

|                                    |                | May             | June            | July           | August          | Sept            | Oct (to date)   |
|------------------------------------|----------------|-----------------|-----------------|----------------|-----------------|-----------------|-----------------|
| <b>REVENUE</b>                     |                |                 |                 |                |                 |                 |                 |
| Local sales                        | 77000          | 3267.77         | 3275            | 1052.5         | 11543           | 10553           | 4075            |
| UVic sales                         |                |                 | 855             | 415            | 7525            | 3000            | 2375            |
| UVSS sales                         |                | 638             | 8750            |                | 2500            |                 | 1300            |
| National Sales                     | 7000           |                 |                 |                |                 | 1579.85         |                 |
| Web Sales                          | 500            |                 |                 | 800            | 50              | 160             |                 |
| UVSS Membership Fees               | 128000         |                 |                 |                | 14514.43        |                 |                 |
| Misc Fundraising                   | 3000           |                 |                 | 20             |                 |                 | 200             |
| Misc Income                        |                |                 |                 |                |                 |                 |                 |
| <b>TOTAL REVENUE:</b>              | <b>215500</b>  | <b>3905.77</b>  | <b>12880</b>    | <b>2287.5</b>  | <b>36132.43</b> | <b>15292.85</b> | <b>7950</b>     |
|                                    |                |                 |                 |                |                 |                 |                 |
|                                    |                |                 |                 |                |                 |                 |                 |
| <b>EXPENSES</b>                    |                |                 |                 |                |                 |                 |                 |
| Wages & salaries (full-time staff) | 87220.96       | 7488            | 7422            | 7344           | 8058            | 7089.75         | 9521.5          |
| Wages & salaries commission        | 3850           |                 |                 |                |                 | 1000            |                 |
| Wages & salaries (part-time staff) | 30,000         |                 |                 |                |                 |                 |                 |
| Advertising & promotion            | 800            | 263             | 5.18            | 10.8           | 219.89          |                 | 30.89           |
| Advertising expenses               | 600            |                 |                 | 100            | 315.45          |                 |                 |
| Article purchases                  | 1850           | 77.5            | 50              | 50             | 150             | 150             | 125             |
| Auditor/Accounting                 | 2400           | 165             | 75              | 127.67         | 1470            |                 |                 |
| Bad Debt expense                   | 400            |                 | 294.01          | 393.5          |                 |                 |                 |
| Bank charges                       | 100            | 15              | 2.74            | 2.61           |                 |                 |                 |
| Book printing/binding              | 472.5          | 225             | 225             |                |                 |                 |                 |
| Computer supplies/software         | 360            |                 |                 |                |                 |                 |                 |
| Conference/meeting/travel          | 2700           |                 |                 |                |                 |                 |                 |
| Distribution costs                 | 11000          | 225             | 216.1           | 234.54         | 270             | 1271.59         | 502.58          |
| Distribution equipment             |                |                 |                 |                |                 |                 |                 |
| Donations                          |                |                 |                 |                |                 |                 |                 |
| Fax                                | 112.8          | 20.04           | 9.58            | 9.58           | 9.58            |                 | 9.58            |
| Gov't Pen/Interest                 |                |                 |                 |                |                 |                 |                 |
| Insurance                          | 5000           | 2193            |                 |                | 900             | 2450            |                 |
| JUM                                | 8057.64        | 674.1           | 674.1           | 674.1          | 674.1           | 674.1           | 674.1           |
| Late penalties and fees            | 50             |                 |                 |                |                 |                 |                 |
| Medical/Dental                     | 5400           | 517.46          | 650.51          | -507.09        | 231.31          | 231.31          | 231.31          |
| Membership dues                    |                |                 |                 |                |                 |                 |                 |
| Office supplies                    | 740            |                 | 41.71           | 1.56           |                 | 7.05            | 127.33          |
| Office supplies, food              | 300            | 5               | 48.15           | 5              | 39              | 45              | 2.75            |
| Parking                            | 168            | 16.2            | 23.91           | 6.92           | 20.01           |                 | 13.81           |
| Paypal fees deducted               | 60             |                 |                 |                |                 |                 |                 |
| Payroll expenses                   | 10000          | 492.48          | 503.17          | 246.24         | 830.23          | 495.7           | 678.67          |
|                                    |                |                 |                 |                |                 |                 |                 |
| Photography purchases              | 300            |                 |                 | 75             | 400             |                 |                 |
| Postage & courier                  | 600            | 53.53           | 11.96           | 10.17          | 34.85           |                 |                 |
| Printing costs                     | 33971.82       | 793.65          | 958             | 871            | 871             | 5718            | 2457            |
| Production costs                   |                | 45              | 45              | 45             | 45              |                 | 59.32           |
| Photography costs                  | 250            | 9               |                 | 27.5           | 27.5            | 55              |                 |
| Graphic costs                      |                | 27.5            | 27.5            | 27.5           | 127.5           | 55              |                 |
| Research expenses                  | 150            |                 | 15              |                |                 |                 | 25              |
| Repair & maintenance               | 500            |                 |                 | 5              |                 |                 |                 |
| Society costs                      | 40             |                 |                 |                |                 |                 |                 |
| Staff training and development     | 600            |                 |                 |                |                 |                 | 81.97           |
| Telephones                         | 1444           | 26.41           | 25.79           | 1089.65        | 24.15           |                 |                 |
| Video fees                         |                |                 |                 |                |                 |                 |                 |
| Video supplies                     | 220            |                 |                 |                |                 |                 |                 |
| WCB expense                        | 600            |                 |                 |                |                 |                 |                 |
| Website                            | 1200           | 20.84           | 66.92           | 5.35           | 1233.97         |                 | 5.41            |
| <b>TOTAL EXPENSES:</b>             | <b>211,518</b> | <b>13352.71</b> | <b>11391.33</b> | <b>10855.6</b> | <b>15951.54</b> | <b>19242.5</b>  | <b>14546.22</b> |

| Totals to date | Percentage of budget | Last year totals (to the end of Oct.) |
|----------------|----------------------|---------------------------------------|
| 61,124.27      | 79.38%               | 43,483.00                             |
|                |                      |                                       |
| 1,579.85       | 22.57%               | 3,163.00                              |
| 1,010.00       | 202.00%              | 722.50                                |
| 14,514.43      | 11.34%               | 14,639.06                             |
| 220.00         | 7.33%                | -280.00                               |
|                |                      |                                       |
| 78,448.55      | 36.40%               |                                       |
|                |                      |                                       |
|                |                      |                                       |
| 46,923.25      | 40.03%               | 68,524.48                             |
| 1,000.00       | 25.97%               | 2,473.57                              |
| 0.00           | 0.00%                |                                       |
| 529.76         | 66.22%               | 2,312.64                              |
| 415.45         | 69.24%               | 68.75                                 |
| 602.50         | 32.57%               | 650.00                                |
| 1,837.67       | 76.57%               | 1,594.00                              |
| 687.51         | 171.88%              |                                       |
| 20.35          | 20.35%               | 23.68                                 |
| 450.00         | 95.24%               |                                       |
| 0.00           | 0.00%                | 876.52                                |
| 0.00           | 0.00%                | 1,008.76                              |
| 2,719.81       | 24.73%               | 807.40                                |
|                |                      | 124.63                                |
|                |                      | 324.00                                |
| 58.36          | 51.74%               | 36.99                                 |
|                |                      |                                       |
| 5,543.00       | 110.86%              | 5,478.50                              |
| 4,044.60       | 50.20%               | 2,897.13                              |
| 0.00           | 0.00%                |                                       |
| 1,354.81       | 25.09%               | 3,836.00                              |
|                |                      | 6,396.71                              |
| 177.65         | 24.01%               | 1,102.90                              |
| 144.90         | 48.30%               | 1,548.10                              |
| 80.85          | 48.13%               | 40.11                                 |
| 0.00           | 0.00%                | 25.01                                 |
| 3,246.49       | 32.46%               | 4,156.87                              |
|                |                      |                                       |
| 475.00         | 158.33%              |                                       |
| 110.51         | 18.42%               | 362.80                                |
| 11,668.65      | 34.35%               | 17,242.00                             |
| 239.32         |                      |                                       |
| 119.00         | 47.60%               | 616.98                                |
| 265.00         |                      |                                       |
| 40.00          | 26.67%               | 578.75                                |
| 5.00           | 1.00%                | 134.71                                |
| 0.00           | 0.00%                | 25.00                                 |
| 81.97          | 13.66%               |                                       |
| 1,166.00       | 80.75%               | 166.26                                |
| 0.00           |                      | 750.00                                |
| 0.00           | 0.00%                | 955.41                                |
| 0.00           | 0.00%                |                                       |
| 1,332.49       | 111.04%              | 2,435.00                              |
| 85,339.90      | 40.35%               |                                       |