BUDGET COMPARISON

Presented to Board on Jun 7, 2021 - APPROVED

VIRTUAL & IN-PERSON EVENTS

	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22	DRAFT TOTAL Apr '21 - Mar 22
Ordinary Income/Expense													
Income													
41000 · Advertising Revenue													
41100 · Community Banner Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,600.00	0.00	0.00	3,600.00
41110 · Directory Advertising Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00	2,500.00
41120 · E newsletter Advertising Rev.	0.00	0.00	250.00	0.00	0.00	250.00	0.00	0.00	250.00	0.00	0.00	250.00	1,000.00
41140 · Website Advertising Revenue	0.00	0.00	300.00	0.00	300.00	0.00	0.00	300.00	0.00	300.00	0.00	0.00	1,200.00
41000 · Advertising Revenue - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 41000 · Advertising Revenue	0.00	0.00	550.00	0.00	300.00	250.00	0.00	300.00	250.00	3,900.00	0.00	2,750.00	8,300.00
42010 · Affinity Revenue	95.00	95.00	100.00	100.00	150.00	250.00	200.00	150.00	150.00	150.00	200.00	200.00	1,840.00
42020 · Group Insurance Revenue	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	54,000.00
42030 · OMVIC-Georgian College Testing	150.00	150.00	150.00	150.00	250.00	300.00	300.00	250.00	250.00	250.00	250.00	250.00	2,700.00
42040 · Document Certification Revenue	1,600.00	1,600.00	1,600.00	1,600.00	1,800.00	1,800.00	1,800.00	1,800.00	1,500.00	1,500.00	1,800.00	1,800.00	20,200.00
42050 · Education Enrichment Program	600.00	600.00	1,200.00	0.00	0.00	0.00	0.00	600.00	600.00	600.00	0.00	0.00	4,200.00
42500 · Business Awards Revenue													
42510 · Business Awards-Tickets	7,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00	27,000.00
42530 · Business Awards-Program	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
42540 · Business Awards - Sponsorship	7,950.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00	32,950.00
Total 42500 · Business Awards Revenue	14,950.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	45,000.00	59,950.00
43000 · Golf Tournament Revenue													
43100 · Golf-Ticket Sales	0.00	0.00	0.00	0.00	0.00	13,300.00	0.00	0.00	0.00				13,300.00
43110 · Golf-Silent Auction	0.00	0.00	0.00	0.00	0.00	1,800.00	0.00	0.00	0.00				1,800.00
43120 · Golf-Lunch Only	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				0.00
43130 · Golf-Passport Sales	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00	0.00	0.00				1,000.00
43140 · Golf-Draw	0.00	0.00	0.00	0.00	0.00	500.00	0.00	0.00	0.00				500.00
43150 · Golf - Sponsorship	0.00	0.00	0.00	0.00	0.00	13,000.00	0.00	0.00	0.00				13,000.00
Total 43000 · Golf Tournament Revenue	0.00	0.00	0.00	0.00	0.00	29,600.00	0.00	0.00	0.00				29,600.00
45000 · Membership Revenue													
45100 · Membership Revenue	7,000.00	7,000.00	7,500.00	7,500.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	7,600.00	7,600.00	92,200.00
45110 · Initiation/Admin Fee Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
45200 · Shop Yonge - Mbrshp Subsidized	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
45205 · Shop Yonge - Other Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 45000 · Membership Revenue	7,000.00	7,000.00	7,500.00	7,500.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	7,600.00	7,600.00	92,200.00
45500 · Networking Revenue													
45505 · 50/50 Draws	0.00	100.00	100.00	100.00	150.00	150.00	100.00	100.00	150.00	100.00	100.00	100.00	1,250.00
45515 · Seminars & Workshops Revenue	0.00	0.00	0.00	7,000.00	900.00	0.00	300.00	0.00	0.00	300.00	0.00	0.00	8,500.00
45520 · Business@Breakfast Revenue	0.00	200.00	150.00	600.00	0.00	550.00	400.00	400.00	300.00	400.00	1,000.00		4,000.00
45530 · Colossal & After Hours Revenue	0.00	1,000.00	150.00	1,000.00	0.00	0.00	0.00	150.00	0.00	0.00	0.00	0.00	2,300.00
45535 · Display Tables Revenues	0.00	0.00	0.00	0.00	15,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00
45555 · Signature Events													
45556 · Summer Party & AGM Tickets	0.00	0.00	0.00	0.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00
45557 · Summer Party Sponsorship Rev	0.00	0.00	0.00	0.00	1,200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,200.00
45558 · Holiday Celebration Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	0.00	0.00	0.00	3,000.00
Total 45555 · Signature Events	0.00	0.00	0.00	0.00	1,700.00	0.00	0.00	0.00	3,000.00	0.00	0.00	0.00	4,700.00
45560 · Other Events	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00	0.00	0.00	0.00	0.00	4,000.00

45570 · Mayor's Luncheon Revenue													
45571 · Mayor's Lunch - Tickets	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00	0.00	0.00	0.00	0.00	0.00	10,000.00
45572 · Mayor's Lunch - Sponsorship	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total 45570 · Mayor's Luncheon Revenue	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00	0.00	0.00	0.00	0.00	0.00	15,000.00
45580 · Power Hour Revenue													
45581 · Power Hour - Tickets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00	0.00	4,000.00
45582 · Power Hour Sponsorship	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00	0.00	2,000.00
Total 45580 · Power Hour Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,000.00	0.00	6,000.00
45590 · Women in Business Revenue													
45591 · Women in Business - Tickets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,500.00	0.00	0.00	3,500.00
45592 · Women in Business Sponsorship	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00	0.00	1,000.00
45590 · Women in Business Revenue - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 45590 · Women in Business Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,500.00	0.00	0.00	4,500.00
45500 · Networking Revenue - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				0.00
Total 45500 · Networking Revenue	0.00	1,300.00	400.00	8,700.00	17,750.00	700.00	15,800.00	4,650.00	3,450.00	5,300.00	7,100.00	100.00	65,250.00
46100 · Tourism Richmond Hill	0.00	0.00	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
46500 · OTF Grant Recovery													
46510 · OTF Rec - Salary, Dir Exp etc.													
46520 · OTF Recovery - admin & overhead													
Total 46500 · OTF Grant Recovery													
47000 · Other Rev - Grants/Election/Don	**1,577.00**	**energy rebate confirmed**											**1,577.00**
47100 · Income-Wage Subsidy - RHBOT	2,800.00	2,800.00	1,120.00	1,120.00	1,120.00	1,120.00	1,120.00	0.00	0.00	0.00	0.00	0.00	11,200.00
47200 · Income-Wage Subsidy - SCMRH	1,550.00	1,550.00	775.00	775.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,650.00
47300 · Summer Student Grant													
47000 · Other Rev - Grants/Election/Don - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 47000 · Other Rev - Grants/Election/Don	5,927.00	4,350.00	1,895.00	1,895.00	1,120.00	1,120.00	1,120.00	0.00	0.00	0.00	0.00	0.00	17,427.00
48000 · Smart Commute Overhead Recovery	10,250.00	10,250.00	11,030.00	11,030.00	11,804.00	11,804.00	11,804.00	11,804.00	11,804.00	11,804.00	11,804.00	11,804.00	136,992.00
48200 · Term Deposit Interest													
Total Income	45,072.00	29,845.00	28,925.00	35,475.00	45,674.00	59,824.00	43,524.00	32,054.00	30,504.00	36,004.00	33,254.00	74,004.00	494,159.00
Cost of Goods Sold													
51000 · Banner & Directory Costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	800.00	0.00	0.00	800.00
52500 · Business Awards Costs	8,970.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00	33,970.00
53000 · Golf Tournament Costs	0.00	0.00	0.00	0.00	0.00	13,700.00	0.00	0.00	0.00	0.00	0.00	0.00	13,700.00
55500 · Networking Costs	0.00	200.00	0.00	3,200.00	4,800.00	0.00	9,700.00	1,600.00	1,800.00	1,800.00	4,000.00	100.00	27,200.00
56000 · Tourism RH Expenses	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00
58000 · Smart Commute Costs for Payroll													
58050 · Salaries - SCMRH	9,765.00	9,765.00	9,765.00	9,765.00	9,765.00	9,765.00	9,765.00	9,765.00	9,765.00	9,765.00	9,765.00	9,765.00	117,180.00
58100 · CPP Expense - SCMRH	525.00	525.00	525.00	525.00	525.00	525.00	525.00	525.00	525.00	525.00	525.00	525.00	6,300.00
58120 · EI Expense - SCMRH	220.00	220.00	220.00	220.00	220.00	220.00	220.00	220.00	220.00	220.00	220.00	220.00	2,640.00
58140 · Vacation Expense - SCMRH													
Total 58000 · Smart Commute Costs for Payroll	10,510.00	10,510.00	10,510.00	10,510.00	10,510.00	10,510.00	10,510.00	10,510.00	10,510.00	10,510.00	10,510.00	10,510.00	126,120.00
Total COGS	19,480.00	10,710.00	10,510.00	13,710.00	15,310.00	24,310.00	20,210.00	12,110.00	12,310.00	13,110.00	14,510.00	35,610.00	201,890.00
Gross Profit	25,592.00	19,135.00	18,415.00	21,765.00	30,364.00	35,514.00	23,314.00	19,944.00	18,194.00	22,894.00	18,744.00	38,394.00	292,269.00
Expense													
60000 · Administrative Expenses	0.00	**1,275.00**	**200.00**	**200.00**	**100.00**	**100.00**	**100.00**	**100.00**	**100.00**	1,200.00	**100.00**	**100.00**	3,575.00
61000 · Advertising and Promotion	0.00	0.00	**350.00**	0.00	0.00	**350.00**	250.00	250.00	250.00	250.00	250.00	750.00	2,700.00
61500 · Amortization	590.00	590.00	590.00	590.00	590.00	590.00	590.00	590.00	590.00	590.00	590.00	590.00	7,080.00

63000 · Bank Charges	0.00	0.00	0.00	0.00	5.00	5.00	5.00	5.00	5.00	65.00	5.00	5.00	100.00
63100 · Board Expenses													
63120 · Contingency	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
63140 · Conferences & Development	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
63160 · Community Events	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
63180 · Administrative Expenses	0.00	0.00	0.00	0.00	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00
63100 · Board Expenses - Other													
Total 63100 · Board Expenses	0.00	0.00	0.00	0.00	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00
63500 · IT & Database	900.00	900.00	900.00	**650.00**	550.00	550.00	550.00	900.00	900.00	900.00	550.00	550.00	8,800.00
64000 · Conventions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
65000 · Credit Card Charges	225.00	225.00	225.00	250.00	400.00	550.00	500.00	400.00	450.00	432.00	500.00	500.00	4,657.00
66000 · Donations/Gifts	0.00	0.00	0.00	0.00	10.00	10.00	10.00	100.00	10.00	10.00	10.00	10.00	170.00
67000 · Insurance	419.00	419.00	419.00	419.00	419.00	419.00	419.00	419.00	419.00	419.00	419.00	419.00	5,028.00
67500 · Meals and Entertainment	0.00	30.00	30.00	30.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	0.00	440.00
67600 · Meals - Chamber	20.00	20.00	20.00	20.00	25.00	25.00	25.00	25.00	100.00	25.00	25.00	25.00	355.00
67650 · Mileage/Parking/Taxi	0.00	0.00	100.00	0.00	0.00	150.00	0.00	0.00	150.00	25.00	0.00	150.00	575.00
67700 · Office Cleaning	300.00	300.00	225.00	225.00	300.00	300.00	300.00	300.00	225.00	225.00	300.00	300.00	3,300.00
68000 · Office Supplies	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	25.00	50.00	50.00	575.00
68500 · Operations Maintenance	300.00	300.00	300.00	300.00	500.00	500.00	500.00	500.00	500.00	725.00	500.00	**745.40**	5,670.40
70000 · Payroll Expenses-RHBOT													
70050 · Salaries - RHBOT	17,168.80	17,168.80	16,068.80	16,068.80	16,068.80	16,068.80	16,068.80	16,068.80	16,068.80	16,068.80	16,068.80	16,068.80	195,025.60
70100 · CPP Expense - RHBOT	870.00	870.00	870.00	870.00	870.00	541.00	541.00	541.00	541.00	541.00	541.00	541.00	8,137.00
70110 · EI Expense - RHBOT	388.00	388.00	388.00	388.00	388.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	3,690.00
70120 · Group Benefits - RHBOT	1,450.00	1,450.00	1,450.00	1,450.00	1,450.00	1,450.00	1,450.00	1,450.00	1,450.00	1,450.00	1,450.00	1,450.00	17,400.00
70130 · Payroll Service Fees - RHBOT	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	150.00	60.00	60.00	810.00
70140 · Vacation Expense - RHBOT	87.00	87.00	87.00	87.00	87.00	87.00	87.00	87.00	87.00	87.00	88.00	88.00	1,046.00
70150 · Commissions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 70000 · Payroll Expenses-RHBOT	20,023.80	20,023.80	18,923.80	18,923.80	18,923.80	18,456.80	18,456.80	18,456.80	18,456.80	18,546.80	18,457.80	18,457.80	226,108.60
72000 · Photocopier Lease & Maintenance	0.00	0.00	1,100.00	0.00	0.00	1,100.00	0.00	0.00	1,100.00	0.00	0.00	1,100.00	4,400.00
72500 · Postage and Courier	120.00	100.00	**350.00**	120.00	200.00	0.00	120.00	200.00	0.00	120.00	200.00	0.00	1,530.00
73000 · Printing and Copying	10.00	10.00	10.00	10.00	10.00	10.00	10.00	55.00	75.00	75.00	100.00	100.00	475.00
74000 · Professional Fees													
74100 · Audit Fees	1,300.00	0.00	0.00	1,300.00	0.00	0.00	1,300.00	0.00	0.00	1,300.00	0.00	0.00	5,200.00
74200 · Consulting fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	500.00	500.00	500.00	500.00	**2,500.00**
74300 · Legal Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	500.00	500.00	500.00	500.00	**2,500.00**
Total 74000 · Professional Fees	1,300.00	0.00	0.00	1,300.00	0.00	0.00	1,300.00	1,000.00	1,000.00	2,300.00	1,000.00	1,000.00	10,200.00
76000 · Security	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	240.00
77000 · Telephone/Internet	85.00	185.00	185.00	185.00	190.00	190.00	190.00	190.00	190.00	190.00	190.00	190.00	2,160.00
77500 · Training	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
78000 · Travel													
78500 · Utilities	250.00	250.00	250.00	250.00	350.00	300.00	250.00	250.00	300.00	300.00	300.00	300.00	3,350.00
79000 · Website	45.00	45.00	45.00	45.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	580.00
Total Expense	24,657.80	24,742.80	24,292.80	23,587.80	22,942.80	23,775.80	23,745.80	23,910.80	24,990.80	26,542.80	23,666.80	25,412.20	292,269.00
Net Ordinary Income	934.20	(5,607.80)	(5,877.80)	(1,822.80)	7,421.20	11,738.20	(431.80)	(3,966.80)	(6,796.80)	(3,648.80)	(4,922.80)	12,981.80	0.00
Other Income/Expense													
Other Expense													
99100 · Reserve Fund Allocation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Net Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Income	**934.20**	**(5,607.80)**	**(5,877.80)**	**(1,822.80)**	**7,421.20**	**11,738.20**	**(431.80)**	**(3,966.80)**	**(6,796.80)**	**(3,648.80)**	**(4,922.80)**	**12,981.80**	**0.00**