

**Summary Budget Analysis Report**  
**Period Ending: December 31, 2017**

| Operating Fund - Unrestricted                  | Actuals          |                  | Actuals          | Future Budgets   |      |      |
|--|------------------|------------------|------------------|------------------|------|------|
|  | 2015             | 2016             | 2017             | 2018             | 2019 | 2020 |
| <b>Support and Revenue</b>                     |                  |                  |                  |                  |      |      |
| Direct Support                                 |                  |                  |                  |                  |      |      |
| Direct Mail                                    |                  |                  |                  |                  |      |      |
| Friends of Scouting                            | 2,349,818        | 2,433,610        | 2,659,382        | 2,673,000        |      |      |
| Special Events - Net                           | 174,710          | 219,295          | 230,522          | 195,500          |      |      |
| Other Direct                                   |                  | 27,000           | 50,000           |                  |      |      |
| <b>Total Direct Support</b>                    | <b>2,524,528</b> | <b>2,679,905</b> | <b>2,939,904</b> | <b>2,868,500</b> |      |      |
| United Way                                     | 140,700          | 128,038          | 119,636          | 116,600          |      |      |
| <b>Total Indirect Support</b>                  | <b>140,700</b>   | <b>128,038</b>   | <b>119,636</b>   | <b>116,600</b>   |      |      |
| Revenue  |                  |                  |                  |                  |      |      |
| Sale of Supplies - Net                         | 443,636          | 452,692          | 499,460          | 469,400          |      |      |
| Product Sales - Net                            | 623,914          | 657,017          | 691,603          | 685,500          |      |      |
| Investment Income                              | 356,702          | 539,943          | 557,162          | 594,604          |      |      |
| Realized Gain/Loss on Investments              | 55,979           | 108,880          | 243,741          |                  |      |      |
| Camping  | 1,546,395        | 1,560,533        | 1,592,352        | 1,646,816        |      |      |
| Activities                                     | 262,293          | 298,730          | 545,505          | 401,363          |      |      |
| Other Revenue                                  | 37,107           | 36,817           | 32,960           | 34,058           |      |      |
| <b>Total Revenue</b>                           | <b>3,326,025</b> | <b>3,654,611</b> | <b>4,162,783</b> | <b>3,831,741</b> |      |      |
| <b>Total Support and Revenue</b>               | <b>5,991,253</b> | <b>6,462,554</b> | <b>7,222,323</b> | <b>6,816,841</b> |      |      |
| <b>Expenses</b>                                |                  |                  |                  |                  |      |      |
| Employee Compensation                          |                  |                  |                  |                  |      |      |
| Salaries                                       | 2,721,962        | 2,908,905        | 3,101,739        | 3,180,500        |      |      |
| Employee benefits                              | 495,349          | 531,161          | 578,971          | 610,718          |      |      |
| Payroll taxes expense                          | 220,516          | 225,524          | 248,549          | 278,660          |      |      |
| Employee related expenses                      | 25,003           | 10,210           | 7,195            | 6,000            |      |      |
| <b>Total Employee Compensation</b>             | <b>3,462,830</b> | <b>3,675,799</b> | <b>3,936,454</b> | <b>4,075,878</b> |      |      |
| Other Expenses                                 |                  |                  |                  |                  |      |      |
| Professional Fees                              | 58,595           | 67,544           | 68,323           | 68,300           |      |      |
| Supplies                                       | 954,336          | 1,048,330        | 1,272,351        | 1,107,256        |      |      |
| Telephone                                      | 67,090           | 62,044           | 60,920           | 69,200           |      |      |
| Postage and Shipping                           | 27,196           | 41,606           | 34,317           | 50,078           |      |      |
| Occupancy                                      | 481,354          | 478,437          | 498,924          | 504,550          |      |      |
| Rental and Maintenance of Equipment            | 75,581           | 81,343           | 110,237          | 117,500          |      |      |
| Publications and Media                         | 10,466           | 7,373            | 9,489            | 12,000           |      |      |
| Travel   | 186,216          | 187,996          | 207,509          | 269,760          |      |      |
| Local Conferences and Meetings                 | 34,971           | 28,959           | 31,600           | 35,900           |      |      |
| Specific Assistance to Individuals             | 58,638           | 94,916           | 96,613           | 117,500          |      |      |
| Recognition and Awards                         | 23,214           | 33,252           | 23,517           | 33,500           |      |      |
| Insurance                                      | 185,924          | 208,215          | 222,015          | 175,800          |      |      |
| Other Expenses                                 | 85,979           | 84,362           | 86,619           | 91,950           |      |      |
| Charter and National Service Fee               | 70,791           | 70,791           | 77,870           | 81,000           |      |      |
| <b>Total Other Expenses</b>                    | <b>2,320,350</b> | <b>2,495,168</b> | <b>2,800,304</b> | <b>2,734,294</b> |      |      |
| <b>Total Expenses</b>                          | <b>5,783,180</b> | <b>6,170,967</b> | <b>6,736,758</b> | <b>6,810,172</b> |      |      |
| <b>Net Revenue / Expense</b>                   | <b>208,073</b>   | <b>291,587</b>   | <b>485,564</b>   | <b>6,669</b>     |      |      |
| Unrestricted Net Assets - Beginning of Year    | 2,972,787        | 3,080,860        | 3,247,448        |                  |      |      |
| Change in Net Assets from Operations           | 208,073          | 291,587          | 485,564          | 6,669            |      |      |
| Transfer of Assets                             | -100,000         | -125,000         | -250,000         |                  |      |      |
| Adjustment of Net Assets                       |                  |                  |                  |                  |      |      |
| <b>Unrestricted Net Assets - End of Period</b> | <b>3,080,860</b> | <b>3,247,448</b> | <b>3,483,012</b> | <b>6,669</b>     |      |      |

----- End of Statement -----