

FRIENDS OF WABAKIMI 2023 BUDGET -- Adopted Jan. 15, 2023

Ont. Corp. #1922137

\$CAD \$US

\$CAD

REVENUES	Projected		Projected units	Notes/Assumptions for 2023	2022	
	\$CAD	\$US			Budget	Actual
Operating Revenues				\$1 CAN = \$0.75 US		
Memberships	\$5,000	\$3,750	300 units	Conservative estimate; membership push for 2023!	6500	\$4,697
Gross Sale of Goods - Map Booklets printed	\$2,000	\$1,500	150 units	\$40 average price; fewer printed sold	8000	\$5,264
Gross Sale of Goods - Map Booklets PDF	\$3,000	\$2,250		70% of our map volumes now sold this way		
Gross Sale of Goods - Folding Maps	\$5,250	\$3,938	150 units	\$35 average price. Project 50% increase with update.	7000	\$3,605
Gross Sale of Goods - Rolled Planning Maps	\$500	\$375	15 units	\$67 average price	1000	\$362
Gross Sale of Goods - CDs	\$100	\$75	5 units		100	\$0
Gross Sale of Guide Books	\$5,000	\$3,750	120 units	\$50 average price	6000	\$5,076
Gross Sale of general swag	\$400	\$300			600	\$192
Total Operating Revenues	\$21,250	\$15,938			29200	\$19,197
Non Operating Revenues						
Sponsorships	\$0					
Rendezvous revenue	\$0				6000	\$5,073
Grants	\$0					
Donations, gifts & in kind donations	\$500	\$375			500	\$0
Wabakimi Art Print Sales	\$925	\$694		Show sales and Creative Company Sales		
Fundraising general revenue	\$3,750	\$2,813		Fundrsng effort to help pay for planning map update	1000	\$0
Fundraising Park Project TBD Fall 2023	\$8,000	\$6,000		Offset by line 51	8000	\$6,125
Total Non- Operating Revenues	\$13,175	\$9,881			15500	\$11,198
Total Revenues	\$34,425	\$25,819			44700	\$30,395
EXPENSES						
Operating Expenses						
Bank Fees and Charges	\$0	\$0			50	\$0
Bookkeeping fees	\$0	\$0				\$0
Office Supplies	\$0	\$0				\$0
Printing and photocopying	\$300	\$225			300	\$0
Shipping and Postage, Customs Fees, HST	\$1,700	\$1,275		Shipping costs will reduce with PDF download map booklets	3600	\$2,293

Website hosting and domain name renewal	\$300	\$225
Website development and consultation	\$0	\$0
Software (CorelDraw)	\$650	\$488
Dropbox and Mailerlite	\$400	\$300
Website:membership/store (Wild Apricot)	\$6,500	\$4,875
Cost of goods for sale - Map booklets	\$880	\$660
Cost of Goods for sale - Folding maps	\$1,200	\$900
Cost of goods for sale - Planning maps	\$0	\$0
Cost of goods for sale - Vandiver CDs	\$0	\$0
Cost of goods for sale - Guidebook	\$2,400	\$1,800
Cost of goods for sale - Wabakimi print	\$200	\$150
Cost of goods for sale - general swag	\$400	\$300
Inventory adjustment	\$0	\$0
Cost of graphics work	\$0	\$0
PayPal fees	\$1,000	\$750
Advertising and promotional literature	\$2,000	\$1,500
Cost of fundraising activities	\$500	\$375
Special projects (Park projects TBD Fall 2021)	\$8,000	\$6,000
Expedition fees		
Event Registration and Exhibitor booth fees	\$1,500	\$1,125
Travel, Accommodation and meals	\$900	\$675
D & O Liability Insurance	\$1,200	\$900
General Liability Insurance	\$0	\$0
Wabakimi Rendezvous	\$0	\$0
Memberships and Affiliations	\$380	\$285
Taxes, permits and licenses	\$0	\$0
Total operating expense	\$30,410	\$22,808
Non-recurring expenses		
Outstanding donation - bird meter	\$6,000	\$4,500
Cost of planning map development	\$4,800	\$3,600
Director and Officer training	\$0	\$0
Government fees	\$0	\$0
Legal and professional fees	\$500	\$375

FOW website	500	\$0
	500	\$0
Software for recreating/updating our map booklets.		\$0
Document storage & Newsletter		\$341
This covers 2 years, so no cost in 2024.	1000	\$0
40 units @ \$22.00 (\$CAN) We have a good inventory.	3450	\$2,871
100 units @ \$12.00 (\$CAN)	2700	\$589
0 units @ \$32US. Have 20, sold 8 last year.	0	\$0
0 units @(\$225us for 30)	0	\$0
100 units @ \$24CAN ea	4800	\$1,154
100 units @ \$2CAN ea		\$69
stickers, mugs, badges, hats	400	\$2,186
Aiming for no change in inventory levels	0	\$785
	800	\$565
approx 4%	1500	\$998
Ads in journals, magazines, mailouts, Facebook	2000	\$1,007
appeal mailings, misc. etc	1000	\$0
Offset by line 23	8000	\$565
TBD		
Toronto, Canoecopia, Midwest Mountaineering	1500	\$1,044
Toronto Show this year.	800	\$368
HUB International	950	\$1,038
For expeditions		\$0
	8000	\$7,519
ONN, Ontario Nature Network	140	\$113
		\$0
	41990	\$23,504
We make direct purchase of 5 + song meters.		
Reviewing bids -- might be less	1500	\$0
		\$0
		\$0
Could be more	500	\$0

Total non-recurring expenses	\$11,300	\$8,475
Total Expenses	\$41,710	\$31,283
Net Income (Loss)	-\$7,285	-\$5,464

2000	\$0
43990	\$23,504
710	\$6,891

This includes a 2 year Wild Apricot payment of \$6500.

Net Income 2022	\$6,891
Total Cash Balance at 31/12/2021	\$18,973
Total Cash Balance at 31/12/2022	\$26,648

This income includes \$6000 for bird meters, not yet spent.

This balance includes \$6000 for bird meters, not yet spent.
AND \$1,348 CAD raised for Kiosks.

EOY Map booklet inventory	135
EOY Folding map inventory	67
EOY Planning map inventory	19
EOY Guidebook inventory	31
EOY CD inventory	

Comment. If you take into account that we have a \$6000 expense budgeted in 2023 for the bird meter donations made and listed as revenue in 2022, that explains our inflated income of \$6890.69 in 2022, and our large predicted loss of \$7285 in 2023. Our predicted loss is also inflated by paying for 2 years of wild Apricot in 2023, as well as planning map development costs.