

2015 Budget Development Template - Canadian Association of Financial Institutions in Insurance
Version: November 26, 2014

	2013 Actual	2014 Forecast ¹	2014 Budget	2014 Forecast to Budget Variance (%)	2015 Budget Recommendation	Change 2013-2014	Change 2014-2015	Comments re: 2015
Revenue								
Membership Fees	\$400,500	\$400,500	\$ 400,500	0.0%	\$424,000	0.0%	5.9%	Based on all members renewing in 2015 & CUMIS joining
Interest	\$607	\$417	\$ 720	-42.1%	\$500	-31.3%	-30.6%	
TOTAL REVENUE	\$ 401,107	\$ 400,917	\$ 401,220	-0.1%	\$ 424,500	0.0%	5.8%	
EXPENSE								
Management Fees ²	\$217,848	\$224,406	\$223,380	0.5%	\$249,264	3.0%	11.6%	Facilitator for Strategy Discussion
CAFII Legal Fees/Corporate Governance	\$0	\$20,812	\$19,500	6.7%	\$5,000	0.0%	-74.4%	
Audit Fees	\$15,836	\$13,500	\$14,000	-3.6%	\$14,000	-14.7%	0.0%	
Insurance	\$3,646	\$5,217	\$5,368	-2.8%	\$5,368	43.1%	0.0%	Postage and Bank Charges combined
Website ³	\$361	\$924	\$540	71.1%	\$6,260	155.9%	1059.3%	
Telephone/Fax/Internet	\$3,208	\$4,379	\$2,250	94.6%	\$8,000	36.5%	255.6%	
Postage/Courier	\$207	\$400	\$500	-20.0%	\$500	93.2%	0.0%	Postage and Bank Charges combined
Office Expenses	\$3,092	\$1,887	\$4,500	-58.1%	\$3,000	-39.0%	-33.3%	
Bank Charges	\$70	\$0	\$38	0.0%	\$60	-100.0%	57.9%	
Amortization Expense ⁴	\$622	\$311	\$640	-51.4%	\$300	-50.0%	-53.1%	
Board/EOC/AGM								
Annual members Lunch					\$7,000			
Board Hosting (External)					\$9,000			
Board/EOC Meeting Expenses					\$10,000			
Industry Events					\$805			
EOC Annual Lunch					\$2,000			
Total Board/EOC/AGM	\$13,820	\$30,704	\$20,500	49.8%	\$28,805	122.2%	40.5%	
Provincial Regulatory Visits	\$3,063	\$4,363	\$3,000	45.4%	\$10,000	42.4%	233.3%	Western Canada Regulators Tour, Insurance Act Review
Research/Studies ⁵	\$4,996	\$50,500	\$50,000	1.0%	\$90,000	910.9%	80.0%	
Regulatory Model(s) ⁶	\$992	\$9,100	\$12,000	-24.2%	\$12,000	817.1%	0.0%	
Federal Financial Reform	\$0	\$101	\$3,000	-96.6%	\$2,000	0.0%	-33.3%	Federal advocacy and FCAC education Media training for ED x 4 (formerly called Tactical Communications Strategy) formerly Association Branding
Media Outreach	\$305	\$3,829	\$51,500	-92.6%	\$8,500	1155.4%	-83.5%	
Marketing Collateral	\$4,328	\$1,130	\$2,500	-54.8%	\$1,500	-73.9%	-40.0%	
Networking Events								
Speaker fees & travel					\$3,000			
Gifts					\$1,000			
Total Networking Events	\$4,281	\$9	\$1,756	-99.5%	\$4,000	-99.8%	127.8%	
15th Anniversary Event	\$15,566							
TOTAL EXPENSE	\$292,240	\$ 371,573	\$ 414,972	-11.7%	\$ 448,557	27.1%	20.7%	
Excess of Revenue over Expenses	\$ 108,867	\$ 29,344	-\$ 13,752		-\$ 24,057			
Unrestricted Net Assets (beginning of year)	\$ 179,424	\$ 288,291	\$ 288,291		\$ 317,635			
Unrestricted Net Assets (end of year)	\$ 288,291	\$ 317,635	\$ 274,539	13.6%	\$ 293,578	10.2%	-7.6%	

Explanatory Notes:

(1) 2014 Forecast combines January to September actuals and a forecast for 4th quarter

(2) Management fees includes TO Corp (\$106,285.09) and Executive Director (\$142,979.20)

(3) Website includes hosting cafii.com, Vimeo (videos) subscription and website improvements

(4) Amortization of office equipment based on 4 year straight line depreciation

(5) Research/Studies includes: 2 Towers Watson Presentations \$10K; IAIS Core Principles resource \$10K; LIMRA membership \$5K; Travel Insurance Survey \$65K

(6) Regulatory Model(s): SK (\$2K) and AB (\$5K) Council Representation; MB RIA Council (\$5K)

2015 Forecasted Financial Reserves Targets

Minimum 3 months (25%) of Annual Operating Expenses = \$112,139

Maximum 6 months (50%) of Annual Operating Expenses = \$224,279

Forecasted Level of Financial Reserves : \$293,578

Forecasted Level of Financial Reserves %: 65%