NATIONAL SOCIETY
SONS OF THE AMERICAN REVOLUTION

2026 Proposed Budget

Bottom Line Up Front

- $2.718M proposed operating budget
- Continues best practices employed in 2025
- Continues to build the operating reserve implemented in 2025
- Continues to work down debt
- Delivers on promise of funding National Liability Insurance for all State Societies

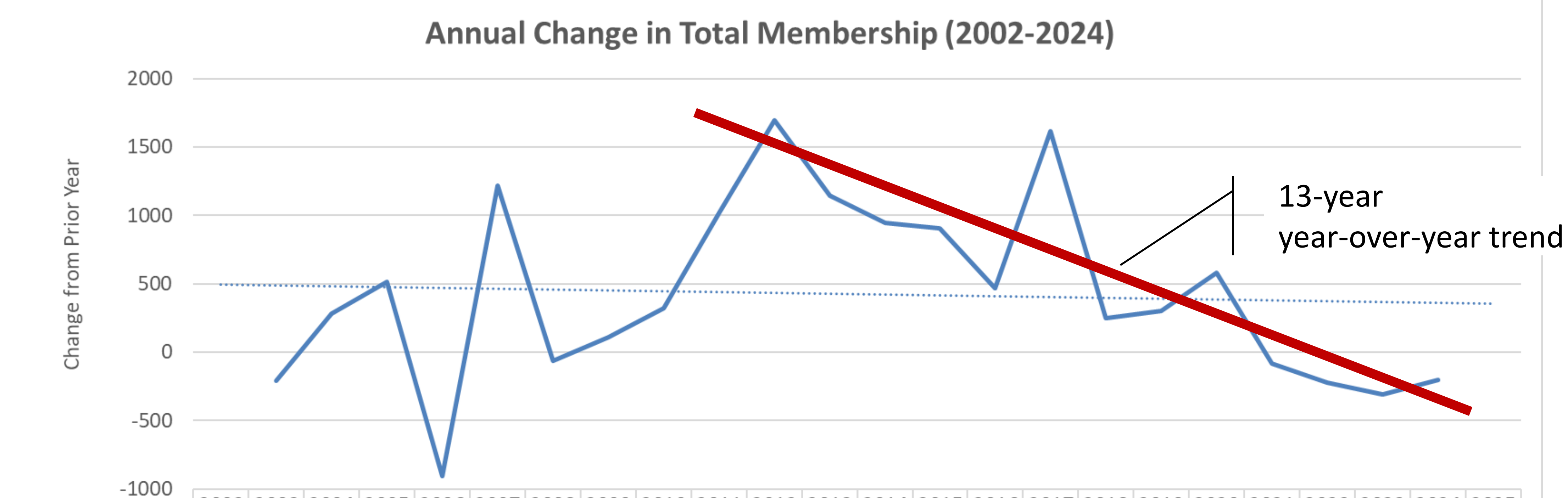
Select the QR Code using your smart phone
to access budget documents on Share File

Assumptions / Key Drivers

- Flat revenue / zero membership growth (26,011 regular members as of 1 Jan 2025)
- Program Priorities
- Eliminate debt / reliance on Line of Credit
- Maintain Management Reserve (“Rainy Day Fund”)
- Fund National Liability (including black powder) Insurance
- Museum operations to be funded by SAR Foundation

- Facts of Life
  - Increase in expenses (biggest divers: cost of magazine / higher page count, utilities)
  - Labor cost increases (offset by attrition / new higher replacements)

Membership / Applications Drive Operational Revenue



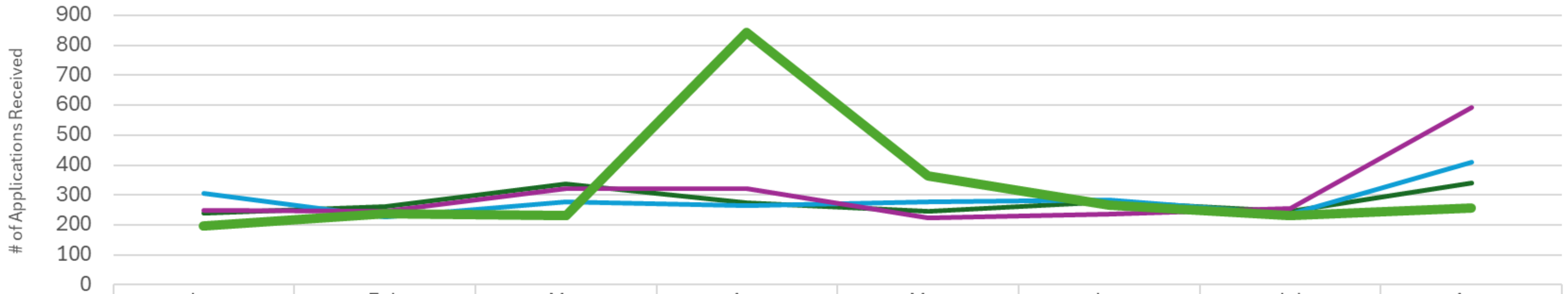
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
YOY Change		-211	282	512	-906	1,217	-66	107	324	1,016	1,695	1,145	944	903	467	1,614	250	302	583	-83	-220	-309	-204	

- As we continue to use prior 1 January membership data Regular/International/ Junior Members **Retention** needs to continue to be focus

New Member Applications

- Total 2025 membership thru Aug is up ~300 applicants over the past 5-year average
- Driven by April half-price sale
- Gives optimism if we successfully drive retention

New Regular Applicants - 8 months (years 2022-2025)



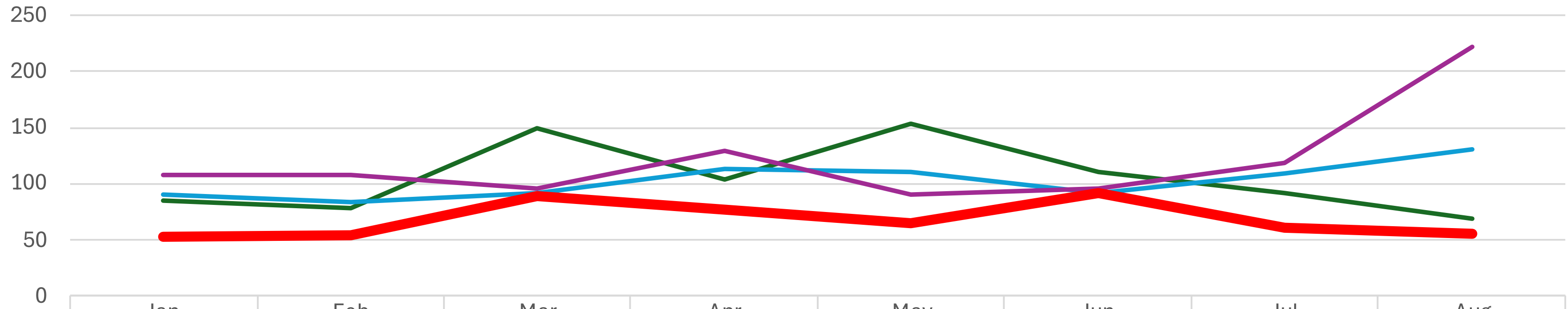
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
2022	239	260	338	275	246	278	245	339
2023	304	228	278	266	278	284	237	411
2024	250	247	321	321	223	237	254	591
2025	198	238	230	844	363	265	231	256

2022 2023 2024 2025

Supplemental Applications

- Receipt of Supplemental applications at 6-year low
- Driven by cost of application (function of staff time to process) & backlog

Supplemental Applications Received - 8 months (years 2022-2025)

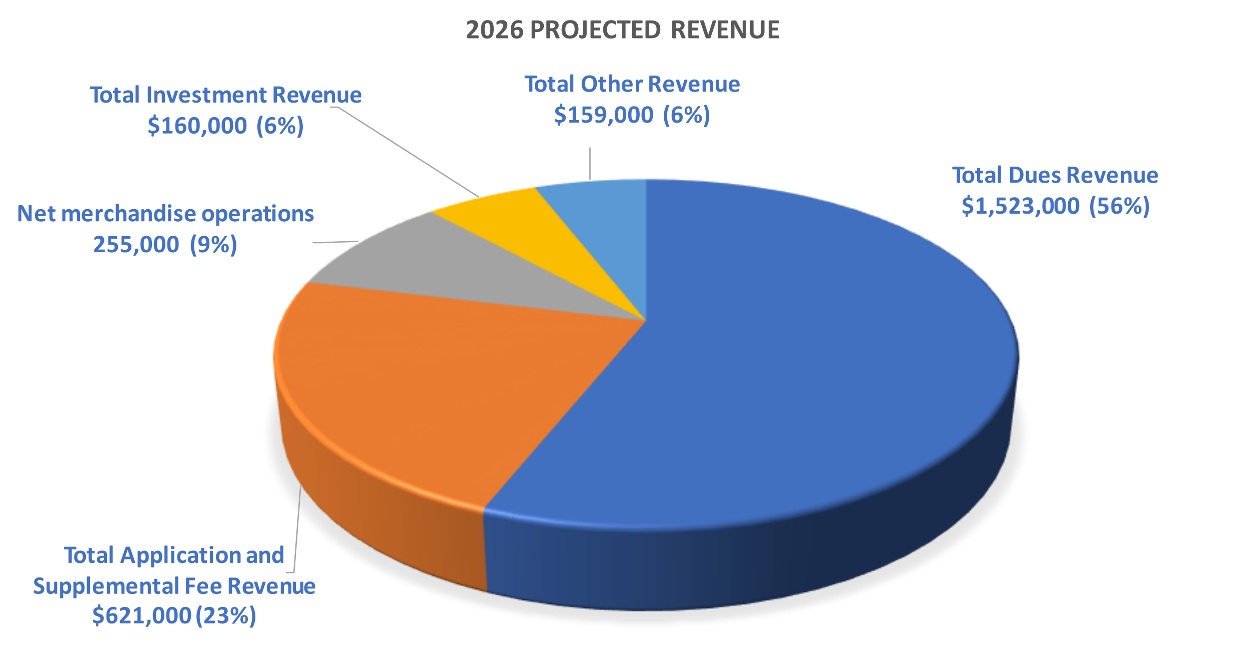


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
2022	85	78	150	103	154	110	92	69
2023	90	84	91	113	110	91	109	131
2024	107	108	95	129	90	96	118	222
2025	52	54	89	77	64	91	61	55

2022 2023 2024 2025

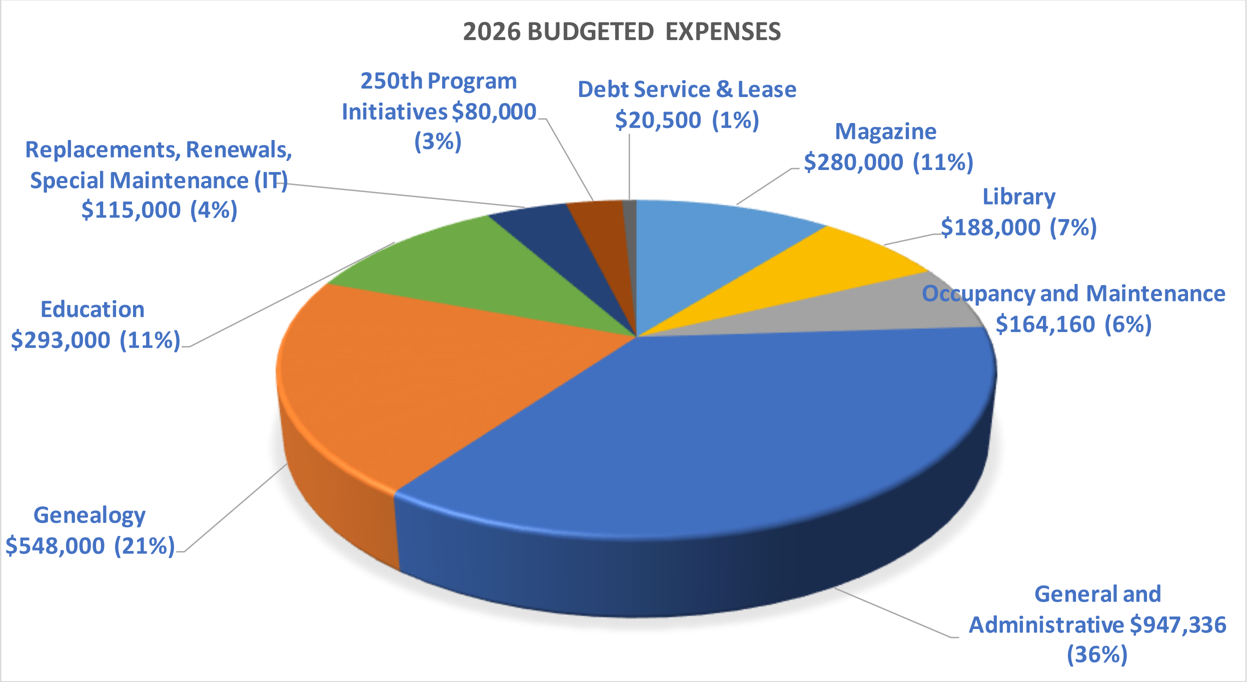
Proposed Budget (Income)

2026 Projected Revenue	
Total Dues Revenue	$1,523,000
Total Application and Supplemental Fee	$621,000
Net merchandise operations	255,000
Total Investment Revenue	$160,000
Total Other Revenue	$159,000
	$2,718,000

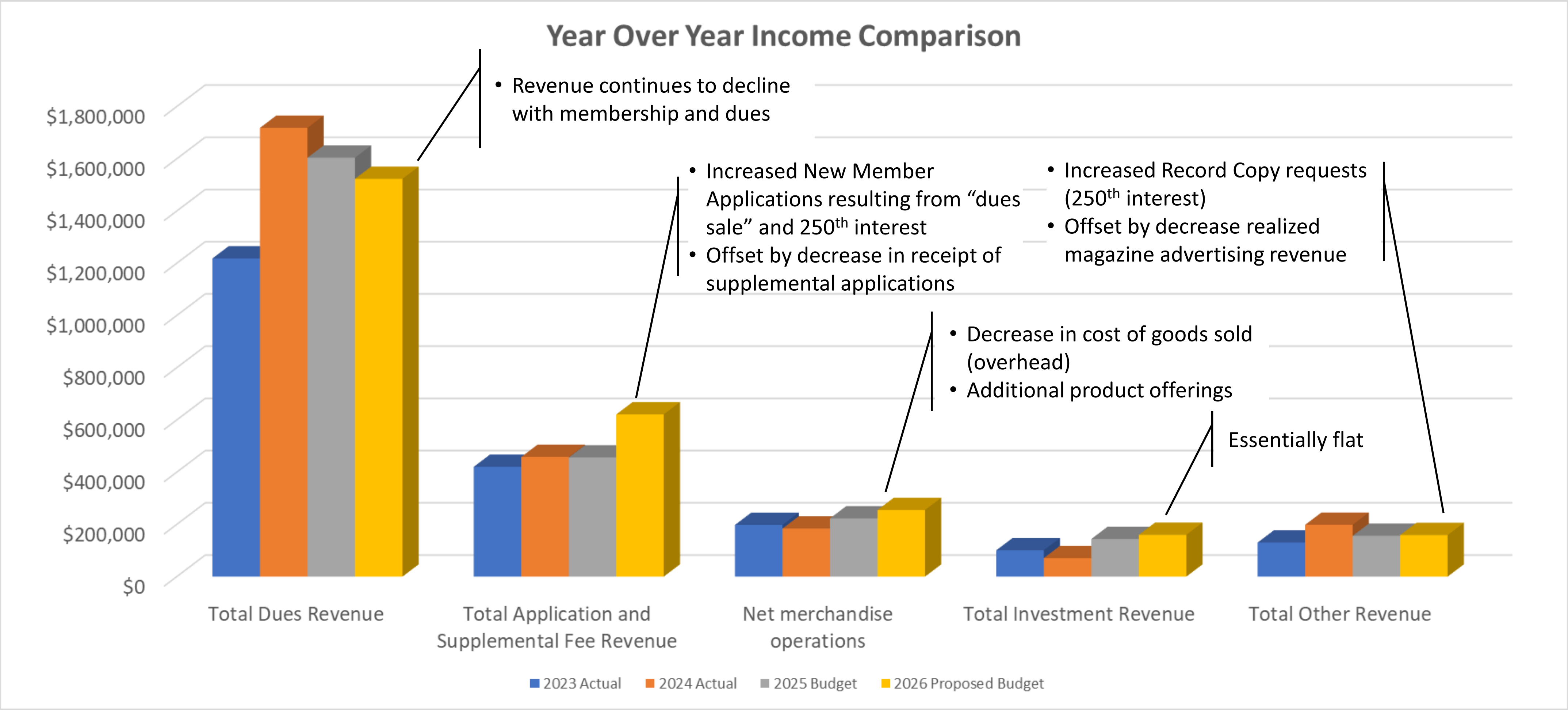


Proposed Budget (Expenses)

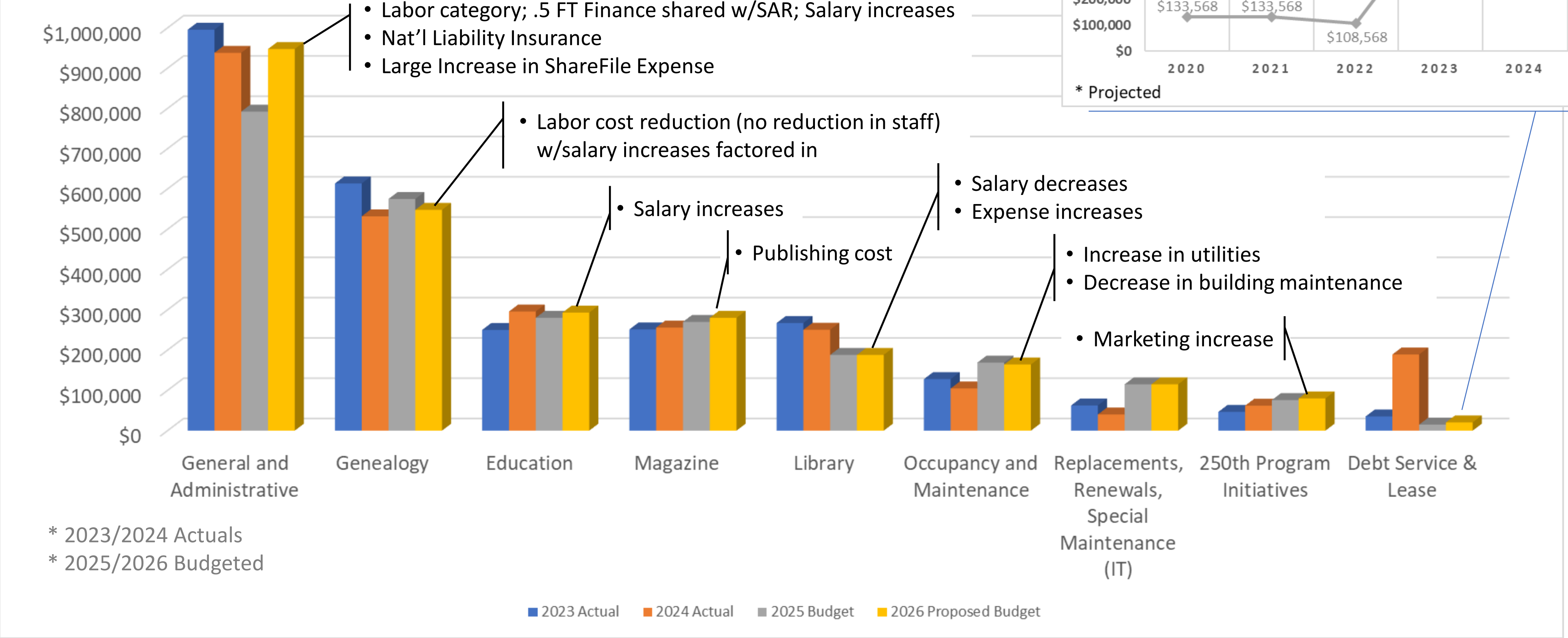
2026 Budgeted Expenses	
Magazine	$280,000
Library	$188,000
Occupancy and Maintenance	$164,160
General and Administrative	$947,336
Genealogy	$548,000
Education	$293,000
Replacements, Renewals, Special Maintenance (IT)	$115,000
250th Program Initiatives	$80,000
Debt Service & Lease	$20,500
	$2,635,996
Reserve	$82,004
Total	$2,718,000

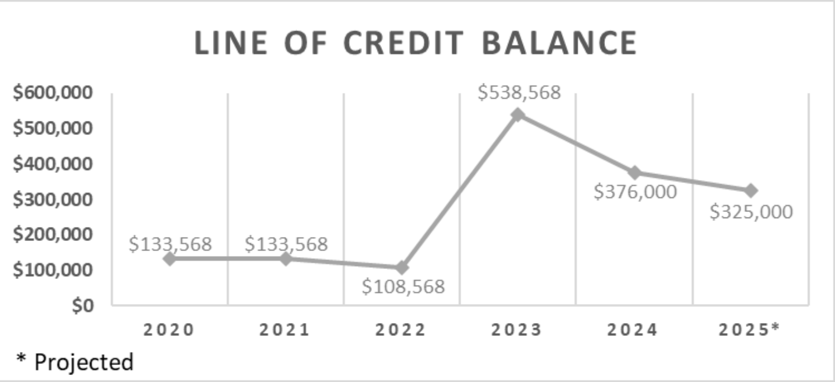


2023 - 2026 Comparison



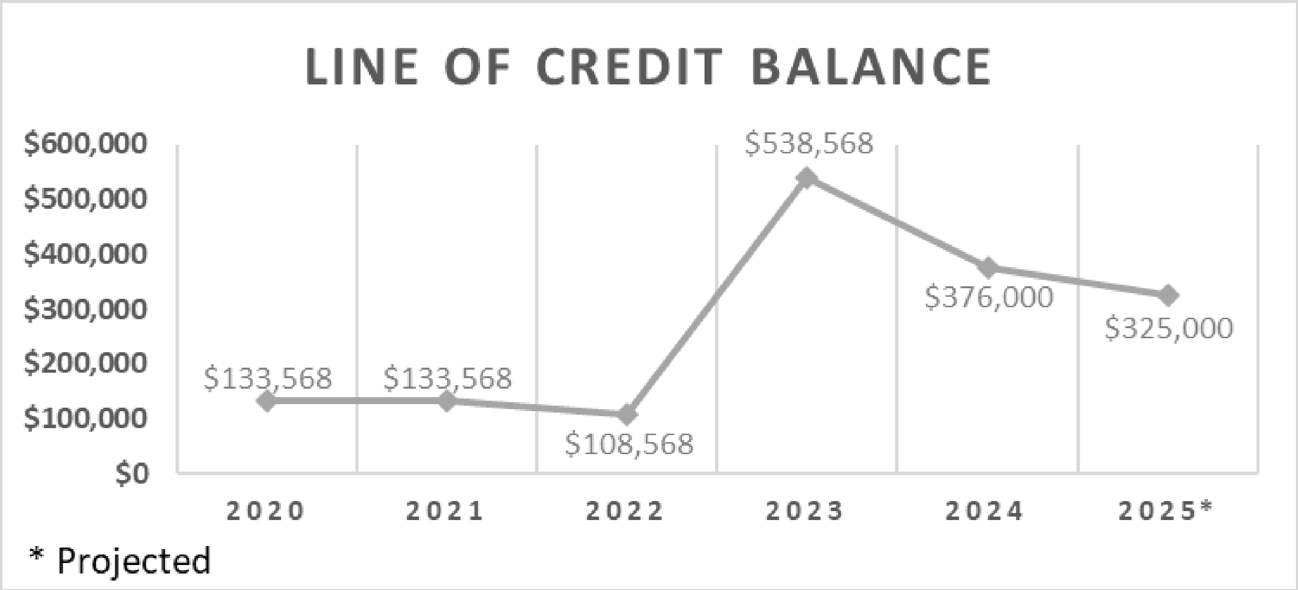
2023 – 2026* Comparison





Line of Credit (LOC)

- Anticipated LOC balance at year end anticipated to be between $300,000 - $325,000
- Initiatives undertaken by past TG's and budgeting best practices are showing results
  - Pay down LOC at beginning of Year
  - Belt tightening
- Policy remains in effect – any excess revenues remaining @ EOY go to reducing debt
- Investigating other options to increase revenue and improve cash flow
- Best practice: LOC is a tool to facilitate cash flow and emergencies
  - Should not be used to fund operational budget



Prioritized Unfunded Requirements

1. Complete the build out of the SAR Education Center and Museum.
2. Hire a Museum Director to take the lead in developing an Operating Plan for the Museum for 2027 Full Operations.
3. 2026 Museum Operating Budget, to include Merchandise Store stockage, Open House/Fundraisers only, and facilities costs.
4. Fund and Implement (including training) a fully integrated Enterprise Resource Planning (ERP) system at SAR HQ by 2030.
    a. Requirements:
        i. Security Assertion Mark-up Language (SAML) interface
        ii. Single Sign On (SSO) capability with access permissions coordinate with role
    b. Establish and implement a National Dues Billing System.
    c. Create and implement a digital/paperless online membership application Program, as soon as possible, no later than 1 June 2027.
    d. Fund the completion of the membership database including all members, patriot ancestors, record copies and grave locations by 2030.
5. Create and fund a program, process, and presentation booth package/traveling tool kit by July 2027.
6. Hire a public relations firm by the end of 2028.

Guidance included in the Operational Plan:

1. Utilize the IT Special Purpose Operating Fund to pay for the internal operations IT projects listed above to supplement the Alexander Hamilton Fund annual distribution beginning in 2025.
2. Publicize and solicit donations to the IT Special Purpose Operating Fund.

Possible Funding Sources:

1. SAR Operating Fund
    a. Budget Lines
    b. SPOFs
    c. Excess Income/Investment
    d. Donors
    e. Divestment of assets?
2. SAR Foundation
    a. Donors
    b. Grants
    c. Endowment
    d. Special Event Fundraiser
    e. Combined Federal Campaign (CFC)
3. Corporate Sponsorship
    a. Advertising
    b. Naming Rights
    c. Special Event Fundraiser

Color Key
Red indicates Foundation Related
Black indicates Operations Accounts
Blue Indicates Special Purpose Operating Fund

Motion to approve Proposed 2026 Budget

- The Executive Committee moves that the proposed 2026 budget in the amount of $2.718M as presented be approved by the Trustees.


UNITED STATES OF AMERICA
250th
Anniversary
1776-2026
SONS OF THE AMERICAN REVOLUTION

Questions?

Backup

Budget Drill Down

	Statement of Activities and Operating Budget for years ending 2023, 2024, 2025, 2026 ($ rounded to thousands)	2023 Actual	2024 Actual	2025 Budget	2026 Budget	2025-2026 Delta
1	Federal Reserve Cleveland Estimated Inflation (01,JUL, 2025)			2.35%	2.33%	-0.02%
2	**Membership Revenue**					
3	**Dues**					
4	Regular U.S. Members			27,820	26,011	(1,809)
5	Regular Member Dues ($50)			$50	$50	$0
6	Regular Member Dues Revenue			$1,391,000	$1,300,000	($91,000)
7	Junior Members			1,724	1,873	149
8	Junior U.S. Member Dues ($5)			5	5	0
9	Junior Member Dues Revenue			9,000.00	9,000.00	0.00
10	Life U.S. Regular Members			2,794	2,701	(93)
11	Life Member Dues ($50)			$50	$50	$0
12	Life Members Dues Revenue			$140,000	$135,000	($5,000)
13	Life U.S. Junior Members			40	43	3
14	Life U.S. Junior Member Dues ($5)			$5	$5	$0
15	Life Junior Member Dues Revenue			$0	$0	$0
16	Emeriti Members			383	380	-3
17	Dues Rate ($0)			$0.00	$0.00	$0.00
18	Emeritus Dues Revenue			$0.00	$0.00	$0.00
19	Regular International Members			95	98	3
20	Regular International Member Dues ($50)			50.00	50.00	0.00
21	International Regular Dues Revenue			5,000.00	4,000.00	(1,000.00)
22	Junior International Members			7	7	-
23	Junior Member Dues Rate			$5.00	$5.00	$0.00
24	Junior International Dues Revenue			$0.00	$0.00	$0.00
25	France Société Members			589	595	6
26	Regular France Société Member Dues ($0)			0.00	0.00	-
27	France Société Membership Dues Revenue			0.00	0.00	0.00
28	France Société Junior Members			1	1	-

PDF

Double Click to Open

Membership by Category (as of 1 Jan 2025)