

Division President/Zone President Financial Update

The Numbers



Agenda

- General Notes
- Forecast with Budget Comparison to March 31, 2021
- Budget assumptions for the year ended March 31, 2022
- Assumptions for the year ending March 31, 2022
- Approved Budget for year ending March 31, 2022

General Notes

- An operating budget lays out the plan for what an organization wishes to achieve during fiscal year (April 1 to March 31). The Board of Directors approves an annual operating budget after review of recommendations by the Financial Oversight Committee(FOC). The Board and FOC receive quarterly reports from the National Management Committee (NMC). Additionally, the FOC monitors the financial performance and can issue recommendations for remedial steps to trigger changes if and as deemed necessary.
- The COVID-19 pandemic has affected everyone. The approved 2021/2022 budget reflects a very fiscally conservative approach for the coming year.
- Detailed explanations were provided to FOC and Board for variances of +/- \$5,000 pertaining to Forecast vs Budget for year ending March 31, 2021.

Forecast with Budget Comparison to March 31, 2021

	FORECAST 04/01/2020 to 03/31/2021	BUDGET 04/01/2020 to 03/31/2021
REVENUE		
Total Certification and Fees (CORE)	\$ 544 419	\$ 491 589
Total Sales (CORE)	76 747	65 427
Total National Conference (CORE)	-	-
Total Expense Recovery (CORE)	21 677	21 980
Total Fund Development - Internal	11 298	18 546
Total Fund Development - External	30 336	17 100
Total Other Revenue	3 836	3 636
Total Interest Income	4 700	7 500
TOTAL REVENUE	693 013	625 778
EXPENSE		
Total Patroller Resources	-	400
Total Executive Directors (CORE)	17 085	9 600
Total Head Office (CORE)	339 024	366 866
Total Comm & Marketing (CORE)	31 477	49 100
Total Patrol Operations (CORE)	200 058	170 778
Total Training & Development (CORE)	13 129	10 000
Total Other Items	7 279	16 580
TOTAL EXPENSE	608 052	623 324
NET INCOME	\$ 84 961	\$ 2 454

Note: Forecast as at March 31, 2021 unaudited

Budget Assumptions for the year ended March 31, 2021

- Significant drop in net membership 20%
- No recruiting/reduced returning members
- No national conference
- No national office travel
- Operating expenses cut

Forecast Notes for fiscal year (FY) ended March 31, 2021

Revenue :

- Membership numbers higher than forecast
- Membership fee's \$544,419 vs. Budget \$491,589 ↑
- Uniform/Ferno/Badge Sales \$76,746 vs. Budget \$65,427 ↑
- Fund Development Internal \$11,298 vs. Budget \$18,546 ↓
- Fund Development External \$30,355 vs. Budget \$17,100 ↑
- ***Total Revenue \$693,013 vs. Budget \$625,778*** ↑

Forecast Notes for fiscal year (FY) ended March 31, 2021

Expenses :

- Total Head Office Expense \$339,024 vs. Budget \$366,866
 - *Professional Fees \$13,000 vs Budget \$28,000*
 - *Lower Salary costs*
- Patrol Operations Expense \$200,057 vs Budget \$170,00
 - *Insurance \$91,462 vs Budget \$74,479*
 - *Translation \$15,600 vs. Budget \$10,000*
- Training & Development \$13,128 vs Budget \$10,000
 - *Translation was 100% of Departmental Budget*
- **Estimated Surplus for the year ended March 31, 2021 \$84,961 before year-end audit adjustments**

Surplus Allocation

- Funds to allocated to Education Reserve.
 - Major Manual Update in 2026 will require significant investment.
- Rebuild Other Operational Reserves.
- Overall strategic goal for the National Office is to rebuild reserves relating to accumulated significant deficits in prior years.

Budget 2021/2022 Assumptions

- No increase in net membership from last years budget
- No travel or conferences
- Revenues reflect historic actuals or less
- Increase in Insurance premiums 15%
- No increase in annual membership fee
- Translation costs reflect 2020 Actuals
- AGM/Town Hall funded for simultaneous interpretation
- No grant revenue included
- Uniform/Ferno etc. revenue flat from the fiscal year ended March 31, 2021

Comparison Forecast March 31, 2021 with Approved Budget to March 31, 2022

	FORECAST 04/01/2020 to 03/31/2021	BUDGET 04/01/2021 to 03/31/2022
REVENUE		
Total Certification and Fees (CORE)	\$ 544 419	\$ 543 818
Total Sales (CORE)	76 747	73 850
Total National Conference (CORE)	-	-
Total Expense Recovery (CORE)	21 677	27 665
Total Fund Development - Internal	11 298	15 185
Total Fund Development - External	30 336	39 200
Total Other Revenue	3 836	-
Total Interest Income	4 700	35 135
TOTAL REVENUE	693 013	734 853
EXPENSE		
Total Patroller Resources	-	-
Total Executive Directors (CORE)	17 085	23 000
Total Head Office (CORE)	339 024	399 129
Total Comm & Marketing (CORE)	31 477	32 600
Total Patrol Operations (CORE)	200 058	211 350
Total Training & Development (CORE)	13 129	15 000
Total Other Items	7 279	23 251
TOTAL EXPENSE	608 052	704 330
NET INCOME	\$ 84 961	\$ 30 523

Note: Forecast as at March 31, 2021 unaudited