

**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, 2016  
(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
<b>OPERATING NET REVENUES</b>						
<b>Membership Dues &amp; Subscription Income</b>						
Dues	\$ 49,285	\$ 43,499	5,786	49,285	43,499	5,786
Subscriptions	598	600	(2)	598	600	(2)
Chapter Rebates	(912)	(782)	(130)	(912)	(782)	(130)
Credit Card Fees	(355)	(1,000)	645	(355)	(1,000)	645
Postage	(1,415)	(1,700)	285	(1,415)	(1,700)	285
Printing	0	(500)	500	0	(500)	500
Promotional Items	(804)	0	(804)	(804)	0	(804)
Supplies	(563)	(250)	(313)	(563)	(250)	(313)
<b>Dues &amp; Subscriptions Net Revenue</b>	<b>45,834</b>	<b>39,867</b>	<b>5,967</b>	<b>45,834</b>	<b>39,867</b>	<b>5,967</b>
<b>Convention - Greenville 2016</b>						
Revenue	0	0	0	0	0	0
Expenses	0	0	0	0	0	0
<b>Convention Net Revenue</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Magazine Advertising</b>						
Classified	2,484	2,500	(16)	2,484	2,500	(16)
Display Advertising	6,748	7,000	(252)	6,748	7,000	(252)
Credit Card Fees	(105)	(440)	335	(105)	(440)	335
<b>Magazine Advertising Net Revenue</b>	<b>9,127</b>	<b>9,060</b>	<b>67</b>	<b>9,127</b>	<b>9,060</b>	<b>67</b>
<b>Eagle Fund and Foundation Contributions</b>						
Contributions - Eagle Fund	2,936	5,500	(2,564)	2,936	5,500	(2,564)
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	1,000	1,000	0	1,000	1,000	0
Foundation Distributions-Life Member Fund	0	0	0	0	0	0
Foundation Distributions-Kunda Reserve	0	11,500	(11,500)	0	11,500	(11,500)
Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(28)	(50)	22	(28)	(50)	22
<b>Contributions Net of Expense</b>	<b>3,908</b>	<b>17,950</b>	<b>(14,042)</b>	<b>3,908</b>	<b>17,950</b>	<b>(14,042)</b>

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	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
<b>Merchandise Income</b>						
Merchandise Sales	4,184	3,450	734	4,184	3,450	734
Shipping and Handling Revenue	1,200	1,300	(100)	1,200	1,300	(100)
Postage	(1,806)	(1,500)	(306)	(1,806)	(1,500)	(306)
Shipping and Handling Charges	(67)	(50)	(17)	(67)	(50)	(17)
Cost of Goods Sold	(1,415)	(1,050)	(365)	(1,415)	(1,050)	(365)
Credit Card Fees	(134)	(375)	241	(134)	(375)	241
Kolstad Proceeds - DVD	0	(40)	40	0	(40)	40
Cross Country Soaring - Royalties	0	(4)	4	0	(4)	4
Supplies	(373)	(70)	(303)	(373)	(70)	(303)
Event Travel	(735)	0	(735)	(735)	0	(735)
<b>Merchandise Net Revenue</b>	<b>854</b>	<b>1,661</b>	<b>(807)</b>	<b>854</b>	<b>1,661</b>	<b>(807)</b>
<b>Fast Program</b>						
FAST Sales	1,251	3,390	(2,139)	1,251	3,390	(2,139)
FAST Cost of Goods Sold	(106)	(400)	294	(106)	(400)	294
Postage, Shipping and Handling Charges	(72)	(185)	113	(72)	(185)	113
FAST Credit Card Fees	(25)	(135)	110	(25)	(135)	110
FAST Redemptions	(618)	(1,413)	795	(618)	(1,413)	795
<b>Fast Program Net Revenue</b>	<b>430</b>	<b>1,257</b>	<b>(827)</b>	<b>430</b>	<b>1,257</b>	<b>(827)</b>
<b>Contest Revenue</b>						
Sanction Fees Collected	0	0	0	0	0	0
Sanction Fees Paid to US Team	0	0	0	0	0	0
JR/XC Rebates	0	0	0	0	0	0
Contribution by RC to JR/XC Rebates	0	0	0	0	0	0
SSA Contest Expenses-Hard Costs Only	(26)	(50)	24	(26)	(50)	24
<b>Contest Net Revenue</b>	<b>(26)</b>	<b>(50)</b>	<b>24</b>	<b>(26)</b>	<b>(50)</b>	<b>24</b>
<b>Miscellaneous Revenue</b>						
Contest ID Registrations	150	125	25	150	125	25
Interest	0	0	0	0	0	0
Miscellaneous	0	20	(20)	0	20	(20)
<b>Miscellaneous Net Revenue</b>	<b>150</b>	<b>145</b>	<b>5</b>	<b>150</b>	<b>145</b>	<b>5</b>
<b>TOTAL NET OPS REVENUES</b>	<b>\$ 60,277</b>	<b>\$ 69,890</b>	<b>(9,613)</b>	<b>60,277</b>	<b>69,890</b>	<b>(9,613)</b>



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Supplies	818	250	568	818	250	568
Taxes - Miscellaneous	0	0	0	0	0	0
Telecommunications	800	800	0	800	800	0
Travel - All SSA Staff	0	0	0	0	0	0
Trophies/Awards	0	0	0	0	0	0
Utilities	406	500	(94)	406	500	(94)
Miscellaneous Expenses	20	20	0	20	20	0
<b>Total Administrative Expenses</b>	<b>23,449</b>	<b>26,249</b>	<b>(2,800)</b>	<b>23,449</b>	<b>26,249</b>	<b>(2,800)</b>
<b>TOTAL ADMIN OPERATING</b>	<b>48,441</b>	<b>72,976</b>	<b>(24,535)</b>	<b>48,441</b>	<b>72,976</b>	<b>(24,535)</b>
<b>CAPITAL PROVIDED BY OPERATIONS</b>	<b>11,836</b>	<b>(3,086)</b>	<b>14,922</b>	<b>11,836</b>	<b>(3,086)</b>	<b>14,922</b>
Amortization	1,036	1,036	0	1,036	1,036	0
Depreciation	333	700	(367)	333	700	(367)
Non-Cash Adj-Expired FAST Certificat	0	0	0	0	0	0
Non-Cash Adj-Unredeemed FASTs	0	0	0	0	0	0
<b>NET CAPITAL INCREASE</b>	<b>\$ 10,467</b>	<b>\$ (4,822)</b>	<b>15,289</b>	<b>10,467</b>	<b>(4,822)</b>	<b>15,289</b>
<b>(DECREASE)</b>						