

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, 2018
(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	\$ 52,121	\$ 47,143	4,978	52,121	47,143	4,978
Subscriptions	687	459	228	687	459	228
New Member Rebates	(148)	(123)	(25)	(148)	(123)	(25)
Chapter Rebates	(856)	(498)	(358)	(856)	(498)	(358)
Credit Card Fees	(227)	(421)	194	(227)	(421)	194
Postage	(2,181)	(1,200)	(981)	(2,181)	(1,200)	(981)
Printing	0	(80)	80	0	(80)	80
Promotional Items	(757)	0	(757)	(757)	0	(757)
Supplies	(1,414)	(50)	(1,364)	(1,414)	(50)	(1,364)
Dues & Subscriptions Net Revenue	47,225	45,230	1,995	47,225	45,230	1,995
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	1,033	1,912	(879)	1,033	1,912	(879)
Display Advertising	6,430	6,824	(394)	6,430	6,824	(394)
Credit Card Fees	(85)	(156)	71	(85)	(156)	71
Supplies	0	(112)	112	0	(112)	112
Magazine Advertising Net Revenue	7,378	8,468	(1,090)	7,378	8,468	(1,090)
Eagle Fund and Contributions						
Contributions - Eagle Fund	4,848	6,706	(1,858)	4,848	6,706	(1,858)
Contributions - Other	2,205	0	2,205	2,205	0	2,205
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	2,500	(2,500)	0	2,500	(2,500)
Foundation Distributions-Life Member Fund	0	0	0	0	0	0
Foundation Distributions-Kunda Reserve	0	11,395	(11,395)	0	11,395	(11,395)
Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(18)	(30)	12	(18)	(30)	12

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Contributions Net of Expense	7,035	20,571	(13,536)	7,035	20,571	(13,536)
Merchandise Income						
Merchandise Sales	4,309	4,183	126	4,309	4,183	126
Shipping and Handling Revenue	1,401	1,069	332	1,401	1,069	332
Postage	(939)	(1,232)	293	(939)	(1,232)	293
Shipping and Handling Charges	(81)	0	(81)	(81)	0	(81)
Cost of Goods Sold	(1,201)	(1,264)	63	(1,201)	(1,264)	63
Credit Card Fees	(91)	(120)	29	(91)	(120)	29
Kolstad Proceeds - DVD	(638)	(20)	(618)	(638)	(20)	(618)
Cross Country Soaring - Royalties	0	0	0	0	0	0
Supplies	0	(63)	63	0	(63)	63
Event Travel	(840)	0	(840)	(840)	0	(840)
Merchandise Net Revenue	1,920	2,553	(633)	1,920	2,553	(633)
Fast Program						
FAST Sales	778	1,390	(612)	778	1,390	(612)
FAST Cost of Goods Sold	(683)	(117)	(566)	(683)	(117)	(566)
Postage, Shipping and Handling Charges	(467)	(80)	(387)	(467)	(80)	(387)
FAST Credit Card Fees	(30)	(29)	(1)	(30)	(29)	(1)
FAST Redemptions	(778)	(258)	(520)	(778)	(258)	(520)
Fast Program Net Revenue	(1,180)	906	(2,086)	(1,180)	906	(2,086)
Contest Revenue						
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	(62)	(1,550)	1,488	(62)	(1,550)	1,488
Contest Net Revenue	(62)	(1,550)	1,488	(62)	(1,550)	1,488
Miscellaneous Revenue						
Contest ID Registrations	225	150	75	225	150	75
Interest	1	0	1	1	0	1
Miscellaneous	0	68	(68)	0	68	(68)
Miscellaneous Net Revenue	226	218	8	226	218	8

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TOTAL NET OPS REVENUES	\$ 62,542	\$ 76,396	(13,854)	62,542	76,396	(13,854)
OPERATING EXPENSES						
Compensation						
Wages	22,806	22,424	382	22,806	22,424	382
Insurance - Health & Dental	3,625	3,896	(271)	3,625	3,896	(271)
Payroll Taxes	1,589	1,803	(214)	1,589	1,803	(214)
Contract Labor	7,105	8,148	(1,043)	7,105	8,148	(1,043)
Compensation, Benefits and Taxes	35,125	36,271	(1,146)	35,125	36,271	(1,146)
Programs and Marketing Expense						
Advertising and Marketing	0	0	0	0	0	0
Airshow - Oshkosh	0	5,000	(5,000)	0	5,000	(5,000)
Growth & Promotion Committee	0	2,500	(2,500)	0	2,500	(2,500)
Youth Committee Expenses	(176)	0	(176)	(176)	0	(176)
Planned Giving Initiative Exp	0	3,895	(3,895)	0	3,895	(3,895)
Programs and Marketing Expenses	(176)	11,395	(11,571)	(176)	11,395	(11,571)
General Administration Expenses						
Bad Debts Expense	0	0	0	0	0	0
Badge and Records	0	0	0	0	0	0
Bank Charges	66	70	(4)	66	70	(4)
Computer and IT Expenses	1,757	1,762	(5)	1,757	1,762	(5)
Credit Card Fees	27	43	(16)	27	43	(16)
Education	0	0	0	0	0	0
Equipment Rental & Maintenance	4,187	4,382	(195)	4,187	4,382	(195)
Insurance-Other & Work Comp	490	457	33	490	457	33
Magazine - Postage	3,352	5,014	(1,662)	3,352	5,014	(1,662)
Magazine - Printing	7,550	7,390	160	7,550	7,390	160
Maintenance - Building and Grounds	1,575	1,822	(247)	1,575	1,822	(247)
Meeting Support	601	0	601	601	0	601
NAA Dues	0	0	0	0	0	0
NAA Dues - US Team 30% Portion	0	0	0	0	0	0
Permits & Licenses	0	0	0	0	0	0
Postage	498	142	356	498	142	356
Printing	100	110	(10)	100	110	(10)

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Professional Dues	0	0	0	0	0	0
Professional Services	0	0	0	0	0	0
Supplies	516	925	(409)	516	925	(409)
Taxes - Miscellaneous	0	0	0	0	0	0
Telecommunications	714	832	(118)	714	832	(118)
Travel - All SSA Staff	382	0	382	382	0	382
Trophies/Awards	240	0	240	240	0	240
Utilities	599	446	153	599	446	153
Miscellaneous Expenses	4	20	(16)	4	20	(16)
Total Administrative Expenses	22,658	23,415	(757)	22,658	23,415	(757)
TOTAL ADMIN OPERATING	57,607	71,081	(13,474)	57,607	71,081	(13,474)
CAPITAL PROVIDED BY OPERATIONS	4,935	5,315	(380)	4,935	5,315	(380)
Amortization	1,040	700	340	1,040	700	340
Depreciation	264	1,036	(772)	264	1,036	(772)
NET CAPITAL INCREASE	\$ 3,631	\$ 3,579	52	3,631	3,579	52
(DECREASE)						