

	2022 BUDGET	2021 Annual Budget	2020 Actuals
REVENUE			
DISC Core funding	-	85,000	153,000
DISC Program funding - current year	317,300	250,000	
DISC Program funding - previous year	220,882	82,535	485,935
Other funding	60,000	150,000	
Conferences	307,000	175,500	241,366
Workshop fees	153,400	75,000	222,479
Salary report sales	2,000	10,000	3,200
Membership	130,000	80,000	79,031
Job Postings	6,000		
Investment revenue	24,000	26,000	28,811
Other revenue		5,000	16,715
	1,220,582	1,091,835	1,230,537
COST OF SERVICE DELIVERY			
DISC Program expenses - current year	273,070	282,655	0
DISC Program expenses - previous year	169,500		
Other funders	23,500	120,000	
Conferences	194,550	120,000	168,645
Workshops	44,000	37,500	434,257
STRIPE transaction charges			0
Salary survey contractor			400
Delivery and courier charges		1,900	1,213
	704,620	657,055	604,815
Gross Margin	515,962	434,780	655,047
OPERATING EXPENSES			
Office rent	-	46,017	60,554
Equipment leases	1,556	9,900	7,284
Office and printing supplies	1,200	2,400	14,623
Postage and courier	-	2,000	551
Telephone	1,680	2,696	11,931
Staff cell phones	3,600	3,000	1,222
Office file storage	-	0	13,967
Agency insurance	2,760	2,760	3,768
Marketing	14,000	9,500	7,523
Licenses and permits	2,350	2,350	1,996
Bank and ADP charges	2,000	2,000	4,318
Internet and website	12,150	8,694	5,207
Hardware and software	7,860	3,750	332
Accounting services	30,000	21,000	50,618
Audit fees	15,000	15,000	11,770
Consultant services	30,000	0	7,713
Legal services	1,000	3,000	1,499
Professional services	-	0	1,204
Salaries, wages and benefits	311,666	271,000	268,780
Staff travel - operations	6,000	3,000	12,356
Director honorariums	16,800	21,000	20,708
Director travel	21,300	23,800	35,519
Director meeting rooms	1,500	0	827
Annual general meeting	7,150	10,150	7,404
Strategic planning			0
AFOA Canada conference	12,600	0	12,295
Advisory committee	-	0	147
Investment management fees	4,400	4,400	4,711
	506,572	467,417	568,828
NON-OPERATING EXPENSES			
Amortization			3,126
Gain/loss on disposal of assets	-	10,000	5,036
Realized gain (loss) on investments			
Unrealized gain (loss) on investments			(19,534)
NET SURPLUS (DEFICIT)	9,390	(\$22,637)	\$111,633