

EOAN Operating Budget				
		Actual 2020 UCPR Funding only	Budget 2021 Scenario #1 UCPR Funding only	Budget 2021 Scenario #2 Tri-Municipal Funding
<u>Income</u>	<u>Source / Destinaton / Explanation</u>	<u>Revenue</u>	<u>Revenue</u>	<u>Revenue</u>
Contributions	UC PR	\$ 40,000	\$ 40,000	\$ 40,000
	UC SDG	\$ -	\$ -	\$ 25,000
	City of Cornwall	\$ -	\$ -	\$ 35,000
Memberships	Farms and Farmers markets, free	not tracked	\$ -	\$ -
	Food Enterprises, Stakeholders, Sponsors	\$ 4,300	\$ 15,500	\$ 16,500
Assets	Sale of assets at Le Café in L'Original	\$ 1,863	\$ -	\$ -
EOLFC Grant	Virtual Farmers Market	\$ 5,000	\$ -	\$ -
	Canada Summer Jobs, 75% of			
Grant Canada	minimum wage for 1 person	\$ -	\$ -	\$ 16,464
Grant Ontario	Place to Grow, 50% matching funds	\$ -	\$ -	\$ -
Grant Ottawa	Ottawa tourism development fund	\$ -	\$ -	\$ -
Total annual revenues		\$ 51,163	\$ 55,500	\$ 132,964
<u>Operating Expenses</u>		<u>Expense</u>	<u>Expense</u>	<u>Expense</u>
Salary	Executive Director, 80h/month	\$ 7,276	\$ 43,655	\$ 43,655
	Financial management Jan & Feb only		\$ 1,200	\$ 1,200
ITT	Program Coordinator	\$ 17,875		
	Youth employee, hourly all in, Canada			
	Summer Jobs, 35 hrs/wk		\$ -	\$ 25,872
	Payroll remittances for prior year	\$ 411		
	Shopify website, monthly	\$ 617	\$ 480	\$ 240
	GoDaddy Domain Name	\$ 108	\$ 108	\$ 108
	QuickBooks, monthly, since Jan 2021		\$ 300	\$ 300
	MailChimp		\$ 60	\$ 60
	Zoom video conference meetings		\$ 200	\$ 200
	Online membership platform			\$ 2,000
Insurance	General Liability, yearly	\$ 1,005	\$ 1,500	\$ 2,500
Fees	Professional and banking fees	\$ 6,205	\$ 4,885	\$ 4,885
Receivables	write off of a petty cash account	\$ 626		
Office	general estimate		\$ -	\$ 2,000
Total Operating Expenses		\$ 34,123	\$ 52,388	\$ 83,020

<u>Programs, activities and deliverable</u>		Expense	Expense	Expense
Brand development	Consultant fees		\$ -	\$ 6,526
Agri-Art Tour	Advertising and mileage			\$ 5,000
Field to Fork	Local Food celebrations - marketing			\$ 2,000
Garlic Festival	Festival in Cornwall - marketing			\$ 1,000
Commercial Kitchens	Work with partners			ED time included
	EOHU on low risk kitchens			ED time included
School nutrition	Local for school snacks			ED time included
Local Food Counters	3 existing locations in PR: license fees, upgrades, maintenance	\$ 655	\$ 3,000	\$ 3,000
	Expand the local food counter program in SDG and Cornwall		\$ -	\$ 5,000
Support to Farmers Markets	Marketing and COVID safety for 12 markets in the region			\$ 5,000
Local Food Resource Map	Store Locator Widget web application, monthly	\$ 248	\$ 252	\$ 252
Ad Campaigns	General advertising	\$ 508	\$ 2,000	\$ 6,000
	Advertising in tourism guides		\$ 1,000	\$ 4,000
Canamex	PR agri-tourism route	\$ 2,500	\$ -	\$ -
	Cananex implementation in SDG and Cornwall			\$ 5,000
E-Commerce	Virtual Farmers Market in 2020	\$ 4,500	\$ -	\$ -
	2021 E-commere - self financing		\$ -	\$ -
Training	Member training events, expert speakers, space rental	\$ 30	\$ -	\$ 2,400
Network	Networking meetings		\$ -	\$ 600
Mileage	Staff travel to events, meetings, farmers markets, etc...		\$ -	\$ 2,000
<u>Total Program and activity expenses</u>		\$ 8,441	\$ 6,252	\$ 47,778
<u>Total Operating Expenses</u>		\$ 42,564	\$ 58,640	\$ 130,798
Cash Surplus (Deficit)	not counting non-cash disposals of fixed assets, depreciation of assets, and deferred past grant income used for past fixed assets	\$ 8,599	-\$ 3,140	\$ 2,166