

**International Hobie Class Association**  
**Comparative Income (Loss) Statements**  
 January through December 2017 and 2016

	<u>Jan - Dec 17</u>	<u>Jan - Dec 16</u>	<u>\$ Change</u>
<b>Income:</b>			
<b>Manufacturers Support</b>			
HC USA	\$ 18,528	\$ 19,754	\$ (1,226)
HC Europe	20,247	19,750	497
HC Australia	21,914	18,035	3,879
<b>Total Manufacturers Support</b>	<u>60,689</u>	<u>57,539</u>	<u>3,150</u>
<b>Regional Dues</b>			
Europe	0	11,746	(11,746)
North America	0	4,865	(4,865)
South America	800	1,414	(614)
South Pacific	329	2,597	(2,268)
North Pacific	545	966	(421)
Africa	850	245	605
International	0	375	(375)
<b>Total Regional Dues</b>	<u>2,524</u>	<u>22,208</u>	<u>(19,684)</u>
<b>Interest Income</b>	<u>6</u>	<u>6</u>	<u>0</u>
<b>Total Income</b>	<u>63,219</u>	<u>79,753</u>	<u>(16,534)</u>
<b>Expenses:</b>			
AGM Meeting Costs	0	216	(216)
<b>Staff</b>			
Executive Director Salary	60,858	59,211	1,647
Accounting	1,800	1,800	0
Newsletter	253	190	63
Phone	1,441	1,500	(59)
Internet Expense	1,122	1,249	(127)
Office supplies	303	67	236
Postage	8	0	8
Bank Charges	2,423	2,568	(145)
<b>Travel</b>			
Exec. Director Travel	4,021	3,687	334
President	0	2,050	(2,050)
Travel - Other	0	1,226	(1,226)
ISAF Dues	1,282	1,510	(228)
Miscellaneous	0	576	(576)
<b>Total Expenses</b>	<u>73,511</u>	<u>75,850</u>	<u>(2,339)</u>
<b>Net</b>	<u>\$ (10,292)</u>	<u>\$ 3,903</u>	<u>\$ (14,195)</u>
<b>Cash on hand - December 31</b>	<u>\$ 28,568</u>	<u>\$ 33,029</u>	