

# 2023 Budget

**DRAFT Oct 11, 2022**

- Full year 2022 projection
- 2023 Budget assumptions
- Overview of draft 2023 budget
- Feedback and input

The logo for Walaia, featuring the word "Walaia" in a bold, black, sans-serif font. The letters are thick and blocky, with a slightly irregular, hand-drawn feel. The 'W' is particularly prominent, with a wide base and a sharp peak. The 'a's are rounded and the 'i's are simple vertical strokes. The logo is positioned on the right side of the slide, against a white background that is separated from the dark grey background of the left side by a diagonal line.

# 2022 Forecast

2022	Year to Date - September 2022				Full Year Forecast		
	Actual	Budget*	Variance	% Budget	Forecast	Budget	% Budget
<b>Sales</b>	24,822	46,930	-22,108	53%	33,200	\$73,630	45%
<i>Cost of Goods</i>	-15,577	-39,196	23,619	40%	-20,770	-\$54,050	38%
Groups	72,508	64,628	7,881	112%	104,800	\$91,714	114%
Individuals	31,075	26,618	4,458	117%	44,900	\$51,786	87%
<b>Total Contributions</b>	<b>103,584</b>	<b>91,245</b>	<b>12,338</b>	<b>114%</b>	<b>149,700</b>	<b>\$143,500</b>	<b>104%</b>
Events	0	\$3,500	0	N/A	\$0	\$3,500	0%
<b>Gross Income</b>	<b>112,828</b>	<b>102,479</b>	<b>10,349</b>	<b>110%</b>	<b>162,100</b>	<b>\$166,580</b>	<b>97%</b>
<i>Expenses</i>	-123,905	-123,930	25	100%	- 161,900	-\$166,557	97%
<b>Net Income</b>	<b>-11,077</b>	<b>-21,451</b>	<b>10,374</b>	*	\$ 200	\$23	*

# 2023 Budget Assumptions

- Revenue from chips/literature sales is unlikely to increase materially in 2023; in-person meetings resuming slowly
- Contributions from groups and individuals expected to continue modest growth levels
- Balanced budget requires 7% increase to contribution targets
- Modest salary increase 5% to reflect cost of living
- *Gala* revenue and expenses expected to net zero
- Committee budgets increase slightly but not to 2019 levels

# Prior Year Comparison



		2023 Draft Budget	2022 Forecast	2021 Actual	2020 Actual	2019 Actual
<b>Income</b>						
Sales of chips and literature, other		36,000	33,200	28,561	23,837	75,130
Contributions from groups and individuals		160,000	149,700	120,038	154,322	130,050
Gala tickets and tables		16,000				
<b>Total Income</b>		<b>212,000</b>	<b>182,900</b>	<b>148,599</b>	<b>178,159</b>	<b>205,180</b>
<i>Total Cost of Goods Sold</i>		<i>22,800</i>	<i>20,800</i>	<i>23,835</i>	<i>18,750</i>	<i>54,163</i>
<b>Gross Income</b>		<b>189,200</b>	<b>162,100</b>	<b>124,764</b>	<b>159,410</b>	<b>151,017</b>
<b>Expenses</b>						
Committee/Discretionary		6,500	6,100	6,081	3,028	12,952
Gala expense		16,000				
Office/Payroll Expense		166,500	155,800	157,315	139,421	143,429
<b>Total Expenses (Committee + Office/Payroll)</b>		<b>189,000</b>	<b>161,900</b>	<b>163,396</b>	<b>142,449</b>	<b>156,381</b>
<b>Net Operating Income</b>		<b>\$200</b>	<b>\$200</b>	<b>-\$38,632</b>	<b>16,961</b>	<b>-\$5,364</b>

Backup Info

**Walaia**

# Balance Sheet & Prudent Reserves

	NET CHANGE IN ASSETS	TOTAL ASSETS
January 1, 2021		\$210,161
2021 Net Loss	(\$38,287)	\$171,874
2022 Projected	\$ 200	\$172,074
Prudent Reserve		(\$150,000)
Anticipated “surplus” reserves		\$22,074

# Committees

Committee Budgets	2022 Projected	2023 Proposed Budget
Archives	100	1,000
Hospitals & Institutions	0	3,000
Technology	1,000	1,000
CPC/PI	1,000	500
Events	3,500	16,000*
Outreach	0	0
Accessibility	1,000	1,000
<b>Total Committees</b>	<b>6,500</b>	<b>22,500</b>

# 2023 Income and Contributions and Cost of Good Sold

<b>SOURCES OF INCOME</b>	
Shipping & handling income	\$1,400
Events	16,000
Interest	50
Chips	8,500
Literature	26,000
Contributions	160,000
<b>Total Income</b>	<b>\$212,000</b>

<b>COST OF GOODS SOLD</b>	
Chips	\$4,400
Chips - freight cost	300
Literature	18,100
<b>Total Cost of Goods Sold</b>	<b>22,800</b>
<b>Gross Income</b>	<b>\$189,200</b>



# Office/Fixed Expenses

Acctg/Audit	\$2,500
Bank Fees	50
Insurance	4,500
Merchant Services	1,800
Other Employee Compensation	8,100
Total Payroll Expenses	98,200
Total Office Expense	46,900
QuickBooks Payments Fees	4,200
Business Licences and Fees	100
<b>Total Office Expenses</b>	<b>\$188,900</b>