



## Consolidated Statement of Financial Position

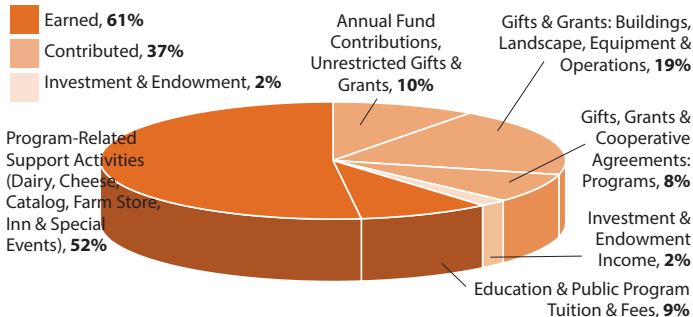
December 31, 2011, with comparative totals for 2010

ASSETS	2011	2010
Cash & cash equivalents	2,467,605	3,137,127
Board designated & restricted endowment	4,398,979	4,462,748
Other investments	879,184	682,102
Accounts receivable	264,938	221,945
Inventories	968,119	845,122
Prepaid expenses & other assets	79,127	83,414
Pledges & bequests receivable	303,174	491,158
Contributions receivable from charitable remainder trusts	147,439	157,152
Antiques & art	243,468	243,468
Land, buildings & equipment	19,279,172	18,443,334
<b>TOTAL ASSETS</b>	<b>29,031,205</b>	<b>28,767,570</b>
<b>LIABILITIES &amp; NET ASSETS</b>		
<b>LIABILITIES:</b>		
Accounts payable	338,936	402,878
Deposits & other liabilities	879,201	767,525
<b>TOTAL LIABILITIES</b>	<b>1,218,137</b>	<b>1,170,403</b>
<b>NET ASSETS:</b>		
Unrestricted	25,864,327	25,608,581
Temporarily restricted	1,647,064	1,680,808
Permanently restricted	301,677	307,778
<b>TOTAL FUND BALANCE</b>	<b>27,813,068</b>	<b>27,597,167</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>29,031,205</b>	<b>28,767,570</b>

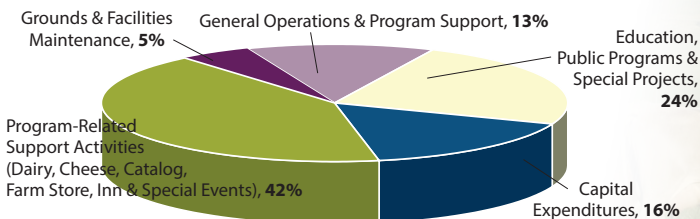
## Consolidated Annual Operating Cash Flow

Year Ending December 31, 2011

### Total Sources: \$9,611,900



### Total Uses: \$9,611,900



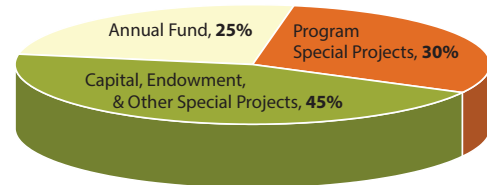
This is an internally prepared consolidation of all programs and operations at Shelburne Farms in 2011 for simplified presentation purposes only. Operating revenue and expenses include both the nonprofit entity – Shelburne Farms – and its wholly-owned subsidiary, which operates the Inn and other program related supporting activities. Land stewardship, endowment, campaign gifts and campaign capital improvements and other expenditures are not included. Total consolidated depreciation of \$728,800 is also not included.

A copy of Shelburne Farms' audited financial statement is available for inspection at Shelburne Farms, 1611 Harbor Road, Shelburne, Vermont 05482, 802-985-8686.

## Contributor Support

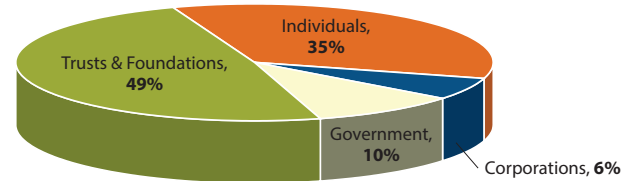
### Total Contributions by Fund

Contributions to all funds totaled \$3,280,598 in 2011.



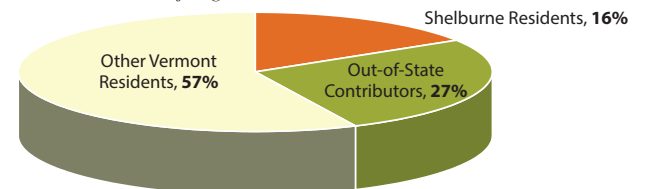
### Total Contributions by Source

Shelburne Farms depends upon support from diverse private and public funding sources.



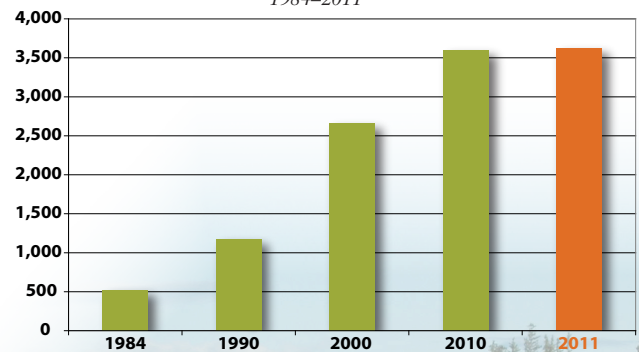
### Contributor Demographics

In 2011 Shelburne Farms received contributions from 3,626 individuals, businesses and foundations in 44 states and 7 foreign countries and territories.



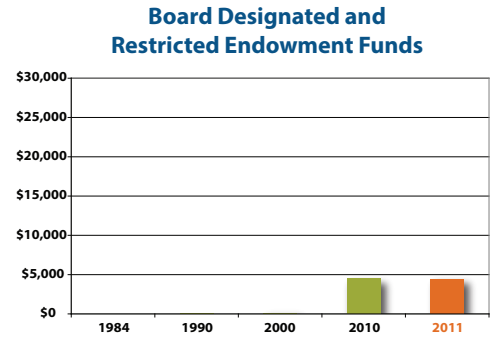
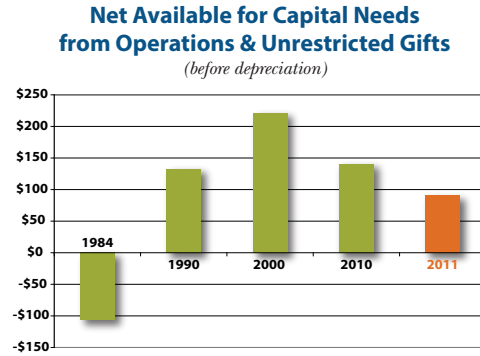
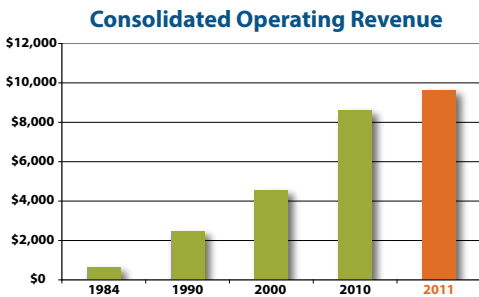
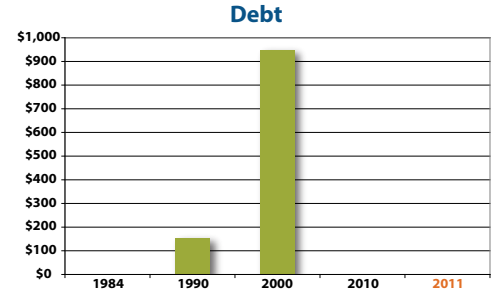
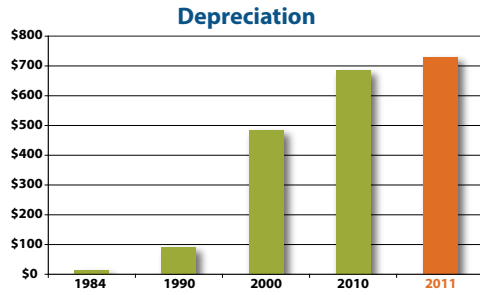
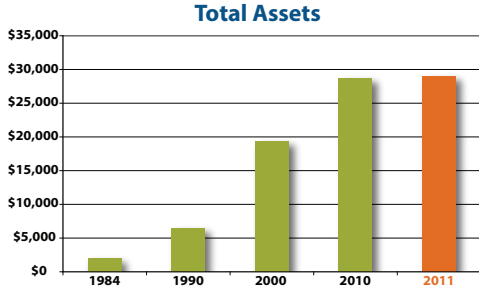
### Total Number of Contributors

1984–2011





## Financial Trends, 1984 – 2011 (In thousands of dollars)

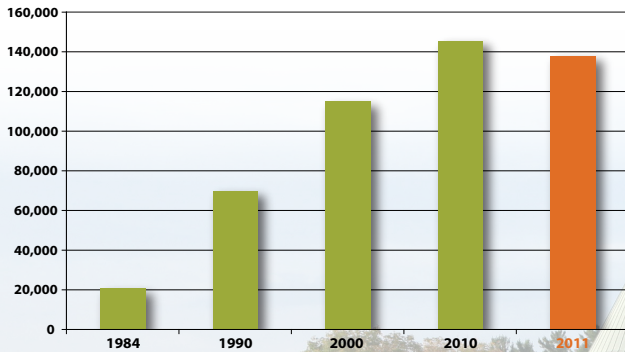


## Program & Visitor Attendance

Shelburne Farms served 138,063 people in 2011 through its education and visitor programs, and by making its facilities available for use by others.



**Total Attendance**  
1984–2011



2,545	<b>Professional Development:</b> <i>Curriculum support for educators in schools, nonprofit organizations &amp; government agencies in Vermont, the U.S. and abroad</i>
2,518	<b>Adult Programs:</b> <i>Life-long learning programs, volunteers, educational tour groups &amp; visitors, archive researchers</i>
4,265	<b>Overnight Guests:</b> <i>The Inn at Shelburne Farms &amp; Guest Cottages</i>
24,835	<b>Youth &amp; Family Programs:</b> <i>Early childhood &amp; school programs, summer camps, 4-H, Work &amp; Learn, campfires, Renaissance School</i>
26,561	<b>Nonprofit &amp; Community Events:</b> <i>Meetings, conferences, special functions &amp; concerts, weddings, festivals, Art Show</i>
77,339	<b>Day Visitors:</b> <i>Children's Farmyard, Walking Trails, Property Tours, Restaurant</i>