

THE SOARING SOCIETY OF AMERICA, INC
SSA OPS (INCLUDING CONVENTION)
(SSA Foundation, Soaring Safety Foundation, and US Team separately reported)
STATEMENT OF REVENUES AND EXPENDITURES
Ending December 2017

	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	\$ 51,826	\$ 49,071	2,755	597,590	575,600	21,990
Dues-Members from EAA	0	0	0	162	0	162
Support a Membership	0	0	0	264	0	264
Subscriptions	1,193	1,564	(371)	7,638	8,170	(532)
New Member Rebates	(397)	(545)	148	(2,271)	(3,295)	1,024
Chapter Rebates	(2,084)	(3,164)	1,080	(9,484)	(11,955)	2,471
Refunds	0	0	0	(72)	0	(72)
Credit Card Fees	(297)	(500)	203	(4,740)	(5,300)	560
Postage	(2,033)	(1,200)	(833)	(15,495)	(19,750)	4,255
Printing	(273)	0	(273)	(892)	(2,000)	1,108
Promo - Membership Kits	0	0	0	(1,733)	0	(1,733)
Promotional Items	0	0	0	(1,397)	0	(1,397)
Supplies	(77)	(200)	123	(5,068)	(3,350)	(1,718)
Dues & Subscriptions Net Revenue	47,858	45,026	2,832	564,502	538,120	26,382
Convention - Reno 2018						
Revenue	0	0	0	0	0	0
Expenses	0	0	0	0	0	0
Convention Net Revenue	0	0	0	0	0	0
Magazine Advertising						
Classified	1,004	300	704	12,085	11,325	760
Display Advertising	7,031	6,712	319	84,002	78,150	5,852
Credit Card Fees	(104)	(100)	(4)	(1,584)	(1,858)	274
Supplies	0	(50)	50	(335)	(950)	615
Magazine Advertising Net Revenue	7,931	6,862	1,069	94,168	86,667	7,501
Eagle Fund and Contributions						
Contributions - Eagle Fund	11,117	20,000	(8,883)	37,671	55,075	(17,404)
Contributions - Other	1,025	0	1,025	6,120	0	6,120
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

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Foundation Distributions-Gen Endowment	5,000	5,000	0	15,000	42,000	(27,000)
Foundation Distributions-Life Member Fund	4,274	2,137	2,137	10,687	8,550	2,137
Foundation Distributions-Kunda Reserve	9,806	0	9,806	13,571	18,000	(4,429)
Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(27)	(100)	73	(177)	(5,810)	5,633
Contributions Net of Expense	31,195	27,037	4,158	82,872	117,815	(34,943)
Merchandise Income						
Merchandise Sales	4,588	6,000	(1,412)	41,156	45,125	(3,969)
Shipping and Handling Revenue	1,535	2,300	(765)	11,947	12,400	(453)
Postage	(1,029)	(1,500)	471	(8,089)	(10,490)	2,401
Shipping and Handling Charges	0	(75)	75	(541)	(500)	(41)
Cost of Goods Sold	(2,221)	(2,500)	279	(15,284)	(15,800)	516
Credit Card Fees	(364)	(225)	(139)	(1,618)	(2,775)	1,157
Kolstad Proceeds - DVD	0	(40)	40	(219)	(280)	61
Cross Country Soaring - Royalties	0	(25)	25	0	(95)	95
Supplies	(517)	(200)	(317)	(2,128)	(2,611)	483
Merchandise Net Revenue	1,992	3,735	(1,743)	25,224	24,974	250
Fast Program						
FAST Sales	2,891	6,300	(3,409)	33,222	38,950	(5,728)
FAST Cost of Goods Sold	(271)	(725)	454	(4,143)	(4,575)	432
Postage, Shipping and Handling Charges	(177)	(500)	323	(2,826)	(3,085)	259
FAST Credit Card Fees	(83)	(125)	42	(713)	(1,015)	302
FAST Redemptions	(1,708)	(2,575)	867	(22,520)	(21,040)	(1,480)
Fast Program Net Revenue	652	2,375	(1,723)	3,020	9,235	(6,215)
Contest Revenue						
Sanction Fees Collected	2,508	450	2,058	24,470	21,500	2,970
Sanction Fees Paid to US Team	(5,555)	(100)	(5,455)	(5,555)	(5,360)	(195)
JR/XC Rebates	3,810	0	3,810	(7,736)	(4,200)	(3,536)
Contribution by RC to JR/XC Rebates	2,837	2,250	587	2,837	2,250	587
SSA Contest Expenses-Hard Costs Only	(143)	(50)	(93)	(2,882)	(3,850)	968
Contest Net Revenue	3,457	2,550	907	11,134	10,340	794

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Miscellaneous Revenue						
Contest ID Registrations	475	125	350	3,875	1,600	2,275
Interest	1	0	1	6	0	6
Miscellaneous	40	20	20	269	370	(101)
Miscellaneous Net Revenue	516	145	371	4,150	1,970	2,180
TOTAL NET OPS REVENUES	\$ 93,601	\$ 87,730	\$ 5,871	\$ 785,070	\$ 789,121	(4,051)
OPERATING EXPENSES						
Compensation						
Wages	21,571	27,182	(5,611)	253,758	259,711	(5,953)
Insurance - Health & Dental	(55)	4,640	(4,695)	41,258	54,380	(13,122)
Payroll Taxes	2,633	2,169	464	19,635	20,780	(1,145)
Contract Labor	7,005	7,306	(301)	84,419	87,672	(3,253)
Compensation, Benefits and Taxes	31,154	41,297	(10,143)	399,070	422,543	(23,473)
Programs and Marketing Expense						
Advertising and Marketing	0	0	0	184	1,000	(816)
Airshows - Miscellaneous	0	0	0	0	2,000	(2,000)
Airshow - Oshkosh	0	0	0	6,152	7,000	(848)
Airshow - Sun N Fun	0	0	0	2,543	5,000	(2,457)
Growth & Promotion Committee	0	0	0	6,675	3,000	3,675
SSA HQ - Promotion of Soaring	0	0	0	974	1,500	(526)
Programs and Marketing Expenses	0	0	0	16,528	19,500	(2,972)
General Administration Expenses						
Bad Debts Expense	0	3,000	(3,000)	2,547	3,000	(453)
Badge and Records	0	50	(50)	1,500	900	600
Bank Charges	153	75	78	836	760	76
Computer and IT Expenses	1,080	1,899	(819)	20,528	19,528	1,000
Credit Card Fees	69	75	(6)	309	360	(51)
Education	0	0	0	199	750	(551)
Equipment Rental & Maintenance	2,884	3,250	(366)	28,176	37,510	(9,334)

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Insurance-Other & Work Comp	572	850	(278)	19,188	19,785	(597)
Magazine - Postage	4,950	5,200	(250)	55,745	62,150	(6,405)
Magazine - Printing	7,382	7,500	(118)	86,651	90,000	(3,349)
Maintenance - Building and Grounds	1,543	1,825	(282)	22,067	21,150	917
Meeting Support	0	300	(300)	4,592	8,040	(3,448)
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	25	25	0	200	220	(20)
Postage	114	100	14	5,210	2,600	2,610
Printing	0	20	(20)	215	700	(485)
Professional Dues	0	280	(280)	993	1,165	(172)
Professional Services	(68)	0	(68)	37,816	37,120	696
Supplies	180	500	(320)	5,504	3,370	2,134
Taxes - Miscellaneous	0	0	0	70	0	70
Telecommunications	1,155	800	355	10,183	9,700	483
Travel - All SSA Staff	0	0	0	2,808	4,000	(1,192)
Trophies/Awards	85	0	85	4,475	0	4,475
Utilities	346	450	(104)	6,324	6,500	(176)
Miscellaneous Expenses	0	20	(20)	33	240	(207)
Total Administrative Expenses	20,470	26,219	(5,749)	323,799	338,088	(14,289)
TOTAL ADMIN OPERATING	51,624	67,516	(15,892)	739,397	780,131	(40,734)
CAPITAL PROVIDED BY OPERATIONS	41,977	20,214	21,763	45,673	8,990	36,683
Amortization	1,040	1,036	4	12,478	12,432	46
Depreciation	264	700	(436)	3,646	8,400	(4,754)
Non-Cash Adj-Expired FAST Certificates	(47,323)	0	(47,323)	(47,323)	0	(47,323)
Non-Cash Adj-Unredeemed FASTs	21,666	0	21,666	21,666	0	21,666
NET CAPITAL INCREASE	\$ 66,330	\$ 18,478	47,852	\$ 55,206	(\$ 11,842)	67,048
(DECREASE)						