



2015 Tailhook Association Annual Report

Financial Sequestration Hang Over

In 2014 our income from all sources except the annual reunion decreased. The reunion generated \$11,987 in additional income. The reunion income increase coupled with reduced spending in most areas allowed us to balance our books and show a modest profit of \$3,908. At the same time, growth in our investment portfolio generated an additional \$66,302.



J.R. Davis

Membership

Our vice president for membership, CDR Tim Murphy, USN, has had success in recruiting new and returning members. We continue to actively recruit junior officers through our nugget program, which allows an ensign or lieutenant junior grade one year free. Additionally a new member, lieutenant and above can receive a membership at the reduced price of \$20.00 for the first year.

	2012	2013	2014
Civilian Members	3,245	3,171	3,189
Active-Duty and Reserve Members	2,674	2,591	2,843
Retired Members	3,367	3,409	3,495
Total Members	9,286	9,171	9,527
Send <i>The Hook</i> to School Program	1,107	1,115	1,135

Life Membership — Reunion Discount

Our Life membership endowment is healthy with 2,931 Life members. Now is the time to convert to Life membership

We are conducting a sale of Life memberships at the reunion. You must attend the reunion, or be deployed to take advantage of this special sale. For those younger than age 60, the cost to become a Life member is \$595. This is a \$200 discount. Part of your payment will be invested for the future, and part of the payment goes into general operating fund. For more mature members the following reduced payment schedule applies:

Age	Special Price
60 to 65	\$505
66 to 70	\$395
71 to 79	\$295
80 to 84	\$95
85 and older	Free if you are a current member in good standing

Tailhook Educational Foundation (TEF)

This year we awarded 93 scholarship grants ranging from \$1,000 to \$15,000. We received 422 scholarship applications and the academic records for most of the high school and college students were superior. We could have easily awarded another 200 grants based on outstanding academic records. The next window for application opens 15 December for the 2016-'17 academic years. All applications are due back in the TEF office by 15 March 2016.

Database and Things to Remember

The Tailhook Association Membership Database is maintained at our corporate headquarters: 9696 Businesspark Ave., San Diego CA 92131-1643.

- Visit us: www.tailhook.org or www.tailhook.net
- Symposium: 8–10 September 2016, The Nugget, Sparks, Nevada
- Symposium: 7–9 September 2017, The Nugget, Sparks, Nevada
- Hook 2015 Reunion Coordinator (Marc Ostertag): (800) 322-4665
- Tailhook Educational Foundation (CFC #10251): (800) 269-8267
- The Tailhook Ship's Store: (800) 322-4665

Statement of Activities for Year End 2014

Income

Membership	\$ 359,148
Merchandise Sales	87,466
<i>The Hook</i> Magazine	66,527
Convention	503,882
Foundation	58,318
Other Income	7,053
Total Support & Revenue	\$ 1,082,395

Expenditures

Cost of Goods Sold	\$ 56,553
Program Services	
Merchandise Sales	64,882
<i>The Hook</i> Magazine	312,782
Convention	241,977
Foundation	24,331
Supporting Services	
Administrative and General	\$ 377,961
Total Expenditures	\$ 1,078,487
Net Change in Assets	\$ 3,908

The Tailhook Association Statement of Financial Position 31 December 2014

Current Assets

Cash and Cash Equivalents	\$ 168,862
Investments	1,275,347
Accounts Receivable	38,554
Inventory	153,578
Deposits (Refundable)	1,690
Property and Equipment	307,999
Deferred Gain	(443,016)
Total Assets	\$ 1,503,014

Current Liabilities

Accounts Payable	\$ 815
Sales Tax Payable	277
Deferred Income	40,000
Total Liabilities	\$ 41,092

Equity

Retained Earnings/Income	\$ 1,391,711
Net Income (including investment growth)	70,210
Total Equity	1,461,921
Total Liabilities & Equity	\$ 1,503,013

Hook '16 • Nugget Casino Reno/Sparks, Nev.

8-11 September 2016