

**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
<b>Operating Revenues</b>				\$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
<b>Total Operating Revenues</b>	<b>\$21,250</b>	<b>\$15,938</b>			<b>29200</b>	<b>\$19,197</b>
<b>Non Operating Revenues</b>						
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
<b>Total Non- Operating Revenues</b>	<b>\$13,175</b>	<b>\$9,881</b>			<b>15500</b>	<b>\$11,198</b>
<b>Total Revenues</b>	<b>\$34,425</b>	<b>\$25,819</b>			<b>44700</b>	<b>\$30,395</b>
<b>EXPENSES</b>						
<b>Operating Expenses</b>						
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
<b>Total operating expense</b>	<b>\$30,410</b>	<b>\$22,808</b>
<b>Non-recurring expenses</b>		
<b>Outstanding donation - bird meter</b>	<b>\$6,000</b>	<b>\$4,500</b>
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, Canoeopia, 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.**