

FIREWEED COMMUNITY MARKET SOCIETY
March 20, 2018
Canada Games Centre Board Room, 7 pm
Annual General Meeting
Agenda

Doors Open: 6:45 pm

AGM Business: 7 pm

- Attendance
- Call to order
- Motion to accept the agenda
- Review minutes from 2017 AGM and motion to accept
- Chair's report
- Treasurer's report
- Motion to waive audit
- Elections of new officers
- Motion to adjourn

Information Sharing & Discussion: 7:30 - 8:30 pm

- Proposed 3-year budget
- Update on 2018 Outdoor Market Rules & Guidelines, specifically on initiatives to:
 - Increase local produce in prepared foods
 - Increase market/backyard garden presence via co-operative table or harvest table idea
 - Reduce food and material waste - use of compostable dishware
- Update on Pot-luck Food Coop's on-line marketplace idea

Fireweed Community Market Society
Minutes of the 2018 Annual General Meeting
Canada Games Center, Board Room
March 20, 2018

Attendance:

Nancy Mercier, Shiela Alexandrovich, Alison Reid, Steven Biss, Anne Savoie, Richard Beaudoin, Patricia Bort, Jackie Balsam, Bart Bounds, Darren Holcombe, Brad Cathers, Doron Pollachek, Sarah Ouellette, Susan Ross, Carlie Ferland, Deborah Turner-Davis, Claudia Riveros, Milla Mercier, Ruth McCullough, Kelsey Metropolit. Regrets: Katie Young.

Call to Order

Deborah Turner-Davis called the meeting to order at 7:06 p.m.

Motion to accept the agenda

Moved by Ruth McCullough, seconded by Kelsey Metropolit that the agenda be accepted. All in favour, **carried**.

Review of 2017 AGM minutes

The membership was asked to review the minutes from the 2017 AGM as provided in written form. No questions, errors or omissions were noted. Moved by Milla Mercier, seconded by Kelsey Metropolit, that the minutes be accepted as presented. All in favour, **carried**.

Presentation of Reports

1. **Chair's report. (Attached)**

Carlie Ferland thanked all for attending, then outlined the highlights of the society's past year including but not limited to: Community Market reoccurrences (18 over the summer) and vendor and patron participation; City of Whitehorse assistance; special events, art and agricultural workshops, Canada Day event, Chef's culinary event and the final festive event of the summer; the percent and variety of products on offer over the summer; board, staff and volunteer activity to develop cooperative relationships with other groups.

Moved by Carlie Ferland, seconded by Deborah Turner-Davis that her Chair's report be accepted as presented. All in favor. **Carried**.

2. **Treasurer's Report (copy attached)**

Darren Holcombe provided written financials for the 2017 year and a verbal explanation of items including but not limited to: closure of the Yukon made store; depreciation of some fixed assets; income breakdown (vendor charges and government grants); expenses breakdown (salaries and rents) as well as a balance sheet showing the current state of the organization.

Moved by Darren Holcombe, seconded by Ruth McCullough, that the Treasurer's report be accepted as presented. All in favor. **Carried**.

Motion to waive the Financial Review

Moved by Darren Holcombe, seconded by Deborah Turner-Davis, that we waive the Financial review for the next year (2018). All in favor. **Carried.**

Election of Officers

Claudia Riveros agreed to run the election.

Position of Co-Chair

Deborah Turner Davis and Carlie Ferland agreed to allow their names to stand for this position. There being no other nominations, they were acclaimed to the position

Position of Treasurer

Darren Holcombe agreed to allow his name to stand for Treasurer. There being no other nominations for this position, he was acclaimed to the position.

Position of Secretary

Ruth McCullough agreed to allow her name to stand for Secretary. There being no other nominations for this position, she was acclaimed to the position.

Position of Directors

Bart Bounds agreed to allow his name to stand for director.

Kelsey Metropolit agreed to let her name stand

Milla Mercier agreed to let her name stand

Katie Young has indicated that she allow her name to stand (confirmed by Kelsey Metropolit and Milla Mercier)

There being no further nominations for these positions, the four individuals were acclaimed to the position.

Deborah Turner-Davis moved adjournment at 7:26 p.m.

Respectfully submitted

T. Ruth McCullough, Secretary

Fireweed Community Market Society.

Information Sharing and Discussion Post AGM Business

Darren Holcombe presented a 3-year 2018-20 budget (attached) based on past 5 years and projected revenue growth and expense increases. The 12 Days of Christmas market is a net revenue generator for the society. The society will be applying to the Canadian Agricultural Partnership (CAP) program for long-term funding support of \$53K shortfall. Anne Savoie explained some of the CAP process. Discussion around approach, how much to ask, and other potential sources such as more fundraising and corporate sponsorship. Will engage membership on this for input. Discussed options to reduce budget including crowd sourcing, lobby YG, cut expenses, share office, increase membership/rental fees, take commission on vendor sales. Raised was the point that the market creates an economic development opportunity that supports vendors in testing their business.

Claudia Riveros presented updates on the Outdoor Market Rules and Guidelines for market vendors and community organizations including closing one hour earlier, from 3 – 7 pm; pushing for more local food ingredients in processed foods; cooperative booth and Harvest Table idea; increase in booth rental rates by 10%.

Alison Reid from Potluck Food Coop spoke about the online salt and sea marketplace project idea of selling local produce and if food vendors would be interested in participating. Could the market be a distribution point? Is this idea's promotion of local food enough of a connection to the market? Feedback included the project would represent a middle-man and not be growing produce which would pose a disadvantage to market vendor growers. Would each farmer require a coop membership? The coop idea does present more produce market options so maybe make distribution point on a day other than Market day

FCMS AGM Chair Report
March 20, 2018

This market continues to be a Whitehorse summer favourite, drawing up to 1000 visitors to each weekly market. With the support of our Executive Director, Market Assistant, and volunteers, the Market Manager coordinated the delivery of each Outdoor Market, which ran every Thursday for 18 weeks, from May 18 to September 14 2017 in Shipyards Park.

Good communications with, and logistical support from, on-site city staff continues to play a key role in the success of the market.

This year we focused on communications and promotion, and building exciting new partnerships for the market vendors. We coordinated several special events including five inclusive, free public art workshops, a pop-up Canada Day market, and Yukon Culinary Festival chef demonstrations.

Our collaboration with Zero Waste Yukon helped create a very popular Reuse and Repair Fair, which included a public waste audit, helping the FCMS and the public consider a truly green market. We finished the season with a celebration to mark the final market of 2017, a festive thank-you to our hard working vendors and supportive customers.

A total of 93 members rented booth space at the 2017 Outdoor market, with an average of 36 members setting up shot at each weekly market. We're pleased to note that these metrics are higher than the two previous seasons. The option to rent space under FCMS market tents continued to be very popular for vendors, some of whom are new to market and testing out their products, others who do not yet have their own tent.

The breakdown of 2017 market vendors by category is as follows:

- 22% sold art and craft products
- 20% delivered agricultural products (including wild-harvest)
- 44% offered food products
- 12% used market to share information - includes government departments and non-profit groups
- 2% other

A constant success at the Fireweed Market is our popular agricultural workshops, offered to all market goers. We hosted 17 agricultural workshops and demonstrations, each highlighting another aspect of the efforts of Yukon's growing agricultural industry throughout our summer market season. These workshops covered a broad range of topics from food security and northern gardening to growth enhancing soil warming techniques and methods of preserving the harvest (see schedule below). The engaging workshops consistently receive positive feedback from hosts and the public alike, as documented in the enclosed workshop evaluation forms. Our hosts were thankful for the effective communication and advertising for their events, and each appreciated the opportunity to share their passion and knowledge to appreciative and diverse audiences. The workshops continue to advance the mandate of the FCMS, which is to promote local production and consumption.

Thank you for attending our AGM!
Carlie Ferland
Co-chair FCMS

2018 AGM finance report

Documents

1. Compact Income Statement & Balance Sheet for 2017, 2-sided.
2. Expanded Income Statement for 2017, 2-sided.
3. 5yr Income Statement for 2013-2017, single sided 11x17
4. 3yr Budget for 2018-2020, single sided.

2017 Income Statement

Expenditures exceeded revenues by \$4,064. This is a net loss for 2017.

- Reasons for this loss?
 - YMS closed in May,
 - rent had changed from \$900 to \$1200 /month in 2017
 - was not fully rented out to vendors so revenue down
 - low sales for this period so revenue from down
 - Choose to continue depreciating our fixed assets, now approaching a more reasonable amount under assets.

Revenues for 2017

- 50% generated directly from vendor fees and commission on sales,
 - 4% from fundraising products and
 - 46% from government funding – Growing Forward 2 program through the Agricultural Branch
- 2017 was the final year of the 5 year agreement under GF2.

Expenses for 2017

- 42% to cover payroll (part time ED, Outdoor market manager and assistant, 12 days cashiers)
- 17% to cover rent (Farmer Roberts, Northern Vision Development, City of Whitehorse, Qwanlin Dun Cultural Centre and Mini-Storage).

12 Days generated excess revenue for the society (c.\$9000, w/o counting c.\$3800 in memberships and less ED time)

Fireweed Community Market Society
Income Statement 01/01/17 to 12/31/17
Year End 2017

**** COMPACT ****

REVENUE

	Membership Fee	9,045	
	Yukon Made Store Rental Fees	3,581	January - May
	Yukon Made Store % Fee	2,161	January - May
	12 Days Market Rental Fees	15,865	table fees
	12 Days Market % Fee	16,494	5% of vendor sales
	Total Outdoor Market Fees	10,926	complete season (18 markets)
	Outdoor Market % Visa Fees	178	5% of vendor visa sales
	Other Income	1,400	
	Market Product Sales	3,560	Coffee, clothing & books
	<i>GF2 / Food Policy Session (YTG Agriculture)</i>	<i>1,582</i>	Growing Forward 2 / Yellowknife session
	<i>GF2 / 5 Year Funding (YTG Agriculture)</i>	<i>51,997</i>	Growing Forward 2 / year 5 of 5
	Government Funding¹	53,580	
TOTAL REVENUE		116,791	

EXPENSES

	Advertising & Promotional	5,950	WUY / CKRW / Astar / Inksp.
	Bookkeeping	5,269	Avail Administrative Services
	Bank Fees, Late Fees, Interest	979	includes \$200 for cash deposits @ 12 days
	Depreciation	3,769	3yr linear depreciation
	Dues, Fees and Licenses	272	
	Cash Over/ Short	67	overage \YMS + 12 Days + Thur
	Insurance	2,179	market, store, directors
	Professional & Contract Fees	3,263	12days coord./lawyer fees (YMS lease)
	Staff Development & Conference	1,582	yellowknife food policy conference
	Market Product Costs	1,742	coffee from Bean North
	Phone	760	Cell phone / internet incl. in rent
	Merchant Fees	7,372	Visa/MC/Debit
	Rent	20,392	Office, YMS, 12-Days, Shipyards, Storage Unit
	Equipment	3,947	
	Supplies	3,075	
	Payroll	50,432	includes MERCs (c.12%)
	Casual Labour	969	
	Workshops	7,448	Ag + Art based + supplies
	Software	1,068	QuickBooks
	Web Expenses	319	GoDaddy website/emails (x3)
TOTAL EXPENSES		120,855	
NET INCOME		-4,064	LOSS

¹ as per section 8(2)(a) of the Societies Act Regulations (2015)

below as per section 8(2)(c) of the Societies Act Regulations (2015)

membership no.	name	amount	
2017-005	Darren Holcombe	\$ 3,000.00	12Days Market Coordinator

**Fireweed Community Market Society
Balance Sheet at 2017 Year End**

Year End 2017

ASSETS

Damage Deposit	630	for Office
Prepaid Insurance	434	2018 part
Prepaid Expenses	1,015	2018 WUY (Jan-May)
Cheques to Deposit	0	
Cash on Hand	323	
Scotiabank Account	31,755	
Scotiabank GIC	1,018	held to cover FCMS visa
Staff Out of Pocket	-1,150	12days Coord & ED expenses to be paid
Square Recievable	0	
E-Transfer Recievable	0	
Accounts Receivable	27,187	balance of GF2

TOTAL CURRENT ASSETS 61,213

CAPITAL ASSETS

Trailer	4,230
Accum Depreciation Trailer	-3,227

NET TRAILER 1,003

Market Equipment, Tables & Chairs	7,620
Accum Depreciation Mkt Tables etc	-3,881

NET MARKET TABLES AND CHAIRS 3,739

Cash Registers	764
Accum Depreciation Cash Registers	-387

NET CASH REGISTERS 377

Computers and Software	8,792
Accum Depreciation Comp. & Software	-7,118

NET COMPUTERS & SOFTWARE 1,674

Furniture & Fixtures	3,162
Accum Depre Furniture & Fixtures	-1,908

NET FURNITURE AD FIXTURES 1,254

TOTAL CAPITAL ASSETS 8,047

TOTAL ASSET 69,260

LIABILITIES

Payroll Liabilities	831
Accounts Payable	2,419
Scotiabank Credit Card	247

TOTAL LIABILITIES 3,497

EQUITY

Retained Earning	68,114
Current Earnings	-4,064

TOTAL EQUITY 64,050.02

LIABILITIES AND EQUITY 67,547

Fireweed Community Market Society
Income Statement 01/01/17 to 12/31/17
Year End 2017

**** EXPANDED ****

REVENUE

<i>General Membership Fee</i>	2,595	
<i>Vendor Membership Fee</i>	6,450	
		9,045
Membership Fee		
Yukon Made Store Rental Fees		3,581
Yukon Made Store % Fee		2,161
12 Days Market Rental Fees		15,865
12 Days Market % Fee		16,494
Total Outdoor Market Fees		10,926
Outdoor Market % Visa Fees		178
<i>Canada Day Market</i>	350	
<i>Furniture Sales (from YMS)</i>	890	
<i>Misc Income</i>	160	
		1,400
Other Income		
<i>12-Days of Christmas</i>	2,601	
<i>Outdoor Market</i>	466	
<i>Yukon Made Store</i>	493	
		3,560
Market Product Sales		
<i>GF2 / Food Policy Session (YTG Agriculture)</i>	1,582	
<i>GF2 / 5 Year Funding (YTG Agriculture)</i>	51,997	
		53,580
Government Funding¹		
TOTAL REVENUE		116,791

173 members
c.124 @ \$50 . Some fees waived

January - May
January - May
table fees
5% of vendor sales
complete season (18 markets)
5% of vendor visa sales
special Canada Day market
liquidation of YMS assets
rental of tents, YCS bookmarks

products that are sold as fundraising
products that are sold as fundraising
products that are sold as fundraising
Coffee, clothing & books
Growing Forward 2 / Yellowknife session
Growing Forward 2 / year 5 of 5

EXPENSES

<i>12-Days of Christmas</i>	1,876	
<i>Outdoor Market</i>	3,174	
<i>Yukon Made Store</i>	900	
		5,950
Advertising & Promotional		
<i>Office</i>	1,569	
<i>12-Days of Christmas</i>	1,000	
<i>Outdoor Market</i>	1,500	
<i>Yukon Made Store</i>	1,200	
		5,269
Bookkeeping		
Bank Fees, Late Fees, Interest		979
Depreciation		3,769
Dues, Fees and Licenses		272
Cash Over/ Short		67
Insurance		2,179
<i>Office (Lawyer)</i>	263	
<i>12-Days of Christmas (Coordinator)</i>	3,000	
		3,263
Professional & Contract Fees		
Staff Development & Conference		1,582
Market Product Costs		1,742

as per 12DOC.xls
Thursday (x18)
January - May
WUY / CKRW / Astar / Inksp.
split is an estimate
split is an estimate
split is an estimate
split is an estimate
Avail Administrative Services
includes \$200 for cash deposits @ 12 days
3yr linear depreciation
overage \YMS + 12 Days + Thur
market, store, directors
review lease
12 days coordinator
12days coord./lawyer fees (YMS lease)
yellowknife food policy conference
coffee from Bean North

	Phone	760	Cell phone / internet incl. in rent
<i>12-Days of Christmas</i>	5,517		Square
<i>Yukon Made Store</i>	1,855		Square & Chase (Store, Office, Thursday)
	Merchant Fees	7,372	Visa/MC/Debit
<i>Office / NVD</i>	4,709		June - December
<i>12-Days of Christmas / KDCC</i>	5,951		12 days
<i>Outdoor Market / CoW</i>	2,723		Shipyards Park (x18)
<i>Yukon Made Store / Farmer Roberts</i>	6,000		January - May
<i>Storage unit</i>	1,009		12 months
	Rent	20,392	Office, YMS, 12-Days, Shipyards, Storage Unit
<i>Office</i>	879		
<i>12-Days of Christmas</i>	669		
<i>Outdoor Market</i>	2,399		tents, weight bags etc
	Equipment	3,947	
<i>Office</i>	918		
<i>12-Days of Christmas</i>	1,516		
<i>Outdoor Market</i>	618		
<i>Yukon Made Store</i>	22		
	Supplies	3,075	
<i>Executive Director</i>	31,035		Includes YMS hours
<i>12-Days of Christmas</i>	4,539		Cashiers (not incl. casuals)
<i>Outdoor Market</i>	6,554		Thursday
<i>Yukon Made Store</i>	8,305		Does not include ED hours @ store
	Payroll	50,432	includes MERCs (c.12%)
<i>12-Days of Christmas</i>	563		Cashiers (2)
<i>Outdoor Market</i>	406		Market assistants
	Casual Labour	969	
<i>Arts Workshop Expenses</i>	126		5 presentations
<i>Arts Workshop Labour</i>	875		5 presentations
<i>Ag Workshop Expenses</i>	923		17 presentations
<i>Ag Workshop Labour</i>	5,525		17 presentations
	Workshops	7,448	Ag + Art based + supplies
	Software	1,068	QuickBooks
	Web Expenses	319	GoDaddy website/emails (x3)
TOTAL EXPENSES		<u>120,855</u>	
NET INCOME		<u><u>-4,064</u></u>	LOSS

¹ as per section 8(2)(a) of the Societies Act Regulations (2015)

below as per section 8(2)(c) of the Societies Act Regulations (2015)

membership no.	name	amount	
2017-005	Darren Holcombe	\$ 3,000.00	12Days Market Coordinator

Fireweed Community Market Society
Income Statements 2013 - 2016 (from SAGE file - 25 Mar 2017)
Income Statement 2017 (from QB file- 1 Mar 2018)

	2013	2014	2015	2016	2017
REVENUE					
Memberships	8,096	8,491	8,420	9,035	9,045
Yukon Made Store Rental Fees	12,779	11,552	2,393 ¹	5,829	3,581
Yukon Made Store % Fee	5,912	6,726	1,122 ¹	5,605	2,161
12 Days Market Rental Fees	10,148	9,601	15,788	14,122	15,865
12 Days Market % Fee	10,377	12,419	15,676	14,772	16,494
Outdoor Market Fees -Thursday	10,856	14,030	10,835	10,212	10,926
Outdoor Market Fees- Saturday	0	3,021	2,368	1,219	0
Total Outdoor Market Fees	10,856	17,051	13,203	11,431	10,926
Outdoor Market % Visa Fees	135	243	255	104	178
Horizon % Fee	1,099	1,782	189	0	0
Other Income	261	208	2,938	11,100 ²	1,400
Saturday Market Funding	0	11,526 ⁴	0	0	0
Market Product Sales	5,337	4,927	3,539	3,745	3,560
5 Year Funding (2013-2017)	50,000	48,935	49,064	50,000	53,580 ⁹
TOTAL REVENUE	114,999	133,461	112,586	125,742	116,790
EXPENSES					
Advertising & Promotional	5,337	8,525	9,342	6,529	5,950
Bank Fees	933	849	627	783	979
Bookkeeping	1,536	3,249	2,629	5,182	5,269
Depreciation Expense	0	2,196	4,939	5,617	3,769
Dues Fees and Licenses	144	460	210	174	272
Cash Over/ Short	-54	-39	-114	-802	67
12 Days of Christmas Music	240	250	1,800	1,800	0
Supplies (office, store, market)	2,936	4,646	2,960	5,040	7,022
Nutritional Facts Panel Expenses	0	0	7,930 ⁵	0	0
Insurance	1,018	1,018	1,150	1,438	2,179
Staff Development	272	0	79	2,682	1,582
Market Products Costs	1,507	2,190	1,819	1,870	1,742
Merchant Fees (VISA/MC/debit)	7,579	14,166 ⁶	4,991	6,100	7,372
Phone & Internet	1,842	2,598	1,952	512	760
Park Rental - Saturday	0	2,020	165	0	0
12 Days of Christmas Rent	4,473	4,214	7,370	6,206	5,951
Park Rental - Thursday	2,104	3,098	2,637	2,678	2,723
Store/Office Rent	6,300	5,905	3,800	11,100	10,709
Rent - Storage unit	0	0	771	996	1,009
Total Rent	12,877	15,237	14,742	20,979	20,392
Professional Fees	0	0	0	606	263
TOTAL PAYROLL EXPENSE	54,767	58,367	45,219	55,727 ⁷	51,401
TOTAL WORKSHOP	9,404	8,245	9,635	10,145	7,448
Miscellaneous expense ⁸	1,297	3,182	812	1,050	3,000
Web Expenses	0	0	58	354	319
Software	0	0	0	578	1,068
TOTAL EXPENSES	101,634	125,138	110,781	126,365	120,854
NET INCOME	13,365	8,323	1,806	-623	-4,064
reported @ AGM	14,213	10,680	8,384	-623	-4,064
reported to YTG	13,353	10,680	-3,612	-623	

Notes

¹ YMS closed from May - December 2015

² includes Arts Fund, Royal Market funding, Volunteer Yukon funding, 12Days music sponsorship

³ Arts Fund + 12Days music sponsorship

⁴ one-time GF2 funding

⁵ re-allocation of GF2 funding due to closed store

⁶ Error in merchant fees not corrected in SAGE file?

⁷ includes the SJFC wage credit of \$4558

⁸ previous year's expense in 2013,2014. 10yr celebration in 2015. Shelving in 2016, 12day Co-ord in 2017

⁹ includes balance of 5yrs GF2 agreement and travel expense of Yellowknife workshop

Fireweed Community Market Society

3 yr budget

	actual	<i>budget</i>	<i>budget</i>	<i>budget</i>	* some 2017 amounts not shown for clarity.
	2017*	<i>2018</i>	<i>2019</i>	<i>2020</i>	notes
REVENUE					
Memberships	9,045	<i>8,500</i>	<i>8,925</i>	<i>9,371</i>	5% growth / same fees (\$15 basic + \$50 for vendors)
12 Days Market Rental Fees	15,865	<i>16,000</i>	<i>16,800</i>	<i>17,640</i>	5% increase in fees for 2019,2020
12 Days Market % Fee	16,494	<i>16,500</i>	<i>17,325</i>	<i>18,191</i>	5% growth in sales / same percentage charged (5%)
Outdoor Market Fees -Thursday	10,926	<i>12,400</i>	<i>13,020</i>	<i>13,671</i>	5% growth / 10% fee increase in 2018
Outdoor Market % Visa Fees	178	<i>300</i>	<i>300</i>	<i>300</i>	minimal growth potential, just covers admin
Other Income	1,400	<i>500</i>	<i>500</i>	<i>500</i>	equipment rentals
Market Product Sales	3,560	<i>4,000</i>	<i>4,000</i>	<i>4,000</i>	coffee @ 12 days and outdoor markets
5 Year GF2 Funding (2013-2017)	53,580	<i>53,000</i>	<i>53,000</i>	<i>53,000</i>	Arts / EcDev / CoW / Ag (CAP) funding
TOTAL REVENUE	116,790	<i>111,200</i>	<i>113,870</i>	<i>116,674</i>	
EXPENSES					
Advertising & Promotional	5,950	<i>6,000</i>	<i>6,600</i>	<i>7,260</i>	10% increase per year
Bank Fees	979	<i>800</i>	<i>840</i>	<i>882</i>	5% increase per year
Bookkeeping	5,269	<i>5,000</i>	<i>5,000</i>	<i>5,000</i>	
Depreciation Expense	3,769	<i>2,500</i>	<i>1,900</i>	<i>1,400</i>	reduced as assets age
Dues Fees and Licenses	272	<i>400</i>	<i>400</i>	<i>400</i>	YCC, WCC
Supplies (office, store, market)	7,022	<i>4,000</i>	<i>4,000</i>	<i>4,000</i>	market equipment in good shape at end 2017
Insurance	2,179	<i>2,000</i>	<i>2,000</i>	<i>2,000</i>	no YMS (incl. board insurance)
Staff Development	1,582	<i>0</i>	<i>0</i>	<i>0</i>	can be \$0 or funded programs
Market Products Costs	1,742	<i>1,800</i>	<i>1,900</i>	<i>2,000</i>	coffee (or other fundraising prod.)
Merchant Fees (VISA/MC/debit)	7,372	<i>6,500</i>	<i>6,250</i>	<i>6,000</i>	no Chase & possible increase in debit limit, use
Phone & Internet	760	<i>800</i>	<i>800</i>	<i>650</i>	iPads paid off
12 Days of Christmas Rent	5,951	<i>7,700</i>	<i>7,700</i>	<i>7,700</i>	new 2018 rate extends to 2020
Park Rental - Thursday	2,723	<i>3,638</i>	<i>3,820</i>	<i>4,011</i>	based on new rate as of 2018, then +5%
Store/Office Rent	10,709	<i>7,560</i>	<i>8,694</i>	<i>10,080</i>	reflects increased rent from NVD
Rent - Storage unit	1,009	<i>200</i>	<i>0</i>	<i>0</i>	
Casual Wages	969	<i>1,200</i>	<i>1,260</i>	<i>1,323</i>	3% increase per year
TOTAL PAYROLL EXPENSE	50,432	<i>48,401</i>	<i>49,853</i>	<i>51,348</i>	3% increase per year
TOTAL WORKSHOP	7,448	<i>7,500</i>	<i>7,500</i>	<i>7,500</i>	Ag-based, tied to funding
Miscellaneous expense 8	3,000	<i>3,500</i>	<i>3,750</i>	<i>4,000</i>	12days coordinator contract
Web Expenses	319	<i>300</i>	<i>330</i>	<i>363</i>	10% increase per year
Software	1,068	<i>900</i>	<i>945</i>	<i>992</i>	5% increase per year
TOTAL EXPENSES	120,854	<i>110,699</i>	<i>113,542</i>	<i>116,909</i>	
	44%	48%	47%	45%	funding as % of expenses
NET INCOME	-4,064	<i>501</i>	<i>328</i>	<i>-236</i>	