

## EXPENSES

Department	Category	Expense	Vendor/ Description	Unit.	Quan.	Average Cost/ Unit	Total	% of Expense
Administration	food and entertainment	client meals		each	0	\$ -	-	
Administration	materials and supplies	office supplies	pens, paper, ink, photocopying, file folders, etc.	lump sum	1	\$ 150.00	\$ 150.00	
Administration	materials and supplies	postage	Canada post stamps	each	100	\$ 0.63	\$ 63.00	
Administration	materials and supplies	postage	shipping	lump sum	1	\$ 200.00	\$ 200.00	
Livestock	materials and supplies	feed, hay, bedding		bag	0	\$ -	-	
Livestock	professional services	veterinary		hourly	0	\$ -	-	
Production	contract services	custom work		each	0	\$ -	-	
Production	contract services	seedling production	Lena Burkhard	tray	82	\$ 10.00	\$ 820.00	
Production	fuel and oil	machinery	tractor	lump sum	1	\$ 100.00	\$ 100.00	
Production	fuel and oil	machinery	irrigation	monthly	6	\$ 50.00	\$ 300.00	
Production	fuel and oil	vehicle	Goderich farmers market (56km * 22wks)	wks	22	\$ 25.20	\$ 554.40	
Production	fuel and oil	vehicle	Exeter farmers market (64km * 24wks)	wks	24	\$ 28.80	\$ 691.20	
Production	fuel and oil	vehicle	Deliveries to Clinton and Bayfield (50km*24wks)	wks	24	\$ 22.50	\$ 540.00	
Production	materials and supplies	inputs and amendments	compost, rock dust, etc.	each	1	\$ 400.00	\$ 400.00	
Production	materials and supplies	inputs and amendments	mulch, straw round bale	each	6	\$ 25.00	\$ 150.00	
Production	materials and supplies	miscellaneous		lump sum	1	\$ 250.00	\$ 250.00	
Production	materials and supplies	packaging	plastic bags	each	5	\$ 24.00	\$ 120.00	
Production	materials and supplies	packaging	twist ties, \$0.0162 from Everdale	each	3000	\$ 0.0162	\$ 48.60	
Production	materials and supplies	packaging	pints	lump sum	1	\$ 100.00	\$ 100.00	
Production	materials and supplies	seed	cover crop	each	1	\$ 200.00	\$ 200.00	
Production	materials and supplies	seed	Johnny's Selected Seeds + shipping	each	1	\$ 688.60	\$ 688.60	
Production	materials and supplies	seed	Vesey's + shipping	each	1	\$ 64.90	\$ 64.90	
Production	materials and supplies	seed	William Dam + shipping	each	1	\$ 49.50	\$ 49.50	
Production	materials and supplies	seed	High Mowing + shipping	each	1	\$ 198.25	\$ 198.25	
Production	materials and supplies	seed	Terra Edibles + shipping	each	1	\$ 37.50	\$ 37.50	
Production	materials and supplies	seed	Cottage Gardeners + shipping	each	1	\$ 8.00	\$ 8.00	
Production	repairs and maintenance	machinery	tractor, covered by landowner	lump sum	1	\$ -	-	
Production	repairs and maintenance	vehicle		lump sum	1	\$ 400.00	\$ 400.00	
<b>Total</b>						<b>\$</b>	<b>6,133.95</b>	<b>31%</b>

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<b>Fixed Expense</b>								
Administration	marketing and promotion	print	business cards, postcard and banner	lump sum	1	\$ 350.00	\$ 350.00	
Administration	marketing and promotion	web	domain name renewal	lump sum	1	\$ 11.98	\$ 11.98	
Administration	marketing and promotion	web	web hosting	monthly	10	\$ 3.15	\$ 31.50	
Administration	membership/ fees	EFO/ COG	\$45 EFO, \$100 COG	lump sum	1	\$ 145.00	\$ 145.00	
Administration	membership/ fees	Exeter market fees	\$15.00/ market day or full season fee + \$20 membership	lump sum	1	\$ 344.00	\$ 344.00	
Administration	membership/ fees	Goderich market fees	\$18.00/ market day or full season fee	lump sum	1	\$ 325.00	\$ 325.00	
Administration	professional services	accounting		each	1	\$ 600.00	\$ 600.00	
Administration	professional services	legal services		hourly	0	\$ -	\$ -	
Administration	professional services	other		hourly	0	\$ -	\$ -	
Administration	training and education	safe food handler	\$75.00 * 2	each	2	\$ 75.00	\$ 150.00	
Administration	utilities	electricity	to run cooler	monthly	6	\$ 30.00	\$ 180.00	
Production	professional services	soil testing	A & S soil testing	each	2	\$ 35.00	\$ 70.00	
Salaries and Wages	personal draw	Brian and Tamara's wage		monthly	5	\$ 414.00	\$ 2,070.00	
<b>Total</b>						<b>\$</b>	<b>4,277.48</b>	<b>21%</b>
<b>Overhead</b>								
Administration	insurance	liability		lump sum	1	\$ 2,000.00	\$ 1,333.36	
Administration	insurance	vehicle	\$108.00/month for the car, \$128.00/month for truck; 50% assigned to the business	monthly	8	\$ 118.00	\$ 944.00	
Administration	rental fees	land		annual	1	\$ 1.00	\$ 1.00	
Administration	utilities	internet		monthly	12	\$ -	\$ -	
Administration	utilities	telephone		monthly	8	\$ 60.00	\$ 480.00	
Administration	bank fees			annual	1	\$ 120.00	\$ 120.00	
<b>Total</b>						<b>\$</b>	<b>2,878.36</b>	<b>14%</b>

**EXPENSES**

Department	Category	Expense	Vendor/ Description	Unit.	Quan.	Average Cost/ Unit	Total	% of Expense
<b>Capital</b>								
Production	materials and supplies	harvest bins		each	100	\$ 2.75	\$ 275.00	
Production	tools and equipment	trellising	cedar posts from bush, twine and wire	lump sum	1	\$ 100.00	\$ 100.00	
Administration	furniture and fixtures	office set up		lump sum	1	\$ 100.00	\$ 100.00	
Production	materials and supplies	row cover	John Burkhard, 14' x 800' (HW), 83" x 400'	each	1	\$ 459.50	\$ 459.50	
Production	marketing and promotion	market tent		each	1	\$ 365.00	\$ 365.00	
Production	tools and equipment	small tools		lump sum	1	\$ 400.00	\$ 400.00	
Administration	computer	software	QuickBooks Pro	each	1	\$ 229.00	\$ 229.00	
Production	tools and equipment	scales		lump sum	1	\$ 500.00	\$ 500.00	
Production	infrastructure	irrigation		lump sum	1	\$ 1,800.00	\$ 1,800.00	
Production	infrastructure	cooler	panels	lump sum	1	\$ 1,700.00	\$ 1,700.00	
Production	infrastructure	cooler	cool bot	lump sum	1	\$ 299.00	\$ 299.00	
Production	infrastructure	cooler	air conditioner	lump sum	1	\$ 200.00	\$ 200.00	
Production	infrastructure	wash station	lumber, roofing	lump sum	1	\$ 300.00	\$ 300.00	
<b>Total</b>							<b>6,727.50</b>	<b>94%</b>

**TOTAL EXPENSES (variable, fixed, overhead and capital)**

**CONTINGENCY**

**TOTAL EXPENSE WITH CONTINGENCY**

**NET PROFIT**

**\$ 20,017.29**  
**\$ 2,001.79**  
**\$ 22,019.02**  
**\$ 12,980.98**