

**Canadian Organic Growers Inc.**  
**Income Statement 01/01/2011 to 31/12/2011**

**REVENUE**

**Revenue**

Corporate Sponsorship		7,500.00
Donation in Kind	127.84	
Donations - receipted	159,037.13	
Donations - not receipted	11,813.33	
Net Donations		170,978.30
Membership		50,976.66
Grants - Receipted	47,500.00	
Grants - Unreceipted	96,997.23	
Net Grants		144,497.23
Advertising Revenue		35,202.57
Subscriptions		4,166.72
Sales TCOG bulk	841.45	
Sales (OLH-Organic Livestock HB)	1,071.08	
Sales (posters)	17.00	
Sales Publication	20,036.47	
Sales - Video/DVD	83.00	
Sales - Directory Listing	378.05	
Sales - OFCHB-English	2,866.00	
Sales - OFCHB-French	1,284.00	
Sales - LWW	1,551.20	
Growing Potatoes Organically	1,794.70	
Sales - Gaining Ground	1,511.17	
Sales - The Organic Companion	374.35	
Net Sales		31,808.47
Special Events (Conferences)		15,355.63
Consulting Services		2,000.00
<b>Net Revenue</b>		<u>462,485.58</u>

**Other Revenue**

Freight Revenue		5,190.04
Copyright Fees		155.73
Interest Revenue		269.02
Miscellaneous Revenue		12,012.37
<b>Total Other Revenue</b>		<u>17,627.16</u>

**TOTAL REVENUE** 480,112.74

**EXPENSE**

**Cost of Goods Sold**

Inventory Variance		10,555.97
Memb.:Chapter Share- Donations		114,260.08

Memb.:Chapter Share-Membership	5,117.37
Production Exp.:Printing	18,380.05
Production Expl:Shipping(postage)	4,758.18
Special Events Costs(Conferences)	28,451.69
<b>Total Cost of Goods Sold</b>	<u>181,523.34</u>

#### **Human Resources**

Auditor	5,000.00
Accountant/Bookkeeper	12,000.00
Casual Labour	24,163.54
Consultants	5,550.00
Editor	20,799.56
Executive Director	33,999.97
Office Manager	16,884.47
Photographers/Graphic Design/Layout	14,477.81
Project/Production Coordinator	70,113.41
Event Facilitators	7,213.04
Writers/Columnists/Researchers	8,698.93
Beanstream, Payroll	259.50
EI Expense	3,841.78
CPP Expense	6,786.63
Payroll Expenses	<u>10,887.91</u>
<b>Total Human Resources Expense</b>	<u>229,788.64</u>

#### **General & Administrative Expenses**

Advertising and Promotions	2,707.88
Conference Fees and Trade Shows	675.61
Computer equip & Software	595.29
Shipping & Postage	10,072.38
Dues & Subscription Expense	236.41
Board Meeting Expenses	3,359.20
Amortization Expense	254.61
Executive Director Expenses	161.71
Insurance	3,938.69
Interest & Bank Charges	3,691.68
Office Supplies	2,352.62
Miscellaneous Expense	1,124.99
Resources/Library	20.48
Rent	16,570.02
Technical Support	613.34
Travel	5,761.26
Telephone	2,709.91
Internet	1,470.73
<b>Total General &amp; Admin. Expenses</b>	<u>56,316.81</u>

**TOTAL EXPENSE** 467,628.79

**NET INCOME** 12,483.95