

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 July 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	\$ 47,867	\$ 48,125	(258)	321,646	338,055	(16,409)
Support a Membership	0	0	0	64	0	64
Subscriptions	654	500	154	4,963	5,750	(787)
Chapter Rebates	(1,075)	(900)	(175)	(5,664)	(4,900)	(764)
Credit Card Fees	(623)	(500)	(123)	(5,583)	(5,500)	(83)
Postage	(689)	(2,000)	1,311	(9,049)	(10,100)	1,051
Printing	0	(500)	500	(53)	(2,500)	2,447
Promotional Items	0	0	0	(2,924)	0	(2,924)
Supplies	(662)	(750)	88	(2,521)	(4,200)	1,679
Dues & Subscriptions Net Revenue	45,472	43,975	1,497	300,879	316,605	(15,726)
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	3,027	3,300	(273)	9,383	10,350	(967)
Display Advertising	5,612	6,358	(746)	47,314	48,001	(687)
Credit Card Fees	(193)	(300)	107	(1,673)	(2,300)	627
Supplies	(243)	0	(243)	(243)	(300)	57
Magazine Advertising Net Revenue	8,203	9,358	(1,155)	54,781	55,751	(970)
Eagle Fund and Foundation Contributions						
Contributions - Eagle Fund	499	1,800	(1,301)	19,440	21,500	(2,060)
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	5,000	5,000	0	32,500	32,500	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	(8)	(47)	39	(121)	(388)	267
Contributions Net of Expense	5,491	6,753	(1,262)	56,195	68,888	(12,693)

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Merchandise Income						
Merchandise Sales	6,838	4,620	2,218	32,095	28,764	3,331
Shipping and Handling Revenue	1,370	1,040	330	7,808	7,610	198
Postage	(1,102)	(950)	(152)	(5,652)	(5,000)	(652)
Shipping and Handling Charges	0	(25)	25	(92)	(575)	483
Cost of Goods Sold	(2,642)	(2,310)	(332)	(11,918)	(13,695)	1,777
Credit Card Fees	(514)	(450)	(64)	(2,126)	(2,550)	424
Kolstad Proceeds - DVD	(20)	(20)	0	(259)	(160)	(99)
Cross Country Soaring - Royalties	0	(11)	11	(85)	(98)	13
Supplies	(748)	(150)	(598)	(2,093)	(1,700)	(393)
Merchandise Net Revenue	3,182	1,744	1,438	17,678	12,596	5,082
Fast Program						
FAST Sales	4,175	4,986	(811)	24,759	19,993	4,766
FAST Cost of Goods Sold	(459)	(650)	191	(3,072)	(2,580)	(492)
Postage, Shipping and Handling Charges	(314)	(450)	136	(2,013)	(1,650)	(363)
FAST Credit Card Fees	(133)	(150)	17	(769)	(550)	(219)
FAST Redemptions	(4,440)	(4,500)	60	(9,009)	(10,550)	1,541
Fast Program Net Revenue	(1,171)	(764)	(407)	9,896	4,663	5,233
Miscellaneous Revenue						
Sanction Fees Collected	2,899	9,600	(6,701)	11,989	28,900	(16,911)
Sanction Fees Paid to US Team	(1,290)	(3,500)	2,210	(3,720)	(5,360)	1,640
Contest ID Registrations	100	275	(175)	1,100	1,145	(45)
Interest	1	0	1	7	0	7
Miscellaneous	0	30	(30)	1,301	305	996
Miscellaneous Net Revenue	1,710	6,405	(4,695)	10,677	24,990	(14,313)
TOTAL NET OPS REVENUES	\$ 62,887	\$ 67,471	(4,584)	448,316	483,493	(35,177)
OPERATING EXPENSES						
Compensation						
Wages	21,276	21,035	241	146,779	142,344	4,435
Insurance - Health & Dental	3,817	5,613	(1,796)	29,157	39,201	(10,044)
Payroll Taxes	2,140	2,082	58	12,013	14,014	(2,001)

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Contract Labor	7,010	7,922	(912)	49,979	54,354	(4,375)
Compensation, Benefits and Taxes	34,243	36,652	(2,409)	237,928	249,913	(11,985)
Programs and Marketing Expense						
Advertising and Marketing	0	860	(860)	0	1,260	(1,260)
Airshows - Miscellaneous	0	0	0	0	500	(500)
Airshow - Oshkosh	1,450	7,000	(5,550)	1,450	12,000	(10,550)
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)
Contest & Rules Committee	617	1,000	(383)	1,157	1,750	(593)
Growth & Promotion Committee	0	1,500	(1,500)	(3,018)	3,000	(6,018)
SSA HQ - Promotion of Soaring	0	0	0	0	300	(300)
Programs and Marketing Expenses	2,067	10,360	(8,293)	36,664	64,810	(28,146)
General Administration Expenses						
Bad Debts Expense	0	0	0	0	0	0
Badge and Records	0	0	0	280	600	(320)
Bank Charges	76	10	66	553	535	18
Computer and IT Expenses	1,053	800	253	10,079	7,050	3,029
Credit Card Fees	7	30	(23)	145	210	(65)
Education	0	0	0	0	250	(250)
Engraving	0	50	(50)	392	370	22
Equipment Rental & Maintenance	5,163	4,000	1,163	20,088	20,000	88
Insurance-Other & Work Comp	594	1,600	(1,006)	13,742	11,200	2,542
Magazine - Postage	5,173	4,200	973	34,930	36,300	(1,370)
Magazine - Printing	7,603	8,100	(497)	45,470	56,700	(11,230)
Maintenance - Building and Grounds	1,286	1,225	61	9,893	9,475	418
Meeting Support	22	1,250	(1,228)	6,471	3,100	3,371
NAA Dues	0	2,500	(2,500)	4,244	7,500	(3,256)
Permits & Licenses	0	0	0	75	30	45
Postage	305	275	30	2,472	3,763	(1,291)
Printing	0	20	(20)	291	275	16
Professional Dues	0	0	0	755	1,215	(460)
Professional Services	0	0	0	120	120	0
Supplies	462	150	312	2,249	2,435	(186)
Taxes - Miscellaneous	0	0	0	13	0	13
Telecommunications	796	900	(104)	5,468	5,850	(382)
Travel - All SSA Staff	0	225	(225)	5,140	3,475	1,665

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Trophies/Awards	0	0	0	110	600	(490)
Utilities	606	750	(144)	3,424	3,500	(76)
WinScore Charges	0	0	0	900	900	0
Miscellaneous Expenses	0	20	(20)	243	140	103
Total Administrative Expenses	23,146	26,105	(2,959)	167,547	175,593	(8,046)
TOTAL ADMIN OPERATING	59,456	73,117	(13,661)	442,139	490,316	(48,177)
CAPITAL PROVIDED BY OPERATIONS	3,431	(5,646)	9,077	6,177	(6,823)	13,000
Amortization	1,036	1,036	0	7,249	7,252	(3)
Depreciation	288	700	(412)	2,535	4,900	(2,365)
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	\$ 2,107	\$ (7,382)	9,489	(3,607)	(18,975)	15,368
(DECREASE)						