

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 August 31, 2015
(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	\$ 49,552	\$ 44,125	5,427	370,753	382,180	(11,427)
Support a Membership	0	0	0	64	0	64
Subscriptions	807	700	107	5,770	6,450	(680)
Chapter Rebates	(385)	(300)	(85)	(6,049)	(5,200)	(849)
Credit Card Fees	(572)	(800)	228	(6,155)	(6,300)	145
Postage	(1,919)	(1,200)	(719)	(10,968)	(11,300)	332
Printing	(90)	0	(90)	(143)	(2,500)	2,357
Promotional Items	0	0	0	(2,924)	0	(2,924)
Supplies	0	(1,300)	1,300	(2,521)	(5,500)	2,979
Dues & Subscriptions Net Revenue	47,393	41,225	6,168	347,827	357,830	(10,003)
Convention - Reno 2014						
Expenses	0	0	0	(1,790)	0	(1,790)
Convention Net Revenue	0	0	0	(1,790)	0	(1,790)
Magazine Advertising						
Classified	293	200	93	9,676	10,550	(874)
Display Advertising	6,969	6,073	896	54,283	54,074	209
Credit Card Fees	(183)	(300)	117	(1,857)	(2,600)	743
Supplies	0	0	0	(243)	(300)	57
Magazine Advertising Net Revenue	7,079	5,973	1,106	61,859	61,724	135
Eagle Fund and Foundation Contributions						
Contributions - Eagle Fund	1,902	1,300	602	21,341	22,800	(1,459)
Contributions - Other	0	0	0	0	0	0
Contributions - L-13 Show Glider Project	0	0	0	100	0	100
LCSB Donations	0	0	0	0	5,000	(5,000)
Transfer SSA Assets to Foundation	0	0	0	0	0	0
Foundation Distributions-Gen Endowment	1,500	1,500	0	34,000	34,000	0
Foundation Distributions-Life Member Fund	0	0	0	4,276	4,276	0
Foundation Distributions-Kunda Reserve	0	0	0	0	6,000	(6,000)
Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(22)	(53)	31	(144)	(441)	297
Contributions Net of Expense	3,380	2,747	633	59,573	71,635	(12,062)

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Merchandise Income						
Merchandise Sales	5,565	4,045	1,520	37,255	32,809	4,446
Shipping and Handling Revenue	1,088	1,040	48	8,885	8,650	235
Postage	(913)	(500)	(413)	(6,565)	(5,500)	(1,065)
Shipping and Handling Charges	(16)	(25)	9	(131)	(600)	469
Cost of Goods Sold	(2,454)	(1,905)	(549)	(14,363)	(15,600)	1,237
Credit Card Fees	(296)	(550)	254	(2,422)	(3,100)	678
Kolstad Proceeds - DVD	339	0	339	80	(160)	240
Cross Country Soaring - Royalties	(58)	(4)	(54)	(143)	(102)	(41)
Supplies	(71)	(250)	179	(2,164)	(1,950)	(214)
Merchandise Net Revenue	3,184	1,851	1,333	20,432	14,447	5,985
Fast Program						
FAST Sales	4,653	6,437	(1,784)	29,412	26,430	2,982
FAST Cost of Goods Sold	(530)	(800)	270	(3,602)	(3,380)	(222)
Postage, Shipping and Handling Charges	(362)	(550)	188	(2,375)	(2,200)	(175)
FAST Credit Card Fees	(162)	(200)	38	(931)	(750)	(181)
FAST Redemptions	(1,868)	(1,700)	(168)	(10,877)	(12,250)	1,373
Fast Program Net Revenue	1,731	3,187	(1,456)	11,627	7,850	3,777
Miscellaneous Revenue						
Sanction Fees Collected	2,966	3,200	(234)	14,955	32,100	(17,145)
Sanction Fees Paid to US Team	(130)	(2,880)	2,750	(3,850)	(8,240)	4,390
Contest ID Registrations	75	75	0	1,175	1,220	(45)
Interest	1	0	1	8	0	8
Miscellaneous	0	100	(100)	1,301	405	896
Miscellaneous Net Revenue	2,912	495	2,417	13,589	25,485	(11,896)
TOTAL NET OPS REVENUES	\$ 65,679	\$ 55,478	10,201	513,117	538,971	(25,854)
OPERATING EXPENSES						
Compensation						
Wages	19,104	21,035	(1,931)	165,883	163,379	2,504
Insurance - Health & Dental	4,114	5,613	(1,499)	33,270	44,814	(11,544)

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Payroll Taxes	1,414	2,082	(668)	13,425	16,096	(2,671)
Contract Labor	7,010	7,922	(912)	56,989	62,276	(5,287)
Compensation, Benefits and Taxes	31,642	36,652	(5,010)	269,567	286,565	(16,998)
Programs and Marketing Expense						
Advertising and Marketing	0	0	0	0	1,260	(1,260)
Airshows - Miscellaneous	0	0	0	0	500	(500)
Airshow - Oshkosh	4,016	0	4,016	5,466	12,000	(6,534)
Airshow - Sun N Fun	0	0	0	1,741	5,000	(3,259)
Cloudstreet Funding	0	0	0	35,000	35,000	0
L-13 Show Glider Project	0	0	0	334	6,000	(5,666)
Sanction Fees-Contest & Rules	2,961	0	2,961	4,118	1,750	2,368
Growth & Promotion Committee	15	0	15	(3,003)	3,000	(6,003)
Contingent Committee Expenses	48	0	48	48	0	48
SSA HQ - Promotion of Soaring	0	100	(100)	0	400	(400)
Programs and Marketing Expenses	7,040	100	6,940	43,704	64,910	(21,206)
General Administration Expenses						
Bad Debts Expense	0	0	0	0	0	0
Badge and Records	0	0	0	280	600	(320)
Bank Charges	60	75	(15)	613	610	3
Computer and IT Expenses	476	800	(324)	10,556	7,850	2,706
Credit Card Fees	49	30	19	194	240	(46)
Education	0	0	0	0	250	(250)
Engraving	0	0	0	392	370	22
Equipment Rental & Maintenance	1,211	1,500	(289)	21,298	21,500	(202)
Insurance-Other & Work Comp	6,806	1,600	5,206	20,549	12,800	7,749
Magazine - Postage	5,751	5,300	451	40,681	41,600	(919)
Magazine - Printing	7,609	8,100	(491)	53,079	64,800	(11,721)
Maintenance - Building and Grounds	1,273	1,325	(52)	11,165	10,800	365
Meeting Support	0	150	(150)	6,471	3,250	3,221
NAA Dues	0	0	0	4,244	7,500	(3,256)
Permits & Licenses	0	0	0	75	30	45
Postage	235	825	(590)	2,706	4,588	(1,882)
Printing	0	20	(20)	291	295	(4)
Professional Dues	0	0	0	755	1,215	(460)
Professional Services	36,843	32,000	4,843	36,963	32,120	4,843
Supplies	101	350	(249)	2,349	2,785	(436)

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Taxes - Miscellaneous	0	0	0	13	0	13
Telecommunications	791	700	91	6,260	6,550	(290)
Travel - All SSA Staff	0	300	(300)	5,140	3,775	1,365
Trophies/Awards	0	25	(25)	110	625	(515)
Utilities	647	800	(153)	4,071	4,300	(229)
WinScore Charges	0	0	0	900	900	0
Miscellaneous Expenses	39	20	19	282	160	122
Total Administrative Expenses	61,891	53,920	7,971	229,437	229,513	(76)
TOTAL ADMIN OPERATING	100,573	90,672	9,901	542,708	580,988	(38,280)
CAPITAL PROVIDED BY OPERATIONS	(34,894)	(35,194)	300	(29,591)	(42,017)	12,426
Amortization	1,036	1,036	0	8,284	8,288	(4)
Depreciation	339	700	(361)	2,874	5,600	(2,726)
Non-Cash Adj-Expired FAST Certificates	0	0	0	0	0	0
Non-Cash Adj-Unredeemed FASTs	0	0	0	0	0	0
NET CAPITAL INCREASE	\$ (36,269)	\$ (36,930)	661	(40,749)	(55,905)	15,156
(DECREASE)						