



Financial Report  
World Space Week Association  
October 1, 2014

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## Balance Sheet – August 31, 2014

|                                       |  |                                       | <b>Aug 31, 14</b> |
|---------------------------------------|--|---------------------------------------|-------------------|
| <b>ASSETS</b>                         |  |                                       |                   |
| <b>Current Assets</b>                 |  |                                       |                   |
| <b>Checking/Savings</b>               |  |                                       |                   |
|                                       |  | 1 · Bank of America                   |                   |
|                                       |  | 1.1 · Designated Funds (Heinlein)     | 12,713.72         |
|                                       |  | 1 · Bank of America - Other           | 9,700.91          |
|                                       |  | <b>Total 1 · Bank of America</b>      | <b>22,414.63</b>  |
|                                       |  | <b>Total Checking/Savings</b>         | <b>22,414.63</b>  |
| <b>Accounts Receivable</b>            |  |                                       |                   |
|                                       |  | 1110 · Accounts receivable            | 7,000.00          |
|                                       |  | <b>Total Accounts Receivable</b>      | <b>7,000.00</b>   |
| <b>Other Current Assets</b>           |  |                                       |                   |
|                                       |  | 1120 · Inventory Asset                | 86.43             |
|                                       |  | 1430 · Other Assets                   | 1,500.00          |
|                                       |  | 1440 · Deposit for IBN                | 100.00            |
|                                       |  | <b>Total Other Current Assets</b>     | <b>1,686.43</b>   |
|                                       |  | <b>Total Current Assets</b>           | <b>31,101.06</b>  |
| <b>TOTAL ASSETS</b>                   |  |                                       | <b>31,101.06</b>  |
| <b>LIABILITIES &amp; EQUITY</b>       |  |                                       |                   |
| <b>Equity</b>                         |  |                                       |                   |
|                                       |  | 3001 · Opening Bal Equity             | -1,273.95         |
|                                       |  | 3010 · Unrestrict (retained earnings) | 16,148.26         |
|                                       |  | Net Income                            | 16,226.75         |
|                                       |  | <b>Total Equity</b>                   | <b>31,101.06</b>  |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> |  |                                       | <b>31,101.06</b>  |

## Profit and Loss

| World Space Week Association<br>Sept 1, 2013 -Aug 31, 2014 USD | Core Program        |                 |                   |                  | Other Programs   |                  | Support Services  |                    |                    | TOTAL            |
|----------------------------------------------------------------|---------------------|-----------------|-------------------|------------------|------------------|------------------|-------------------|--------------------|--------------------|------------------|
|                                                                | Participant Support | Poster          | Teacher Support   | Sub-Total        | Heinlein         | Sub-Total        | Development       | General & Admin.   | Sub-Total          |                  |
| <b>Income</b>                                                  |                     |                 |                   |                  |                  |                  |                   |                    |                    |                  |
| 4000 - Contributed support                                     |                     |                 |                   |                  |                  | 0.00             |                   |                    |                    |                  |
| 4010 - Indiv/business contribution                             | 29,942.00           | 3,000.00        |                   | 32,942.00        | 15,000.00        | 15,000.00        | 0.00              | 0.00               | 0.00               | \$ 47,942        |
| 4035 - Gifts in kind - services                                |                     | 2,250.00        |                   | 2,250.00         | 0.00             | 0.00             | 0.00              | 0.00               | 0.00               | \$ 2,250         |
| <b>Total 4000 - Contributed support</b>                        | 29,942.00           | 5,250.00        | 0.00              | 35,192.00        | 15,000.00        | 15,000.00        | 0.00              | 0.00               | 0.00               | \$ 50,192        |
| <b>Total Income</b>                                            | 29,942.00           | 5,250.00        | 0.00              | 35,192.00        | 15,000.00        | 15,000.00        | 0.00              | 0.00               | 0.00               | \$ 50,192        |
| 6000 Cost of Goods Sold                                        |                     | 0.00            | 0.00              | 11.12            | 0.00             | 0.00             | 0.00              | 0.00               | 0.00               | \$ 11            |
| <b>Gross Profit</b>                                            | <b>\$ 29,942</b>    | <b>\$ 5,250</b> | <b>\$ -</b>       | <b>\$ 35,192</b> | <b>\$ 15,000</b> | <b>\$ 15,000</b> | <b>\$ -</b>       | <b>\$ -</b>        | <b>\$ -</b>        | <b>\$ 50,192</b> |
| <b>Expense</b>                                                 |                     |                 |                   |                  |                  |                  |                   |                    |                    |                  |
| 7500 - Other personnel expenses                                |                     |                 |                   |                  |                  |                  |                   |                    |                    |                  |
| 7545 - Exec. Director                                          | 2,479.28            | 0.00            | 1,133.22          | 3,612.50         |                  | 0.00             | 2,466.85          | 2,420.64           | 4,887.49           | \$ 8,500         |
| 7550 - Office Manager - contract                               | 659.00              | 938.00          | 386.00            | 1,983.00         | 438.00           | 438.00           | 0.00              | 2,189.00           | 2,189.00           | \$ 4,610         |
| <b>Total 7500 - Other personnel expenses</b>                   | 3,138.28            | 938.00          | 1,519.22          | 5,595.50         | 438.00           | 438.00           | 2,466.85          | 4,609.64           | 7,076.49           | \$ 13,110        |
| 8100 - Non-personnel expenses                                  |                     |                 |                   |                  |                  |                  |                   |                    |                    |                  |
| 8110 - Supplies                                                | 0.00                | 131.50          | 0.00              | 131.50           |                  | 0.00             | 0.00              | 136.22             | 136.22             | \$ 268           |
| 8130 - Communications                                          | 0.00                | 0.00            | 0.00              | 0.00             | 0.00             | 0.00             | 0.00              | 333.70             | 333.70             | \$ 334           |
| 8135 - Web and Internet                                        | 0.00                | 0.00            | 0.00              | 0.00             | 0.00             | 0.00             | 0.00              | 442.54             | 442.54             | \$ 443           |
| 8140 - Postage, shipping, delivery                             |                     | 173.77          | 0.00              | 173.77           | 487.20           | 487.20           | 0.00              | 147.98             | 147.98             | \$ 809           |
| 8150 - Mailing services                                        | 0.00                | 0.00            | 0.00              | 0.00             | 0.00             | 0.00             | 0.00              | 243.40             | 243.40             | \$ 243           |
| 8170 - Printing & copying                                      |                     | 1,161.01        | 0.00              | 1,161.01         | 1,036.76         | 1,036.76         |                   | 0.00               | 0.00               | \$ 2,198         |
| 8185 - Dues                                                    | 0.00                | 0.00            | 0.00              | 0.00             | 0.00             | 0.00             | 0.00              | 1,040.03           | 1,040.03           | \$ 1,040         |
| 8188 - Artwork/Graphic Design                                  | 0.00                | 1,500.00        | 0.00              | 1,500.00         | 0.00             | 0.00             | 0.00              | 0.00               | 0.00               | \$ 1,500         |
| 8192 - Translating                                             | 0.00                | 0.00            | 0.00              | 0.00             | 1,000.00         | 1,000.00         | 0.00              | 0.00               | 0.00               | \$ 1,000         |
| 8195 - Office Equipment and Software                           | 0.00                | 0.00            | 0.00              | 0.00             | 0.00             | 0.00             | 0.00              | -50.99             | -50.99             | \$ (51)          |
| <b>Total 8100 - Non-personnel expenses</b>                     | 0.00                | 2,966.28        | 0.00              | 2,966.28         | 2,523.96         | 2,523.96         | 0.00              | 2,292.88           | 2,292.88           | \$ 7,783         |
| 8300 - Travel & meetings expenses                              |                     |                 |                   |                  |                  |                  |                   |                    |                    |                  |
| 8310 - Travel                                                  | 4,858.59            | 37.50           | 0.00              | 4,896.09         | 3,248.35         | 3,248.35         | 732.03            | 2,990.33           | 3,722.36           | \$ 11,867        |
| 8320 - Conference Fees                                         |                     | 0.00            | 0.00              | 0.00             |                  | 0.00             | 0.00              |                    | 0.00               | \$ -             |
| 8330 - Event                                                   | 150.67              |                 |                   |                  |                  |                  |                   |                    |                    |                  |
| <b>Total 8300 - Travel &amp; meetings expenses</b>             | 5,009.26            | 37.50           | 0.00              | 5,046.76         | 3,248.35         | 3,248.35         | 732.03            | 2,990.33           | 3,722.36           | \$ 12,017        |
| 8500 - Misc expenses                                           |                     |                 |                   |                  |                  |                  |                   |                    |                    |                  |
| 8505 - Bank Fees                                               | 65.80               | 0.00            | 0.00              | 65.80            | 309.48           | 309.48           | 0.00              | 623.30             | 623.30             | \$ 999           |
| 8570 - Advertising and Media Relations                         | 0.00                | 0.00            | 0.00              | 0.00             | 0.00             | 0.00             | 0.00              | 56.30              | 56.30              | \$ 56            |
| 8590 - Other Expenses                                          | 0.00                | 0.00            | 0.00              | 0.00             |                  | 0.00             | 0.00              |                    | 0.00               | \$ -             |
| <b>Total 8500 - Misc expenses</b>                              | 65.80               | 0.00            | 0.00              | 65.80            | 309.48           | 309.48           | 0.00              | 679.60             | 679.60             | \$ 1,055         |
| <b>Total Expense</b>                                           | <b>\$ 8,213</b>     | <b>\$ 3,942</b> | <b>\$ 1,519</b>   | <b>\$ 13,674</b> | <b>\$ 6,520</b>  | <b>\$ 6,520</b>  | <b>\$ 3,199</b>   | <b>\$ 10,572</b>   | <b>\$ 13,771</b>   | <b>\$ 33,965</b> |
| <b>Net Income</b>                                              | <b>\$ 21,729</b>    | <b>\$ 1,308</b> | <b>\$ (1,519)</b> | <b>\$ 21,518</b> | <b>\$ 8,480</b>  | <b>\$ 8,480</b>  | <b>\$ (3,199)</b> | <b>\$ (10,572)</b> | <b>\$ (13,771)</b> | <b>\$ 16,227</b> |

**Budget vs. Actual, Year Ending August 31, 2014**

For Core Program and Support Services. Excludes Heinlein Prize Trust Grant.

|                      |                                                    | Year Ending    |               |                |
|----------------------|----------------------------------------------------|----------------|---------------|----------------|
|                      |                                                    | 31-Aug-14      |               |                |
|                      |                                                    | Budget         | Actual        | Variance       |
| <b>Income</b>        |                                                    |                |               |                |
|                      | 4000 · Contributed support                         |                |               |                |
|                      | 4010 · Indiv/business contribution                 | 23,000         | 32,942        | 9,942          |
|                      | 4230 · Gifts in kind                               | 2,500          | 2,250         | (250)          |
|                      | <b>Total 4000 · Contributed support</b>            | <b>25,500</b>  | <b>35,192</b> | <b>9,692</b>   |
| <b>Gross Profit</b>  |                                                    | <b>25,500</b>  | <b>35,192</b> | <b>9,692</b>   |
| <b>Expense</b>       |                                                    |                |               |                |
|                      | 7500 · Personnel expenses                          |                |               |                |
|                      | 7540 · Professional fees - other                   | 500            | 0             | 500            |
|                      | 7545 · Executive Director - contract               | 6,000          | 8,500         | (2,500)        |
|                      | 7550 · Office Manager - contract                   | 4,500          | 4,172         | 328            |
|                      | <b>Total 7500 · Other personnel expenses</b>       | <b>11,000</b>  | <b>12,672</b> | <b>(1,672)</b> |
|                      | 8100 · Non-personnel expenses                      |                |               |                |
|                      | 8110 · Supplies                                    | 300            | 268           | 32             |
|                      | 8130 · Communications                              | 350            | 334           | 16             |
|                      | 8135 · Web and Internet                            | 600            | 443           | 157            |
|                      | 8140 · Postage, shipping, delivery                 | 3,000          | 322           | 2,678          |
|                      | 8150 · Mailing services                            | 250            | 243           | 7              |
|                      | 8170 · Printing & copying                          | 2,250          | 1,161         | 1,089          |
|                      | 8180 · Books, subscriptions, reference             | 0              | 0             | 0              |
|                      | 8185 · Dues                                        | 1,050          | 1,040         | 10             |
|                      | 8188 · Artwork/Graphic Design                      | 2,500          | 1,500         | 1,000          |
|                      | 8195 · Office Equipment and Software               | 200            | (51)          | 251            |
|                      | <b>Total 8100 · Non-personnel expenses</b>         | <b>10,500</b>  | <b>5,259</b>  | <b>5,241</b>   |
|                      | 8300 · Travel & meetings expenses                  |                |               |                |
|                      | 8310 · Travel                                      | 6,500          | 8,618         | (2,118)        |
|                      | 8320 · Conference Fees                             | 900            | 0             | 900            |
|                      | 8330 · Events                                      | 100            | 151           | (51)           |
|                      | <b>Total 8300 · Travel &amp; meetings expenses</b> | <b>7,500</b>   | <b>8,769</b>  | <b>(1,269)</b> |
|                      | 8500 · Misc expenses                               |                |               |                |
|                      | 8505 · Bank Fees                                   | 200            | 689           | (489)          |
|                      | 8570 · Advertising and Media Relations             | 50             | 56            | (6)            |
|                      | 8590 · Other Expenses                              | 250            | 0             | 250            |
|                      | <b>Total 8500 · Misc expenses</b>                  | <b>500</b>     | <b>745</b>    | <b>(245)</b>   |
| <b>Total Expense</b> |                                                    | <b>29,500</b>  | <b>27,445</b> | <b>2,055</b>   |
| <b>Net Income</b>    |                                                    | <b>(4,000)</b> | <b>7,747</b>  | <b>11,747</b>  |

Red variances indicate income less than budget, or expenses greater than budget.

Note: Several poster expenses occurred after the close of the fiscal year.

## Donation Listing

### **Universal Sponsors \$10,000+**

Lockheed Martin (new)

### **Galactic Sponsors \$5,000+**

Airbus Defence & Space

Turksat\*

### **Stellar Sponsors \$2,500+**

Astrax (new)

Secure World Foundation

### **Planetary Sponsors \$1,000+**

ATK

IHI Corporation (\$2000)

Strategic Decisions Group (new)

### **Satellite Sponsors \$500+**

Bastion Technologies

LeFiell Manufacturing

Lex Mercatoria Solicitors

SpaceTek (new)

Smatis Film (new)

### **Teacher Program Sponsors**

Heinlein Prize Trust (\$15,000)

### **Poster Sponsors**

Inmarsat (\$3,000)

CNES (in-kind printing)

Agnieszka Kumuda (in-kind artwork)

### **Other Donations**

Dennis Stone \$200

Others \$50

\* Pledged after end of fiscal year – This amount does not show in the financial report