

WQWF
Master Budget
Statement of Activities - Revenue and Expenses
2019

REVENUE	In-Kind (IK)	Budget 2019	Allocations (No IK)		
			Program	Admin	Fundraising
4121 Endowment Withdraws		170,000			
4330 Unrestricted Donations		1,495,000			
4500 In-Kind Donations	224,798	-			
4800 Earned Income		10,700			
4000		Total Revenue W/O IK \$ 1,675,700			
		Total Revenue with IK \$ 1,900,498			

EXPENSES					
5000 Personnel					
		Total Personnel Expenses 642,317	396,552	123,370	122,395

6000 Program	IK	Budget 2019			
6001 DO's Outfitter License & Insurance		350	350		
6002 Insurance (Auto, Property, Inland Marine, GL)		17,648	17,648		
6005 Volunteer Expenses	-	2,600	2,600		
6020 Gear Issued	164,828	173,808	173,808		
6035 Guides		113,250	113,250		
6040 Participant Travel		151,000	151,000		
6041 Nursing Care		6,000	6,000		
6045 Accommodations (non QWR)	5,000	-	-		
6046 QWR Expenses (utilities, maintenance, etc.)	10,720	88,760	88,760		
6050 Meals/Food	-	50,500	50,500		
6055 Facilities/Equipment	1,250	-	-		
6065 Misc. Items for warriors/FXs		1,500	1,500		
6070 Warrior and Partner Outreach	27,000	90,000	90,000		
6076 Program Consultants		25,000	25,000		
6077 Volunteer Events		3,000	3,000		
6000	Total Program Expenses 208,798	723,416	723,416		

Combine 6005 6077

7000 Common Split Expenses	IK	Budget 2019			
7010 Legal		2,200	533	1,332	334
7020 Accounting (Inc. 990 & financial reports)	4,000	9,000	-	9,000	-
7050 Graphic Design (Inc. annual report, brochures, website)		14,000	1,000	5,000	8,000
7060 Consultants		75,000	26,333	22,333	26,333
7061 Internet and telephone		1,800	600	600	600
7062 Office Supplies		5,500	1,500	3,000	1,000
7063 Staff Mileage reimbursement		3,400	3,000	100	300
7065 Postage & Shipping		1,400	400	1,000	-
7066 Printing & Copying		11,700	200	1,500	10,000
7067 Professional Development		14,100	6,100	2,000	6,000
7068 Staff Meeting		340	40	300	-
7070 Bank Charges/Fees (only operating and MM accounts)		100	100		
7071 Insurance (Umbrella, Cyber)		5,039	1,680	1,680	1,680
7072 Staff Cell Phone Reimbursement		5,400	3,240	1,080	1,080
7074 Investment Account Fees		16,000	-	16,000	-
7075 Computers, hardware, software , < 5 k per item		9,600	6,600	3,000	-
7076 Furniture & Equipment (Office Only)		1,000	-	1,000	-
7077 Rent		31,271	10,424	10,424	10,424
7078 Utilities - Office		6,000	2,000	2,000	2,000
7079 Office Cleaning		1,560	520	520	520
7000	Total Common Split Expenses 4,000	214,410	64,170	81,969	68,271

8000 Administrative	IK	Budget 2019			
8060 WQW BOD		6,485		6,485	
8080 Cost of Doing Business Expense		100		100	
8000 Total Administrative Expense		6,585	-	6,585	-
9000 Total Fundraising Expenses	12,000	77,585		-	77,585

Total Expense with IK \$ 1,889,111

Total Expenses \$ 1,664,312

Net Income W/O IK \$ 11,388

Net Income with IK \$ 236,186

1,184,138 211,923 268,251

0.71 0.13 0.16 % Allocations W/O IN-KIND

0.90 0.11 0.15 % Allocations with IN-KIND

(Cash Flow) / Capital Expenditures	/ Non-recurring expenditures*	
Caretaker home, possible \$300,000 in-kind, but could be a check to WQWF, Down pmt of 41,000 paid in 2018, total contract is 436,000	300,000	95,167
Kitchen remodel		25,000
Living room AV upgrade/ blinds		6,000
Office upgrade for OM and AV room upgrade		25,000
Lawn mower		6,500
Brush cutter		3,500
Fitness center equip		15,000
Warrior Item (Boat ADA compliant)		15,000
	300,000	191,167

*paid for by grant, restricted fund interest/earnings, or R&I account

Cash position at year end \$ (179,779)

WQWF

2019 Income Budget

2019 Proposal		2019 Budget	
Private, Corporate, & Family Foundations	\$500,000		
Corporate	\$15,000		
NAB	\$250,000	WTF and 2-3 Fundraisers	
Individuals	\$630,000		
WQW Hosted Events	\$50,000	2 Semper Fly Selects	
Third Party Events	\$50,000		
		Unrestricted Donations	\$1,495,000
Endowment Withdraws	\$170,000	\$85K from each endowment (3%)	Endowment Withdraws \$170,000
Investment Earned	\$0	Dividend Income & Interest Income	Investment Earnings \$0
Olson Rent & Hay Sale	\$10,700		Earned Income \$0
Tenant Income	\$56,400		

Income Budget Totals \$1,732,100 \$1,665,000

In Kind 224,798

GRAND TOTAL w In-Kind \$1,956,898

WQWF
Budget
Program
2019

2019 Program Plan	# of FX	# of program participants	# of guides	Days	Head Guide	Days	# of Fundraising participants	Volunteers
SFX	7	42	5	3	1	4		
SFX-F	2	16	5	3	1	4		
SFX-CG	2	16	5	3	1	4		
CFX	3	15	4	3	1	3		
TMF	1							
Couples FX	2	24	5	3	1	4		
ICE FX	1	5			2	4		
Volunteers								280
	18	126			8			0 280

Description	Guide Days	Rate	Total
FX 19 Standard guide days	231	350	80850
FX 19 Head Guide Days (no ICE FX)	61	400	24400
FX 19 Head Guide Special FX - ICE FX	8	1000	8000
			\$ 113,250

This is broken out due to special rate structure

COA	Description of Common Split Costs - Program Related	Vendor/QTY	Subtotal/ Price PU	Annual Total Cost	IK	Notes
7010	Legal	Kasting Kauffman	200	200		
7050	Graphic Design	Classic Ink	1000	1,000		
7063	Staff Mileage		3000	3,000		FY 2018 + 500 to account for new employee , and increased program staff hours
7060	Consultants	Aaron Sawyer	4000	4,000		Warriors survey and follow up
7062	Office supplies		1500	1,500		Based off FY 2018
7065	Postage		400	400		Based off FY 2018
7066	Printing	Allegra	200	200		Based off FY 2018
7067	Professional Development		4500	4,500		Staff professional enrichment - Saul training employees off site FY 18, MNA conferences, Insights Boston type events
7068	Staff Meeting		40	40		Based off FY 2018
7075	Computers, hardware, software (NC=NOT CAPITAL)		6600	6,600		Operations MNG equipment / and Saul/ Lawrence
Total Common Split Expenses booked to Program				\$ 21,440		

COA Direct Program Costs	Vendor/QTY	COST	Annual Total Cost	IK	Notes
6001	DO's Outfitter License & Insurance				
		350	350		Lawrence outfitter insurance
6002	Insurance (Auto, Property, Inland Marine, GL)				
	Auto Liability Insurance Philly	3561			Insurance directly related to programming
	Property Philly	9261			
	Inland Marine Philly	354			
	General Liability Philly	4472			
			17,648		
6005	Volunteer Expenses				
	Bozeman Trophy	2,600	2,600		Name Badges, FX Meetings, Volunteer interviews, Volunteers cards,
6020	Participant Gear Issued, includes swag bags, SIMMS & fishing gear				
	Various	25,032		24,227	Volunteer and guide gear
		144,776		140,601	Participant gear
		4,000		164,828	Pen awards/ Plaque
			173,808		
6035	Guides				
	Various	113,250	113,250		2018 was 83 K, see above for figures
6040	Participant Travel				
		115000			FX and Alumni travel
		8100			6 CG P, 3 FX-F
		18900			Childcare FX
		5000			Contingency flights/ escort
		4000			Van rental % 30 JRC dis, Couples, Family, Alumni
			151,000		
6041	Nursing Care				
		6000	6,000		Child Care Service (Prep to cover all 12 FX Couples) - Flights and Travel Expenses for Family Caregiver FX's - Licensed Nurses
6045	Accommodations (non-QWR)				
	NON QWR accommodations	-	-	5,000	EMR

6046	QWR Expenses (Ryan's cost center)				
60461	QWR Utilities				
	Little Apple Tec's ISP	1548		8,000	Based off FY 2018
	Madison River Propane	0			
	NW, others	33452			
60462	Maint and Supplies	29000			
60463	Nissan Transport	3000			Based off FY 2018 Based off FY 2018
60464	Cleaning	21,760		2,720	1200 per FX, 17 FX cleanings, FY 2018 only spent ~ 7000 on cleaning
	Total 6046		88,760	10,720	

6050	Meals/Food				
	Various	5000			Meals for - DWS travel, outreach, donor/partnership cultivation, Alumni visits (Like if I happen to be somewhere an Alumni is) + Misc. Food per Saul
		9000			Guide Lunches from Cravins - includes 18 FX's
		19500			DGD Services - 13 FX's
		17000			Moms store runs
			50,500		
6055	Facilities/Equipment (Porta Potties & support supplies)				
	Little Stinkers	0		1,250	%100 in kind
6065	Misc. Program Items	1500		1,500	
6070	Warrior and Partner Outreach	90,000		90,000	Studio MAC/ Conferences, Warrior Symp Program Outreach (no Volunteer), Partnership Development
6076	Program Consultants				
	Coaches for FX	25000		25,000	5 Coaches at 5 k each, Fly Tyng, Yoga

6077	Volunteer Events	3000	3,000	Volunteer Appreciation Event
Total Program only			723,416	208,798
Total Program and Common Split Costs			\$ 744,856	

WQWFBudget
Gear
2019

Participant Welcome Gear						
Item Description	Vendor	Qty	MSRP Unit price	Total MSRP	IK	Cost
Nalgene	Print Globe	141	10	1410	0	1410
Curtis Creek Manifesto		72	10	716	0	716
Caramels	Bequet	150	10	1,500	1500	0
Fly Patches		150	10	1,500	0	1500
Stickers	Sticker Mule	500	3	1,500	0	1500
Chapstick		100	4	400	0	400
Coffee	Black Rifle Coffee Co.	100	14	1,400	0	1400
Name tags	Bozeman Trophy	160	6	960	0	960
luggage tags	Bozeman Trophy	60	6	360	0	360
Welcome Gear Total				9,746	1,500	8,246

Participants Simms FX Gear						
Item Description	Vendor	Qty	MSRP Unit price	Total	IK	Cost
Mens Waypoint jacket	Simms	54	120	6,480		
Intruder Bicom LS shirt	Simms	95	80	7,595		
Intruder and Solarflex Embroidary	Simms	95	20	1,900		
Solarflex LS Crewneck	Simms	95	50	4,750		
Single Haul Hat	Simms	75	25	1,875		
Single Haul Hat Embroidery	Simms	75	4	263		
WQW patches	Simms	200	3	500		
Mens G3 Waders	Simms	54	500	27,000		
Women's G3 Waders	Simms	44	500	22,000		
Womens Vaportread Boots	Simms	44	180	7,920		
Mens Freestone Wading Boot	Simms	54	150	8,100		
Mens Waderwick Core Crewneck	Simms	54	50	2,700		
Mens Waderwick Core Bottom	Simms	54	50	2,700		
Headwaters Foldover Mit	Simms	113	30	3,390		
Mens Superlight zip off pant	Simms	54	90	4,860		
Mens Guide Midweight Sock	Simms	54	30	1,620		
Taco Bag	Simms	113	40	4,520		
Embroidery for Taco Bags	Simms	113	6	678		
Mens Guide Guard Sock	Simms	54	40	2,160		
Mens Atoll Flip	Simms	54	100	5,400		
Sungaiter Mens and Womens	Simms	98	30	2,940		
Logo for Sungaiters	Simms	98	4	392		
Mens Fleece Midlayer	Simms	95	80	7,600		
Womens Fleece Midlayer	Simms	56	80	4,480		
Fleece Midlayer Logo's	Simms	151	4	604		
Womens Intruder Bicom	Simms	56	80	4,480		
Embroidery for Womens Intruder Bicom	Simms	56	10	560		
Women's Isle Pant	Simms	44	70	3,080		
Womens Guide Midweight Sock	Simms	44	30	1,320		
Womens Cold Weather Pant	Simms	44	100	4,400		
Womens Drifter Flip	Simms	44	40	1,760		
Womens Guard Socks	Simms	44	40	1,760		
Womens Waypoints Jacket	Simms	44	120	5,280		
Womens Solarflex Hoody	Simms	44	60	2,640		
Freestone Hip Pack	Simms	98	130	12,740		
Ice Fishing Simms Gear (Per Person)	Simms	12	1,400	16,800		
Total Simms FX gear				180,767	108,460	72,307

Participants Other FX Gear						
Description	Vendor	Qty	MSRP Unit price	Total	IK	Cost
Custom Challenge Coins	Custom Challenge Coins		3,500	3,500		
Sport Tec Hoodie	Concept Design Studios	10	45	450		
Embroidery for Sport Tec Hoodie	Concept Design Studios	10	10	100		
Sunglass retainers	TBD	115	8	919	0	919
Sunglasses	Oakley or Costa	115	200	23,000	0	23,000
Essential FF Tools	Dr Slick	98	61	5,978	2,391	3,587
Bobbers	Westwater Products	98	3	294	0	294
Rod and reel	Rajeff Sports/Echo	98	250	24,500	12,250.0	12,250
fly tying equipment	Misc	10	225	2,250	0	2,250
tippet & leaders	Rio	98	20	1,960	0	1,960
Backpacks	Mystery Ranch	86	300	25,800	10,000.0	15,800
Custom Embroidery MR packs	RME	98	10	980	0	980
Wheeled ALERT bag for gear	Blackhawk	75	80	6,000	6000	-
Custom Embroidery BH bags	Blackhawk	75	10	750	0	750
Trucker Hats	Richardson/RME	85	8	680	0	680
Embroidery for Trucker Hats	Richardson/RME	85	6	510	0	510
Cold Westher Beanie	Richardson/RME	113	5	565	0	565
Cold Westher Beanie Embroidery	Richardson/RME	113	6	678	0	678
Total Other FX Gear				95,414	30,641	64,223

Volunteer and Guide Gear						
Description	Vendor	QTY	MSRP Unit Price	Total	IK	Cost
trucker cap	Richardson/RME	125	8	938		938
single haul cap	Simms	175	25	4366	2619.75	1747
embroidery for Simms hats	Simms	175	4	700	420	280
embroidery for Richardson hats	Richardson/RME	125	6	750		750
Intruder bicom LS Shirt for male volunteers	Simms	163	80	13032	7819.11	5213

Gear budget

embroidery on shirts	Simms	284	5	1420	852	568
Women's Bicomp Shirt	Simms	121	80	9680	5808	3872
Techy Short Sleeve Shirt - Women's	Concept Design Studios	121	17	2057		2057
Techy Short Sleeve Shirt - Men's	Concept Design Studios	163	18	2893		2893
Womens FleeceMidlayer	Simms	39	80	3120	1872	1248
Mens Fleece Midlayer	Simms	79	80	6320	3792	2528
Fleece Midlayer Embroidery	Simms	118	5	590	354	236
Midstream Insulated Jacket	Simms	5	200	1000	600	400
Headwaters Folder over Mitt	Simms	5	30	150	90	60
Cold Weather Hats	TBD	30	5	150		150
Adhesive name tags	Staples	5	3	15		15
Dri-duck jackets (support crew)		6	74	444		444
Photograph Printing	Costco	200	0	34		34
Stickers	StickerMule	200	2	400		400
Name tags	Bozeman Trophy and Engraving	200	6	1200		1200
Total Volunteer and Guide Gear				49,259	24,227	25,032
Total Warrior Gear				285,927	140,601	144,776

WQWF

Budget
Common Expenses and Administrative
2019

COA	Description	Vendor	Monthly	Subtotal	Annual Total	In-Kind	Other	Class Split	Notes 2019
7000 Common Category Split Expenses									
7010	Legal	L. Hoehn Steele		1,000 1,000	2,000			Admin Split	Hoehn Privacy policy
7020	Accounting (inc 990 & financial reports)	Amatics		9,000	9,000		4,000	Admin	
7050	Graphic Design (inc annual report, brochures, website)	Classic Ink		5,000	5,000			Admin	
7060	Consultants	Now IT Matters		67,000	67,000			Split	Convert from ETAP to SF
7061	Internet and telephone	Charter	150	1,800	1,800			Split	Phone and Net
7062	Office Supplies			3,000	3,000			Admin only	
7063	Staff Mileage	Staff expense reports	100		100			Admin Only	Based off FY 2018, Admin ONLY
7065	Postage & Shipping			1,000	1,000			Admin	Left off here FY 2018
7066	Printing & Copying			1,500	1,500			Admin	Taken from QB (500) April added 1 k
7067	Professional Development			3,600	3,600			Admin (2000) program (1600)	Admin conferences, MNA training for staff, ADWS, NFP ref manuals, classes
7068	Staff meeting expenses			300	300			Admin only	Pizza day, B-Days
7070	Bank Charges/Fees			100	100			Admin only	
7071	Insurance (Umbrella, Cyber)	Umbrella Philly Cyber Philly		3,902 1,137	5,039			Split Split	
7072	Staff Cell Phone Reimbursement	Cell phone	450	5,400	5,400			P,A,F 60, 20,20	
7074	Investment Account Management fees	From PY QB		16,000	16,000			Admin only	
7075	Computers, hardware, software , < 5 k per item	Hardware Software		2,000 1,000	3,000			Admin Admin	Admin staff second screen/ New PC/ Faye (Split between) QB PR and Bookkeeping
7076	Furniture and equipment			1,000	1,000			Admin	
7077	Rent								
7078	Utilities - Office						31,271	SF-office	7305.92 per month until 1/10/24 then 7780.05
7079	Office Cleaning	Rose QC	120	1,560	1,560			Split Split	
Common Category Split Expenses Total					132,399		4,000		
8000 Administrative									
8060	WQW BOD Expenses			1,485	-				
	D&O insurance			5,000					Ned Cooney 1,900 and Chef Don 2000 Based on prior FY Qb
	Meeting expenses								
					6,485				
8080	Cost of Doing Business Expense			100	100				Annual MT filing, DBA filing, other fees require to do business in state
Administrative Expenses Total					\$ 6,585				
Combined total					138,984				

WQWF
Budget
Fundraising
2019

\$

1000%
0.07

COA	Description Common Split Costs - Fundrasing Related	Vendor	Subtotal	Annual Total	Allocation	IK	Details
7010	Legal						
7050	Graphic Design						
		Classic Ink	8,000	8,000	?		Follow up with GW, only spent 4 k total print and GD
7063	Staff Mileage		300	300	F		April is getting bids, prob 10 K Brand Implementation (Split)
7060	Consultants	Jim Soft	4,000	4,000	F-100		Charged 1000 per Qtr 2019
7062	Office supplies		1000	1,000	F		Based off FY 18
7066	Printing	Allegra	10,000	10,000	?		April is getting bids, prob 10 K Print marketing materials
7067	Professional Development	Emily Gayle Meet	3,500 500 2,000	6,000	F	F	AFP conf. Planned Giving/ MNA MNA Mtg Helena, G and E
7068	Staff meeting						
7075	Computers, hardware, software , < 5 k per item				F		
7076	Furniture and Fixtures				F		
Common Costs			Total	29,300			
9000 Fundraising Only Expenses							
	Donor gifts	Misc Concept Design LuLu Pottery	1,500 300 445				Various T-Shirts Hand thrown pottery mugs, are Donor TY's
		Donor Thank You Books	1,080	3,325			Order from Apple, Donor Thank You Books
	State Registration	Various States (41 states)	10,000	10,000			Per April, an agreement needs to be made on who is going to do this/ how, etc.
	Subscriptions	Constant Contact Whitepages	1,140 120	1,260			
	NAB Expenses		10,000	10,000			MKE trip, Florida or Maryland, Summer retreat
	Donor cultivation meetings	Gayle meeting with donors	2,500	2,500			
	Misc. Contingency			-			
	Postage		4,000	4,000			
	CC processing Fees	BB merchant fees	6,000	6,000			
	F. Events	SF	10,500				2 events, Studio Mac
	WTF		30,000			12,000	WTF,WQW will hopefully net a check for \$250-\$275K in 2019
				40,500			
Fundraising Only			Total	\$ 77,585		\$ 12,000	
Total Fundraising and Split Common Costs				\$ 106,885			

WQWF
(Cash Flow) / Capital Expenditures
2019

COA	Description	Budget	IK
2710	Asset Improvements (Balance Sheet)	95,167	300,000
		25,000	Caretaker home, possible \$300,000 in-kind, but could be a check to WQWF, Down pmt of 41,000 paid in 2018, total contract is 436,000
		6,000	Kitchen remodel
		25,000	Living room AV upgrade/ blinds
		6,500	Office upgrade for OM and AV room upgrade
		3,500	Lawn mower
		15,000	Brush cutter
		15,000	Fitness center equip
			Warrior Item (Boat ADA compliant)
		\$ 191,167	

Semper Fly LLC

Cash Flow Budget

2019

Cash inflows	
Tenant income	56,400
Cash outflows	
Mortgage payments	(87,671)
Cash position 12/31/19	(31,271)