

THE SOARING SOCIETY OF AMERICA, INC
APPROVED BUDGET FOR SSA OPERATIONS VERSION 7A

	2014 YTD													2015 YTD
	Budget	January	February	March	April	May	June	July	August	September	October	November	December	Budget
OPERATING NET REVENUES														
Membership Dues & Subscription Income														
Dues	588,065 \$	48,125 \$	47,625 \$	47,825 \$	48,305 \$	47,925 \$	50,125 \$	48,125 \$	44,125 \$	49,125 \$	48,625 \$	43,125 \$	50,125 \$	573,180
Subscriptions	10,350	1,000	500	1,500	550	500	1,200	500	700	300	600	800	1,200	9,350
Chapter Rebates	(8,685)	(300)	(800)	(600)	(600)	(600)	(1,100)	(900)	(300)	(700)	(1,200)	(500)	(1,600)	(9,200)
Credit Card Fees	(7,900)	(750)	(650)	(950)	(950)	(850)	(850)	(500)	(800)	(650)	(500)	(450)	(400)	(8,300)
Postage	(12,900)	(1,100)	(1,400)	(1,200)	(2,000)	(1,000)	(1,400)	(2,000)	(1,200)	(1,300)	(1,300)	(850)	(850)	(15,600)
Printing	(10,850)	(500)	0	(500)	0	(1,000)	0	(500)	0	(500)	0	0	(4,500)	(7,500)
Supplies	(8,725)	(750)	(750)	(500)	(450)	(550)	(450)	(750)	(1,300)	(500)	(500)	(500)	(500)	(7,500)
Dues & Subscriptions Net Revenue	549,355	45,725	44,525	45,575	44,855	44,425	47,525	43,975	41,225	45,775	45,725	41,625	43,475	534,430
Magazine Advertising														
Classified	16,143	2,700	750	350	2,500	500	250	3,300	200	700	3,000	400	300	14,950
Display Advertising	94,661	7,063	7,053	6,173	7,103	7,208	7,043	6,358	6,073	6,073	8,153	5,403	5,603	79,306
Credit Card Fees	(3,930)	(400)	(250)	(400)	(350)	(350)	(250)	(300)	(300)	(300)	(300)	(200)	(150)	(3,550)
Supplies	(1,200)	0	0	(150)	0	0	(150)	0	0	0	(150)	0	0	(450)
Magazine Advertising Net Revenue	105,674	9,363	7,553	5,973	9,253	7,358	6,893	9,358	5,973	6,473	10,703	5,603	5,753	90,256
Eagle Fund and Foundation Contributions														
Contributions - Eagle Fund	56,305	8,500	2,200	5,000	2,000	1,000	1,000	1,800	1,300	2,500	3,000	10,000	26,000	64,300
Contributions - Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0
LCSB Donations	7,500	0	5,000	0	0	0	0	0	0	0	0	0	0	5,000
Transfer SSA Assets to Foundation	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Foundation Distributions-Gen Endowment	0	5,000	2,500	5,000	5,000	5,000	5,000	5,000	1,500	1,500	2,000	2,500	1,000	41,000
Foundation Distributions-Life Member Fund	0	0	0	2,138	0	0	2,138	0	0	2,137	0	0	2,137	8,550
Foundation Distributions-Kunda Reserve	90,000	0	3,000	3,000	0	0	0	0	0	0	0	0	0	6,000
Foundation Distributions-Other Funds	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Eagle Fund Expenses	(7,452)	(81)	(57)	(49)	(56)	(51)	(47)	(47)	(53)	(53)	(9,191)	(53)	(166)	(9,904)
Contributions Net of Expense	146,353	13,419	12,643	15,089	6,944	5,949	8,091	6,753	2,747	6,084	(4,191)	12,447	28,971	114,946
Merchandise Income														
Merchandise Sales	45,933	3,349	4,045	4,045	4,620	3,465	4,620	4,620	4,045	2,887	11,550	5,775	5,675	58,696
Shipping and Handling Revenue	10,600	1,040	1,150	1,150	1,150	1,040	1,040	1,040	1,040	925	1,730	1,445	1,445	14,195
Postage	(8,507)	(500)	(800)	(800)	(500)	(500)	(950)	(950)	(500)	(500)	(1,500)	(1,000)	(1,000)	(9,500)
Shipping and Handling Charges	(587)	(75)	(150)	(200)	(50)	(50)	(25)	(25)	(25)	(25)	(250)	(50)	(25)	(950)
Cost of Goods Sold	(18,903)	(1,270)	(2,020)	(2,020)	(2,320)	(1,445)	(2,310)	(2,310)	(1,905)	(1,155)	(5,198)	(2,888)	(2,887)	(27,728)
Credit Card Fees	(5,323)	(250)	(325)	(500)	(325)	(350)	(350)	(450)	(550)	(500)	(350)	(650)	(700)	(5,300)
Kolstad Proceeds - DVD	(724)	(20)	(60)	0	(20)	0	(40)	(20)	0	(20)	(80)	(60)	(20)	(340)
Cross Country Soaring - Royalties	(158)	(4)	(2)	(14)	(2)	(52)	(13)	(11)	(4)	(7)	(50)	(2)	(30)	(191)
Supplies	(2,611)	(400)	(50)	(100)	(400)	(500)	(100)	(150)	(250)	(400)	(100)	(150)	(200)	(2,800)
Event Travel	(1,380)	0	0	0	0	0	0	0	0	0	0	0	0	0
Merchandise Net Revenue	18,340	1,870	1,788	1,561	2,153	1,608	1,872	1,744	1,851	1,205	5,752	2,420	2,258	26,082

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Fast Program														
FAST Sales	34,075	839	1,112	3,358	4,128	2,752	2,818	4,986	6,437	5,675	4,336	973	8,328	45,742
FAST Cost of Goods Sold	(6,015)	(130)	(100)	(300)	(700)	(300)	(400)	(650)	(800)	(800)	(500)	(100)	(900)	(5,680)
Postage, Shipping and Handling Charges	0	(75)	(50)	(200)	(450)	(175)	(250)	(450)	(550)	(500)	(300)	(50)	(550)	(3,600)
FAST Credit Card Fees	0	(50)	(50)	(100)	(100)	(50)	(50)	(150)	(200)	(200)	(100)	(50)	(250)	(1,350)
FAST Redemptions	(26,325)	(1,500)	(50)	(1,100)	(500)	(1,100)	(1,800)	(4,500)	(1,700)	(3,500)	(2,600)	(3,000)	(2,000)	(23,350)
Fast Program Net Revenue	1,735	(916)	862	1,658	2,378	1,127	318	(764)	3,187	675	836	(2,227)	4,628	11,762
Miscellaneous Revenue														
Sanction Fees Collected	39,140	2,800	2,200	1,000	3,000	2,800	7,500	9,600	3,200	1,500	1,500	3,500	400	39,000
Sanction Fees Paid to US Team	(10,055)	0	0	0	(770)	(570)	(520)	(3,500)	(2,880)	(90)	(620)	(720)	(310)	(9,980)
Contest ID Registrations	0	100	100	200	200	175	95	275	75	50	75	100	100	1,545
Interest	4	0	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous	732	0	0	50	35	100	90	30	100	60	10	35	50	560
Miscellaneous Net Revenue	29,821	2,900	2,300	1,250	2,465	2,505	7,165	6,405	495	1,520	965	2,915	240	31,125
TOTAL NET OPS REVENUES	851,278 \$	72,361 \$	69,671 \$	71,106 \$	68,048 \$	62,972 \$	71,864 \$	67,471 \$	55,478 \$	61,732 \$	59,790 \$	62,783 \$	85,325 \$	808,601
OPERATING EXPENSES														
Compensation														
Wages	253,095	20,657	18,698	21,451	20,774	21,452	20,775	21,452	21,452	20,775	21,452	20,775	29,952	259,665
Insurance - Health & Dental	69,801	5,598	5,598	5,598	5,598	5,598	5,598	5,613	5,613	5,613	5,613	5,613	5,613	67,266
Payroll Taxes	24,646	2,012	1,816	2,123	2,050	2,123	2,054	2,123	2,123	2,054	2,123	2,054	2,124	24,779
Contract Labor	91,450	7,822	7,622	7,622	7,822	7,722	7,822	7,922	7,922	7,722	7,922	7,722	8,422	94,064
Compensation, Benefits and Taxes	438,992	36,089	33,734	36,794	36,244	36,895	36,249	37,110	37,110	36,164	37,110	36,164	46,111	445,774
Programs and Marketing Expense														
Advertising and Marketing	330	200	0	0	200	0	0	530	0	0	200	0	0	1,130
Airshows - Miscellaneous	0	0	0	0	0	0	500	0	0	0	0	0	0	500
Airshow - Oshkosh	0	5,000	0	0	0	0	0	7,000	0	0	0	0	0	12,000
Airshow - Sun N Fun	0	0	0	0	0	5,000	0	0	0	0	0	0	0	5,000
Cloudstreet Funding	0	0	35,000	0	0	0	0	0	0	0	0	0	0	35,000
L-13 Show Glider Project	0	0	3,000	3,000	0	0	0	0	0	0	0	0	0	6,000
Growth & Promotion Committee	90,000	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	90,930	6,700	38,100	3,000	300	5,000	600	9,030	100	0	300	0	100	63,230
General Administration Expenses														
Bad Debts Expense	1,704	0	0	0	0	0	0	0	0	0	0	0	1,500	1,500
Badge and Records	600	0	0	0	300	300	0	0	0	0	0	0	0	600
Bank Charges	1,378	75	100	100	75	100	75	10	75	100	100	75	100	985

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	2014 YTD													2015 YTD
	Budget	January	February	March	April	May	June	July	August	September	October	November	December	Budget
Computer and IT Expenses	11,491	800	800	1,900	1,150	800	800	800	800	800	1,950	1,350	850	12,800
Contest Expenses	4,000	0	0	20	200	50	500	1,000	0	20	0	725	250	2,765
Credit Card Fees	272	30	30	30	30	30	30	30	30	30	30	30	30	360
Education	756	0	0	0	250	0	0	0	0	500	0	0	0	750
Engraving	375	20	250	0	0	0	50	50	0	0	250	0	0	620
Equipment Rental & Maintenance	25,811	4,000	2,000	1,000	4,000	2,500	2,500	4,000	1,500	1,500	4,000	1,000	1,500	29,500
Insurance-Other & Work Comp	14,200	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	19,200
Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Magazine - Postage	63,540	4,800	5,800	5,500	5,300	5,500	5,200	4,200	5,300	6,000	5,000	5,500	4,500	62,600
Magazine - Printing	94,950	8,100	8,100	8,100	8,100	8,100	8,100	8,100	8,100	8,100	8,100	8,100	8,200	97,300
Maintenance - Building and Grounds	16,084	1,225	1,400	1,225	1,400	1,500	1,500	1,225	1,325	1,300	1,500	1,000	1,400	16,000
Meeting Support	10,248	200	350	200	900	50	150	1,250	150	2,000	400	700	100	6,450
NAA Dues	10,000	2,500	0	0	2,500	0	0	2,500	0	0	2,500	0	0	10,000
Permits & Licenses	30	0	0	0	20	0	10	0	0	0	0	0	0	30
Postage	6,905	500	412	553	713	405	905	275	825	760	625	352	252	6,577
Printing	375	20	20	20	155	20	20	20	20	20	20	20	20	375
Professional Dues	1,215	155	25	600	335	100	0	0	0	0	0	0	0	1,215
Professional Services	37,120	0	0	120	0	0	0	0	32,000	5,000	0	0	0	37,120
Supplies	3,181	350	250	135	400	550	600	150	350	120	250	150	250	3,555
Taxes - Miscellaneous	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Telecommunications	9,559	900	800	900	750	700	900	900	700	750	750	800	750	9,600
Travel - All SSA Staff	9,347	50	2,000	175	50	50	925	225	300	225	1,200	250	50	5,500
Trophies/Awards	1,400	0	0	500	0	100	0	0	25	25	50	0	0	700
Utilities	7,473	100	650	550	450	450	550	750	800	600	600	600	700	6,800
WinScore Charges	900	0	0	0	0	900	0	0	0	0	0	0	0	900
Miscellaneous Expenses	0	20	20	20	20	20	20	20	20	20	20	20	20	240
Total General Admin Expenses	332,914	25,445	24,607	23,248	28,698	23,825	24,435	27,105	53,920	29,470	28,945	22,272	22,072	334,042
TOTAL ADMIN OPERATING EXPENSES	862,836	68,234	96,441	63,042	65,242	65,720	61,284	73,245	91,130	65,634	66,355	58,436	68,283	843,046
CAPITAL PROVIDED BY OPERATIONS	(11,558)	4,127	(26,770)	8,064	2,806	(2,748)	10,580	(5,774)	(35,652)	(3,902)	(6,565)	4,347	17,042	(34,445)
Amortization	12,426	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
Depreciation	5,553	700	700	700	700	700	700	700	700	700	700	700	700	8,400
NET CAPITAL INCREASE	(29,537) \$	2,391 (\$	28,506) \$	6,328 \$	1,070 (\$	4,484) \$	8,844 (\$	7,510) (\$	37,388) (\$	5,638) (\$	8,301) \$	2,611 \$	15,306 (\$	55,277)
(DECREASE)														