

# Financial Report

Tin Can Sailors had a profit of \$61,289\* for Fiscal Year 2016 (October 1, 2015 through September 30, 2016).

Here is where the Income came from in Fiscal Year 2016:

Memberships	373,792
Contributions	79,631
Contributions Restricted	159,800
Deferred Membership Income	7,041
Bull Sessions	20,892
Sales of Merchandise	109,306
National Reunion	53,563
Interest Earned	4,366
<u>Other</u>	<u>3,703</u>
Total	812,064

Our expenses fall into three basic categories. The first is Program Expenses:

National Reunion	46,375
Archives	923
Bull Sessions	19,704
Cost of Merchandise Sold	81,657
Royalties	49
Newsletter Printing and Postage	61,522
Renewal and Non-payer Mailings	19,348
Computer & Web Site	891
Reunion Services	1,175
Payroll & Payroll Taxes	150,169
Health Insurance & Pension Expense	15,068
Building Occupancy	42,105
Telephone and Utilities	6,479
Insurance	3,785
Depreciation	6,722
Historic Naval Ships Association	5,000
Destroyer Grant Program	77,030
Recruiting	658
<u>Other</u>	<u>2,778</u>
Total	541,438

The next category is General and Administrative. These expense were:

Payroll and Payroll Taxes	87,171
Health Insurance & Pension Expense	9,565
Merchant Services Fees	6,541
Computer Expenses	805
Office Supplies and Other	6,308
Insurance	2,792
Meetings	7,377
Telephone and Utilities	3,298
Building Occupancy	20,738
Postage & Printing	6,946
Small Office Equipment	1,342
Equipment & Box Rental	1,394
Attorney, Auditor & Professional Fees	12,052
Depreciation	3,311
<u>Other</u>	<u>549</u>
Total	\$170,189

The last category is Fund Raising. These expenses were:

Fund Raising	\$39,148
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The total of all expenses is \$750,775

\*There is an increase in contributions because the Campaign mailing went out earlier this year.