



TOWN OF EXETER, NEW HAMPSHIRE
 HUMAN SERVICES
 FY 2021

Town Manager's Office

JUL 17 2020

Received

Organization's Name: _____ Year Founded: 2006
 Address: 2 Washington St. Suite 331 Dover, NH 03820
 Executive Director/ Board Chair: Shawn Menard / Leslie Stevens Tax ID Number: 45-2547575
 Applicant Contact: Shawn Menard, Program Director Email: info@seacoasteatlocal.org
 Address: 202 Old Turnpike Rd Epsom, NH 03234 Phone: 207-358-0050

Organization's Mission Statement:

To connect people with sources of locally grown foods and to advocate eating locally for the health of our environment, community, culture and economy. We work towards a sustainable local foods system that meets the needs of both producers and consumers.

Statement of Grant Purpose; e.g. This grant will be used...:

To support Seacoast Eat Local's administration of SNAP/EBT acceptance and incentives services at the Exeter summer and winter farmers' markets. This work includes providing customer service and information, completing customer transactions (SNAP/EBT, debit and credit) and providing ongoing education regarding the use and storage of market products. Our SNAP program not only provides more people access to local food but also the information they need to understand how to best purchase, prepare, store, and consume fresh foods. This year, we are also working on expanding the SNAP acceptance network to area farm stands in addition to farmers' markets. We are focusing promotion of the SNAP program towards online and direct mailings to Exeter residents as well as residents in other Seacoast area towns.

% of overall services that goes to Exeter residents: 25%

of Exeter residents served: 35 SNAP recipients and hundreds of other consumers

List all geographic area(s) served by organization: Rockingham county Stafford county
York county

Brief Detailed description of how the money will be specifically utilized for Exeter residents:

The town of Exeter and its residents receive access to SNAP services during more months of the year, at more locations and more often than any other town where Seacoast Eat Local operates. Supporting these services increases access to locally grown fresh fruits and vegetables for SNAP (low-income) recipients and also increases convenience for middle and upper-income shoppers as the program provides the opportunity for customers to use credit and debit cards at farmers' markets. SNAP revenue at farmers' markets also supports local family farms and food producers. SNAP customer have the ability to purchase local food in Exeter roughly once per week throughout the year. This year, we request additional funding to support operation of our winter farmers' markets in Exeter. We anticipate additional expenses and reduced revenue due to COVID-19.

Amount received from the Town of Exeter (by year) for the last 3 (three) years:

2018 - \$1,000 2019 - \$1,000 2020 - \$1,000

Total Municipal Contributions in 2020: \$2,150

List each town that contributes and the amount received: Durham \$100, Lee \$100, Farmington \$100, Portsmouth \$250, NH Dept of Ag \$500

Organization's total projected budget for FY 2021: \$ 221,498 Amount Requested: \$ 2,000

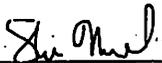
Additional Information Required:

Please supply the following items for a complete application to be considered:

- Provide a narrative, not to exceed two pages in size 12 font
 - Organization's overview
 - Program's impact on Exeter residents
 - Program changes and/ or highlights from the past year
- Complete financial statements (Please note: the organization's 990 may be requested)
 - Operating budget
 - Balance sheet
- Board of Directors List
- 2020 Funding recipients must submit an Annual Report prior to consideration of 2021 application

I certify to the best of my knowledge that the information in this proposal reflects accurate data concerning need and estimates of planned/delivered services. The proposal was considered and approved for submission by the agency Board of Directors on 7/16/20 (date).

By signing this application the undersigned offers and agrees, if the proposal is accepted, to furnish items or services that is quoted. This agreement is subject to final negotiation and acceptance by the Select Board and the Budget Review Committee and subsequent contract award.

Director's (or Designee) Signature:  Date: 7/17/2020

Submit no later than July 31, 2020:

Town of Exeter
Town Manager
10 Front Street
Exeter, NH 03833



July 16, 2020

Dear Budget Committee Members,

This letter is to formally request funding from the Town of Exeter to support SNAP (EBT/food stamp) incentive programs and farmers' markets operating within the town on behalf of Seacoast Eat Local. Seacoast Eat Local is a registered 501(c)3 non-profit organization serving Rockingham, Strafford, York Counties. Our mission is to connect people with sources of locally grown foods and advocate eating locally for the health of our environment, community, culture and economy. Through programs, advocacy and education, we work toward a thriving local food system that improves the profitability and sustainability of local farmers and is accessible to all.

Exeter is home to some of the most successful farmers' markets in the Seacoast region. Farmers' Markets and the SNAP program are open to all residents of Exeter. The goal of these programs is to increase access to fresh, locally grown food to all residents of Exeter and the surrounding community. While many of the benefits of providing SNAP services focus naturally on SNAP recipients, these programs are also a benefit to local economies.

Accepting SNAP benefits at farmers' markets opens a potential revenue stream to farmers that was previously unavailable. SNAP acceptance has boosted the revenues of local farms, allowing them to hire staff, expand operations and invest in important infrastructure. This means both more dollars being spent in our local economy and a more robust local food system for all to enjoy. In addition to increasing sales for farmers, customers attending farmers' markets (both SNAP and non-SNAP) have been shown to spend increased dollars at other local businesses on the way to or from the market. In addition to the ability to use their benefits, SNAP recipients and other market customers are able to engage in a number of educational activities at markets that focus on a lifestyle. These include take-home recipes, food tastings, cooking demonstrations, and tips on food storage and preparation. The work of Seacoast Eat Local through its SNAP programs provides not only access but also supportive education aimed at increasing local food consumption among low-income residents in Exeter.

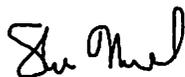
In the years since our first funding request to the town of Exeter, Seacoast Eat Local has continued to expand its commitment to this program in both Exeter and beyond. As a result, farmers' market attendance, and particularly SNAP participation, continues to be strong. Seacoast Eat Local serves roughly 25% of its SNAP customers in Exeter. This past season, average winter farmers' market attendance in Exeter was nearly 1,200 individuals. The Seacoast Area Mobile Market (SAMM) maintained two Exeter stop locations per week for 15 weeks, which were open to the public. Overall, there are 63 different farmers' market events throughout the year where residents may access our services in Exeter, an average of at least one market

opportunity per week throughout the year. Additionally, we provide a number of different educational activities coordinated at markets reaching hundreds of individuals. This further demonstrates our commitment to the town and its residents.

This year, Seacoast Eat Local has increased our funding request to continue supporting the growth of our SNAP program in Exeter, while also providing additional support for operation of our winter farmers' markets in Exeter. Circumstances of COVID-19 will make this upcoming winter market season one of the most challenging seasons for us to plan and execute. We anticipate reduced revenue due to reduced space for vendors, lack of sponsorship interest, and other factors. As of the writing of this request, Seacoast Eat Local anticipates social distancing and other state and city guidelines that will impact the number of customers we can have in a designated area at one time. This means we need to consider expanding hours of markets as well as the number of markets we offer during the season to accommodate all customers in a safe way. Additional funding from the town of Exeter will help us manage these challenges.

On behalf of the staff and board of directors, I would like to thank the Exeter Budget Committee and its dedicated members for its consideration of our application. Seacoast Eat Local looks forward to another year of services and relationship building in Exeter.

Thank You,



Shawn Menard, Program Director

shawn@seacoasteatlocal.org

888-600-0128

Town of Exeter Funding: Annual Spending Summary
Seacoast Eat Local: Fiscal Year 2020

Our mission: Seacoast Eat Local connects people with sources of locally grown foods and advocates eating locally for the health of our environment, community, culture and economy. Through programs, advocacy and education, we work toward a thriving local food system that improves the profitability and sustainability of local farmers and is accessible to all.

For the 2020 Fiscal year, Seacoast Eat Local was awarded \$1,000 from the Town of Exeter to support SNAP acceptance and incentive services in operation at summer and winter farmers' markets in the town. Access to an adequate amount of fresh and local food is a basic right that should be afforded to all residents of Exeter. SNAP acceptance services, funded in part by this grant, make such access possible for low-income families.

During our fiscal year ending June 30, 2020 Seacoast Eat Local continued to offer valuable services connecting people to sources of locally grown food. A total of 35 Exeter residents with SNAP benefits took advantage of our local food incentive program during the fiscal year. \$3,500 in SNAP benefits were spent at Exeter farmers' markets (both summer and winter) with an additional \$6,400 in matching incentives distributed. This additional \$10,000 in revenue for Exeter farmers' markets is a critical percentage of total dollars spent which helps keep Exeter an ideal location for farms and local food vendors to do business. Seacoast Eat Local also enables customers to use credit and debit cards as a payment method, further contributing to revenue at farmers' markets.

In total, Seacoast Eat Local contributed to offering a total of 33 farmers' markets throughout the year as well as 30 mobile market stops in Exeter. This wide range of market opportunities provides all residents of Exeter with consistent opportunities to purchase fresh locally grown food all year long. In addition to market opportunities directly in Exeter, we provide resources available to all Exeter residents to know where to find local food in the entire Seacoast region, primarily by offering our annual Seacoast Harvest local food guide free of charge.

Board Member Listing
Seacoast Eat Local
Last Updated: July 2020

Leslie Stevens, Chair, Member since 2019

Owner, Sturgeon Creek Farm
leslie@sturgeoncreekfarm.com
Eliot, ME

Eleanor Kane, Vice Chair, Member since 2018

Owner - Brasen Hill Farm
eleanor@seacoateatlocal.org
Barrington, NH

Robin Schweikart, Treasurer, Member since 2014

Retired - Non-profit database and membership administration
rkschweik@comcast.net
Portsmouth, NH

Annette Lee, Secretary Member since 2017

Owner - Throwback Brewery
annette@throwbackbrewery.com
North Hampton, NH

Theresa Walker, Member since 2016

Owner - Great Bay Woolworks
theresawalker@comcast.net
Durham, NH

Sara-Zoe Patterson, Founding Member

Librarian - New Franklin School
sarazoe@seacoateatlocal.org
Newington, NH

Anna Cantelmo, Member since 2018

Owner - Bell and Goose Cheese Co
anna@bellandgoose.com
South Hampton, NH

Dawn Barker, Member since 2019

VP of Human Resources - The Riverwoods Group

dbarker@trwg.org

Kingston, NH

Kristen Deshaies, Member since 2020, former member from 2013-2016

Marketing Consultant and Advisor

kdeshaies802@gmail.com

Exeter, NH

Seacoast Eat Local

BALANCE SHEET

As of June 30, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking - Mobile Market	3,938.96
Checking - Operating	64,320.20
Money Market	42,940.15
Paypal	158.15
Petty Cash	440.00
Savings	5.00
Savings - Mobile Market	187.52
Special Share CD	77,077.77
Total Bank Accounts	\$189,067.75
Accounts Receivable	
Accounts Receivable (A/R)	19,837.39
Total Accounts Receivable	\$19,837.39
Other Current Assets	
Uncategorized Asset	0.00
Undeposited Funds	790.00
Total Other Current Assets	\$790.00
Total Current Assets	\$209,695.14
Fixed Assets	
Accumulated Depreciation	-40,023.00
Mobile Market Van	80,045.00
Solar Project	7,673.00
Total Fixed Assets	\$47,695.00
TOTAL ASSETS	\$257,390.14

Seacoast Eat Local

BALANCE SHEET

As of June 30, 2020

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	907.75
Total Accounts Payable	\$907.75
Other Current Liabilities	
Accrued Liabilities	0.00
Payroll Liabilities	
Federal Tax Payable	2,944.18
NH SUI Payable	99.38
Total Payroll Liabilities	3,043.56
Token Liability	25,405.95
Debit Tokens	-8,943.23
SNAP Tokens	-5,282.34
Total Token Liability	11,180.38
Unearned Revenue	0.00
Total Other Current Liabilities	\$14,223.94
Total Current Liabilities	\$15,131.69
Total Liabilities	\$15,131.69
Equity	
Net Assets	
General Fund	0.00
Seacoast Harvest	0.00
SNAP	0.00
Winters Farmer's Market	0.00
Total Net Assets	0.00
Opening Balance Equity	0.00
Retained Earnings	191,905.65
Net Income	50,352.80
Total Equity	\$242,258.45
TOTAL LIABILITIES AND EQUITY	\$257,390.14

	General Fund			Mobile Market			Seacoast Harvest			SNAP			Winter Farmers' Markets			TOTAL		
	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget
Income																		
Donations																0.00	0.00	0.00
Foundation Donations	1,000.00	1,000.00	1,000.00													1,000.00	1,000.00	1,000.00
Gifts in Kind - Goods/Services			3,600.00		700.00											0.00	700.00	3,600.00
Individual Contributions	11,817.43	12,000.00	12,000.00				915.54	2,000.00	1,000.00	2,071.00	750.00	1,000.00	323.00	525.00	500.00	15,126.97	15,275.00	14,500.00
Organization-Business Contributions	51.50									2,520.00	3,500.00	2,500.00				2,571.50	3,500.00	2,500.00
Stock Donations	10,293.28	10,000.00														10,293.28	10,000.00	0.00
Vendor reimbursement donation										633.70	1,200.00	750.00				633.70	1,200.00	750.00
Total Donations	\$ 23,162.21	\$ 23,000.00	\$ 16,600.00	\$ 0.00	\$ 700.00	\$ 0.00	\$ 915.54	\$ 2,000.00	\$ 1,000.00	\$ 5,224.70	\$ 5,450.00	\$ 4,250.00	\$ 323.00	\$ 525.00	\$ 500.00	\$ 29,625.45	\$ 31,675.00	22,350.00
Events Income																0.00	0.00	0.00
Community Events	550.00	1,000.00	3,000.00		700.00					4,477.61	5,000.00	5,000.00				5,027.61	6,700.00	8,000.00
Restaurant Dinners	4,602.97	5,500.00	4,000.00													4,602.97	5,500.00	4,000.00
Workshop Events	1,261.60	2,500.00	2,500.00													1,261.60	2,500.00	2,500.00
Total Events Income	\$ 6,414.57	\$ 9,000.00	\$ 9,500.00	\$ 0.00	\$ 700.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 4,477.61	\$ 5,000.00	\$ 5,000.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 10,892.18	\$ 14,700.00	14,500.00
Fundraising																0.00	0.00	0.00
Product Sales				10,200.42	15,000.00	3,000.00				871.00	1,000.00	500.00	9,528.00	9,500.00	2,000.00	20,599.42	25,500.00	5,500.00
Sponsorships							13,910.00	14,000.00	10,000.00				7,199.00	8,000.00	8,000.00	21,109.00	22,000.00	18,000.00
Total Fundraising	\$ 0.00	\$ 0.00	\$ 0.00	\$ 10,200.42	\$ 15,000.00	\$ 3,000.00	\$ 13,910.00	\$ 14,000.00	\$ 10,000.00	\$ 871.00	\$ 1,000.00	\$ 500.00	\$ 16,727.00	\$ 17,500.00	\$ 10,000.00	\$ 41,708.42	\$ 47,500.00	23,500.00
Grants																0.00	0.00	0.00
Government Grants																0.00	0.00	0.00
Federal Grants																0.00	0.00	0.00
FMPP Grant																0.00	0.00	0.00
FMPP Grant Advertising	7,025.90	8,460.00	2,115.00													7,025.90	8,460.00	2,115.00
FMPP Grant Cooking Demos	69.09	650.00	162.50													69.09	650.00	162.50
FMPP Grant Farmer Educ. Workshops	338.25	300.00	75.00													338.25	300.00	75.00
FMPP Grant Indirect Costs	4,482.22	4,410.00	1,102.50													4,482.22	4,410.00	1,102.50
FMPP Grant Outreach Position	6,259.18	7,000.00	1,750.00													6,259.18	7,000.00	1,750.00
FMPP Grant Printing	4,887.26	5,000.00	1,250.00													4,887.26	5,000.00	1,250.00
FMPP Grant Salaries	18,500.00	18,500.00	4,825.00													18,500.00	18,500.00	4,625.00
FMPP Grant SH Printing							15,413.77	14,000.00	10,000.00							15,413.77	14,000.00	10,000.00
FMPP Grant WFM Test Locations	900.00	900.00	0.00													900.00	900.00	0.00
Total FMPP Grant	\$ 42,461.90	\$ 45,220.00	\$ 11,080.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 15,413.77	\$ 14,000.00	\$ 10,000.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 57,875.67	\$ 59,220.00	21,080.00
Total Federal Grants	\$ 42,461.90	\$ 45,220.00	\$ 11,080.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 15,413.77	\$ 14,000.00	\$ 10,000.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 57,875.67	\$ 59,220.00	21,080.00
Local Grants										1,000.00	1,000.00	1,000.00				1,000.00	1,000.00	1,000.00
Total Government Grants	\$ 42,461.90	\$ 45,220.00	\$ 11,080.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 15,413.77	\$ 14,000.00	\$ 10,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 58,875.67	\$ 60,220.00	22,080.00
Market Match Grants										12,389.27	27,000.00	20,000.00				12,389.27	27,000.00	20,000.00
Public Grants	20,000.00		25,000.00	45,500.00	45,000.00	45,000.00				5,000.00	6,500.00	20,000.00				70,500.00	51,500.00	90,000.00
Total Grants	\$ 62,461.90	\$ 45,220.00	\$ 36,080.00	\$ 45,500.00	\$ 45,000.00	\$ 45,000.00	\$ 15,413.77	\$ 14,000.00	\$ 10,000.00	\$ 18,389.27	\$ 34,500.00	\$ 41,000.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 141,764.94	\$ 138,720.00	132,080.00
Program Income																0.00	0.00	0.00
Mobile Market Services				5,360.00	12,860.00	10,000.00										5,360.00	12,860.00	10,000.00
SNAP Services										22,482.00	22,482.00	2,568.00				22,482.00	22,482.00	2,568.00
Winter Market Vendor Fees													21,543.54	26,500.00	16,500.00	21,543.54	26,500.00	16,500.00
Total Program Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 5,360.00	\$ 12,860.00	\$ 10,000.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 22,482.00	\$ 22,482.00	\$ 2,568.00	\$ 21,543.54	\$ 26,500.00	\$ 16,500.00	\$ 49,385.54	\$ 61,842.00	29,088.00
Total Income	\$ 92,038.68	\$ 77,220.00	\$ 62,180.00	\$ 61,060.42	\$ 74,260.00	\$ 58,000.00	\$ 30,239.31	\$ 30,000.00	\$ 21,000.00	\$ 51,444.58	\$ 68,432.00	\$ 53,318.00	\$ 38,593.54	\$ 44,525.00	\$ 27,000.00	\$ 273,376.53	\$ 294,437.00	221,498.00
Gross Profit	\$ 92,038.68	\$ 77,220.00	\$ 62,180.00	\$ 61,060.42	\$ 74,260.00	\$ 58,000.00	\$ 30,239.31	\$ 30,000.00	\$ 21,000.00	\$ 51,444.58	\$ 68,432.00	\$ 53,318.00	\$ 38,593.54	\$ 44,525.00	\$ 27,000.00	\$ 273,376.53	\$ 294,437.00	\$ 221,498.00
Expenses																		0.00
Advertising												1,500.00			1,500.00	0.00	0.00	3,000.00
FMPP Grant Advertising	6,168.80	8,460.00	2,115.00													6,168.80	8,460.00	2,115.00
Total Advertising	\$ 6,168.80	\$ 8,460.00	\$ 2,115.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 1,500.00	\$ 0.00	\$ 0.00	\$ 1,500.00	\$ 6,168.80	\$ 8,460.00	\$ 5,115.00
Business Expenses	98.40	100.00	100.00													98.40	100.00	100.00

	General Fund			Mobile Market			Seacoast Harvest			SNAP			Winter Farmers' Markets			TOTAL		
	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget
Business Registration Fees		75.00	75.00	18.00	143.00	150.00										18.00	218.00	225.00
Total Business Expenses	\$ 98.40	\$ 175.00	\$ 175.00	\$ 18.00	\$ 143.00	\$ 150.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 116.40	\$ 318.00	\$ 325.00
Contract Services																0.00	0.00	0.00
Accounting/Bookkeeping Fees	6,530.00	17,600.00	7,000.00													6,530.00	17,600.00	7,000.00
Outside Contract Services													1,660.00	2,200.00	0.00	1,660.00	2,200.00	0.00
Total Contract Services	\$ 6,530.00	\$ 17,600.00	\$ 7,000.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 1,660.00	\$ 2,200.00	\$ 0.00	\$ 8,190.00	\$ 19,800.00	\$ 7,000.00
Event Expenses																0.00	0.00	0.00
Restaurant Dinner Expenses	1,550.00	3,100.00	2,000.00													1,550.00	3,100.00	2,000.00
Workshops Expenses	706.00	1,100.00	1,250.00													706.00	1,100.00	1,250.00
Total Event Expenses	\$ 2,256.00	\$ 4,200.00	\$ 3,250.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 2,256.00	\$ 4,200.00	\$ 3,250.00
Facilities and Equipment	445.33															445.33	0.00	0.00
FMPF Grant Rent	210.00												350.00			560.00	0.00	0.00
Fuel	26.16			1,647.42	1,800.00	1,800.00							130.57			1,804.15	1,800.00	1,800.00
Rent, Parking, Utilities	21.25		5,000.00	135.00									2,239.50	5,440.00	2,800.00	2,395.75	5,440.00	7,800.00
Vehicle Maintenance				1,257.42	125.00	2,000.00										1,257.42	125.00	2,000.00
Vehicle Registration				582.00	650.00	550.00										582.00	650.00	550.00
Total Facilities and Equipment	\$ 702.74	\$ 0.00	\$ 5,000.00	\$ 3,621.84	\$ 2,575.00	\$ 4,350.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 2,720.07	\$ 5,440.00	\$ 2,800.00	\$ 7,044.65	\$ 8,015.00	\$ 12,150.00
Inventory Purchases	1,571.24			8,909.42	12,000.00	2,250.00							6,216.84	6,300.00	500.00	16,697.50	18,300.00	2,750.00
Food Donation Purchases						12,750.00												
Operations																0.00	0.00	0.00
Gifts In Kind - Goods/Services					700.00											0.00	-700.00	0.00
Membership Fees	721.00	525.00	725.00											75.00	0.00	721.00	600.00	725.00
Postage, Mailing Service	506.70	450.00	450.00		25.00			300.00	120.00		500.00					506.70	1,275.00	570.00
Printing and Copying	18.49			3.20	100.00	100.00					200.00	650.00	53.00	250.00	300.00	74.69	550.00	1,050.00
FMPF Grant Printing	2,049.34	5,000.00	1,250.00	223.11												2,272.45	5,000.00	1,250.00
FMPF Grant SH Printing							1,600.00	14,000.00	10,000.00							1,600.00	14,000.00	10,000.00
Signage					75.00	75.00				37.90	250.00	250.00	149.11	500.00	300.00	187.01	625.00	625.00
Total Printing and Copying	\$ 2,067.83	\$ 5,000.00	\$ 1,250.00	\$ 226.31	\$ 175.00	\$ 175.00	\$ 1,600.00	\$ 14,000.00	\$ 10,000.00	\$ 37.90	\$ 450.00	\$ 900.00	\$ 202.11	\$ 550.00	\$ 600.00	\$ 4,134.15	\$ 20,175.00	\$ 12,925.00
Supplies	614.22	500.00	500.00	240.87	400.00	300.00		50.00		108.99	200.00	1,000.00	812.57	500.00	1,000.00	1,776.65	1,650.00	2,800.00
FMPF Grant Cooking Demos	86.08	650.00	162.50													86.08	650.00	162.50
FMPF Grant Farmer Educ. Workshops	338.25	300.00	75.00													338.25	300.00	75.00
FMPF Grant WFM Test Locations			0.00										900.00	900.00		900.00	900.00	0.00
Total Supplies	\$ 1,038.55	\$ 1,450.00	\$ 737.50	\$ 240.87	\$ 400.00	\$ 300.00	\$ 0.00	\$ 50.00	\$ 0.00	\$ 108.99	\$ 200.00	\$ 1,000.00	\$ 1,712.57	\$ 1,400.00	\$ 1,000.00	\$ 3,100.98	\$ 3,500.00	\$ 3,037.50
Telecommunications	131.01	120.00	145.00													131.01	120.00	145.00
Database service	1,292.05	1,400.00	1,400.00		100.00	100.00							1,449.00	1,350.00	1,500.00	2,741.05	2,850.00	3,000.00
Email newsletter service	684.17	600.00	650.00													684.17	600.00	850.00
Terminal Data Fees											960.00	960.00				0.00	960.00	960.00
Website hosting & domains	5,035.00	5,100.00	3,900.00					1,800.00	1,800.00							5,035.00	6,900.00	5,700.00
Total Telecommunications	\$ 7,142.23	\$ 7,220.00	\$ 6,295.00	\$ 0.00	\$ 100.00	\$ 100.00	\$ 0.00	\$ 1,800.00	\$ 1,800.00	\$ 0.00	\$ 960.00	\$ 960.00	\$ 1,449.00	\$ 1,350.00	\$ 1,500.00	\$ 8,591.23	\$ 11,430.00	\$ 10,655.00
Total Operations	\$ 11,476.31	\$ 14,645.00	\$ 9,457.50	\$ 467.18	\$ 1,400.00	\$ 575.00	\$ 1,600.00	\$ 16,150.00	\$ 11,920.00	\$ 146.89	\$ 2,110.00	\$ 2,860.00	\$ 3,363.68	\$ 3,375.00	\$ 3,100.00	\$ 17,054.06	\$ 37,680.00	\$ 27,912.50
Other Types of Expenses																0.00	0.00	0.00
Insurance - Liability, D and O	921.00	925.00	921.00	975.00	1,700.00	2,631.00										1,896.00	2,625.00	3,552.00
Total Other Types of Expenses	\$ 921.00	\$ 925.00	\$ 921.00	\$ 975.00	\$ 1,700.00	\$ 2,631.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 1,896.00	\$ 2,625.00	\$ 3,552.00
Payroll Expenses																0.00	0.00	0.00
Health Insurance	11,385.00	12,000.00	12,000.00													11,385.00	12,000.00	12,000.00
Other Benefits	1,423.00	1,500.00	1,500.00								200.00					1,423.00	1,700.00	1,500.00
Payroll Services	902.50		1,200.00													902.50	1,320.00	1,200.00
Payroll Tax Expense	1,160.64	1,079.00	2,284.80	3,481.85	4,088.00	3,758.89	676.93	625.00	627.31	2,774.81	3,562.00	2,560.77	2,022.50	2,385.00	2,002.84	10,116.74	11,739.00	11,234.71
FMPF Grant Outreach Pos. Payroll Tax Expense	418.57	614.00														418.57	614.00	0.00

	General Fund			Mobile Market			Seacoast Harvest			SNAP			Winter Farmers' Markets			TOTAL		
	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget	FY20 Actual as of 5/15	FY 20 Budget	FY21 Budget
State Unemployment Tax	273.00	150.00	300.00													273.00	150.00	300.00
Total Payroll Tax Expense	\$ 1,852.21	\$ 1,843.00	\$ 2,584.80	\$ 3,481.86	\$ 4,088.00	\$ 3,758.89	\$ 676.93	\$ 625.00	\$ 627.31	\$ 2,774.81	\$ 3,562.00	\$ 2,560.77	\$ 2,022.50	\$ 2,385.00	\$ 2,002.94	\$ 10,808.31	\$ 12,503.00	\$ 11,534.71
Short Term Disability Insurance	585.02		800.00													585.02	0.00	800.00
Wages																0.00	0.00	0.00
FMP Grant Outreach Pos. Wages	6,336.00	7,488.00														6,336.00	7,488.00	0.00
Staff Wages	15,171.40	13,157.00	27,863.36	45,514.05	49,858.00	45,840.07	8,849.88	7,617.00	7,650.12	36,272.58	43,444.00	31,228.89	25,285.61	29,084.00	24,426.15	131,093.52	143,160.00	137,008.59
Total Wages	\$ 21,507.40	\$ 20,645.00	\$ 27,863.36	\$ 45,514.05	\$ 49,858.00	\$ 45,840.07	\$ 8,849.88	\$ 7,617.00	\$ 7,650.12	\$ 36,272.58	\$ 43,444.00	\$ 31,228.89	\$ 25,285.61	\$ 29,084.00	\$ 24,426.15	\$ 137,429.52	\$ 150,648.00	\$ 137,008.59
Workman's Comp.	237.00	1,200.00	765.00													237.00	1,200.00	765.00
Total Payroll Expenses	\$ 37,892.13	\$ 38,508.00	\$ 46,713.16	\$ 48,995.91	\$ 53,946.00	\$ 49,598.96	\$ 9,526.81	\$ 8,242.00	\$ 8,277.43	\$ 39,047.39	\$ 47,206.00	\$ 33,789.66	\$ 27,308.11	\$ 31,469.00	\$ 26,429.09	\$ 162,770.35	\$ 179,371.00	\$ 164,808.30
Token Reimbursement																0.00	0.00	0.00
Market Match										13,933.70	27,000.00	20,000.00				13,933.70	27,000.00	20,000.00
Total Token Reimbursement	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 13,933.70	\$ 27,000.00	\$ 20,000.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 13,933.70	\$ 27,000.00	\$ 20,000.00
Travel and Meetings																0.00	0.00	0.00
Conference, Convention, Meeting	1,369.04	500.00	500.00	35.00	200.00	200.00					100.00	100.00				1,404.04	800.00	800.00
Professional Development	389.00	1,500.00	1,500.00													389.00	1,500.00	1,500.00
Total Conference, Convention, Meeting	\$ 1,758.04	\$ 2,000.00	\$ 2,000.00	\$ 35.00	\$ 200.00	\$ 200.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 100.00	\$ 100.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 1,793.04	\$ 2,300.00	\$ 2,300.00
Total Travel and Meetings	\$ 1,758.04	\$ 2,000.00	\$ 2,000.00	\$ 35.00	\$ 200.00	\$ 200.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 100.00	\$ 100.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 1,793.04	\$ 2,300.00	\$ 2,300.00
Volunteer cultivation	38.95	200.00	250.00		250.00	250.00					100.00	100.00		400.00	500.00	38.95	950.00	1,100.00
Total Expenses	\$ 69,413.61	\$ 86,713.00	\$ 76,881.66	\$ 63,022.35	\$ 72,214.00	\$ 72,754.96	\$ 11,126.81	\$ 24,392.00	\$ 20,187.43	\$ 53,127.98	\$ 76,516.00	\$ 58,349.66	\$ 41,268.70	\$ 49,184.00	\$ 34,829.09	\$ 237,959.45	\$ 309,019.00	\$ 263,012.80
Net Operating Income	\$ 22,625.07	\$ 9,493.00	\$ 14,701.66	\$ 1,961.93	\$ 2,046.00	\$ 14,754.96	\$ 19,112.50	\$ 5,608.00	\$ 802.57	\$ 1,683.40	\$ 8,084.00	\$ 5,031.66	\$ 2,675.16	\$ 4,659.00	\$ 7,829.09	\$ 35,417.08	\$ 14,582.00	\$ 41,514.80
Other Income																		0.00
Interest earned	948.13	1,200.00	1,200.00	2.15												950.28	1,200.00	1,200.00
Other Income	440.00																	0.00
Total Other Income	\$ 1,388.13	\$ 1,200.00	\$ 1,200.00	\$ 2.15	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 950.28	\$ 1,200.00	\$ 1,200.00
Other Expenses																		0.00
Bank Service Charges/Credit Card Fees	581.51	500.00	1,500.00	307.60	475.00	300.00	156.42	200.00	200.00	363.16	300.00	500.00	690.61	550.00	500.00	2,099.30	2,025.00	3,000.00
Other Miscellaneous Expense		100.00														0.00	100.00	0.00
Total Other Expenses	\$ 581.51	\$ 600.00	\$ 1,500.00	\$ 307.60	\$ 475.00	\$ 300.00	\$ 156.42	\$ 200.00	\$ 200.00	\$ 363.16	\$ 300.00	\$ 500.00	\$ 690.61	\$ 550.00	\$ 500.00	\$ 2,099.30	\$ 2,025.00	\$ 3,000.00
Net Other Income	\$ 806.62	\$ 700.00	\$ 300.00	\$ 305.45	\$ 475.00	\$ 300.00	\$ 156.42	\$ 200.00	\$ 200.00	\$ 363.16	\$ 300.00	\$ 500.00	\$ 690.61	\$ 550.00	\$ 500.00	\$ 709.02	\$ 825.00	\$ 1,800.00
Net Income	\$ 23,431.69	\$ 8,793.00	\$ 15,001.66	\$ 2,267.38	\$ 1,571.00	\$ 15,054.96	\$ 18,956.08	\$ 5,408.00	\$ 602.57	\$ 2,046.56	\$ 8,384.00	\$ 5,531.66	\$ 3,365.77	\$ 5,209.00	\$ 8,329.09	\$ 34,708.06	\$ 15,407.00	\$ 43,314.80