

**2011-2012 Budget - 31 December 2011**

Revenues	Budget Actual (For Year Shown)									Proposal	Actual Revenues	
	2003-04	2004-05	2005-06	2006-07	2007-08	2008-09	2009-2010	2010-2011	2011-2012	Revenues	% of Estimate	
Membership Dues and Subscriptions	\$ 416,451.00	\$ 403,447.00	\$ 387,178.00	\$ 411,234.00	\$ 441,174.00	\$ 446,922.00	\$ 402,646.00	\$ 379,058.35	\$ 340,000.00	261,512.85	76.92%	
Non-member Subscriptions	\$ 24,428.00	\$ 27,405.00	\$ 34,606.00	\$ 37,288.00	\$ 41,036.00	\$ 39,256.00	\$ 38,953.00	\$ 38,181.91	\$ 35,000.00	10,994.07	31.41%	
Advertising & Editorial Support	\$ 74,947.00	\$ 64,613.00	\$ 70,420.00	\$ 64,747.00	\$ 54,478.00	\$ 49,957.00	\$ 36,108.00	\$ 32,900.00	\$ 32,000.00	8,900.00	27.81%	
Merchandise Sales	\$ 137,331.00	\$ 127,849.00	\$ 147,665.00	\$ 130,385.00	\$ 114,538.00	\$ 100,893.00	\$ 92,058.00	\$ 88,932.46	\$ 75,000.00	53,934.02	71.91%	
Airforce Magazine Award	\$ 27,600.00	\$ 26,391.00	\$ 24,301.00	\$ 25,037.00	\$ 24,394.00	\$ 24,724.00	\$ 25,065.00	\$ -	\$ -	-	0.00%	
AGM Revenue (Registrations & Paying Guests)	\$ -	\$ -	\$ -	\$ 38,835.00	\$ 34,660.00	\$ 27,804.00	\$ 36,619.00	\$ 22,305.51	\$ 25,000.00	23,230.97	92.92%	
Other	\$ 40,688.00	\$ 58,243.00	\$ 62,762.00	\$ 68,019.00	\$ 65,556.00	\$ 58,805.00	\$ 51,308.00	\$ 48,599.48	\$ 45,000.00	14,870.98	33.05%	
<b>Total</b>	<b>\$ 721,445.00</b>	<b>\$ 707,948.00</b>	<b>\$ 726,932.00</b>	<b>\$ 775,545.00</b>	<b>\$ 775,836.00</b>	<b>\$ 748,361.00</b>	<b>\$ 682,757.00</b>	<b>\$ 609,977.71</b>	<b>\$ 552,000.00</b>	<b>373,442.89</b>	<b>67.65%</b>	
Expenditures	Budget Actual									Proposal	Actual Expenditures	
	2003-04	2004-05	2005-06	2006-07	2007-08	2008-09	2009-2010	2010-2011*	2011-2012	Expenses	% of Estimate	
Advertising and Promotion	\$ 6,517.00	\$ 7,544.00	\$ 317.00	\$ 11,378.84	\$ 11,938.00	\$ 9,175.00	\$ 10,850.00	\$ 8,259.57	\$ 5,000.00	842.25	16.85%	
Advertising Commissions	\$ 12,822.00	\$ 8,318.00	\$ 7,668.00	\$ 2,472.48	\$ 6,138.00	\$ 3,227.00	\$ -	\$ -	\$ -	-	-	
Amortization	\$ 7,181.00	\$ 6,104.00	\$ 5,333.00	\$ 6,218.28	\$ 7,297.00	\$ 5,264.00	\$ 4,166.00	\$ 3,616.44	\$ 2,500.00	1,250.00	50.00%	
Bad Debts	\$ 945.00	\$ -	\$ 4,805.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	
Donations-Gifts-Group and Wing Allowances	\$ 18,296.00	\$ 16,028.00	\$ 9,417.00	\$ 2,113.00	\$ 1,989.00	\$ 11,621.00	\$ 6,467.00	\$ 8,682.00	\$ 8,500.00	2,264.86	26.65%	
Insurance	\$ 1,419.00	\$ 3,031.00	\$ 6,677.00	\$ 6,434.40	\$ 4,746.00	\$ 4,463.00	\$ 2,051.00	\$ 2,004.99	\$ 2,000.00	1,029.06	51.45%	
Interest, Bank and Credit Card Charges	\$ 7,150.00	\$ 5,449.00	\$ 9,327.00	\$ 6,764.00	\$ 5,819.00	\$ 6,593.00	\$ 6,982.00	\$ 7,599.64	\$ 5,000.00	2,757.68	55.15%	
Membership Fees	\$ -	\$ -	\$ -	\$ -	\$ 2,070.00	\$ 2,347.00	\$ 1,803.00	\$ 603.94	\$ 500.00	1,753.54	350.71%	
Merchandise	\$ 75,770.00	\$ 64,014.00	\$ 72,566.00	\$ 79,264.00	\$ 62,447.00	\$ 58,143.00	\$ 55,651.00	\$ 51,219.17	\$ 40,000.00	27,610.56	69.03%	
National Convention (AGM)	\$ 30,881.00	\$ 31,618.00	\$ 35,525.00	\$ 63,186.00	\$ 57,969.00	\$ 62,669.00	\$ 69,498.00	\$ 66,584.96	\$ 60,500.00	90,093.76	148.92%	
NEC Meetings and Travel (Not AGM)	\$ 28,601.00	\$ 23,649.00	\$ 22,015.00	\$ 13,467.24	\$ 12,438.00	\$ 7,661.00	\$ 9,661.00	\$ 10,096.84	\$ 10,500.00	8,943.64	85.18%	
Office	\$ 41,915.00	\$ 36,770.00	\$ 30,068.00	\$ 42,379.00	\$ 46,247.00	\$ 64,444.00	\$ 31,149.00	\$ 20,939.67	\$ 20,000.00	9,179.14	45.90%	
Postage and Delivery	\$ 13,281.00	\$ 13,740.00	\$ 51,673.00	\$ 46,965.00	\$ 61,028.00	\$ 56,385.00	\$ 43,197.00	\$ 50,043.64	\$ 42,000.00	17,126.17	40.78%	
Professional Fees	\$ 25,337.00	\$ 38,794.00	\$ 35,882.00	\$ 27,578.00	\$ 25,170.00	\$ 22,088.00	\$ 23,473.00	\$ 18,448.56	\$ 18,000.00	7,565.07	42.03%	
Publications (Magazine Printing)	\$ 102,018.00	\$ 92,826.00	\$ 73,811.00	\$ 58,418.71	\$ 54,326.00	\$ 77,386.00	\$ 76,108.00	\$ 65,674.80	\$ 70,000.00	17,150.11	24.50%	
Rent	\$ 55,586.00	\$ 69,604.00	\$ 73,906.00	\$ 84,981.47	\$ 57,382.00	\$ 39,541.00	\$ 25,192.00	\$ 23,935.72	\$ 25,000.00	14,970.80	59.88%	
Salaries, Contract Services and Benefits	\$ 314,097.00	\$ 297,725.00	\$ 314,986.00	\$ 324,168.57	\$ 348,810.00	\$ 264,653.00	\$ 233,393.00	\$ 230,580.74	\$ 225,000.00	122,946.11	54.64%	
Telephone and Internet	\$ -	\$ -	\$ 7,856.00	\$ 11,054.00	\$ 10,864.00	\$ 11,443.00	\$ 11,117.00	\$ 13,024.06	\$ 12,000.00	5,981.35	49.84%	
Staff and Misc Travel/ Education	\$ 1,733.00	\$ 1,250.00	\$ 186.00	\$ 1,799.00	\$ 2,946.00	\$ 3,757.00	\$ 1,963.00	\$ 9,739.26	\$ 5,500.00	6,521.13	118.57%	
Operational or Uncommitted Contingency	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	
<b>Total</b>	<b>\$ 743,549.00</b>	<b>\$ 716,464.00</b>	<b>\$ 762,018.00</b>	<b>\$ 788,641.99</b>	<b>\$ 779,624.00</b>	<b>\$ 710,860.00</b>	<b>\$ 612,721.00</b>	<b>\$ 591,054.07</b>	<b>\$ 552,000.00</b>	<b>\$ 337,985.23</b>	<b>61.23%</b>	
<b>Net Income</b>	<b>\$ (22,104.00)</b>	<b>\$ (8,516.00)</b>	<b>\$ (35,086.00)</b>	<b>\$ (13,096.99)</b>	<b>\$ (3,788.00)</b>	<b>\$ 37,501.00</b>	<b>\$ 70,036.00</b>	<b>\$ 18,923.64</b>		35,457.66		