

**SOARING SOCIETY OF AMERICA, INC.**  
**2018 FINAL BUDGET FOR SSA OPERATIONS**

Description	2017 Budget	2017 Actuals through November, Estimated December	2018 Budget
<b>OPERATING NET REVENUES</b>			
<b>Membership Dues &amp; Subscription Income</b>			
Dues	\$ 575,600	\$ 597,849	\$ 587,613
Subscriptions	8,170	7,638	7,625
New Member Rebates	(3,295)	(2,271)	(2,276)
Chapter Rebates	(11,955)	(9,484)	(8,662)
Credit Card Fees	(5,300)	(4,844)	(5,630)
Postage	(19,750)	(15,207)	(20,232)
Printing	(2,000)	(892)	(670)
Supplies & Promotional Items	(3,350)	(8,197)	(6,243)
<b>Dues &amp; Subscriptions Net Revenue</b>	<b>538,120</b>	<b>564,592</b>	<b>551,525</b>
<b>2018 Convention - Reno</b>			
Revenue	0	0	109,400
Expenses	0	0	(93,000)
<b>2018 Convention - Reno Net Revenue</b>	<b>0</b>	<b>0</b>	<b>16,400</b>
<b>Magazine Advertising</b>			
Classified	11,325	12,086	10,200
Display Advertising	78,150	84,001	81,474
Credit Card Fees	(1,858)	(1,621)	(1,813)
Supplies	(950)	(335)	(691)
<b>Magazine Advertising Net Revenue</b>	<b>86,667</b>	<b>94,131</b>	<b>89,170</b>
<b>Eagle Fund and Foundation Contributions</b>			
Contributions - Eagle Fund	55,075	38,271	59,290
Contributions - Other	0	5,095	0
LCSB Donations	0	0	5,000
Transfer SSA Assets to Foundation	0	0	0
Foundation Distributions-Gen Endowment	42,000	26,263	47,382
Foundation Distributions-Life Member Fund	8,550	10,687	8,550
Foundation Distributions-Kunda Reserve	18,000	13,571	91,750
Foundation Distributions-Other	0	0	0
Eagle Fund Expenses	(5,810)	(196)	(5,490)
<b>Contributions Net of Expense</b>	<b>117,815</b>	<b>93,691</b>	<b>206,482</b>
<b>Merchandise Income</b>			
Merchandise Sales	45,125	42,624	45,554
Shipping and Handling Revenue	12,400	11,974	13,046
Postage	(10,490)	(7,294)	(8,030)
Shipping and Handling Charges	(500)	(541)	(512)
Cost of Goods Sold	(15,800)	(15,294)	(16,360)
Credit Card Fees	(2,775)	(1,402)	(1,502)
Kolstad Proceeds - DVD	(280)	(219)	(160)
Cross Country Soaring - Royalties	(95)	0	0
Supplies	(2,611)	(2,128)	(2,609)
Event Travel	0	0	(600)
<b>Merchandise Net Revenue</b>	<b>24,974</b>	<b>27,720</b>	<b>28,827</b>

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<b>Fast Program</b>			
FAST Sales	38,950	33,222	36,231
FAST Cost of Goods Sold	(4,575)	(4,143)	(4,725)
Postage, Shipping and Handling Charges	(3,085)	(2,844)	(3,326)
FAST Credit Card Fees	(1,015)	(661)	(747)
FAST Redemptions	(21,040)	(22,520)	(23,652)
<b>Fast Program Net Revenue</b>	<b>9,235</b>	<b>3,054</b>	<b>3,781</b>
<b>Contest Revenue</b>			
Sanction Fees Collected	21,500	23,113	21,712
Sanction Fees Paid to US Team	(5,360)	(5,555)	(5,814)
Sanction Fees Allocated to Contest & Rules Com	0		0
JR/XC Rebates	(4,200)	(8,386)	(8,675)
Contribution by RC to JR/XC Rebates	2,250	0	3,038
SSA Contest Expenses - Hard Costs Only	(3,850)	(7,470)	(5,630)
<b>Contest Net Revenue</b>	<b>10,340</b>	<b>1,702</b>	<b>4,631</b>
<b>Miscellaneous Revenue</b>			
Contest ID Registrations	1,600	3,800	1,800
Interest	0	5	0
Miscellaneous	370	269	434
<b>Miscellaneous Net Revenue</b>	<b>1,970</b>	<b>4,074</b>	<b>2,234</b>
<b>TOTAL NET OPS REVENUES</b>	<b>\$ 789,121</b>	<b>\$ 788,964</b>	<b>\$ 903,051</b>
<b>OPERATING EXPENSES</b>			
<b>Compensation</b>			
Wages	259,711	251,199	282,994
Insurance - Health & Dental	54,380	45,385	47,014
Payroll Taxes	20,780	19,666	22,614
Contract Labor	87,672	84,518	99,276
<b>Compensation, Benefits and Taxes</b>	<b>422,543</b>	<b>400,768</b>	<b>451,898</b>
<b>Programs and Marketing Expense</b>			
Advertising and Marketing	1,000	184	1,000
Airshows - Miscellaneous	2,000	0	2,000
Airshow - Oshkosh	7,000	6,152	7,000
Airshow - Sun N Fun	5,000	2,543	5,000
Cloudstreet Funding	0		0
L-13 Show Glider Project	0		0
Growth & Promotion Committee	3,000	6,675	30,000
SSAF Planned Giving Initiative	0	3,250	46,750
SSA HQ - Promotion of Soaring	1,500	974	1,500
<b>Programs and Marketing Expenses</b>	<b>19,500</b>	<b>19,778</b>	<b>93,250</b>

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<b>General Administration Expenses</b>			
Bad Debts Expense	3,000	3,047	3,000
Badge and Records	900	1,569	2,367
Bank Charges	760	683	740
Computer and IT Expenses	19,528	20,529	20,093
Credit Card Fees	360	272	325
Education	750	199	750
Engraving (Moved to Sanction Fee Expenses)	0		0
Equipment Rental & Maintenance	37,510	28,176	31,089
Insurance-Other & Work Comp	19,785	19,189	19,434
Interest Expense	0		0
Magazine - Postage	62,150	53,132	55,000
Magazine - Printing	90,000	87,508	87,689
Maintenance - Building and Grounds	21,150	22,124	19,227
Meeting Support	8,040	4,592	5,626
NAA Dues	12,200	10,900	12,200
US Team 30% Portion of NAA Dues Expense	(3,660)	(3,270)	(3,660)
Permits & Licenses	220	200	200
Postage	2,600	5,026	2,583
Printing	700	215	500
Professional Dues	1,165	993	1,255
Professional Services	37,120	37,884	37,920
Supplies	3,370	5,447	4,795
Taxes - Miscellaneous	0	0	0
Telecommunications	9,700	10,183	9,606
Travel - All SSA Staff	4,000	2,808	4,960
Trophies/Awards (Moved to Sanction Fee Expenses)	0		0
Utilities	6,500	6,324	6,500
Winscore Charges (Moved to Sanction Fee Expenses)	0		0
Miscellaneous Expenses	240	103	240
<b>Total General Admin Expenses</b>	<b>338,088</b>	<b>317,833</b>	<b>322,439</b>
<b>TOTAL ADMIN OPERATING EXPENSES</b>	<b>780,131</b>	<b>738,379</b>	<b>867,587</b>
<b>CAPITAL PROVIDED BY OPERATIONS</b>	<b>8,990</b>	<b>50,585</b>	<b>35,464</b>
Amortization	12,432	11,438	12,432
Depreciation	8,400	3,382	8,400
<b>NET CAPITAL INCREASE</b>	<b>(\$ 11,842)</b>	<b>\$ 35,765</b>	<b>\$ 14,632</b>
<b>(DECREASE)</b>			