

**THE SOARING SOCIETY OF AMERICA, INC**  
**2016 BUDGET DRAFT FOR SSA OPERATIONS VERSION 6**

	2015 Budget	2016 Budget	January	February	March	April	May	June	July	August	September	October	November	December	Notes
<b>OPERATING NET REVENUES</b>															
<b>Membership Dues &amp; Subscription Income</b>															
Dues	\$ 573,180	\$ 533,858	\$ 43,499	\$ 43,988	\$ 44,965	\$ 44,965	\$ 48,386	\$ 46,725	\$ 47,507	\$ 42,975	\$ 43,453	\$ 42,402	\$ 42,020	\$ 42,975	Based on actuals less 2.25% decline in membership
Subscriptions	9,350	8,650	600	500	1,250	700	400	900	650	450	500	300	400	2,000	Based on actuals
Chapter Rebates	(9,200)	(8,510)	(782)	(978)	(332)	(391)	(831)	(1,075)	(1,051)	(134)	(669)	(740)	(669)	(860)	Based on actuals less 2.25% decline in membership
Credit Card Fees	(8,300)	(8,200)	(1,000)	(1,200)	(800)	(725)	(750)	(450)	(625)	(600)	(500)	(600)	(450)	(500)	Based on actuals
Postage	(15,600)	(17,750)	(1,700)	(2,250)	(2,300)	(2,000)	(1,000)	(700)	(700)	(1,200)	(2,200)	(2,000)	(500)	(1,200)	Based on actuals
Printing	(7,500)	(5,450)	(500)	0	(500)	0	(750)	0	(500)	0	(700)	0	0	(2,500)	Based on actuals
Supplies	(7,500)	(6,775)	(250)	(400)	(400)	(800)	(275)	(250)	(200)	(1,500)	(200)	(500)	(1,500)	(500)	Based on actuals
<b>Dues &amp; Subscriptions Net Revenue</b>	<b>534,430</b>	<b>495,823</b>	<b>39,867</b>	<b>39,660</b>	<b>41,883</b>	<b>41,749</b>	<b>45,180</b>	<b>45,149</b>	<b>45,081</b>	<b>39,991</b>	<b>39,684</b>	<b>38,862</b>	<b>39,302</b>	<b>39,416</b>	
<b>2016 Convention - Greenville</b>															
Revenue		128,850		128,850											
Expenses		(106,400)		(106,400)											
<b>2016 Convention - Greenville Net Revenue</b>	<b>0</b>	<b>22,450</b>	<b>0</b>	<b>22,450</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Magazine Advertising</b>															
Classified	14,950	13,570	2,500	825	75	2,675	100	225	3,000	465	280	2,675	50	700	Based on Actuals
Display Advertising	79,306	82,850	7,000	8,000	6,800	6,750	7,800	5,800	5,700	7,800	7,900	6,100	7,500	5,700	Based on Actuals Plus Slight Increase Due to SSA Convention
Credit Card Fees	(3,550)	(3,255)	(440)	(400)	(230)	(300)	(260)	(130)	(200)	(375)	(250)	(300)	(235)	(135)	Based on Actuals
Supplies	(450)	(640)	0	0	(240)	0	0	(200)	0	0	0	(200)	0	0	Based on Actuals
<b>Magazine Advertising Net Revenue</b>	<b>90,256</b>	<b>92,525</b>	<b>9,060</b>	<b>8,425</b>	<b>6,405</b>	<b>9,125</b>	<b>7,640</b>	<b>5,695</b>	<b>8,500</b>	<b>7,890</b>	<b>7,930</b>	<b>8,275</b>	<b>7,315</b>	<b>6,265</b>	
<b>Eagle Fund and Foundation Contributions</b>															
Contributions - Eagle Fund	64,300	68,625	5,500	8,900	1,600	1,350	1,400	1,500	1,000	1,500	1,325	1,050	27,000	16,500	Based on Actuals Plus Slight Increase Due to SSA Convention
Contributions - Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	Based on Actuals
LCSB Donations	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	Based on Actuals
Transfer SSA Assets to Foundation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	Based on Actuals
Foundation Distributions-Gen Endowment	41,000	42,000	1,000	2,000	2,000	2,000	2,500	2,500	5,000	5,000	5,000	5,000	5,000	5,000	4.5% of General Endowment for SSA Operations
Foundation Distributions-Life Member Fund	8,550	8,550	0	0	2,138	0	0	2,138	0	0	2,137	0	0	2,137	As stated in the Foundation Bylaws for Membership Maintenance For Growth & Development Projects-Airshows & Show Glider-SSA
Foundation Distributions-Kunda Reserve	6,000	33,500	11,500	0	0	5,000	500	13,000	3,500	0	0	0	0	0	Building Maintenance
Foundation Distributions-Other Funds	0	0	0	0	0	0	0	0	0	0	0	0	0	0	Based on Actuals
Eagle Fund Expenses	(9,904)	(6,650)	(50)	(50)	(50)	(50)	(50)	(50)	(50)	(400)	(50)	(1,800)	(4,000)	(50)	Based on Actuals
<b>Contributions Net of Expense</b>	<b>114,946</b>	<b>146,025</b>	<b>17,950</b>	<b>10,850</b>	<b>5,688</b>	<b>8,300</b>	<b>4,350</b>	<b>19,088</b>	<b>9,450</b>	<b>6,100</b>	<b>8,412</b>	<b>4,250</b>	<b>28,000</b>	<b>23,587</b>	
<b>Merchandise Income</b>															
Merchandise Sales	58,696	60,950	3,450	3,000	3,000	3,200	2,500	6,500	6,500	5,000	2,000	8,000	5,300	12,500	Based on Actuals Plus Slight Increase Due to SSA Convention
Shipping and Handling Revenue	14,195	13,360	1,300	650	700	900	500	1,360	1,300	1,000	900	1,300	1,200	2,250	Based on Actuals
Postage	(9,500)	(10,450)	(1,500)	(700)	(700)	(300)	(400)	(1,000)	(1,000)	(700)	(700)	(550)	(1,300)	(1,600)	Based on Actuals
Shipping and Handling Charges	(950)	(375)	(50)	(25)	(25)	(25)	(25)	(25)	(25)	(25)	(25)	(50)	(50)	(25)	Based on Actuals
Cost of Goods Sold	(27,728)	(22,425)	(1,050)	(925)	(900)	(1,100)	(800)	(2,500)	(2,500)	(1,500)	(950)	(3,000)	(1,500)	(5,700)	Based on Actuals
Credit Card Fees	(5,300)	(4,375)	(375)	(100)	(175)	(300)	(175)	(500)	(500)	(300)	(300)	(350)	(300)	(1,000)	Based on Actuals
Kolstad Proceeds - DVD	(340)	(500)	(40)	(80)	0	0	0	(160)	(20)	(40)	(20)	(40)	(80)	(20)	Based on Actuals
Cross Country Soaring - Royalties	(191)	(130)	(4)	0	(48)	(2)	(30)	(2)	(2)	(2)	(2)	(20)	(10)	(8)	Based on Actuals
Supplies	(2,800)	(3,260)	(70)	(500)	(100)	(500)	(100)	(200)	(750)	(500)	(80)	(80)	(80)	(300)	Based on Actuals
Event Travel	0	0	0	0	0	0	0	0	0	0	0	0	0	0	Based on Actuals
<b>Merchandise Net Revenue</b>	<b>26,082</b>	<b>32,795</b>	<b>1,661</b>	<b>1,320</b>	<b>1,752</b>	<b>1,873</b>	<b>1,470</b>	<b>3,473</b>	<b>3,003</b>	<b>2,933</b>	<b>823</b>	<b>5,210</b>	<b>3,180</b>	<b>6,097</b>	

THE SOARING SOCIETY OF AMERICA, INC  
2016 BUDGET DRAFT FOR SSA OPERATIONS VERSION 6

	2015 Budget	2016 Budget	January	February	March	April	May	June	July	August	September	October	November	December	Notes
<b>Fast Program</b>															
FAST Sales	45,742	37,080	3,390	1,115	1,875	4,475	2,250	7,475	4,175	2,000	2,750	2,300	4,750	525	Based on Actuals
FAST Cost of Goods Sold	(5,680)	(5,000)	(400)	(100)	(175)	(550)	(350)	(1,050)	(500)	(400)	(425)	(400)	(600)	(50)	Based on Actuals
Postage, Shipping and Handling Charges	(3,600)	(3,310)	(185)	(65)	(125)	(375)	(225)	(700)	(300)	(275)	(325)	(230)	(170)	(335)	Based on Actuals
FAST Credit Card Fees	(1,350)	(1,580)	(135)	(100)	(80)	(150)	(50)	(125)	(200)	(150)	(145)	(140)	(235)	(70)	Based on Actuals
FAST Redemptions	(23,350)	(21,016)	(1,413)	(200)	(450)	(300)	(2,000)	(2,400)	(2,000)	(1,925)	(2,773)	(2,300)	(4,739)	(516)	Based on Actuals
<b>Fast Program Net Revenue</b>	<b>11,762</b>	<b>6,174</b>	<b>1,257</b>	<b>650</b>	<b>1,045</b>	<b>3,100</b>	<b>(375)</b>	<b>3,200</b>	<b>1,175</b>	<b>(750)</b>	<b>(918)</b>	<b>(770)</b>	<b>(994)</b>	<b>(446)</b>	
<b>Contest Revenue</b>															
Sanction Fees Collected	39,000	22,470	0	0	0	2,475	2,565	2,025	2,025	7,455	4,530	855	540	0	Based on Actuals
Sanction Fees Paid to US Team	(9,980)	(5,900)	0	0	0	(550)	(570)	(450)	(450)	(2,250)	(1,320)	(190)	(120)	0	Based on Actuals
Sanction Fees Allocated to Contest & Rules Com	(2,765)	0	0	0	0	0	0	0	0	0	0	0	0	0	Zero Allotment for 2016 per Contest & Rules Committee
JR/XC Rebates	(3,900)	(4,200)	0	0	0	(500)	(500)	(800)	(1,200)	(1,200)	0	0	0	0	Based on Actuals
Contribution by RC to JR/XC Rebates	0	2,205	0	0	0	0	0	2,205	0	0	0	0	0	0	Contest & Rules Committee for JR/XC Rebates
SSA Contest Expenses - Hard Costs Only	(2,220)	(2,450)	(50)	(350)	(50)	(100)	(1,000)	(200)	(150)	(100)	(50)	(300)	(50)	(50)	SSA Contest Expenses includes: medallions, engraving, postage and shipping and maintenance for medallions and trophies, Guy Byers (Winscore) licensing fee, supplies, printing and any other direct hard costs incurred in support of contest by SSA HQ
<b>Contest Net Revenue</b>	<b>20,135</b>	<b>12,125</b>	<b>(50)</b>	<b>(350)</b>	<b>(50)</b>	<b>1,325</b>	<b>495</b>	<b>2,780</b>	<b>225</b>	<b>3,905</b>	<b>3,160</b>	<b>365</b>	<b>370</b>	<b>(50)</b>	
<b>Miscellaneous Revenue</b>															
Contest ID Registrations	1,545	1,600	125	150	175	150	175	225	100	75	150	50	100	125	Based on Actuals
Interest	0	0	0	0	0	0	0	0	0	0	0	0	0	0	Based on Actuals
Miscellaneous	560	370	20	0	60	40	70	10	30	40	40	20	20	20	Based on Actuals
<b>Miscellaneous Net Revenue</b>	<b>2,105</b>	<b>1,970</b>	<b>145</b>	<b>150</b>	<b>235</b>	<b>190</b>	<b>245</b>	<b>235</b>	<b>130</b>	<b>115</b>	<b>190</b>	<b>70</b>	<b>120</b>	<b>145</b>	
<b>TOTAL NET OPS REVENUES</b>	<b>\$ 799,716</b>	<b>\$ 809,887</b>	<b>\$ 69,890</b>	<b>\$ 83,155</b>	<b>\$ 56,958</b>	<b>\$ 65,662</b>	<b>\$ 59,005</b>	<b>\$ 79,620</b>	<b>\$ 67,564</b>	<b>\$ 60,184</b>	<b>\$ 59,281</b>	<b>\$ 56,262</b>	<b>\$ 77,293</b>	<b>\$ 75,014</b>	
<b>OPERATING EXPENSES</b>															
<b>Compensation</b>															
Wages	259,665	264,628	21,456	19,380	21,456	20,764	21,456	20,764	21,456	21,456	20,764	21,456	20,764	33,456	Based on 2015 with standard raises
Insurance - Health & Dental	67,266	55,280	4,565	4,565	4,565	4,565	4,565	4,565	4,580	4,580	4,580	4,580	4,580	4,990	Went from 6 FT EES to 5, Insurance Rates did not increase
Payroll Taxes	24,779	24,867	2,037	1,828	2,023	1,972	2,023	1,958	2,037	2,023	1,958	2,037	1,958	3,013	NMSUI rate decreased
Contract Labor	94,064	86,028	7,169	7,169	7,169	7,169	7,169	7,169	7,169	7,169	7,169	7,169	7,169	7,169	Badge & Records, Editor, Magazine Layout & Design, Plus an additional \$300/mo for special projects and training of new EES.
<b>Compensation, Benefits and Taxes</b>	<b>445,774</b>	<b>430,803</b>	<b>35,227</b>	<b>32,942</b>	<b>35,213</b>	<b>34,470</b>	<b>35,213</b>	<b>34,456</b>	<b>35,242</b>	<b>35,228</b>	<b>34,471</b>	<b>35,242</b>	<b>34,471</b>	<b>48,628</b>	
<b>Programs and Marketing Expense</b>															
Advertising and Marketing	1,130	1,000	0	0	0	500	0	0	500	0	0	0	0	0	Based on Planned Projects
Airshows - Miscellaneous	500	2,000	0	0	0	0	500	1,500	0	0	0	0	0	0	Based on Requests from Growth & Promotion Committee
Airshow - Oshkosh	12,000	7,000	5,000	0	0	0	0	0	2,000	0	0	0	0	0	Based on Actuals
Airshow - Sun N Fun	5,000	5,000	0	0	0	5,000	0	0	0	0	0	0	0	0	Based on Actuals
Cloudstreet Funding	35,000	0	0	0	0	0	0	0	0	0	0	0	0	0	Project Completed in previous year
L-13 Show Glider Project	6,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	Based on Planned Projects
Growth & Promotion Committee	3,000	3,000	1,500	0	0	0	0	0	1,500	0	0	0	0	0	Based on Planned Projects
SSA HQ - Promotion of Soaring	600	600	0	100	0	100	0	100	0	100	0	100	0	100	Based on Actuals
<b>Programs and Marketing Expenses</b>	<b>63,230</b>	<b>23,600</b>	<b>11,500</b>	<b>100</b>	<b>0</b>	<b>5,600</b>	<b>500</b>	<b>1,600</b>	<b>4,000</b>	<b>100</b>	<b>0</b>	<b>100</b>	<b>0</b>	<b>100</b>	

THE SOARING SOCIETY OF AMERICA, INC  
2016 BUDGET DRAFT FOR SSA OPERATIONS VERSION 6

	2015	2016												Notes	
	Budget	Budget	January	February	March	April	May	June	July	August	September	October	November	December	
<b>General Administration Expenses</b>															
Bad Debts Expense	1,500	1,500	0	0	0	0	0	0	0	0	0	0	0	1,500	Based on Actuals
Badge and Records	600	1,205	20	40	40	40	300	50	40	40	30	20	20	565	Based on Actuals
Bank Charges	985	990	90	85	75	95	70	80	80	80	75	80	80	100	Based on Actuals
Computer and IT Expenses	12,800	15,360	1,070	1,750	1,200	1,000	2,500	1,000	1,050	1,295	1,395	1,200	950	950	Based on Actuals and Annual Accounting Software Upgrades
Credit Card Fees	360	360	30	30	30	30	30	30	30	30	30	30	30	30	Based on Actuals
Education	750	750	0	0	0	250	0	0	0	0	500	0	0	0	Based on Previous Budget for Educational Opportunities
Equipment Rental & Maintenance	29,500	33,025	4,550	800	2,200	4,350	1,500	1,500	5,100	1,700	1,250	4,550	975	4,550	Based on Actuals
Insurance-Other & Work Comp	19,200	18,000	450	450	3,350	650	3,450	450	1,450	5,750	500	500	500	500	COO negotiated better rates for Business and D&O Policies
Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0	Based on Actuals
Magazine - Postage	62,600	61,200	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	5,100	Based on Actuals
Magazine - Printing	97,300	91,200	7,600	7,600	7,600	7,600	7,600	7,600	7,600	7,600	7,600	7,600	7,600	7,600	Based on Actuals
Maintenance - Building and Grounds	16,000	31,000	1,225	1,400	6,225	1,400	1,500	11,500	1,225	1,325	1,300	1,500	1,000	1,400	Based on Actuals and planned office/building maintenance
Meeting Support	6,450	9,100	2,050	2,000	0	0	250	0	1,400	0	2,000	0	0	1,400	Based on Actuals and Projected BOD & Excomm Meetings
NAA Dues	10,000	12,200	3,050	0	0	3,050	0	0	3,050	0	0	3,050	0	0	Based on Actuals
US Team 30% Portion of NAA Dues Expense		(3,660)	(915)			(915)			(915)			(915)			Based on Actuals
Permits & Licenses	30	100	0	65	0	0	0	10	0	0	0	0	0	25	Based on Actuals
Postage	6,577	5,270	325	400	200	450	330	475	300	475	700	450	590	575	Based on Actuals
Printing	375	640	20	120	175	20	20	20	20	120	20	20	65	20	Based on Actuals
Professional Dues	1,215	870	0	0	600	0	0	155	0	0	0	0	0	115	Based on Actuals - Dropped some unused memberships
Professional Services	37,120	37,120	0	0	120	0	0	0	0	32,000	5,000	0	0	0	Based on Actuals
Supplies	3,555	4,720	250	200	250	120	700	700	350	300	550	250	700	350	Based on Actuals
Taxes - Miscellaneous	0	0	0	0	0	0	0	0	0	0	0	0	0	0	Based on Actuals
Telecommunications	9,600	9,370	800	775	775	775	775	775	795	775	800	775	775	775	Based on Actuals - COO Cellphone Plan went down
Travel - All SSA Staff	5,500	3,025	0	0	0	0	0	925	0	0	1,200	0	0	900	Lower than 2015 due to Spring BOD Meeting at SSA Convention
Utilities	6,800	6,300	500	580	470	300	550	550	600	700	650	500	450	450	Based on Actuals
Miscellaneous Expenses	240	240	20	20	20	20	20	20	20	20	20	20	20	20	Budgeted the Standard Allowance for Miscellaneous Expenses
<b>Total General Admin Expenses</b>	<b>329,057</b>	<b>339,885</b>	<b>26,235</b>	<b>21,415</b>	<b>28,430</b>	<b>24,335</b>	<b>24,695</b>	<b>30,940</b>	<b>27,295</b>	<b>57,310</b>	<b>28,720</b>	<b>24,730</b>	<b>18,855</b>	<b>26,925</b>	
<b>TOTAL ADMIN OPERATING EXPENSES</b>	<b>838,061</b>	<b>794,288</b>	<b>72,962</b>	<b>54,457</b>	<b>63,643</b>	<b>64,405</b>	<b>60,408</b>	<b>66,996</b>	<b>66,537</b>	<b>92,638</b>	<b>63,191</b>	<b>60,072</b>	<b>53,326</b>	<b>75,653</b>	
<b>CAPITAL PROVIDED BY OPERATIONS</b>	<b>(38,345)</b>	<b>15,599</b>	<b>(3,072)</b>	<b>28,698</b>	<b>(6,685)</b>	<b>1,257</b>	<b>(1,403)</b>	<b>12,624</b>	<b>1,027</b>	<b>(32,454)</b>	<b>(3,910)</b>	<b>(3,810)</b>	<b>23,967</b>	<b>(640)</b>	
Amortization	12,432	12,432	1,036	1,036	1,036	1,036	1,036	1,036	1,036	1,036	1,036	1,036	1,036	1,036	
Depreciation	8,400	8,400	700	700	700	700	700	700	700	700	700	700	700	700	
<b>NET CAPITAL INCREASE</b>	<b>(\$ 17,513)</b>	<b>(\$ 5,233)</b>	<b>(\$ 4,808)</b>	<b>\$ 26,962</b>	<b>(\$ 8,421)</b>	<b>(\$ 479)</b>	<b>(\$ 3,139)</b>	<b>\$ 10,888</b>	<b>(\$ 709)</b>	<b>(\$ 34,190)</b>	<b>(\$ 5,646)</b>	<b>(\$ 5,546)</b>	<b>\$ 22,231</b>	<b>(\$ 2,376)</b>	
<b>(DECREASE)</b>															