

ZAC
VANIER
BIA

AGM-AGA
2021



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CONSEIL/BOARD

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BOARD MEMBERS

MEMBRES DU C.A.



Mark Kaluski
Chair/Président



Morgan Eadie
Treasurer/Trésorière



Fil Correia
Director / Directeur



Drew Dobson
Director / Directeur



Ryan Goldberg
Director / Directeur



Chris Penton
Director / Directeur



Catherine Strevens-Bourque
Director / Directeur

MUNICIPAL COUNCILORS CONSEILLERS MUNICIPAUX



Mathieu Fleury
Councilor/Conseiller



Rawlson King
Councilor/Conseiller



2020

YEAR IN REVIEW,
BILAN DE L'ANNÉE



2020 GOALS / BUTS 2020

1. Events

(Beechfest, Mozaik, Partage Beechwood)

2. What's Good in the Hood

3. Montreal Road Revitalization

4. Merchant Engagement

(Ambassadors, Events, Lunch and Learns)

5 Marketing

(BIA Store/Social Media)

6. Advocacy & Partnerships

(NAC, OMIC, Ott Tourism, Apt 613)

1. Événements

(Beechfest, Mozaik, Partage Beechwood)

2. On est bien dans l'coin

3. Revitalization ch. Montréal

4. Engagement Commerçants

(Ambassadeurs, 5à 7, diners causeries)

5 Marketing

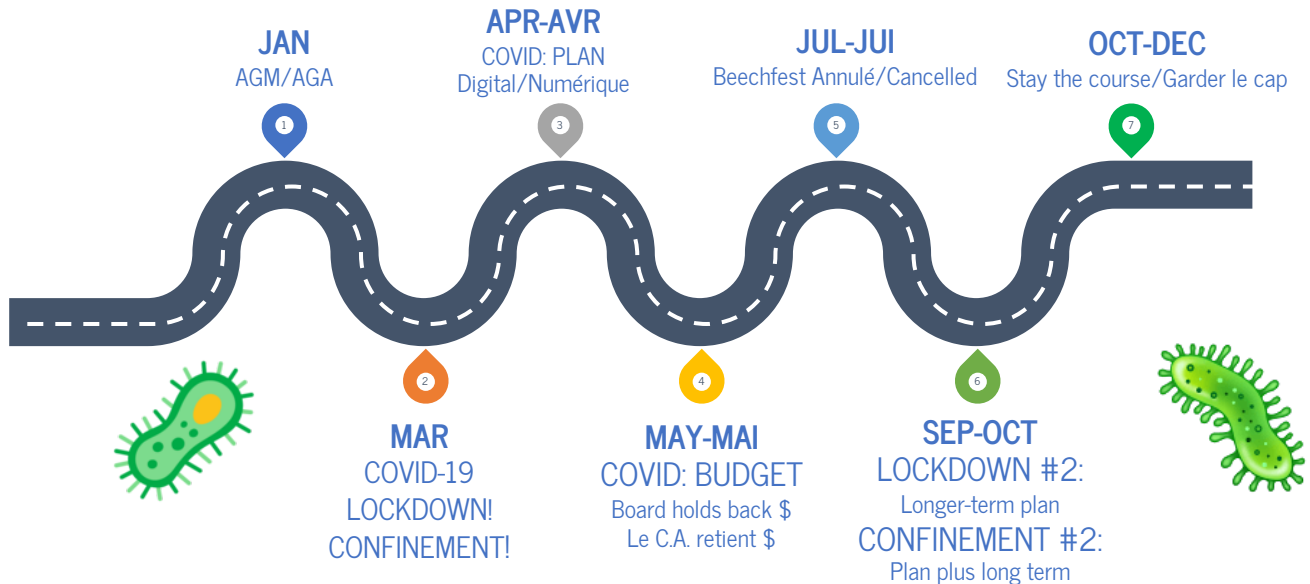
(Magasin ZAC/Médias sociaux)

6. Advocacy & Partnerships

(NAC, OMIC, Ott Tourism, Apt 613)

COVID-19

As we began implementing our 2020 goals we were faced with a **global pandemic**. We quickly adapted and went digital, assisting our members in transitioning, investing in an online store that **drove traffic to member** gift card portals, and amped up social media. By May, **the board reallocated funds** to a COVID budget centre and holds back substantial funds in the hopes of reinvesting in the fall. July saw the grim realization that there was a much longer path ahead and **Beechfest was cancelled**. The Board quickly stows away further funds to **be reinvested in future years**. We begin studying the **possibility of a 2021 levy reduction**. By the fall, infection rates are back on the rise and our businesses find themselves in a **second lockdown**. Vanier BIA lobbied through OCOBIA for data to be released. Ottawans responded and we **reopened in time for the holiday shopping** cycle. This success was short-lived and we found ourselves in a **3rd lockdown by Dec. 26th**.



2020 HIGHLIGHTS FAITS SAILLANTS



ARTS!

Despite setbacks the ZAC Vanier BIA managed to secure some pretty big wins in 2020. A substantial one and an "Ottawa Citizen Year in review Highlight" is our Dom Laporte mural tribute to Health Care Workers. One of Ottawa's biggest murals it proudly greets visitors into the be BIA at the intersection of McArthur and Vanier Parkway.



ARTS!

Another vibrant addition to our neighbourhood was the arrival of these mural planter boxes. These planters had to be placed here to protect pedestrians and cyclist but proved to be unmanageable as planters. A quick paintjob to the base, the brilliant artistry Emilie Darlington and carpentry magic of Tito Medina transformed these eye-sores into jewels. They we so popular we applied and received a grant to produce a winter version!



ARTS!

As part of our cultural curation project, we had received a grant to produce the artworks that would have arisen from an Apt613 project. Unfortunately thwarted by COVID we quickly adapted and thanks to a partnership with the Vanier community association were able to create 11 artistic electrical vinyl wrap artworks. We were especially lucky to be granted the rights to 2 Katherine Takpannie works just as she won the National Gallery award!



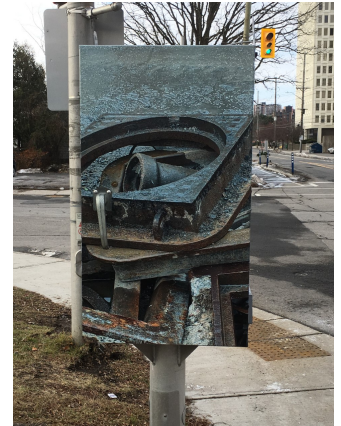
Katherine Takpannie



Brendan Burden



Katherine Takpannie



Vanier Is Paradise

MONTREAL RD. REVITALIZATION REVITALIZATION DU CH MONTRÉAL

Despite the pandemic construction began in the spring on Montreal Rd. Lower traffic rates allowed the crews to forge ahead and gain traction on the project. Accordingly, year 2 of this project finished on schedule and as planned with only slight disruptions.

HIGHLIGHTS

- ▶ Project on schedule, got ahead in spring
- ▶ Slight disruptions to merchant
- ▶ Speeding became issue but quickly curbed

FAITS SAILLANTS

- ▶ Projet sans délais, avancé au printemps
- ▶ Légères perturbations pour nos commerçants
- ▶ L'excès de vitesse est devenu problématique, mais rapidement freiné

MERCHANT ENGAGEMENT & PARTNERSHIPS

ENGAGEMENT COMMERÇANTS & PARTENARIATS

HIGHLIGHTS

- ▶ Safety and Security Roundtable
- ▶ Lobbying for merchant needs and rights
- ▶ OCOBIA very effective
- ▶ Partnership with City Public Art, community and Apt613
- ▶ Stronger community partnerships

FAITS SAILLANTS

- ▶ Table ronde de sûreté et sécurité
- ▶ Lobbying pour les besoins et droits de nos commerçants
- ▶ OCOBIA très efficace
- ▶ Partenariat avec dep. D'arts publics de la ville, la communauté et Apt613
- ▶ Partenariats communautaires


BIA STORE MAGASIN ZAC

One of the most successful projects we undertook this year was the creation of an online store. This store's first goal was to capture funds for gift cards for businesses that didn't yet have online stores. We collected and sent back over \$1,000 in gift card sales and directed over 25,000 shoppers directly to individual merchant online stores, thanks in large part to the amplification by the City's #ShopLocal campaign.

- ▶ Gift Cards / Cartes cadeaux
- ▶ Drive traffic / Augmenter visites
- ▶ T-Shirts Sales / Vente de T-Shirts



BIA STORE MAGASIN ZAC



HOW CAN YOU HELP?

Select the gift cards from your favourite stores and *Magasin ZAC*. These funds will go directly to the owners to help them through these difficult times.

There are 2 ways to help:


- BUY FROM VANIER BIA
- BUY DIRECTLY FROM OUR BUSINESSES

#BuyLocal #ShopLocal

BUSINESSES NEED YOUR HELP

Many of our businesses are still open and on the front lines contributing to our lives in these trying times. Some however, have been forced to close and face possibly devastating challenges.

Businesses, their owners and workers are the backbone of our communities. **THEY NEED YOUR SUPPORT**



BIA STORE MAGASIN ZAC

In addition to selling gift cards and driving traffic to merchant online stores we launched a very successful t-shirt campaign. The primary goal was to celebrate iconic Vanier businesses. The pandemic and mass jobs losses saw a huge rise in foodbank use. We quickly decided to turn this fun marketing initiative into into a very successful fundraiser where we raised of \$5,500 for Vanier Food security programs through Cooking for a Cause and Partage Vanier Foodbank.

 **ZAC Vanier BIA**
Published by Nathalie Carrier [?] · August 28, 2020 · 🌐

La ZAC Vanier sera parmi les Optimistes de Vanier dimanche pour vendre nos tshirts de levée de fonds. Le profits iront aux programmes de sécurité alimentaire de Vanier! Ils sont 25\$

VANIER BIA will be proudly selling our fundraising T-shirts at Centre Pauline Charron with the Vanier Optimists Club on Sunday! All proceeds go to food security programs in Vanier

Parkdale Food Centre Mathieu Fleury Apt613 Narcity Canada Rawison King

2450 views!!!



 **ZAC Vanier BIA**
Published by Nathalie Carrier [?] · May 26, 2020 · 🌐

We delivered almost 100 T-shirt orders today! So far the sale of these shirts has helped us contribute to the #CookingForACause program which has donated 1000 meals to our Partage Vanier foodbank! And the best part? Those meals were made in our local restaurants which helps them stay afloat too! You wear fun tees, people get fed and businesses survive! Everyone wins! We've ordered more too so if you don't have you're yet go to www.vanier-bia.myshopify.com and get some now!

... See More

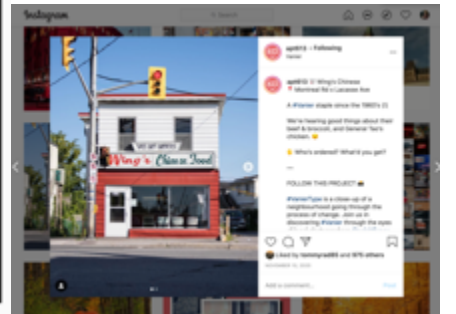
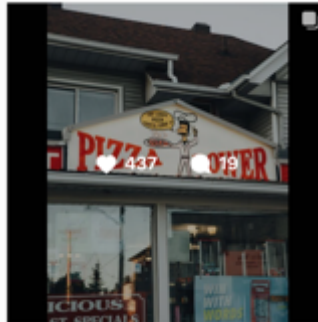
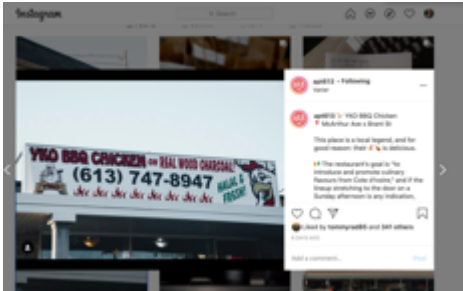
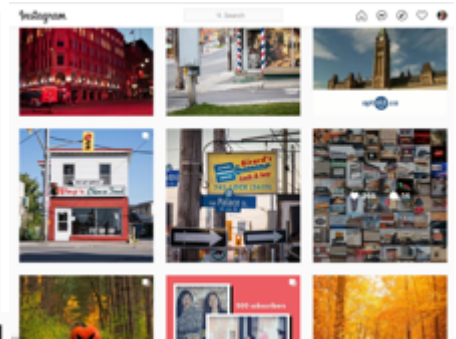
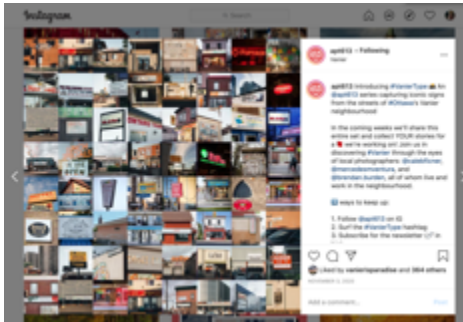
17,793 reach + 2,297 post clicks!!



CULTURAL CURATION CONSERVATION CULTURELLE



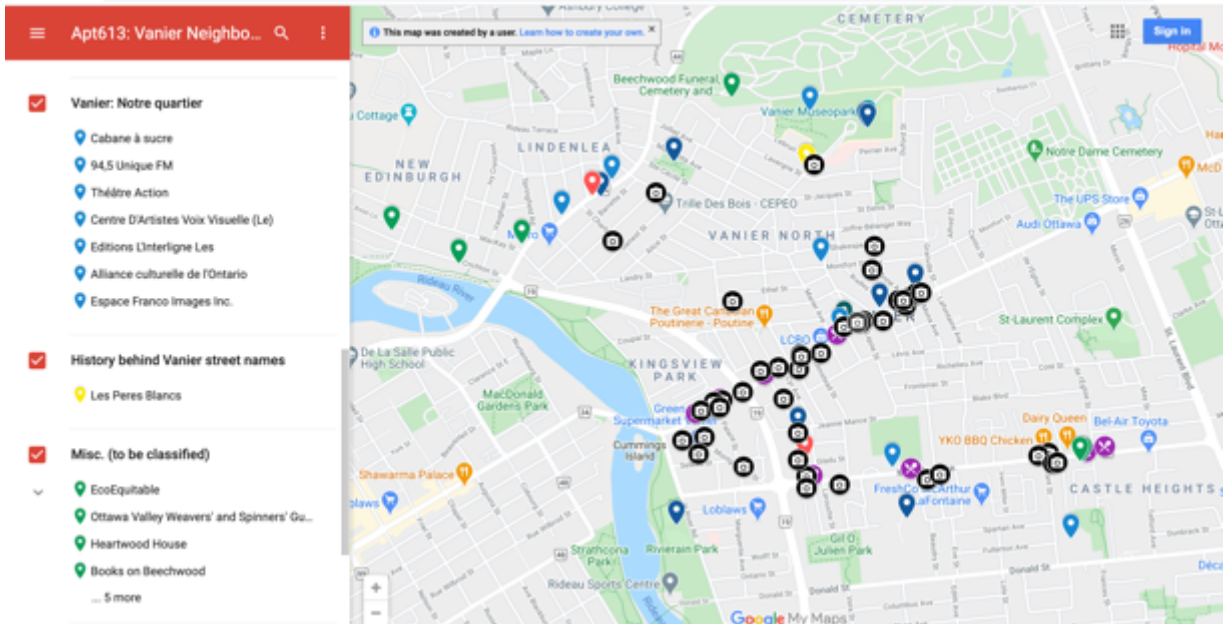
After successful collaborations in 2019, we embarked on a cultural curation project with APT613 in 2020. Unfortunately, COVID prevented much of the planned events and activities from being executed. We did manage to salvage the Vanier Typography project that captured the iconic typography of our businesses through the lenses of three acclaimed photographers who are also Vanier residents: Brendan Burden, Mercedes Ventura and Caleb Ficer.



CULTURAL CURATION CONSERVATION CULTURELLE



Another portion of the Cultural Curation project that we salvaged was a cultural economic assets map. This interactive map plots out all the cultural assets in our community: Galleries, event spaces, francophone, Inuit, historical, etc... This data can now be used for grants and community initiatives.



CULTURAL CURATION CONSERVATION CULTURELLE



And finally, we have luckily captured all the footage for three APT613 Hidden Gems shows that featured our businesses!



By Nathalie Freynet and Shawn Katuwapitiya of [Bytown Bites](#)

SOCIAL MEDIA MÉDIAS SOCIAUX

As the world went into lockdown the Vanier BIA ramped up online outreach.

Alors qu'on s'est retrouvé en confinement, la ZAC Vanier a intensifié sa sensibilisation en ligne..



SOCIAL MEDIA / MÉDIAS SOCIAUX

We ramped up social media and saw great reach and success. It led to hiring social media and web summer students thanks to a Canada Summer Students Program grant. Our social improved so much we kept one of these students on permanently.

The image shows a Facebook post for 'ZAC Vanier BIA' with a background of macarons. The post text reads: 'HELP VANIER BIA BUSINESSES! AIDEZ LES ENTREPRISES de la ZAC VANIER!'. Below the post, there are two performance summary boxes. The first box shows '25,180 People Reached' and '1,997 Engagements', with a 'Boost Again' button. The second box shows 'Boosted on Mar 26, 2020 By Nathalie Carrier' with 'Completed' status, and 'Boosted on Mar 26, By Nathalie Carrier'. It also displays 'People Reached' metrics: 22.8K for the post and 1.5K for the engagement. A 'View Results' link is present. To the right of the post is a 'Performance for Your Post' section with a table of engagement metrics.

Performance for Your Post		
25,180 People Reached		
1,637 Reactions, Comments & Shares		
1,165 Like	1,165 On Post	0 On Shares
368 Love	352 On Post	16 On Shares
3 Haha	3 On Post	0 On Shares
10 Wow	10 On Post	0 On Shares
2 Sad	2 On Post	0 On Shares
4 Angry	4 On Post	0 On Shares
42 Comments	19 On Post	23 On Shares
59 Shares	50 On Post	9 On Shares
577 Post Clicks		
144 Photo Views	216 Link Clicks	217 Other Clicks

SOCIAL MEDIA / MÉDIAS SOCIAUX

Here are some of our most successful posts and their analytics.

ZAC Vanier BSA
Published by Nathalie Carrier · April 16, 2020 · 🌐

Craving the city's best smoked meat?? Did you know Bobbly's Table has take out and delivery within Vanier?? Order by telephone 514-740-8333. They also have prepared frozen meals!! 🍴 vous avez envie d'un bon smoked meat? sachez-vous que Bobbly's table font gratuitement à Vanier! vous pouvez aussi commander. Téléphonez 514-740-8333 pour placer votre commande! 🍴



Performance for Your Post
2,187 People Reached

131 Reactions, Comments & Shares

54	24	30
👍 Like	👍 Post	👍 Shares
2	1	1
🗨️ Comment	👍 Post	👍 Shares
49	0	41
👍 Comment	👍 Post	👍 Shares
11	10	1
👍 Share	👍 Post	👍 Shares
208	0	185
👍 Post Clicks	👍 Link Clicks	👍 Other Clicks

NEGATIVE FEEDBACK
👎 Hide All Posts
👎 Report as Spam
👎 Unlike Page

Reported posts may be filtered from what appears on posts.

Get More Likes, Comments and Shares
What you loved this post, you'll love it in more posts.

2,187 People Reached 229 Engagements [Boost Post](#)

ZAC Vanier BSA
Published by Nathalie Carrier · April 28, 2020 · 🌐

Le ZAC Vanier sera parmi les Optimistes de Vanier dimanche pour vendre nos t-shirts de soutien de fonds. Le profits vont au programme de subvention alimentaire de Vanier de son site [VNIER BSA](#) will be proudly selling our fundraising T-shirts at Centre Pauline Charron with the Vanier Optimists Club on Sunday! All proceeds go to food security programs in Vanier.
Vanier Food Centre Matthew Henry April 23. Nouvelle Canada Fashion King



Performance for Your Post
2,450 People Reached

112 Reactions, Comments & Shares

84	14	50
👍 Like	👍 Post	👍 Shares
10	3	7
🗨️ Comment	👍 Post	👍 Shares
25	0	17
👍 Comment	👍 Post	👍 Shares
13	15	2
👍 Share	👍 Post	👍 Shares
160	0	140
👍 Post Clicks	👍 Link Clicks	👍 Other Clicks

NEGATIVE FEEDBACK
👎 Hide All Posts
👎 Report as Spam [Unlike Page](#)

Reported posts may be filtered from what appears on posts.

ZAC Vanier BSA
Published by Nathalie Carrier · May 26, 2020 · 🌐

We delivered almost 100 T-shirt orders today! So far the sale of these shirts has helped us contribute to the #CaringforOttawa program which has donated 1000 meals to our Parlage Vanier foodbank! And the best part? These meals were made in our local restaurants which helps them stay afloat too! You wear fun tees, people get fed and businesses survive! Everyone wins! We've ordered more too so if you don't have you're get go to [www.zacvanier.bsa.nycny.org](#) and get some more!



Performance for Your Post
17,793 People Reached

187 Reactions, Comments & Shares

83	81	32
👍 Like	👍 Post	👍 Shares
35	21	10
🗨️ Comment	👍 Post	👍 Shares
1	0	1
👍 Share	👍 Post	👍 Shares
1	1	0
🗨️ Comment	👍 Post	👍 Shares
15	12	3
👍 Comment	👍 Post	👍 Shares
16	16	0
👍 Share	👍 Post	👍 Shares
2,297	0	930
👍 Post Clicks	👍 Link Clicks	👍 Other Clicks

NEGATIVE FEEDBACK
👎 Hide All Posts
👎 Report as Spam [Unlike Page](#)

Reported posts may be filtered from what appears on posts.

ZAC Vanier BSA
Published by Nathalie Carrier · June 5, 2020 · 🌐

THE WAIT IS OVER! SEE YOU FINALLY ON DIMANCHE VENDREDI!!

In light of salons reopening in Gatineau but not in Ottawa we want to encourage you all to visit for HIGHER sales, YOUR real bars and HIGHER spirit! Bien que les salons rouvrent à Gatineau nous vous encourageons à attendre VOTRE salon, VOTRE salon pour singles et VOTRE que nous pourrions profiter! #ZACVanierBsa #ZACVANIERBSA



Performance for Your Post
7,300 People Reached

289 Reactions, Comments & Shares

166	76	90
👍 Like	👍 Post	👍 Shares
45	10	26
🗨️ Comment	👍 Post	👍 Shares
1	0	1
👍 Share	👍 Post	👍 Shares
1	5	1
🗨️ Comment	👍 Post	👍 Shares
1	0	0
👍 Share	👍 Post	👍 Shares
18	16	38
👍 Comment	👍 Post	👍 Shares
29	27	2
👍 Share	👍 Post	👍 Shares
443	0	467
👍 Post Clicks	👍 Link Clicks	👍 Other Clicks

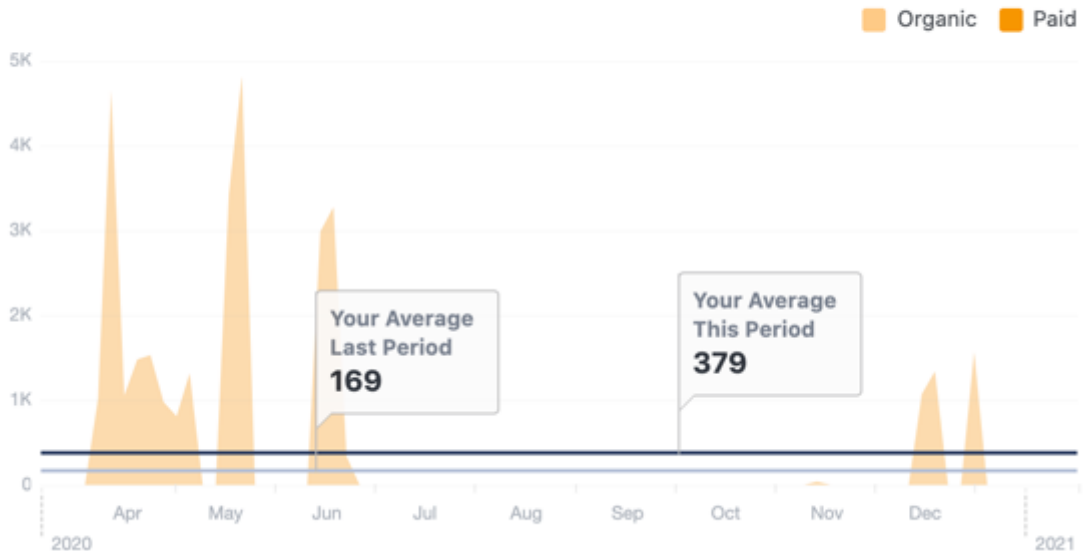
NEGATIVE FEEDBACK
👎 Hide All Posts
👎 Report as Spam [Unlike Page](#)

Reported posts may be filtered from what appears on posts.

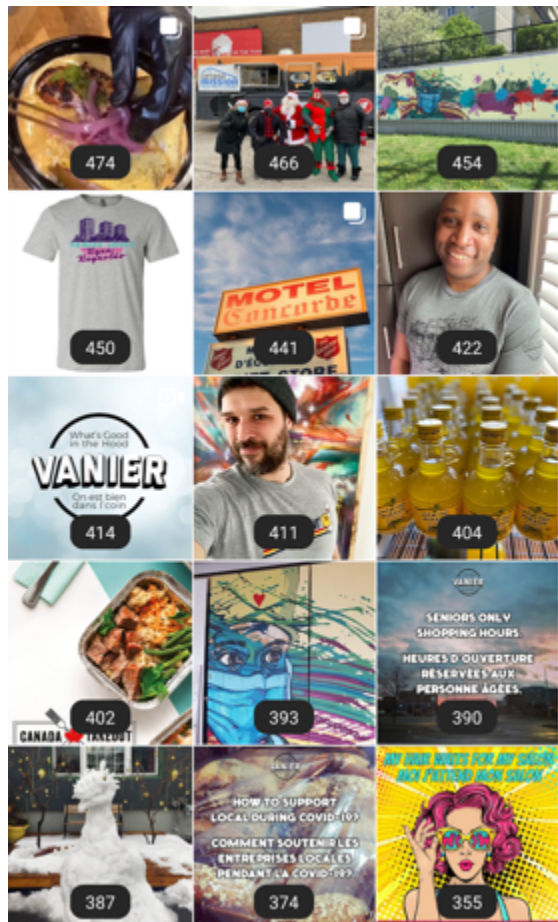
SOCIAL MEDIA / MÉDIAS SOCIAUX

Post Reach

The number of people who saw any of your posts at least once. This metric is estimated.



SOCIAL MEDIA / MÉDIAS SOCIAUX - INSTAGRAM



Accounts Reached

1,126 accounts

+80.7% vs Nov 19 - Dec 18



Accounts reached from Dec 19 - Jan 17

Impressions **8,388**

+192.2% vs Nov 19 - Dec 18

Account Activity **339**

Profile Visits **323**

+70% vs Nov 19 - Dec 18

Website Taps **16**

+300% vs Nov 19 - Dec 18

SOCIAL MEDIA / MÉDIAS SOCIAUX COMMUNITY / COMMUNAUTÉ

 **ZAC Vanier BIA**
Published by Nathalie Carrier [?] · December 4, 2020 · 🌐

Thanks to the generous donations of our Members at Bobby's Table, Chartwells New Edinburgh, Metro Beechwood, Tim Hortons Montreal Road and [Quelque Chose Pâtisserie](#) we served almost 700 breakfasts during this morning's www.snowflakebreakfast.com raising almost 50k for PartageVanier Foodbank!! There's still time to give!

Merci à nos membres qui ont faits le don de 700 déjeuners dans le cadre du www.dejeunerdesflocons.com qui a amassé presque 50,000 \$ merci à tous les bénévoles!![Mathieu Fleury Rawlson King](#)



Performance for your Post

6,669 People Reached

232 Reactions, Comments & Shares

155

 Like

70

On Post

85

On Shares

41

 Love

20

On Post

21

On Shares

6

 Wow

6

On Post

0

On Shares

22

Comments

7

On Post

15

On Shares

8

Shares

7

On Post

1

On Shares

1,187 Post Clicks

615

Photo Views

32

Link Clicks

540

Other Clicks

Over \$5,000 donated from merchants. - Plus de 5,000\$ en dons de la ZAC

SOCIAL MEDIA / MÉDIAS SOCIAUX COMMUNITY / COMMUNAUTÉ



Performance for Your Post

601 People Reached

31 Reactions, Comments & Shares

17 Like	16 On Post	1 On Shares
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8 Love	8 On Post	0 On Shares
------------------	---------------------	-----------------------

4 Comments	3 On Post	1 On Shares
----------------------	---------------------	-----------------------

2 Shares	2 On Post	0 On Shares
--------------------	---------------------	-----------------------

36 Post Clicks

2 Photo Views	0 Link Clicks	34 Other Clicks
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NEGATIVE FEEDBACK

0 Hide Post **0** Hide All Posts

0 Report as Spam **0** Unlike Page


Reported stats may be delayed from what appears on posts

100% Merchant funded!!
100% financé par nos commerçants

SOCIAL MEDIA / MÉDIAS SOCIAUX COMMUNITY / COMMUNAUTÉ

ZAC Vanier BIA
Published by Nathalie Carrier [1] · December 19, 2020 · 🌐

What a holiday boost!!! Today Vanier Biz owner @CathieOrfalie lead the donation of 250 meal bags in our community! Thx @metro on Beechwood, @OttawaMission, Dumouchel, Moussa Market & joined in! What a beautiful day!! Lucille Collard Mathieu Fleury!! // aujourd'hui grâce au leadership de catchier Orfalie Les entreprises de Vanier ont donné 250 sac de nourriture à nos voisins! Quelle superbe expérience qui deviendra une tradition annuelle!



Performance for Your Post

3,376 People Reached

132 Reactions, Comments & Shares (👤)

76 👍 Like	53 On Post	23 On Shares
34 ❤️ Love	19 On Post	15 On Shares
2 😂 Haha	2 On Post	0 On Shares
18 Comments	3 On Post	15 On Shares
2 Shares	2 On Post	0 On Shares

358 Post Clicks

213 Photo Views	2 Link Clicks (👤)	143 Other Clicks (👤)
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NEGATIVE FEEDBACK

1 Hide Post	0 Hide All Posts
0 Report as Spam	0 Unlike Page

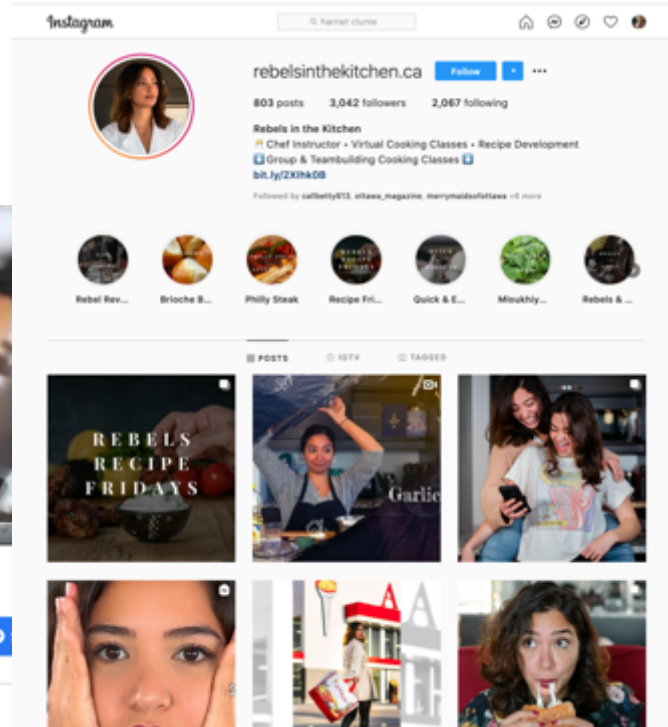
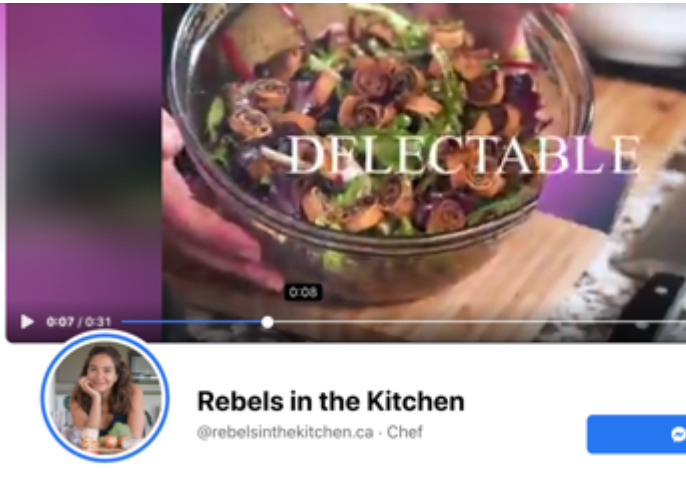
Reported stats may be delayed from what appears on post

100% Merchant funded!
100% financé par nos commerçants!

SOCIAL MEDIA / MÉDIAS SOCIAUX

CONTENT CURATION / CRÉATION DE CONTENU

We hired Rebels in the Kitchen a local Vanier team to create cooking videos inspired by ingredients from our local stores. This campaign coupled with prizing was a tremendous success. They produced 3 show for us broadcast live on Facebook and shared on multiple platforms.



SOCIAL MEDIA / MÉDIAS SOCIAUX

CONTENT CURATION / CRÉATION DE CONTENU



Rebels in the Kitchen posted a video to playlist
Delectable Home Cooking With Rawan.

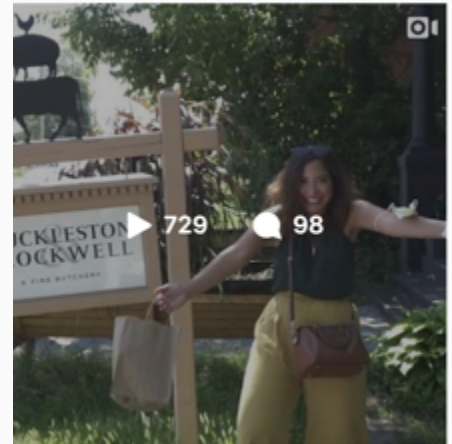
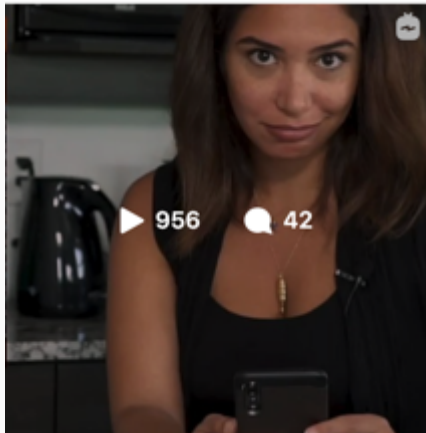
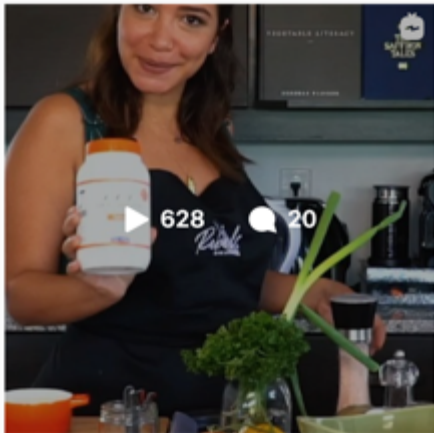
August 25, 2020 · 🌐

EPISODE 4 HIGHLIGHTS: YKO BBQ Chicken Stuffed Buns

Did you forget to tune in to our "Live" last Sunday, August 23rd?! You know we never leave you hanging so here is a short video of that episode of "Delectable Home Cooking with Rawan" which was sponsored by the [Quartier Vanier BIA - QVBIA](#) and featured scrumptious BBQ chicken from [YKO BBQ Chicken](#) and products from [Green Fresh Supermarket](#) in Vanier.

👉 Don't forget to go to our GIVEAWAY post and enter to win 1 of 2 \$100 Gift C... [See More](#)

...



SOCIAL MEDIA / MÉDIAS SOCIAUX

CONTENT CURATION / CRÉATION DE CONTENU

We hired Harriet Clunie, former owner of the Beechwood GastroPub to do 3 at-home cooking shows featuring products from our merchants. The shows were very successful and got an average of 2000 views each!



Refreshing Bulgur Salad with Halloumi Cheese | scrap cooking | Recipe

2,472 views • Jul 3, 2020

77 0 SHARE SAVE ...

2021

ANNUAL GOALS

OBJECTIFS DE L'ANNÉE



1. COVID Plan - Assistance and Recovery Plan COVID - Assistance et récupération

(Mark & Morgan)

- Promote, Grow & Re-Ignite
- One-time 25% levy reduction
- Continued digital efforts
- Promouvoir, développer et renforcer
- Rabais de 25% du prélèvement annuel (une fois)
- Poursuite des efforts numériques



2. Development – Physical and Economic Développement – Physique et économique

(Ryan & Drew)

- Revitalization of Montreal Rd. project and working group
- Other residential & commercial development projects on our Mainstreets
- Economic Development (Retention and Attraction)
- Projet de Revitalisation du ch. Montréal et son groupe de travail
- Autres projets résidentiels et commerciaux sur nos rues principales traditionnelles
- Développement économique (Retenir et attirer)

3. Merchant Engagement

Engagement des commerçants

(Catherine, Fil & Drew)

Street Ambassadors / Embassadeurs

- Beechwood: Catherine Strevens Chartwells
- Ch. Montreal Rd: Drew Dobson-Finnegan's Pub
- McArthur: Fil Correia-Mario's Food Centre

- Digital Town Halls

- Safety and Security
- Digital Mainstreets
- Economic Recovery

- Rencontres en ligne

- Sureté et sécurité
- Digital Mainstreets
- Economic Recovery



4. Marketing & Promotions

(Morgan & Chris)

- “Digital Mainstreets” & “Influencers”
- Montreal Road Construction Campaign
- Vanier BIA store
- Community and Merchant Events
 - Snowflake Breakfast
 - Community placemaking
- “Digital Mainstreets” & “Influencers”
- Campagne de construction ch. Montréal
- Vanier BIA store
- Événements Communautaire et pour commerçants
 - Déjeuner des flocons
 - Création d’espaces



5. Advocacy and Partnerships

Plaidoyance et partenariats

(Mark)

- **Government (Municipal, Provincial & Federal)**
Gouvernement (Municipal, provincial et federal)
- **OCOBIA-COZACO**
- **OTHERS/AUTRES:**
 - Apt613
 - House of PainT
 - Ottawa Tourism & Film Office
 - Ottawa Festival Network
 - CNA-NAC



BUDGET



BUDGET 2020

	Budget	Actuals
REVENUES		
Levy /Prélèvement	\$ 383,000	\$ 363,426
Reserves/Réserves 2020	-	
Grants/Subventions	\$10,000	\$ 15,800*
Sales revenue	-	\$5,883
TOTAL	\$393,000	\$381,034
EXPENDITURES / DÉPENSES		
Administration	\$183,100*	\$229,351*
Advertising & Promo	\$60,900	\$6,818
Maintenance	\$46,000	\$47,017
Digital Mainstreets	-	\$1,204
COVID	-	\$47,674
TOTAL	\$393,999	\$333,346

*Final numbers are not yet in, approx. 20k more to come

BUDGET 2021

REVENUES

	Levy /Prélèvement	\$281,313
	Reserves/Réserves 2020	\$55,000
	Grants/Subventions	\$75,000
	TOTAL	\$401,813

EXPENDITURES / DÉPENSES

	Administration	\$211,250
	Advertising & Promo	\$6,600
	Maintenance	\$89,000
	Digital Mainstreets	\$25,000
	COVID	\$95,000
	TOTAL	\$401,850



COVID 2021

COVID-19		
	Advertising & Promo	\$25,000
	Professional Services	\$13,000
	Community Events	\$ 5,000
	Artist Services	\$15,000
	Artwork	\$10,000
	TOTAL	\$95,0000



ZAC VANIER BIA

