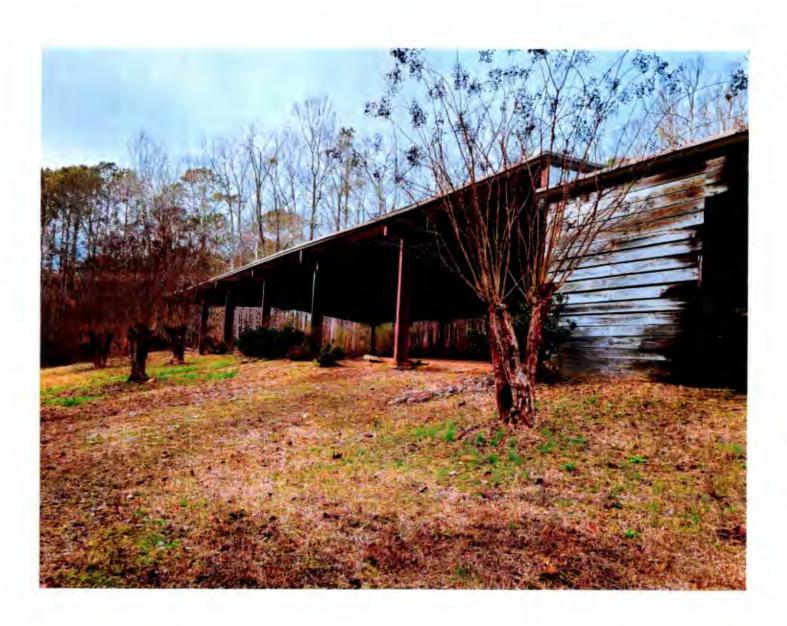


Image

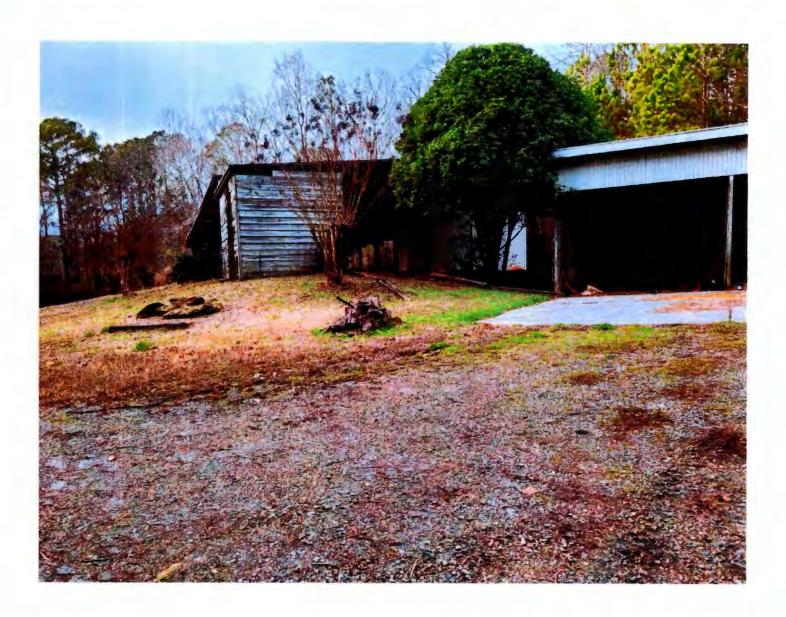


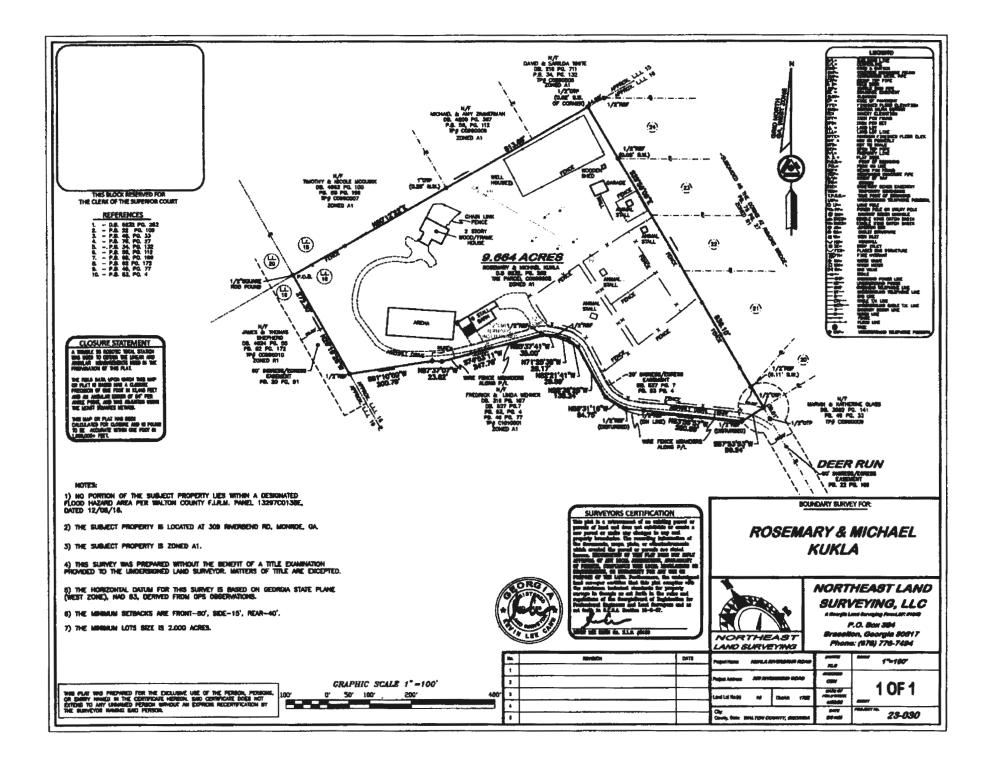
Sent from my Verizon, Samsung Galaxy smartphone Get Outlook for Android











PRIVATE

ROAD

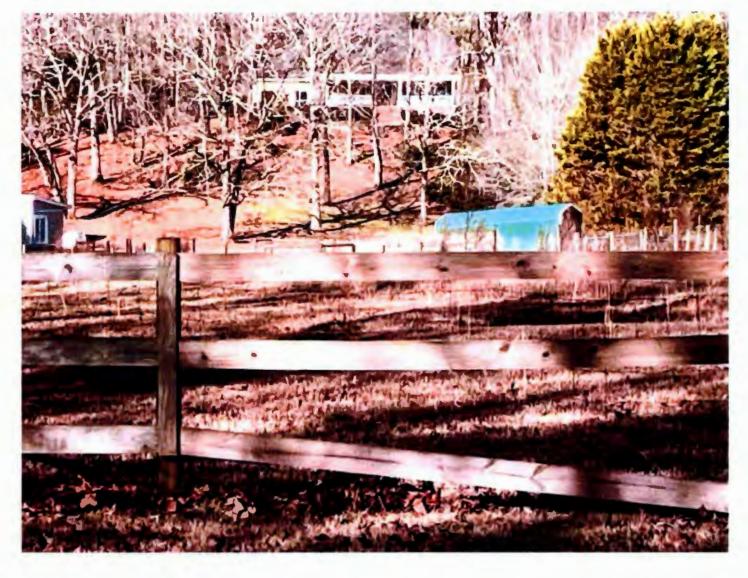
DEAD END

NO TURN

AROUND

This picture shows the sign at the easement that is named Deer Run.

 PROPRE NUM
 PROPRE NUM
 Num



This is the front of the property at 309 Riverbend Road showing the pastures in the front of the house.

