

THE SOARING SOCIETY OF AMERICA, INC
SSA OPERATIONS (INCLUDING CONVENTION)
(SSA Foundation, Soaring Safety Foundation, and US Team separately reported)
STATEMENT OF REVENUES AND EXPENDITURES
For the Period Ending April 30, 2017
(Unaudited -- for use by management only)

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
OPERATING NET REVENUES						
Membership Dues & Subscription Income						
Dues	\$ 49,848	\$ 48,490	1,358	194,321	192,594	1,727
Subscriptions	739	1,054	(315)	2,534	2,753	(219)
New Member Rebates	(225)	(170)	(55)	(729)	(1,085)	356
Chapter Rebates	(1,168)	(1,032)	(136)	(2,688)	(2,856)	168
Credit Card Fees	(411)	(350)	(61)	(1,621)	(1,425)	(196)
Postage	(2,319)	(1,400)	(919)	(3,460)	(5,800)	2,340
Printing	0	0	0	(134)	(100)	(34)
Supplies	(509)	(1,250)	741	(1,796)	(2,050)	254
	<u>45,955</u>	<u>45,342</u>	<u>613</u>	<u>186,427</u>	<u>182,031</u>	<u>4,396</u>
Dues & Subscriptions Net Revenue	45,955	45,342	613	186,427	182,031	4,396
Convention - Reno 2018						
Revenue	0	0	0	0	0	0
Expenses	0	0	0	0	0	0
	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Convention Net Revenue	0	0	0	0	0	0
Magazine Advertising						
Classified	2,057	2,000	57	4,815	4,650	165
Display Advertising	7,875	5,379	2,496	31,248	25,680	5,568
Credit Card Fees	(145)	(110)	(35)	(600)	(458)	(142)
Supplies	0	(50)	50	(113)	(250)	137
	<u>9,787</u>	<u>7,219</u>	<u>2,568</u>	<u>35,350</u>	<u>29,622</u>	<u>5,728</u>
Magazine Advertising Net Revenue	9,787	7,219	2,568	35,350	29,622	5,728
Eagle Fund and Foundation Contributions						
Contributions - Eagle Fund	2,292	875	1,417	12,282	7,875	4,407
Contributions - Other	0	0	0	0	0	0
Contributions - L-13 Show Glider Project	0	0	0	0	0	0
LCSB Donations	0	0	0	0	0	0
Transfer SSA Assets to Foundation	0	0	0	0	0	0
Foundation Distributions-Gen Endowment	0	2,000	(2,000)	0	7,000	(7,000)
Foundation Distributions-Life Member Fund	0	0	0	2,137	2,138	(1)
Foundation Distributions-Kunda Reserve	0	0	0	0	0	0
Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(10)	(10)	0	(83)	(65)	(18)
	<u>2,282</u>	<u>2,865</u>	<u>(583)</u>	<u>14,336</u>	<u>16,948</u>	<u>(2,612)</u>
Contributions Net of Expense	2,282	2,865	(583)	14,336	16,948	(2,612)

THE SOARING SOCIETY OF AMERICA, INC
SSA OPERATIONS (INCLUDING CONVENTION)
(SSA Foundation, Soaring Safety Foundation, and US Team separately reported)
STATEMENT OF REVENUES AND EXPENDITURES
For the Period Ending April 30, 2017
(Unaudited -- for use by management only)

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
Merchandise Income						
Merchandise Sales	2,845	2,650	195	12,037	13,325	(1,288)
Shipping and Handling Revenue	904	700	204	3,507	3,000	507
Postage	(319)	(600)	281	(2,539)	(4,300)	1,761
Shipping and Handling Charges	(30)	(15)	(15)	(92)	(105)	13
Cost of Goods Sold	(1,088)	(700)	(388)	(3,950)	(4,200)	250
Credit Card Fees	(80)	(100)	20	(420)	(750)	330
Kolstad Proceeds - DVD	0	(20)	20	(60)	(80)	20
Cross Country Soaring - Royalties	0	(5)	5	0	(35)	35
Supplies	(484)	(294)	(190)	(406)	(1,314)	908
Merchandise Net Revenue	1,748	1,616	132	8,077	5,541	2,536
Fast Program						
FAST Sales	2,985	2,725	260	7,805	6,800	1,005
FAST Cost of Goods Sold	(388)	(300)	(88)	(895)	(700)	(195)
Postage, Shipping and Handling Charges	(266)	(200)	(66)	(612)	(460)	(152)
FAST Credit Card Fees	(44)	(40)	(4)	(140)	(140)	0
FAST Redemptions	(1,521)	(750)	(771)	(3,318)	(3,290)	(28)
Fast Program Net Revenue	766	1,435	(669)	2,840	2,210	630
Contest Revenue						
Sanction Fees Collected	0	2,745	(2,745)	2,205	2,745	(540)
Sanction Fees Paid to US Team	0	(610)	610	0	(610)	610
JR/XC Rebates	0	(500)	500	0	(500)	500
Contribution by RC to JR/XC Rebates	0	0	0	0	0	0
SSA Contest Expenses-Hard Costs Only	(557)	(100)	(457)	(1,073)	(550)	(523)
Contest Net Revenue	(557)	1,535	(2,092)	1,132	1,085	47
Miscellaneous Revenue						
Contest ID Registrations	250	150	100	1,100	600	500
Interest	0	0	0	1	0	1
Miscellaneous	0	40	(40)	0	120	(120)
Miscellaneous Net Revenue	250	190	60	1,101	720	381
TOTAL NET OPS REVENUES	\$ 60,231	\$ 60,202	29	249,263	238,157	11,106

THE SOARING SOCIETY OF AMERICA, INC
SSA OPERATIONS (INCLUDING CONVENTION)
(SSA Foundation, Soaring Safety Foundation, and US Team separately reported)
STATEMENT OF REVENUES AND EXPENDITURES
For the Period Ending April 30, 2017
(Unaudited -- for use by management only)

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>
OPERATING EXPENSES						
Compensation						
Wages	19,012	20,886	(1,874)	80,681	83,543	(2,862)
Insurance - Health & Dental	3,771	4,515	(744)	15,085	18,060	(2,975)
Payroll Taxes	1,504	1,680	(176)	6,048	6,694	(646)
Contract Labor	7,005	7,306	(301)	28,023	29,224	(1,201)
	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>
Compensation, Benefits and Taxes	31,292	34,387	(3,095)	129,837	137,521	(7,684)
Programs and Marketing Expense						
Advertising and Marketing	0	1,000	(1,000)	0	1,000	(1,000)
Airshow - Oshkosh	0	0	0	1,068	2,000	(932)
Airshow - Sun N Fun	60	5,000	(4,940)	2,390	5,000	(2,610)
Growth & Promotion Committee	0	0	0	0	1,500	(1,500)
SSA HQ - Promotion of Soaring	188	250	(62)	576	250	326
	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>
Programs and Marketing Expenses	248	6,250	(6,002)	4,034	9,750	(5,716)
General Administration Expenses						
Bad Debts Expense	0	0	0	0	0	0
Badge and Records	597	580	17	597	580	17
Bank Charges	59	60	(1)	249	275	(26)
Computer and IT Expenses	1,800	3,164	(1,364)	8,392	7,911	481
Credit Card Fees	4	15	(11)	64	75	(11)
Education	0	250	(250)	199	250	(51)
Equipment Rental & Maintenance	4,393	4,400	(7)	11,956	14,625	(2,669)
Insurance-Other & Work Comp	538	550	(12)	5,008	4,885	123
Magazine - Postage	4,825	5,500	(675)	19,607	20,050	(443)
Magazine - Printing	7,204	7,500	(296)	29,011	30,000	(989)
Maintenance - Building and Grounds	1,741	1,550	191	7,781	7,650	131
Meeting Support	361	200	161	2,471	3,900	(1,429)
NAA Dues	0	0	0	10,900	12,200	(1,300)
NAA Dues - US Team 30% Portion	0	0	0	(3,270)	(3,660)	390
Permits & Licenses	120	10	110	165	195	(30)
Postage	370	100	270	1,845	775	1,070
Printing	0	20	(20)	215	395	(180)
Professional Dues	0	0	0	600	825	(225)
Professional Services	(20)	0	(20)	32	120	(88)

THE SOARING SOCIETY OF AMERICA, INC
SSA OPERATIONS (INCLUDING CONVENTION)
(SSA Foundation, Soaring Safety Foundation, and US Team separately reported)
STATEMENT OF REVENUES AND EXPENDITURES
For the Period Ending April 30, 2017
(Unaudited -- for use by management only)

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
Supplies	770	120	650	3,456	820	2,636
Taxes - Miscellaneous	0	0	0	20	0	20
Telecommunications	798	825	(27)	3,225	3,275	(50)
Travel - All SSA Staff	0	0	0	1,085	2,000	(915)
Trophies/Awards	0	0	0	100	0	100
Utilities	357	425	(68)	1,707	1,975	(268)
Miscellaneous Expenses	213	20	193	113	80	33
Total Administrative Expenses	24,130	25,289	(1,159)	105,528	109,201	(3,673)
TOTAL ADMIN OPERATING	55,670	65,926	(10,256)	239,399	256,472	(17,073)
CAPITAL PROVIDED BY OPERATIONS	4,561	(5,724)	10,285	9,864	(18,315)	28,179
Amortization	1,040	1,036	4	4,159	4,144	15
Depreciation	264	700	(436)	1,533	2,800	(1,267)
Non-Cash Adj-Expired FAST Certificat	0	0	0	0	0	0
Non-Cash Adj-Unredeemed FASTs	0	0	0	0	0	0
NET CAPITAL INCREASE	\$ 3,257	\$ (7,460)	10,717	4,172	(25,259)	29,431
(DECREASE)						