

2017-2018 Budget Report (Audited Results) & 2018-2019 Budget Proposal (for Approval)

Revenues	Post-Audit Results						30-Jun-18	Budget	% Used	Proposal
	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2017-18		2018-19
Membership Dues and Subscriptions	\$ 361,558.00	\$ 341,406.38	\$ 297,532.34	\$ 290,402.35	\$ 279,079.22	\$ 249,406.59	\$ 229,375.00	236,000.00	97.19%	\$ 240,000.00
Non-member Subscriptions (Magazine Bulk)	\$ 32,535.00	\$ 42,498.18	\$ 34,304.20	\$ 34,001.92	\$ 33,929.00	\$ 33,475.00	\$ 33,519.00	33,000.00	101.57%	\$ 30,000.00
Electronic Publishing Sales(MAGLOFT and EBSCO)										\$ 1,000.00
Advertising & Editorial Support	\$ 29,260.00	\$ 44,168.00	\$ 35,830.84	\$ 35,937.59	\$ 39,106.01	\$ 36,634.79	\$ 36,452.00	35,000.00	104.15%	\$ 35,000.00
Merchandise Sales	\$ 104,488.00	\$ 83,062.61	\$ 91,651.60	\$ 55,326.85	\$ 64,843.07	\$ 43,275.44	\$ 64,870.00	45,000.00	144.16%	\$ 45,000.00
Airforce Magazine Award	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 47,048.00	\$ 39,258.00	40,000.00	98.15%	\$ 45,000.00
AGM Revenue (Registrations & Paying Guests)	\$ 28,613.00	\$ 29,376.91	\$ 21,836.94	\$ 22,316.65	\$ -	\$ 13,250.76	\$ -	-		\$ 10,000.00
Advocacy (Sponsorships)	\$ 13,008.33	\$ 18,000.00	\$ 9,260.00	\$ 11,680.00	\$ 10,621.00	\$ 6,200.00	\$ 8,350.00			\$ 5,500.00
Royalties, Donations and other	\$ 33,772.67	\$ 36,409.54	\$ 46,702.93	\$ 174,899.05	\$ 51,761.24	\$ 54,348.15	\$ 67,037.00	50,000.00	134.07%	\$ 55,000.00
Total	\$ 603,235.00	\$ 594,921.62	537,118.85	\$ 624,564.41	\$ 479,339.54	\$ 483,638.73	\$ 478,861.00	439,000.00	109.08%	\$ 466,500.00
Expenditures	Post-Audit Results						30-Jun-18	Budget	% Used	Proposal
	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-18	2017-18		2018-19
Advertising and Promotion	\$ 12,903.00	\$ 9,456.80	\$ 11,830.99	\$ 14,135.81	\$ 12,652.20	\$ 16,804.29	\$ 11,484.00	11,000.00	104.40%	\$ 11,500.00
Amortization	\$ 3,230.00	\$ 1,446.73	\$ 2,906.46	\$ 2,536.86	\$ 2,209.14	\$ 2,681.77	\$ 3,435.00	1,250.00	274.80%	\$ 2,500.00
Bad Debts		\$ 15.52	\$ 51.73				\$ -			
Donations-Gifts-Group and Wing Allowances	\$ 4,750.00	\$ 6,212.26	\$ 4,975.20	\$ 1,123.38	\$ 7,525.96	\$ 6,418.70	\$ -	8,500.00	0.00%	\$ 7,500.00
Insurance	\$ 2,137.00	\$ 2,013.18	\$ 2,051.47	\$ 2,203.39	\$ 1,943.10	\$ 2,553.18	\$ 2,552.00	2,200.00	116.00%	\$ 2,200.00
Interest, Bank and Credit Card Charges	\$ 5,535.00	\$ 5,371.31	\$ 5,364.76	\$ 4,240.81	\$ 3,877.20	\$ 4,416.24	\$ 4,731.00	4,000.00	118.28%	\$ 3,500.00
New Membership Enrolment package	\$ 1,754.00	\$ 1,153.84	\$ 2,315.09	\$ 2,504.92	\$ 4,182.83	\$ 1,635.41	\$ 3,603.00	1,480.00	243.45%	\$ 2,500.00
Merchandise	\$ 57,433.00	\$ 47,908.23	\$ 56,597.46	\$ 38,812.86	\$ 45,239.84	\$ 28,530.55	\$ 44,397.00	28,000.00	158.56%	\$ 31,500.00
National Convention (AGM)	\$ 87,253.00	\$ 67,233.76	\$ 50,614.04	\$ 60,293.50	\$ 2,963.75	\$ 48,834.56	\$ 95.00	3,500.00	2.71%	\$ 30,000.00
NEC Meetings and Travel (Not AGM)	\$ 13,468.00	\$ 6,673.18	\$ 6,940.49	\$ 13,789.30	\$ 11,206.83	\$ 8,861.85	\$ 17,817.00	9,000.00	197.97%	\$ 13,600.00
Office and membership,, CDA membership	\$ 36,300.00	\$ 22,871.89	\$ 11,456.69	\$ 12,908.22	\$ 13,873.32	\$ 16,041.35	\$ 32,183.00	18,070.00	178.10%	\$ 20,000.00
Postage and Delivery	\$ 43,679.00	\$ 47,311.28	\$ 41,465.51	\$ 34,581.41	\$ 38,341.47	\$ 33,814.22	\$ 35,881.00	35,000.00	102.52%	\$ 32,000.00
Professional Fees	\$ 22,246.00	\$ 14,138.61	\$ 13,268.89	\$ 12,134.74	\$ 10,473.29	\$ 9,685.46	\$ 9,626.00	13,000.00	74.05%	\$ 9,500.00
Publications (Magazine Printing)	\$ 41,676.00	\$ 75,508.76	\$ 65,842.38	\$ 49,746.94	\$ 54,310.40	\$ 50,337.38	\$ 47,654.00	52,000.00	91.64%	\$ 43,000.00
Electronic/Website/Online Products, Programs, Services	\$ 5,262.57	\$ 5,766.25	\$ 5,869.60	\$ 15,626.46	\$ 6,542.79	\$ 8,373.55	\$ -	7,500.00	0.00%	\$ 7,500.00
Rent	\$ 27,542.00	\$ 33,255.27	\$ 30,269.06	\$ 34,719.62	\$ 32,764.13	\$ 31,768.00	\$ 29,266.00	31,000.00	94.41%	\$ 31,750.00
Salaries, Contract Services and Benefits	\$ 228,119.00	\$ 214,664.19	\$ 202,092.34	\$ 188,584.83	\$ 187,369.82	\$ 195,660.67	\$ 195,176.00	194,000.00	100.61%	\$ 203,700.00
Telephone (Land-lines and Toll-free)	\$ 4,664.43	\$ 4,459.20	\$ 7,510.25	\$ 7,583.79	\$ 5,025.39	\$ 7,014.54	\$ 5,333.00	5,000.00	106.66%	\$ 5,500.00
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	\$ 7,703.00	14,500.00	53.12%	\$ 8,750.00
OperationalContingency/Investment or Capital Loss or Gain	\$ 4,894.00	\$ 12,892.93	\$ (1,969.47)	\$ (383.87)	\$ (1,127.74)	\$ 183.48	\$ -			
Total	\$ 609,118.00	\$ 585,095.52	\$ 526,652.87	\$ 502,572.75	\$ 448,588.20	\$ 485,807.85	450,936.00	439,000.00	102.72%	\$ 466,500.00
Net Income	\$ (5,883.00)	\$ 9,826.10	\$ 10,465.98	\$ 121,991.66	\$ 30,751.34	-\$ 2,169.12	\$ 27,925.00	-		\$ -