

# Bolton Bees Honey House Project

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## *Value Added Grant FY2017 Round 2*

### ***Bolton Bees***

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Chiara Bolton  
1130 Charles Ave  
Saint Paul, MN 55104

boltonbees@gmail.com  
O: 651-728-1530  
M: 651-728-1530

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# FollowUp Form

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## Project Name\*

Bolton Bees Honey House Project

## Question Group

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### Is this your final report?\*

Yes

### Question 1\*

Describe the work that was done on your grant project since your last progress report.

A facility improvement has been completed. The 30x60 shop in Menahga, MN has been transformed into a honey house in order to process, produce, and bottle honey. We put in concrete, electrical, sheet metal, insulation, a furnace, garage doors, walls, doors, and plumbing. The improvements have helped enable consistency in operations, and increase production capacity.

### Question 2\*

Describe your business' accomplishments since your last progress report. Also compare your current measures with the measures described in your application.

In 2016, Bolton Bees had 50 hives that produced a total of 4,800 lbs of honey that are being sold wholesale to local retailers for \$9/jar (5,688 jars). We produced 19 5-gallon buckets to be sold to local restaurants and breweries. Bolton Bees sold all honey produced (\$51,192) wholesale to 15 retailers and 2 co-ops through our distributor Market Distributing and at the MN State Fair. We also sold honey in bulk to 1 beer maker and 2 restaurants. During this time, we operated out of a garage and we could only produce and store only 6,000 pounds of honey.

We extracted 18,000 lbs of honey this summer in our new honey house. This is three times the capacity that we could have extracted in our old facility. Bolton Bees is in over 40 stores (all of the Kowalski's, and many of the local co-ops and gift shops). We also sell honey in bulk to 1 beer maker and 4 restaurants. Our goal is to be in double of the amount of stores by 2019.

The new honey house will increase our production capacity to 100,000 pounds. This capacity allows us to continue to grow in the coming years. By having the capacity to produce more honey to sell, Bolton Bees will be able to continue to expand our existing markets.

### Question 3\*

List any deviations from your work plan or budget.

The only deviation from our plan is that the project went over our budget by \$3,783. According to the bids that we received, we estimated that it would cost \$50,080 to complete the project.

#### Question 4\*

How can MDA assist you at this time?

If possible, MDA could increase the allotted amount scheduled for reimbursement to cover a portion the costs that we exceeded the budget by. We understand if it is not possible and appreciate the consideration.

#### Measures Table

Please complete the table if this is your final report.

Bolton Bees.PR#2&FINAL.docx

## File Attachment Summary

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### ***Applicant File Uploads***

- Bolton Bees.PR#2&FINAL.docx

## Value Added Grant Progress Report

Organization: Bolton Bees

Date: 12/10/17

Progress Report #:

Final report? **Yes** or No

Describe the work that was done on your grant project since your last progress report.

A facility improvement has been completed. The 30x60 shop in Menahga, MN has been transformed into a honey house in order to process, produce, and bottle honey. We put in concrete, electrical, sheet metal, insulation, a furnace, garage doors, walls, doors, and plumbing. The improvements have helped enable consistency in operations, and increase production capacity.

Describe your business' accomplishments (with respect to the measures listed in application and/or other) since your last progress report.

In 2016, Bolton Bees had 50 hives that produced a total of 4,800 lbs of honey that are being sold wholesale to local retailers for \$9/jar (5,688 jars). We produced 19 5-gallon buckets to be sold to local restaurants and breweries. Bolton Bees sold all honey produced (\$51,192) wholesale to 15 retailers and 2 co-ops through our distributor Market Distributing and at the MN State Fair. We also sold honey in bulk to 1 beer maker and 2 restaurants. During this time, we operated out of a garage and we could only produce and store only 6,000 pounds of honey.

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FYI: Here is a list with links of some of the recent press that we have been receiving:

### **National GeoGraphic**

Beekeepers Sweeten Solar Sites With the 'Tesla of Honey'

<http://news.nationalgeographic.com/2017/06/chasing-genius-solar-honey-pollinator-friendly-energy/>

### **Martha Stewart**

It's Not Just the Bees and Flowers That Make This Garden Special --Something sweet is happening here.

<http://www.marthastewart.com/1515801/bees-garden-solar-energy-new-good-partnership>

### **Smithsonian Magazine**

Solar Power and Honey Bees Make a Sweet Combo in Minnesota: The Pollinator Friendly Solar Act has solar companies and commercial beekeepers working together <http://www.smithsonianmag.com/innovation/solar-power-and-honey-bees-180964743/>

**EcoWatch**

Turning Solar Sites Into Pollinator-Friendly Habitats Is the Sweetest Idea

<https://www.ecowatch.com/solar-honey-bees-2481799277.html>

**Modern Farmer**

Solar Power and Honey Bees Make a Sweet Combo in Minnesota

<http://modernfarmer.com/2017/09/solar-honey-in-minnesota/>

**Star Tribune**

*Ramsey energy company finds perfect pairing in putting bees, solar panels together*

<http://www.startribune.com/ramsey-energy-company-shoots-for-goey-gold-beneath-its-solar-array/420790913/>

**Solar Energy Made 'Sweet' at Connexus**

CTN Coon Rapids

<https://youtu.be/PXdleMoFnUk>

**Forest Lake Times**

The buzz about solar comes north

<http://forestlaketimes.com/2017/09/08/the-buzz-about-solar-comes-north/>

**Pioneer Press**

*Super bees that can survive St. Paul winters? You bee-tcha. This couple breeds 'em.*

<http://www.twincities.com/2017/05/14/st-paul-beekeepers-creating-a-buzz/>

**Sustainable Brands**

Pollinator-Friendly Solar Arrays in Minnesota Now Commercially Produce Honey

[http://www.sustainablebrands.com/news\\_and\\_views/product\\_innovation/libby\\_maccarthy/pollinator-friendly\\_solar\\_arrays\\_minnesota\\_now\\_com](http://www.sustainablebrands.com/news_and_views/product_innovation/libby_maccarthy/pollinator-friendly_solar_arrays_minnesota_now_com)

**Park Rapids Enterprise**

A sweet arrangement: Couple develops hardy bees, solar gardens and location-specific honey

<http://www.parkrapidsenterprise.com/news/4285049-sweet-arrangement-couple-develops-hardy-bees-solar-gardens-and-location-specific-honey>

**Solar Power World**

May 2017 issue: The buzz around pollinator friendly solar plants (cover of magazine)

<http://www.solarpowerworldonline.com/2017/05/may-2017-issue-buzz-around-pollinator-friendly-solar-plants/>

List any deviations from your work plan or budget.

The only deviation from our plan is that the project went over our budget by \$3,783. According to the bids that we received, we estimated that it would cost \$50,080 to complete the project.

How can MDA assist you at this time?

If possible, MDA could increase the allotted amount scheduled for reimbursement to cover a portion the costs that we exceeded the budget by. We understand if it is not possible and appreciate the consideration.

**If this is not your final report, your report is complete.**

**If you are finished with your grant project or are requesting your final payment, please complete the table below.**

**A table with example answers is on the last page:**

	Measures for value-added products: current and projected		
Description of Measure	Actual Measure per Year before Grant Project	Estimated Measure the Year After Completion of Grant Project	Estimated Measure Two Years after Project Completion
Number of full-time employees	0	2	2
Number of part-time employees	0	1	2
Amount of MN grown inputs purchased from another operation per year	Two Inlets Mill:\$3,460  Cedar Box Company: \$1,040  Kauffman Roofing: \$500	Two Inlets Mill:\$2,000  Cedar Box Company: \$2,100	Two Inlets Mill:\$3,100  Cedar Box Company: \$4,300
Amount of inputs from your operation used to make value-added product(s)	15 5-gallon buckets of honey to be used in Breweries and restaurants	100 5-gallon buckets of honey to be used in Breweries and restaurants	200 5-gallon buckets of honey to be used in Breweries and restaurants
Number of MN livestock processed per year	50 production colonies	400 production colonies	600 production colonies
% of all ingredients/inputs that are MN grown	100	100	100
Amount of value added product produced in a year	4,880 pounds	40,000 pounds	60,000 pounds
Annual sales of value added product	\$51,000	\$275,770	\$390,770
Number of market outlets:	15- local boutique stores  3- restaurants/ breweries	15- local boutique stores  35- Larger retail/Grocery Stores  5- Restaurants/ breweries  2- Energy Company purchasing location-specific honey  1- National Company purchasing custom jars to re-sell  Online Store	15- local boutique stores  35- Larger retail/Grocery Stores  10- Restaurants/ breweries  2- Energy Companies purchasing location-specific honey 2- National Companies purchasing custom jars to re-sell  Online Store
Retail- # of types that are direct to consumer (CSA, on-site retail, internet etc.)	3	5	10



Wholesale to a retailer (# of grocery stores, co-ops etc.)	15	35	35
to wholesaler or distributor	1	1	1
Farm or business to institution (# of schools, hospitals etc.)	0	3	3
Other market outlet (# of restaurants, farmers' markets etc.)	3 restaurants/ brewery MN State Fair	5 restaurants/ breweries MN State Fair	10 restaurants/ breweries MN State Fair

Complete this table for final report. Enter an answer in each blank, even if it is zero or does not apply.

Final report table with example answers.

	Measures for value-added products: current and projected		
Description of Measure	Actual Measure per Year Before Starting Grant Project	Estimated Measure the Year After Completion of Grant Project	Estimated Measure two Years after Project Completion
Number of full-time employees	9	10	12
Number of part-time employees	7	9	12
Amount of MN grown inputs purchased from another operation per year	31,800 lbs corn; 40,500 lbs rye; 42,000 gallons milk per year	38,000lbs corn; 45,000 lbs rye; 46,000 gallons milk per year	80,000 lbs corn; 131,000 lbs rye; 53,000 gallons milk per year
Amount of inputs from your operation used to make value-added product(s)	32 tons of grapes; 5,600 bushels of apples per year	33 tons of grapes; 5,800 bushels of apples per year	38 tons of grapes; 6,100 bushels of apples per year
Number of MN livestock processed per year	400 beef; 380 hogs per year	500 beef; 488 hogs per year	680 beef; 568 hogs per year
% of all ingredients/inputs that are MN grown	51%	52%	65%
Amount of value added product produced in a year	10,500 gallons of wine per year; 4,500 lbs cheese	15,500 gallons of wine per year; 5,000 lbs cheese	21,000 gallons of wine per year; 6,000 lbs cheese
Annual sales of value added product	\$255,000	\$350,000	\$468,000
Number of market outlets:			
Retail- # of types of outlets that are direct to consumer	1 CSA	2 on-site, CSA	2 internet sales, on-site
Wholesale to a retailer- # of retail markets	0	3 grocery stores	5 co-ops, liquor store
to wholesaler or distributor	0	0	1 distributor
farm or business to institutions- # of institutions	0	2 school, hospital	5 colleges, nursing home
other market outlet- # of other markets	1 farmers' market	3 restaurants	6 restaurants