

AFOA BC

STATEMENT OF REVENUES AND EXPENSES

Forecast for the 12 months ending March 31, 2021

	Actuals	Annual Budget	Variance
REVENUE			
DISC Core funding	85,000	85,000	0
DISC Program funding - current year	165,500	369,965	(204,465)
DISC Program funding - prior year	20,000	82,535	(62,535)
Class action workshops	71,428	112,800	(41,372)
Western Diversification funding	110,000	0	110,000
Conferences	25,450	420,000	(394,550)
Workshops	32,831	105,000	(72,169)
Salary report sales	3,200	10,000	(6,800)
Individual AFOA BC memberships	60,694	80,000	(19,306)
Corporate AFOA BC memberships	13,113	15,000	(1,888)
Investment revenue	19,764	26,000	(6,236)
Other revenue	4,254	0	4,254
CEWS Funding	88,481	0	88,481
	699,715	1,306,300	(606,585)
COST OF SERVICE DELIVERY			
DISC Program expenses	67,721	407,250	339,529
Class Action costs	44,035	95,000	50,965
Western Divesification costs	62,000	0	(62,000)
Conferences	50,043	150,000	99,957
Workshops	28,212	53,200	24,988
Other costs of Service Delivery	72	1,900	1,828
	252,083	707,350	455,267
Gross Margin	447,632	598,950	(151,318)
OPERATING EXPENSES			
Office rent	45,668	61,356	15,688
Equipment leases	13,217	9,900	(3,317)
Office and printing supplies	1,756	2,400	644
Postage and courier	1,436	2,000	564
Telephone	1,410	2,696	1,286
Staff cell phones	3,787	3,600	(187)
Office file storage	2,300	0	(2,300)
Agency insurance	2,626	2,760	135
Marketing	2,600	17,500	14,900
Licenses and permits	2,646	2,350	(296)
Bank and TELPAY charges	2,315	2,000	(315)
Bad debts	0	0	0
Internet and website	2,742	9,144	6,402
Office IT Services	9,781	2,180	(7,601)
Internet	715	0	(715)
Online marketing services	2,570	0	(2,570)

NOTE: this was posted in F2020 as per ISC
but was earmarked for 2021 core

Website maintenance & development	4,879	0	(4,879)
Software licenses	5,612	0	(5,612)
Accounting services	24,600	42,000	17,400
Audit fees	12,500	15,000	2,500
Consultant services	7,900	7,500	(400)
Legal services	0	3,000	3,000
Professional services	9,718	0	(9,718)
Salaries, wages and benefits	267,960	311,300	43,340
Staff travel - operations	3,548	9,000	5,452
Staff Events, Gifts	1,239	0	(1,239)
Director honorariums	4,500	21,000	16,500
Director travel	10,749	31,900	21,151
Director meeting rooms	1,108	2,000	892
Annual general meeting	3,616	10,150	6,534
Strategic planning	0	0	0
AFOA Canada conference	0	14,200	14,200
Advisory committee	0	9,614	9,614
Investment management fees	3,114	4,400	1,286
	<u>456,612</u>	<u>598,950</u>	<u>142,338</u>

NET OPERATING SURPLUS (DEFICIT) (8,979) 0 (8,979)

Deferred Revenue

ISC - Capacity Development - F2020	40,000
ISC - NORM Project	22,535
ISC - Capacity Development - F2021	80,000
ISC - FAMC - F2021	7,500
LEDSCP	50,000
Audit prep/10 year grant	50,000
Class Action Workshops	23,810
Individual memberships	17,657
	<u>291,502</u>

Accrued Expenses

Western Divesification costs	30,000	Mike B
Class Action costs	0	
Workshops	14,200	PSD, 50% of Active8, PWF, Chouhan
Salaries & benefits	14,843	
Accounting services	3,000	
	<u>62,043</u>	

*Audit fee of \$12,500 already accrued