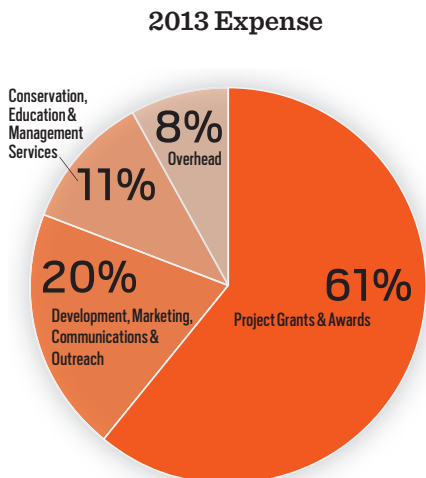
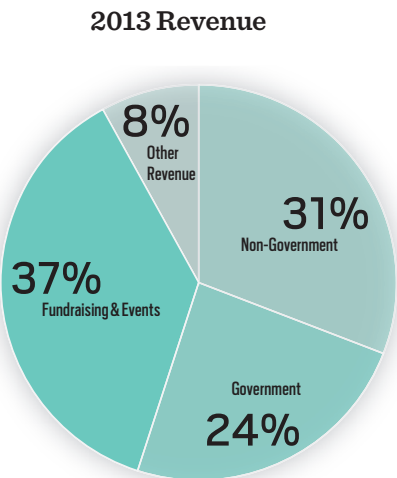


# 2013 Financials

| REVENUE  | \$               | %            |
|--|------------------|--------------|
| <b>Non-Government</b>  |                  |              |
| Living Rivers Trust Fund                                       | 264,765          | 4.8          |
| Pacific Salmon Endowment Fund Society                          | 659,279          | 12.0         |
| Other  | 754,443          | 13.8         |
| <b>Fundraising &amp; Events</b>                                |                  |              |
| Events   | 1,111,730        | 20.3         |
| Donations (Individuals, Corporations, Charities & Foundations) | 912,344          | 16.7         |
| <b>Other Revenue</b>   |                  |              |
|  | 452,580          | 8.3          |
| <b>Government</b>  |                  |              |
|  | 1,322,930        | 24.1         |
| <b>TOTAL</b>   | <b>5,478,071</b> | <b>100.0</b> |

| EXPENSE   | \$               | %            |
|---|------------------|--------------|
| Project Grants & Awards                           | 3,235,230        | 60.6         |
| Development, Marketing, Communications & Outreach | 1,067,238        | 20.0         |
| Conservation, Education & Management Services     | 581,140          | 10.9         |
| Overhead  | 453,027          | 8.5          |
| <b>TOTAL</b>                                      | <b>5,336,635</b> | <b>100.0</b> |



## NOTES

### NON-GOVERNMENT REVENUE

**Living Rivers Trust Fund:** Since 2002, the Pacific Salmon Foundation has led in implementation of the mandate of the \$22-million Living Rivers Trust, which was started by former B.C. premier Gordon Campbell. In 2013, revenues from the fund were used to support community salmon projects, the Skeena Salmon Program, the Salmon-Safe eco-certification program, Strait of Georgia restoration initiatives and an economic study on the value of salmon to B.C.

**Pacific Salmon Endowment Fund Society:** These funds largely support the core operations of the Pacific Salmon Foundation, allowing the vast majority of other donations to the Pacific Salmon Foundation to be applied to salmon conservation, restoration and enhancement.

**Other:** This category includes several non-profit partners that provide major financial support. Some major supporters include: Genome BC, which contributed almost \$255,000 for the Strategic Salmon Health Initiative to address disease-causing microbes in salmon (page 8); the Sitka Foundation, which contributed almost \$100,000 to support the Strait of Georgia Data Centre, a first step and critical facilitator for the Salish Sea Marine Survival Project and future restoration efforts in the Strait (page 17); the Gordon and Betty Moore Foundation, which gave more than \$145,000 to support scientific research and fisheries governance projects in the Skeena watershed (page 12).

### FUNDRAISING & EVENTS REVENUE

**Donations:** This category under-reports actual donations because the Foundation uses deferred contribution accounting, which only records revenues once expenses have been incurred. In some cases, donations are received late in the year and are not utilized until the next fiscal year.

### OTHER REVENUE

This revenue is derived from staff time and management fees billable to specific activities. This category also includes interest, miscellaneous revenues and other administrative fees.

### GOVERNMENT REVENUE

Since 1989, a portion of the money generated through sales of the Recreational and Commercial Fisheries Conservation Stamps have been directed to the Pacific Salmon Foundation by the federal government in support of the Community Salmon Program. Through 2013, \$7.75 million in Salmon Stamp revenue has been directed to 1,544 projects with a total value of \$77.8 million once community funds and in-kind donations were included. Since 2013, 100 per cent of Conservation Stamp user fees have been directed to the Foundation.

### OVERHEAD EXPENSES

Includes facility and infrastructure costs, as well as personnel and other costs associated with general administration.

*The financials on this page are unaudited. Audited Financial Statements available upon request.*