

1	a	b	c	d	e	f	g	h	i	j
2	Revenues	Post-Audit Results						Estimated	Objective Results	Next FY
3		2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	Member Approved	% Used	2017-18
4		Membership Dues and Subscriptions	\$ 361,558.00	\$ 341,406.38	\$ 297,532.34	\$ 290,402.35	\$ 279,079.22	\$ 249,406.59	\$ 260,000.00	95.93%
5	Non-member Subscriptions (Magazine Bulk)	\$ 32,535.00	\$ 42,498.18	\$ 34,304.20	\$ 34,001.92	\$ 33,929.00	\$ 33,475.00	\$ 32,000.00	104.61%	33,000.00
6	Advertising & Editorial Support	\$ 29,260.00	\$ 44,168.00	\$ 35,830.84	\$ 35,937.59	\$ 39,106.01	\$ 36,634.79	\$ 32,000.00	114.48%	35,000.00
7	Merchandise Sales	\$ 104,488.00	\$ 83,062.61	\$ 91,651.60	\$ 55,326.85	\$ 64,843.07	\$ 43,275.44	\$ 50,000.00	86.55%	45,000.00
8	Airforce Magazine Award	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 47,048.00	\$ 47,048.00	100.00%	40,000.00
9	AGM Revenue (Registrations & Paying Guests)	\$ 28,613.00	\$ 29,376.91	\$ 21,836.94	\$ 22,316.65	\$ -	\$ 13,250.76	\$ 15,750.00	84.13%	-
10	Other	\$ 46,781.00	\$ 54,409.54	\$ 55,962.93	\$ 186,579.05	\$ 62,382.24	\$ 60,548.15	\$ 41,500.00	145.90%	50,000.00
11	Total	\$ 603,235.00	\$ 594,921.62	537,118.85	\$ 624,564.41	\$ 479,339.54	\$ 483,638.73	\$ 478,298.00	101.12%	439,000.00
12	Expenditures	Post-Audit Results						Estimated	Objective Results	Next FY
13		2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	Member Approved	% Used	2017-18
14		Advertising and Promotion	\$ 12,903.00	\$ 9,456.80	\$ 11,830.99	\$ 14,135.81	\$ 12,652.20	\$ 16,804.29	\$ 12,098.00	138.90%
15	Advertising Commissions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-
16	Amortization	\$ 3,230.00	\$ 1,446.73	\$ 2,906.46	\$ 2,536.86	\$ 2,209.14	\$ 2,681.77	\$ 1,250.00	214.54%	1,250.00
17	Bad Debts		\$ 15.52	\$ 51.73				\$ -		
18	Donations-Gifts-Group and Wing Allowances	\$ 4,750.00	\$ 6,212.26	\$ 4,975.20	\$ 1,123.38	\$ 7,525.96	\$ 6,418.70	\$ 8,500.00	75.51%	8,500.00
19	Insurance	\$ 2,137.00	\$ 2,013.18	\$ 2,051.47	\$ 2,203.39	\$ 1,943.10	\$ 2,553.18	\$ 2,200.00	116.05%	2,200.00
20	Interest, Bank and Credit Card Charges	\$ 5,535.00	\$ 5,371.31	\$ 5,364.76	\$ 4,240.81	\$ 3,877.20	\$ 4,416.24	\$ 3,750.00	117.77%	4,000.00
21	New Membership Enrolment package	\$ 1,754.00	\$ 1,153.84	\$ 2,315.09	\$ 2,504.92	\$ 4,182.83	\$ 1,635.41	\$ 4,000.00	40.89%	2,480.00
22	Merchandise	\$ 57,433.00	\$ 47,908.23	\$ 56,597.46	\$ 38,812.86	\$ 45,239.84	\$ 28,530.55	\$ 35,000.00	81.52%	29,250.00
23	National Convention (AGM)	\$ 87,253.00	\$ 67,233.76	\$ 50,614.04	\$ 60,293.50	\$ 2,963.75	\$ 48,834.56	\$ 50,000.00	97.67%	1,000.00
24	NEC Meetings and Travel (Not AGM)	\$ 13,468.00	\$ 6,673.18	\$ 6,940.49	\$ 13,789.30	\$ 11,206.83	\$ 8,861.85	\$ 7,000.00	126.60%	10,000.00
25	Office and membership,, CDA membership	\$ 36,300.00	\$ 22,871.89	\$ 11,456.69	\$ 12,908.22	\$ 13,873.32	\$ 16,041.35	\$ 14,500.00	110.63%	19,500.00
26	Postage and Delivery	\$ 43,679.00	\$ 47,311.28	\$ 41,465.51	\$ 34,581.41	\$ 38,341.47	\$ 33,814.22	\$ 33,000.00	102.47%	34,500.00
27	Professional Fees	\$ 22,246.00	\$ 14,138.61	\$ 13,268.89	\$ 12,134.74	\$ 10,473.29	\$ 9,685.46	\$ 13,000.00	74.50%	13,000.00
28	Publications (Magazine Printing)	\$ 41,676.00	\$ 75,508.76	\$ 65,842.38	\$ 49,746.94	\$ 54,310.40	\$ 50,337.38	\$ 50,000.00	100.67%	51,000.00
29	Rent	\$ 27,542.00	\$ 33,255.27	\$ 30,269.06	\$ 34,719.62	\$ 32,764.13	\$ 31,768.00	\$ 33,000.00	96.27%	33,000.00
30	Salaries, Contract Services and Benefits	\$ 228,119.00	\$ 214,664.19	\$ 202,092.34	\$ 188,584.83	\$ 187,369.82	\$ 195,660.67	\$ 190,000.00	102.98%	194,000.00
31	Telephone, Internet and Website	\$ 9,927.00	\$ 10,225.45	\$ 13,379.85	\$ 23,210.25	\$ 11,568.18	\$ 15,388.09	\$ 12,500.00	123.10%	14,500.00
32	Staff Travel, Local and Misc Travel/Education, Admin Sp	\$ 6,272.00	\$ 6,742.33	\$ 7,199.93	\$ 7,429.78	\$ 9,214.48	\$ 12,192.65	\$ 8,500.00	143.44%	9,820.00
33	OperationalContingency/Investment or Capital Loss or Gain	\$ 4,894.00	\$ 12,892.93	\$ (1,969.47)	\$ (383.87)	\$ (1,127.74)	\$ 183.48	\$ -		
34	Total	\$ 609,118.00	\$ 585,095.52	\$ 526,652.87	\$ 502,572.75	\$ 448,588.20	\$ 485,807.85	\$ 478,298.00	101.57%	439,000.00
35	Net Income	\$ (5,883.00)	\$ 9,826.10	\$ 10,465.98	\$ 121,991.66	\$ 30,751.34	-\$ 2,169.12	\$ -		-

Dawn Patrol \$4,500; Air Force Day \$5,500; Sponsorship \$5,000; Royalties \$35,000

Dawn Patrol \$3,200 Food and \$600 Gift; Air Force Day Food \$2700 and \$600 Gift, Battle of Britain \$2,000, and other \$1,900

Wing allowances \$5,500, Watch for Air Cadet \$300; Other \$700

New member package \$950, thanks gift \$500; Other \$1,030

Office exp \$10,000; Membership fee \$1500 (Dean); CDA \$1,000; Equipment rent \$500

\$9500 audit; \$1,000 computer and lawyers

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