

THE SOARING SOCIETY OF AMERICA, INC
2016 BUDGET DRAFT FOR SSA OPERATIONS VERSION 3

	2015 Budget	January	February	March	April	May	June	July	August	September	October	November	December	2016 YTD Budget
OPERATING NET REVENUES														
Membership Dues & Subscription Income														
Dues	573,180 \$	43,499 \$	43,988 \$	44,965 \$	44,965 \$	48,386 \$	46,725 \$	47,507 \$	42,975 \$	43,453 \$	42,402 \$	42,020 \$	42,975 \$	533,860
Subscriptions	9,350	600	500	1,250	700	400	900	650	450	500	300	400	2,000	8,650
Chapter Rebates	(9,200)	(782)	(978)	(332)	(391)	(831)	(1,075)	(1,051)	(134)	(669)	(740)	(669)	(860)	(8,512)
Credit Card Fees	(8,300)	(1,000)	(1,200)	(800)	(725)	(750)	(450)	(625)	(800)	(875)	(750)	(450)	(500)	(8,925)
Postage	(15,600)	(1,700)	(2,250)	(2,300)	(2,000)	(1,000)	(700)	(700)	(1,200)	(2,200)	(2,000)	(500)	(1,200)	(17,750)
Printing	(7,500)	(500)	0	(500)	0	(750)	0	(500)	0	(700)	0	0	(2,500)	(5,450)
Supplies	(7,500)	(250)	(400)	(400)	(800)	(275)	(250)	(200)	(1,500)	(200)	(500)	(1,500)	(500)	(6,775)
Dues & Subscriptions Net Revenue	534,430	39,867	39,660	41,883	41,749	45,180	45,150	45,081	39,791	39,309	38,712	39,301	39,415	495,098
2016 Convention - Greenville														
2016 Convention Revenue	0	0	128,850	0	0	0	0	0	0	0	0	0	0	128,850
2016 Convention Expense	0	0	(106,400)	0	0	0	0	0	0	0	0	0	0	(106,400)
2016 Convention Net Revenue	0	0	22,450	0	0	0	0	0	0	0	0	0	0	22,450
Magazine Advertising														
Classified	14,950	2,500	825	75	2,675	100	225	3,000	465	280	2,675	50	700	13,570
Display Advertising	79,306	7,000	8,000	6,800	6,750	7,800	5,800	5,700	7,800	7,900	6,100	7,500	5,700	82,850
Credit Card Fees	(3,550)	(440)	(400)	(230)	(300)	(260)	(130)	(200)	(375)	(250)	(300)	(235)	(135)	(3,255)
Supplies	(450)	0	0	(240)	0	0	(200)	0	0	(200)	0	0	0	(640)
Magazine Advertising Net Revenue	90,256	9,060	8,425	6,405	9,125	7,640	5,695	8,500	7,890	7,730	8,475	7,315	6,265	92,525
Eagle Fund and Foundation Contributions														
Contributions - Eagle Fund	64,300	5,500	8,900	1,600	1,350	1,400	1,500	1,000	1,500	1,325	1,050	27,000	16,500	68,625
Contributions - Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0
LCSB Donations	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0
Transfer SSA Assets to Foundation	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Foundation Distributions-Gen Endowment	41,000	1,000	1,500	1,500	2,000	2,500	2,500	5,000	5,000	5,000	5,000	5,000	5,000	41,000
Foundation Distributions-Life Member Fund	8,550	0	0	2,138	0	0	2,138	0	0	2,137	0	0	2,137	8,550
Foundation Distributions-Kunda Reserve	6,000	0	0	14,000	0	0	10,000	0	0	0	0	0	0	24,000
Foundation Distributions-Other Funds	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Eagle Fund Expenses	(9,904)	(50)	(50)	(50)	(50)	(50)	(50)	(50)	(400)	(50)	(1,800)	(4,000)	(50)	(6,650)
Contributions Net of Expense	114,946	6,450	10,350	19,188	3,300	3,850	16,088	5,950	6,100	8,412	4,250	28,000	23,587	135,525

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	2015 Budget	January	February	March	April	May	June	July	August	September	October	November	December	2016 YTD Budget
Merchandise Income														
Merchandise Sales	58,696	3,450	3,000	3,000	3,200	2,500	6,500	6,500	5,000	2,000	8,000	5,300	12,500	60,950
Shipping and Handling Revenue	14,195	1,300	650	700	900	500	1,360	1,300	1,000	900	1,300	1,200	2,250	13,360
Postage	(9,500)	(1,500)	(700)	(700)	(300)	(400)	(1,000)	(1,000)	(700)	(700)	(550)	(1,300)	(1,600)	(10,450)
Shipping and Handling Charges	(950)	(50)	(25)	(25)	(25)	(25)	(25)	(25)	(25)	(25)	(50)	(50)	(25)	(375)
Cost of Goods Sold	(27,728)	(1,051)	(925)	(900)	(1,100)	(800)	(2,500)	(2,500)	(950)	(950)	(3,000)	(1,000)	(5,700)	(21,376)
Credit Card Fees	(5,300)	(375)	(100)	(175)	(300)	(175)	(500)	(500)	(300)	(200)	(350)	(225)	(400)	(3,600)
Kolstad Proceeds - DVD	(340)	(40)	(80)	0	0	0	(160)	(20)	(40)	(20)	(40)	(80)	(20)	(500)
Cross Country Soaring - Royalties	(191)	(4)	0	(48)	(2)	(30)	(2)	(2)	(2)	(2)	(20)	(10)	(8)	(130)
Supplies	(2,800)	(70)	(500)	(100)	(500)	(100)	(200)	(750)	(500)	(80)	(80)	(80)	(300)	(3,260)
Merchandise Net Revenue	26,082	1,660	1,320	1,752	1,873	1,470	3,473	3,003	3,483	923	5,210	3,755	6,697	34,619
Fast Program														
FAST Sales	45,742	3,390	1,115	1,875	4,475	2,250	7,475	4,175	2,000	2,750	2,300	4,750	525	37,080
FAST Cost of Goods Sold	(5,680)	(400)	(100)	(175)	(550)	(350)	(1,050)	(500)	(400)	(425)	(400)	(600)	(50)	(5,000)
Postage, Shipping and Handling Charges	(3,600)	(185)	(65)	(125)	(375)	(225)	(700)	(300)	(275)	(325)	(230)	(170)	(335)	(3,310)
FAST Credit Card Fees	(1,350)	(135)	(100)	(80)	(150)	(50)	(125)	(200)	(150)	(145)	(140)	(235)	(70)	(1,580)
FAST Redemptions	(23,350)	(1,413)	(200)	(450)	(300)	(2,000)	(2,400)	(2,000)	(1,925)	(2,773)	(2,300)	(4,739)	(516)	(21,016)
Fast Program Net Revenue	11,762	1,257	650	1,045	3,100	(375)	3,200	1,175	(750)	(918)	(770)	(994)	(446)	6,174
Miscellaneous Revenue														
Sanction Fees Collected	39,000	0	0	0	2,475	2,565	2,025	2,025	7,455	4,530	855	540	0	22,470
Sanction Fees Paid to US Team	(9,980)	0	0	0	(550)	(570)	(450)	(450)	(2,250)	(1,320)	(190)	(120)	0	(5,900)
Sanction Fees Allocated to Contest & Rules Com	(2,725)	0	0	0	0	0	0	0	0	0	0	0	(4,755)	(4,755)
Contest ID Registrations	1,545	125	150	175	150	175	225	100	75	150	50	100	125	1,600
Interest	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous	560	20	0	60	40	70	10	30	40	40	20	20	20	370
Miscellaneous Net Revenue	28,400	145	150	235	2,115	2,240	1,810	1,705	5,320	3,400	735	540	(4,610)	13,785
TOTAL NET OPS REVENUES	805,876 \$	58,439 \$	83,005 \$	70,508 \$	61,262 \$	60,005 \$	75,416 \$	65,414 \$	61,834 \$	58,856 \$	56,612 \$	77,917 \$	70,908 \$	800,176

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	2015 Budget	January	February	March	April	May	June	July	August	September	October	November	December	2016 YTD Budget
OPERATING EXPENSES														
Compensation														
Wages	259,665	21,035	19,002	21,035	20,358	21,036	20,358	21,036	21,036	20,358	21,036	20,358	33,036	259,684
Insurance - Health & Dental	67,266	4,564	4,564	4,564	4,564	4,564	4,564	4,578	4,578	4,578	4,578	4,578	4,988	55,262
Payroll Taxes	24,779	2,159	1,939	2,146	2,091	2,145	2,077	2,159	2,145	2,077	2,159	2,077	3,215	26,389
Contract Labor	94,064	6,870	6,870	6,870	6,870	6,870	6,870	6,870	6,870	6,870	6,870	6,870	6,870	82,440
Compensation, Benefits and Taxes	445,774	34,628	32,375	34,615	33,883	34,615	33,869	34,643	34,629	33,883	34,643	33,883	48,109	423,775
Programs and Marketing Expense														
Advertising and Marketing	1,130	0	0	0	500	0	0	500	0	0	0	0	0	1,000
Airshows - Miscellaneous	500	0	0	0	0	500	1,500	0	0	0	0	0	0	2,000
Airshow - Oshkosh	12,000	5,000	0	0	0	0	0	2,000	0	0	0	0	0	7,000
Airshow - Sun N Fun	5,000	0	0	0	5,000	0	0	0	0	0	0	0	0	5,000
Cloudstreet Funding	35,000	0	0	0	0	0	0	0	0	0	0	0	0	0
Contest & Rules-JR/XC Rebates	0	0	0	0	500	500	800	1,200	1,200	0	0	0	0	4,200
L-13 Show Glider Project	6,000	0	0	9,000	0	0	0	0	0	0	0	0	0	9,000
Growth & Promotion Committee	3,000	1,500	0	0	0	0	0	1,500	0	0	0	0	0	3,000
SSA HQ - Promotion of Soaring	600	0	100	0	100	0	100	0	100	0	100	0	100	600
Programs and Marketing Expenses	63230	6500	100	9000	6100	1000	2400	5200	1300	0	100	0	100	31800
General Administration Expenses														
Bad Debts Expense	1,500	0	0	0	0	0	0	0	0	0	0	0	1,500	1,500
Badge and Records	600	20	40	40	40	300	50	40	40	30	20	565	20	1,205
Bank Charges	985	90	85	75	95	70	80	80	80	75	80	80	100	990
Computer and IT Expenses	12,800	1,070	1,750	1,200	1,000	2,500	1,000	1,050	1,295	1,395	1,200	950	950	15,360
Credit Card Fees	360	30	30	30	30	30	30	30	30	30	30	30	30	360
Education	750	0	0	0	250	0	0	0	0	500	0	0	0	750
Engraving	620	50	250	0	0	0	50	50	0	0	250	0	0	650
Equipment Rental & Maintenance	29,500	4,550	800	2,200	4,350	1,500	1,500	5,100	1,700	1,250	4,550	975	4,550	33,025
Insurance-Other & Work Comp	19,200	4,800	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	22,400
Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Magazine - Postage	62,600	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	61,200
Magazine - Printing	97,300	7,600	7,600	7,600	7,600	7,600	7,600	7,600	7,600	7,600	7,600	7,600	7,600	91,200
Maintenance - Building and Grounds	16,000	1,225	1,400	6,225	1,400	1,500	11,500	1,225	1,325	1,300	1,500	1,000	1,400	31,000
Meeting Support	6,450	0	2,000	0	0	0	0	1,400	0	2,000	0	0	1,400	6,800
NAA Dues	10,000	3,575	0	0	3,575	0	0	3,575	0	0	3,575	0	0	14,300
NAA Dues - US Team 30% Portion	0	(1,073)	0	0	(1,073)	0	0	(1,073)	0	0	(1,073)	0	0	(4,292)
Permits & Licenses	30	0	65	0	0	0	10	0	0	0	0	0	25	100

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Postage	6,577	325	400	200	500	380	525	350	525	700	450	590	575	5,520
Printing	375	20	120	175	20	20	20	20	120	20	20	65	20	640
Professional Dues	1,215	0	0	600	0	0	155	0	0	0	0	0	115	870
Professional Services	37,120	0	0	120	0	0	0	0	32,000	5,000	0	0	0	37,120
Supplies	3,555	250	200	250	120	700	700	350	300	550	250	700	350	4,720
Taxes - Miscellaneous	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Telecommunications	9,600	800	775	775	775	775	775	795	775	800	775	775	775	9,370
Travel - All SSA Staff	5,500	0	0	0	0	0	925	0	0	1,200	0	0	900	3,025
Trophies/Awards	700	0	100	50	50	100	50	50	50	50	50	50	50	650
Utilities	6,800	500	580	470	300	550	550	600	700	650	500	450	450	6,300
WinScore Charges	900	0	0	0	0	900	0	0	0	0	0	0	0	900
Miscellaneous Expenses	240	20	20	20	20	20	20	20	20	20	20	20	20	240
Total General Admin Expenses	331,277	28,952	22,915	26,730	25,752	23,645	32,240	27,962	53,260	29,870	26,497	20,550	27,530	345,903
TOTAL ADMIN OPERATING EXPENSES	840,281	70,080	55,390	70,345	65,735	59,260	68,509	67,805	89,189	63,753	61,240	54,433	75,739	801,478
CAPITAL PROVIDED BY OPERATIONS	(34,405)	(11,641)	27,615	163	(4,473)	745	6,907	(2,391)	(27,355)	(4,897)	(4,628)	23,484	(4,831)	(1,302)
Amortization	12,432	700	700	700	700	700	700	700	700	700	700	700	700	8,400
Depreciation	8,400	1,036	1,036	1,036	1,036	1,036	1,036	1,036	1,036	1,036	1,036	1,036	1,036	12,432
NET CAPITAL INCREASE	(55,237)	(\$ 13,377)	\$ 25,879	(\$ 1,573)	(\$ 6,209)	(\$ 991)	(\$ 5,171)	(\$ 4,127)	(\$ 29,091)	(\$ 6,633)	(\$ 6,364)	(\$ 21,748)	(\$ 6,567)	(\$ 22,134)
(DECREASE)														