

|   |  |           |           |           |                |                       |      |
|---|--|-----------|-----------|-----------|----------------|-----------------------|------|
| Council #560                                |  |           |           |           |                | Boy Scouts of America |      |
|   |  |           |           |           |                |                       |      |
|   |  |           |           |           |                |                       |      |
| Summary Budget Analysis                     |  |           |           |           |                |                       |      |
|   |  |           |           |           |                |                       |      |
| Operating Fund - Unrestricted               |  | Actuals   |           | Actuals   | Future Budgets |                       |      |
|   |  | 2013      | 2014      | 2015      | 2016           | 2017                  | 2018 |
| Support and Revenue                         |  |           |           |           |                |                       |      |
| Direct Support                              |  |           |           |           |                |                       |      |
|   |  |           |           |           |                |                       |      |
| Direct Mail                                 |  |           |           |           |                |                       |      |
| Friends of Scouting                         |  | 2,302,402 | 2,235,080 | 2,337,490 | 2,392,000      |                       |      |
| Special Events - Net                        |  | 135,824   | 174,370   | 174,710   | 170,500        |                       |      |
| Other Direct                                |  |           |           |           | 25,000         |                       |      |
| Total Direct Support                        |  | 2,438,226 | 2,409,450 | 2,512,200 | 2,587,500      |                       |      |
|   |  |           |           |           |                |                       |      |
| Associated Organizations                    |  |           |           |           |                |                       |      |
| United Way                                  |  | 171,524   | 156,583   | 140,700   | 141,954        |                       |      |
|   |  |           |           |           |                |                       |      |
| Total Indirect Support                      |  | 171,524   | 156,583   | 140,700   | 141,954        |                       |      |
|   |  |           |           |           |                |                       |      |
| Revenue                                     |  |           |           |           |                |                       |      |
| Sale of Supplies - Net                      |  | 477,380   | 436,300   | 443,636   | 462,420        |                       |      |
| Product Sales - Net                         |  | 544,435   | 593,063   | 623,914   | 701,500        |                       |      |
| Investment Income                           |  | 703,893   | 678,353   | 356,702   | 551,781        |                       |      |
| Realized Gain/Loss on Investments           |  |           |           | 55,979    |                |                       |      |
| Camping                                     |  | 1,547,454 | 1,512,223 | 1,546,454 | 1,583,535      |                       |      |
| Activities                                  |  | 477,060   | 291,601   | 262,293   | 320,869        |                       |      |
| Other Revenue                               |  | 38,229    | 41,408    | 37,086    | 28,500         |                       |      |
| Total Revenue                               |  | 3,788,451 | 3,552,947 | 3,326,063 | 3,648,605      |                       |      |
| Total Support and Revenue                   |  | 6,398,200 | 6,118,980 | 5,978,963 | 6,378,059      |                       |      |
|   |  |           |           |           |                |                       |      |
| Expenses                                    |  |           |           |           |                |                       |      |
| Employee Compensation                       |  |           |           |           |                |                       |      |
| Salaries                                    |  | 2,677,226 | 2,496,406 | 2,721,962 | 2,947,777      |                       |      |
| Employee Benefits                           |  | 500,506   | 460,869   | 495,349   | 538,272        |                       |      |
| Payroll Taxes Expense                       |  | 200,288   | 196,186   | 220,516   | 263,253        |                       |      |
| Employee Related Expenses                   |  | 29,380    | 81,869    | 25,003    | 30,000         |                       |      |
| Total Employee Compensation                 |  | 3,407,399 | 3,235,330 | 3,462,830 | 3,779,302      |                       |      |
|   |  |           |           |           |                |                       |      |
| Other Expenses                              |  |           |           |           |                |                       |      |
| Professional Fees                           |  | 76,063    | 60,153    | 58,595    | 64,134         |                       |      |
| Supplies                                    |  | 1,126,917 | 975,868   | 953,910   | 1,020,374      |                       |      |
| Telephone                                   |  | 63,438    | 66,267    | 67,090    | 63,900         |                       |      |
| Postage and Shipping                        |  | 43,548    | 40,420    | 27,196    | 47,700         |                       |      |
| Occupancy                                   |  | 502,819   | 577,702   | 484,638   | 448,535        |                       |      |
| Rental and Maintenance of Equipment         |  | 99,255    | 100,580   | 75,581    | 124,200        |                       |      |
| Publications and Media                      |  | 20,082    | 21,959    | 10,466    | 14,300         |                       |      |
| Travel                                      |  | 248,565   | 233,122   | 186,216   | 282,236        |                       |      |
| Local Conferences and Meetings              |  | 41,053    | 38,808    | 35,801    | 39,400         |                       |      |
| Specific Assistance to Individuals          |  | 89,444    | 94,633    | 58,638    | 84,500         |                       |      |
| Recognition and Awards                      |  | 50,374    | 39,152    | 23,214    | 40,500         |                       |      |
| Insurance                                   |  | 141,808   | 151,714   | 185,924   | 206,788        |                       |      |
| Other Expenses                              |  | 82,498    | 79,320    | 85,806    | 77,000         |                       |      |
| Charter and National Service Fee            |  | 70,791    | 70,791    | 70,791    | 78,000         |                       |      |
| Total Other Expenses                        |  | 2,656,656 | 2,550,490 | 2,323,865 | 2,591,567      |                       |      |
| Total Expenses                              |  | 6,064,055 | 5,785,820 | 5,786,694 | 6,370,869      |                       |      |
|   |  |           |           |           |                |                       |      |
| Net Revenue / Expense                       |  | 334,145   | 333,160   | 192,269   | 7,190          |                       |      |
|   |  |           |           |           |                |                       |      |
| Unrestricted Net Assets - Beginning of Year |  | 2,302,604 | 2,636,750 | 2,972,787 |                |                       |      |
| Change in Net Assets from Operations        |  | 334,145   | 333,160   | 192,269   | 7,190          |                       |      |
| Transfer of Assets                          |  |           |           | -100,000  |                |                       |      |
| Adjustment of Net Assets                    |  |           |           |           |                |                       |      |
| Unrestricted Net Assets - End of Period     |  | 2,636,750 | 2,969,909 | 3,065,056 | 7,190          |                       |      |
| ----- End of Statement -----                |  |           |           |           |                |                       |      |