

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 January 31, 2014

(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	\$ 48,257	\$ 49,500	(1,243)	48,257	49,500	(1,243)
Subscriptions	1,021	1,400	(379)	1,021	1,400	(379)
Rebates	(217)	(700)	483	(217)	(700)	483
Credit Card Fees	(790)	(750)	(40)	(790)	(750)	(40)
Postage	(664)	(1,100)	436	(664)	(1,100)	436
Printing	(1,665)	(1,600)	(65)	(1,665)	(1,600)	(65)
Supplies	(59)	(725)	666	(59)	(725)	666
	<u>45,883</u>	<u>46,025</u>	<u>(142)</u>	<u>45,883</u>	<u>46,025</u>	<u>(142)</u>
Dues & Subscriptions Net Revenue	45,883	46,025	(142)	45,883	46,025	(142)
Convention						
Revenues	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	2,714	3,500	(786)	2,714	3,500	(786)
Display Advertising	6,941	8,520	(1,579)	6,941	8,520	(1,579)
Credit Card Fees	(402)	(400)	(2)	(402)	(400)	(2)
Supplies	0	(100)	100	0	(100)	100
	<u>9,253</u>	<u>11,520</u>	<u>(2,267)</u>	<u>9,253</u>	<u>11,520</u>	<u>(2,267)</u>
Magazine Advertising Net Revenue	9,253	11,520	(2,267)	9,253	11,520	(2,267)
Eagle Fund and Foundation Contributions						
Contributions - Eagle Fund	8,541	8,250	291	8,541	8,250	291
Contributions - Other	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
Eagle Fund Expenses	(43)	(24)	(19)	(43)	(24)	(19)
Foundation Distributions-Gen Endowment	0	0	0	0	0	0
Foundation Distributions-Life Member Fund	0	0	0	0	0	0
Foundation Distributions-Kunda Reserve	0	3,250	(3,250)	0	3,250	(3,250)
Foundation Distributions-Other Funds	0	0	0	0	0	0
	<u>8,498</u>	<u>11,476</u>	<u>(2,978)</u>	<u>8,498</u>	<u>11,476</u>	<u>(2,978)</u>
Contributions Net of Expense	8,498	11,476	(2,978)	8,498	11,476	(2,978)
Merchandise Income						

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 January 31, 2014

(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 Sales	3,022	4,605	(1,583)	3,022	4,605	(1,583)
Shipping and Handling Revenue	908	975	(67)	908	975	(67)
Postage	(1,169)	(1,678)	509	(1,169)	(1,678)	509
Shipping and Handling Charges	(90)	(140)	50	(90)	(140)	50
Cost of Goods Sold	(1,154)	(1,644)	490	(1,154)	(1,644)	490
Credit Card Fees	(173)	(700)	527	(173)	(700)	527
Kolstad Proceeds - DVD	(20)	(20)	0	(20)	(20)	0
Cross Country Soaring - Royalties	(4)	(70)	66	(4)	(70)	66
Supplies	(411)	(525)	114	(411)	(525)	114
Merchandise Net Revenue	909	803	106	909	803	106
Fast Program						
FAST Sales	839	395	444	839	395	444
FAST Cost of Goods Sold	129	(36)	165	129	(36)	165
Postage, Shipping and Handling Charges	0	0	0	0	0	0
FAST Credit Card Fees	0	0	0	0	0	0
FAST Redemptions	(1,834)	(1,291)	(543)	(1,834)	(1,291)	(543)
Fast Program Net Revenue	(866)	(932)	66	(866)	(932)	66
Miscellaneous Revenue						
Sanction Fees Collected	0	2,850	(2,850)	0	2,850	(2,850)
Sanction Fees Paid to US Team	0	0	0	0	0	0
Contest ID Registrations	100	0	100	100	0	100
2012 Worlds Income	0	0	0	0	0	0
Interest	14	1	13	14	1	13
Miscellaneous	0	0	0	0	0	0
Miscellaneous Net Revenue	114	2,851	(2,737)	114	2,851	(2,737)
TOTAL NET OPERATING REVEN	\$ 63,791	\$ 71,743	(7,952)	63,791	71,743	(7,952)

ADMINISTRATIVE OPERATING EXPENSES

Compensation						
Wages	20,537	19,774	763	20,537	19,774	763
Insurance - Health & Dental	5,589	5,766	(177)	5,589	5,766	(177)
Payroll Taxes	2,358	2,031	327	2,358	2,031	327
Contract Labor	7,267	7,750	(483)	7,267	7,750	(483)

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 January 31, 2014

(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
Compensation, Benefits and Taxes	35,751	35,321	430	35,751	35,321	430
General Administration Expenses						
Advertising	200	0	200	200	0	200
Bad Debts Expense	0	0	0	0	0	0
Badge and Records	0	0	0	0	0	0
Bank Charges	83	120	(37)	83	120	(37)
Computer Communications	556	557	(1)	556	557	(1)
Computer Maintenance	141	220	(79)	141	220	(79)
Computer Service	45	200	(155)	45	200	(155)
Computer Website Maintenance	0	0	0	0	0	0
Contest Expenses	0	0	0	0	0	0
Credit Card Fees	154	30	124	154	30	124
Education	0	0	0	0	0	0
Engraving	32	20	12	32	20	12
Equipment Rental & Maintenance	4,002	4,212	(210)	4,002	4,212	(210)
SSA Member Committee Expenditures	3,979	3,250	729	3,979	3,250	729
Insurance-Other & Work Comp	2,184	1,045	1,139	2,184	1,045	1,139
Interest Expense	0	0	0	0	0	0
Magazine - Postage	4,818	4,600	218	4,818	4,600	218
Magazine - Printing	7,868	7,980	(112)	7,868	7,980	(112)
Maintenance - Building and Grounds	1,222	1,357	(135)	1,222	1,357	(135)
Meeting Support	178	475	(297)	178	475	(297)
NAA Dues	0	2,500	(2,500)	0	2,500	(2,500)
Permits & Licenses	0	0	0	0	0	0
Postage	671	812	(141)	671	812	(141)
Printing	194	20	174	194	20	174
Professional Dues	58	155	(97)	58	155	(97)
Professional Services	0	0	0	0	0	0
Supplies	433	687	(254)	433	687	(254)
Taxes - Miscellaneous	0	0	0	0	0	0
Telecommunications	904	769	135	904	769	135
Travel - All SSA Staff	373	730	(357)	373	730	(357)
Trophies/Awards	0	500	(500)	0	500	(500)
Utilities	546	700	(154)	546	700	(154)
WinScore Charges	0	0	0	0	0	0
Miscellaneous Expenses	10	0	10	10	0	10
Total Administrative Expenses	28,651	30,939	(2,288)	28,651	30,939	(2,288)

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 January 31, 2014
(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
TOTAL ADMINISTRATIVE EXPE	64,402	66,260	(1,858)	64,402	66,260	(1,858)
CAPITAL PROVIDED BY OPERATIONS	(611)	5,483	(6,094)	(611)	5,483	(6,094)
Amortization	1,036	1,036	0	1,036	1,036	0
Depreciation	712	429	283	712	429	283
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	\$ (2,359)	\$ 4,018	(6,377)	(2,359)	4,018	(6,377)
(DECREASE)						