

Revenues	After Audit				Proposal 2016*	Status		Proposal 2017
	2011-2012	2012-2013	2013-2014	2014-2015	Revenues	2015-2016	% Used	Revenues
Membership Dues and Subscriptions	\$ 361,558.00	\$ 341,406.38	\$ 297,532.34	\$ 290,402.35	\$ 260,000.00	\$ 269,656.27	103.71%	\$ 230,000.00
Non-member Subscriptions (Magazine Bulk)	\$ 32,535.00	\$ 42,498.18	\$ 34,304.20	\$ 34,001.92	\$ 21,000.00	\$ 25,507.00	121.46%	\$ 15,000.00
Advertising & Editorial Support	\$ 29,260.00	\$ 44,168.00	\$ 35,830.84	\$ 35,967.59	\$ 27,000.00	\$ 27,924.87	103.43%	\$ 20,000.00
Merchandise Sales	\$ 104,488.00	\$ 83,062.61	\$ 91,651.60	\$ 55,326.85	\$ 52,000.00	\$ 50,595.31	97.30%	\$ 40,000.00
Airforce Magazine Award								
AGM Revenue (Registrations & Paying Guests)	\$ 28,613.00	\$ 29,376.91	\$ 21,836.94	\$ 22,316.65				\$ 15,750.00
Other	\$ 46,781.00	\$ 54,409.54	\$ 55,962.93	\$ 186,579.05	\$ 43,500.00	\$ 34,713.00	79.80%	\$ 41,500.00
Total	\$ 603,235.00	\$ 594,921.62	\$ 537,118.85	\$ 624,594.41	\$ 403,500.00	\$ 408,396.45	101.21%	\$ 362,250.00
Expenditures					Proposal 2016*	Status		Proposal 2017
	2011-2012	2012-2013	2013-2014	2014-2015	Expenses	2014-2015	% Used	Expenses
Advertising and Promotion	\$ 12,903.00	\$ 9,456.80	\$ 11,830.99	\$ 14,135.81	\$ 5,000.00	\$ 8,680.26	173.61%	\$ 3,500.00
Advertising Commissions								
Amortization	\$ 3,230.00	\$ 1,446.73	\$ 2,906.46	\$ 2,536.86	\$ 2,000.00	\$ 1,500.00	75.00%	\$ 1,250.00
Bad Debts		\$ 15.52	\$ 51.73					
Donations-Gifts-Group and Wing Allowances	\$ 4,750.00	\$ 6,212.26	\$ 4,975.20	\$ 1,123.38	\$ 2,000.00	\$ 1,334.75	66.74%	\$ 2,000.00
Insurance	\$ 2,137.00	\$ 2,013.18	\$ 2,051.47	\$ 2,203.39	\$ 2,200.00	\$ 1,388.56	63.12%	\$ 2,200.00
Interest, Bank and Credit Card Charges	\$ 5,535.00	\$ 5,371.31	\$ 5,364.76	\$ 4,240.81	\$ 4,000.00	\$ 3,091.05	77.28%	\$ 3,750.00
New Membership Enrolment package	\$ 1,754.00	\$ 1,153.84	\$ 2,315.09	\$ 2,504.92	\$ 2,000.00	\$ 1,281.50	64.08%	\$ 2,000.00
Merchandise	\$ 57,433.00	\$ 47,908.23	\$ 56,597.46	\$ 38,812.86	\$ 36,400.00	\$ 24,222.92	66.55%	\$ 28,000.00
National Convention (AGM)	\$ 87,253.00	\$ 67,233.76	\$ 50,614.04	\$ 60,293.50	\$ 2,600.00	\$ 2,963.75	113.99%	\$ -
NEC Meetings and Travel (Not AGM), CDA membership	\$ 13,468.00	\$ 6,673.18	\$ 6,940.49	\$ 13,789.30	\$ 8,500.00	\$ 8,758.95	103.05%	\$ 9,000.00
Office and membership	\$ 36,300.00	\$ 22,871.89	\$ 11,456.69	\$ 12,908.22	\$ 10,000.00	\$ 12,168.06	121.68%	\$ 9,500.00
Postage and Delivery	\$ 43,679.00	\$ 47,311.28	\$ 41,465.51	\$ 34,581.41	\$ 30,000.00	\$ 29,643.63	98.81%	\$ 35,000.00
Professional Fees	\$ 22,246.00	\$ 14,138.61	\$ 13,268.89	\$ 12,134.74	\$ 13,000.00	\$ 9,825.65	75.58%	\$ 13,000.00
Publications (Magazine Printing)	\$ 41,676.00	\$ 75,508.76	\$ 65,842.38	\$ 49,746.94	\$ 50,000.00	\$ 42,562.46	85.12%	\$ 50,000.00
Rent	\$ 27,542.00	\$ 33,255.27	\$ 30,269.06	\$ 34,719.62	\$ 28,500.00	\$ 25,814.35	90.58%	\$ 24,950.00
Salaries, Contract Services and Benefits	\$ 228,119.00	\$ 214,664.19	\$ 202,092.34	\$ 188,584.83	\$ 190,000.00	\$ 138,066.79	72.67%	\$ 190,000.00
Telephone, Internet and Website	\$ 9,927.00	\$ 10,225.45	\$ 13,379.85	\$ 23,210.25	\$ 13,000.00	\$ 10,021.52	77.09%	\$ 13,000.00
Staff Travel, Local and Misc Travel/Education, Admin Sp	\$ 6,272.00	\$ 6,742.33	\$ 7,199.93	\$ 7,429.78	\$ 6,800.00	\$ 7,795.99	114.65%	\$ 4,000.00
Operational Contingency/Investment or Capital Loss or Gain	\$ 4,894.00	\$ 12,892.93	\$ (1,969.47)	\$ (383.87)	\$ 500.00			\$ -
Total	\$ 609,118.00	\$ 585,095.52	\$ 526,652.87	\$ 502,572.75	\$ 406,500.00	\$ 329,120.19	80.96%	\$ 391,150.00
Net Income	\$ (5,883.00)	\$ 9,826.10	\$ 10,465.98	\$ 122,021.66	\$ (3,000.00)	\$ 79,276.26		\$ (28,900.00)