

**2012-2013 and 2013-2014 Budget Proposal Projections and Report of 2012-2013 Actual Revenues and Expenditures to 31 December 2012 (Mid-point of Fiscal Year)**

Revenues	Revenues										Proposal	Actual Revenues 2012-2013		Proposal
	2003-04	2004-05	2005-06	2006-07	2007-08	2008-09	2009-2010	2010-2011	2011-2012	2012-2013	Revenues	% of Estimate	2013-2014	
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	\$ 383,609.00	\$ 361,558.00	\$ 335,500.00	\$ 259,023.99	77.21%	\$ 293,500.00	
Non-member Subscriptions	\$ 24,428.00	\$ 27,405.00	\$ 34,606.00	\$ 37,288.00	\$ 41,036.00	\$ 39,256.00	\$ 38,953.00	\$ 38,182.00	\$ 32,535.00	\$ 30,000.00	\$ 25,531.06	85.10%	\$ 30,000.00	
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	\$ 29,260.00	\$ 32,000.00	\$ 24,000.00	75.00%	\$ 32,000.00	
Merchandise Sales	\$ 137,331.00	\$ 127,849.00	\$ 147,665.00	\$ 130,385.00	\$ 114,538.00	\$ 100,893.00	\$ 92,058.00	\$ 89,529.00	\$ 104,488.00	\$ 90,000.00	\$ 35,176.06	39.08%	\$ 80,000.00	
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	\$ 22,306.00	\$ 28,613.00	\$ 22,000.00	\$ 29,421.91	133.74%	\$ 25,000.00	
Other	\$ 40,688.00	\$ 58,243.00	\$ 62,762.00	\$ 68,019.00	\$ 65,556.00	\$ 58,805.00	\$ 51,308.00	\$ 57,679.00	\$ 46,781.00	\$ 40,000.00	\$ 13,272.68	33.18%	\$ 40,000.00	
<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>\$ 624,205.00</b>	<b>\$ 603,235.00</b>	<b>\$ 549,500.00</b>	<b>\$ 386,425.70</b>	<b>70.32%</b>	<b>\$ 500,500.00</b>	
Expenditures	Expenditures										Proposal	Actual Expenditures 2012-2013		Proposal
	2003-04	2004-05	2005-06	2006-07	2007-08	2008-09	2009-2010	2010-2011*	2011-2012	2012-2013	Expenses	% of Estimate	2013-2014	
Advertising and Promotion	\$ 6,517.00	\$ 7,544.00	\$ 317.00	\$ 11,378.84	\$ 11,938.00	\$ 9,175.00	\$ 10,850.00	\$ 16,812.00	\$ 12,903.00	\$ -	\$ -	0.00%	\$ -	
Advertising Commissions	\$ 12,822.00	\$ 8,318.00	\$ 7,668.00	\$ 2,472.48	\$ 6,138.00	\$ 3,227.00	\$ -	\$ -	\$ -	\$ -	\$ -	0.00%	\$ -	
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	\$ 3,230.00	\$ 2,500.00	\$ 1,250.00	50.00%	\$ 500.00	
Bad Debts	\$ 945.00	\$ -	\$ 4,805.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.00%	\$ -	
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	\$ 6,359.00	\$ 4,750.00	\$ 1,900.00	\$ 212.26	11.17%	\$ 2,900.00	
Insurance	\$ 1,419.00	\$ 3,031.00	\$ 6,677.00	\$ 6,434.40	\$ 4,746.00	\$ 4,463.00	\$ 2,051.00	\$ 2,005.00	\$ 2,137.00	\$ 2,100.00	\$ 958.85	45.66%	\$ 2,100.00	
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	\$ 6,720.00	\$ 5,535.00	\$ 5,500.00	\$ 3,490.31	63.46%	\$ 5,500.00	
Membership Fees	\$ -	\$ -	\$ -	\$ -	\$ 2,070.00	\$ 2,347.00	\$ 1,803.00	\$ 604.00	\$ 1,754.00	\$ 1,000.00	\$ 996.00	99.60%	\$ 1,000.00	
Merchandise	\$ 75,770.00	\$ 64,014.00	\$ 72,566.00	\$ 79,264.00	\$ 62,447.00	\$ 58,143.00	\$ 55,651.00	\$ 51,402.00	\$ 57,433.00	\$ 50,000.00	\$ 17,539.80	35.08%	\$ 50,000.00	
National Convention (AGM)	\$ 30,881.00	\$ 31,618.00	\$ 35,525.00	\$ 63,186.00	\$ 57,969.00	\$ 62,669.00	\$ 69,498.00	\$ 66,585.00	\$ 87,253.00	\$ 57,000.00	\$ 67,794.35	118.94%	\$ 14,000.00	
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	\$ 10,097.00	\$ 13,468.00	\$ 12,000.00	\$ 3,914.44	32.62%	\$ 10,000.00	
Office	\$ 41,915.00	\$ 36,770.00	\$ 30,068.00	\$ 42,379.00	\$ 46,247.00	\$ 64,444.00	\$ 31,149.00	\$ 32,292.00	\$ 36,300.00	\$ 35,000.00	\$ 15,203.26	43.44%	\$ 35,000.00	
Postage and Delivery	\$ 13,281.00	\$ 13,740.00	\$ 51,673.00	\$ 46,965.00	\$ 61,028.00	\$ 56,385.00	\$ 43,197.00	\$ 50,044.00	\$ 43,679.00	\$ 45,000.00	\$ 27,678.30	61.51%	\$ 45,000.00	
Professional Fees	\$ 25,337.00	\$ 38,794.00	\$ 35,882.00	\$ 27,578.00	\$ 25,170.00	\$ 22,088.00	\$ 23,473.00	\$ 20,771.00	\$ 22,246.00	\$ 22,000.00	\$ 11,599.52	52.73%	\$ 22,000.00	
Publications (Magazine Printing)	\$ 102,018.00	\$ 92,826.00	\$ 73,811.00	\$ 58,418.71	\$ 54,326.00	\$ 77,386.00	\$ 76,108.00	\$ 61,341.00	\$ 41,676.00	\$ 55,000.00	\$ 31,708.12	57.65%	\$ 55,000.00	
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	\$ 27,542.00	\$ 21,500.00	\$ 9,695.32	45.09%	\$ 21,000.00	
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	\$ 233,713.00	\$ 228,119.00	\$ 220,000.00	\$ 111,190.98	50.54%	\$ 220,000.00	
Telephone and Internet	\$ -	\$ -	\$ 7,856.00	\$ 11,054.00	\$ 10,864.00	\$ 11,443.00	\$ 11,117.00	\$ 11,258.00	\$ 9,927.00	\$ 10,000.00	\$ 6,360.36	63.60%	\$ 10,000.00	
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	\$ 6,607.00	\$ 6,272.00	\$ 5,500.00	\$ 2,189.92	39.82%	\$ 6,500.00	
OperationalContingency/Investment or Capital Loss or Gain	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,121.00	\$ 4,894.00	\$ 3,500.00	\$ -		\$ -	
<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>\$ 605,283.16</b>	<b>\$ 609,118.00</b>	<b>\$ 549,500.00</b>	<b>\$ 311,781.79</b>	<b>56.74%</b>	<b>\$ 500,500.00</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>\$ 18,921.84</b>	<b>\$ (5,883.00)</b>	<b>\$ -</b>	<b>\$ 74,643.91</b>			