

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, 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
OPERATING NET REVENUES						
Membership Dues & Subscription Income						
Dues	\$ 48,138	\$ 47,507	631	340,701	320,035	20,666
Subscriptions	273	650	(377)	4,173	5,000	(827)
Chapter Rebates	(512)	(1,051)	539	(5,480)	(5,440)	(40)
Credit Card Fees	(578)	(625)	47	(3,013)	(5,550)	2,537
Postage	(2,261)	(700)	(1,561)	(11,312)	(10,650)	(662)
Printing	0	(500)	500	(102)	(2,250)	2,148
Promotional Items	(3,169)	0	(3,169)	(4,617)	0	(4,617)
Supplies	(146)	(200)	54	(2,422)	(2,575)	153
Dues & Subscriptions Net Revenue	41,745	45,081	(3,336)	317,928	298,570	19,358
Convention - Greenville 2016						
Revenue	0	0	0	102,583	128,850	(26,267)
Expenses	0	0	0	(81,226)	(106,400)	25,174
Convention Net Revenue	0	0	0	21,357	22,450	(1,093)
Magazine Advertising						
Classified	2,768	3,000	(232)	8,073	9,400	(1,327)
Display Advertising	6,811	5,700	1,111	48,833	47,850	983
Credit Card Fees	(296)	(200)	(96)	(1,112)	(1,960)	848
Supplies	(113)	0	(113)	(203)	(440)	237
Magazine Advertising Net Revenue	9,170	8,500	670	55,591	54,850	741
Eagle Fund and Foundation Contributions						
Contributions - Eagle Fund	3,215	1,000	2,215	15,296	21,250	(5,954)
Contributions - Other	0	0	0	6,080	0	6,080
Contributions - L-13 Show Glider Project	0	0	0	0	0	0
LCSB Donations	0	0	0	4,000	0	4,000
Transfer SSA Assets to Foundation	0	0	0	0	0	0
Foundation Distributions-Gen Endowment	5,000	5,000	0	17,000	17,000	0
Foundation Distributions-Life Member Fund	0	0	0	4,276	4,276	0
Foundation Distributions-Kunda Reserve	0	3,500	(3,500)	0	33,500	(33,500)
Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(13)	(50)	37	(98)	(350)	252
Contributions Net of Expense	8,202	9,450	(1,248)	46,554	75,676	(29,122)

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Merchandise Income						
Merchandise Sales	3,655	6,500	(2,845)	31,183	28,150	3,033
Shipping and Handling Revenue	945	1,300	(355)	6,486	6,710	(224)
Postage	(833)	(1,000)	167	(6,089)	(5,600)	(489)
Shipping and Handling Charges	(35)	(25)	(10)	(174)	(200)	26
Cost of Goods Sold	(1,043)	(2,500)	1,457	(13,065)	(9,775)	(3,290)
Credit Card Fees	(301)	(500)	199	(1,340)	(2,125)	785
Kolstad Proceeds - DVD	0	(20)	20	0	(300)	300
Cross Country Soaring - Royalties	0	(2)	2	0	(88)	88
Supplies	(85)	(750)	665	(1,455)	(2,220)	765
Event Travel	0	0	0	(1,527)	0	(1,527)
Merchandise Net Revenue	2,303	3,003	(700)	14,019	14,552	(533)
Fast Program						
FAST Sales	1,868	4,175	(2,307)	16,866	24,755	(7,889)
FAST Cost of Goods Sold	(188)	(500)	312	(1,954)	(3,125)	1,171
Postage, Shipping and Handling Charges	(129)	(300)	171	(1,336)	(1,975)	639
FAST Credit Card Fees	(51)	(200)	149	(317)	(840)	523
FAST Redemptions	(1,343)	(2,000)	657	(7,204)	(8,763)	1,559
Fast Program Net Revenue	157	1,175	(1,018)	6,055	10,052	(3,997)
Contest Revenue						
Sanction Fees Collected	6,104	2,025	4,079	15,584	11,295	4,289
Sanction Fees Paid to US Team	0	(450)	450	0	(2,020)	2,020
JR/XC Rebates	(666)	(1,200)	534	(1,868)	(3,000)	1,132
Contribution by RC to JR/XC Rebates	0	0	0	0	0	0
SSA Contest Expenses-Hard Costs Only	(73)	(150)	77	(1,472)	(1,900)	428
Contest Net Revenue	5,365	225	5,140	12,244	4,375	7,869
Miscellaneous Revenue						
Contest ID Registrations	125	100	25	1,250	1,100	150
Interest	1	0	1	4	0	4
Miscellaneous	20	30	(10)	260	230	30
Miscellaneous Net Revenue	146	130	16	1,514	1,330	184

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TOTAL NET OPS REVENUES	\$ 67,088	\$ 67,564	(476)	475,262	481,855	(6,593)
OPERATING EXPENSES						
Compensation						
Wages	19,900	21,456	(1,556)	135,461	146,732	(11,271)
Insurance - Health & Dental	3,432	4,580	(1,148)	25,501	31,970	(6,469)
Payroll Taxes	2,226	2,037	189	11,359	13,879	(2,520)
Contract Labor	7,212	7,170	42	51,419	50,190	1,229
Compensation, Benefits and Taxes	32,770	35,243	(2,473)	223,740	242,771	(19,031)
Programs and Marketing Expense						
Advertising and Marketing	0	1,000	(1,000)	0	2,000	(2,000)
Airshows - Miscellaneous	0	0	0	0	2,000	(2,000)
Airshow - Oshkosh	76	2,000	(1,924)	1,870	7,000	(5,130)
Airshow - Sun N Fun	0	0	0	0	5,000	(5,000)
L-13 Show Glider Project	0	0	0	0	5,000	(5,000)
Growth & Promotion Committee	0	1,500	(1,500)	221	3,000	(2,779)
SSA HQ - Promotion of Soaring	17	0	17	153	300	(147)
Programs and Marketing Expenses	93	4,500	(4,407)	2,244	24,300	(22,056)
General Administration Expenses						
Bad Debts Expense	0	0	0	479	0	479
Badge and Records	0	40	(40)	583	530	53
Bank Charges	65	80	(15)	839	575	264
Computer and IT Expenses	567	1,050	(483)	9,650	9,570	80
Credit Card Fees	153	30	123	238	210	28
Education	0	0	0	199	250	(51)
Equipment Rental & Maintenance	4,566	5,100	(534)	24,056	20,000	4,056
Insurance-Other & Work Comp	1,540	1,464	76	8,618	10,292	(1,674)
Magazine - Postage	4,941	5,100	(159)	36,080	35,700	380
Magazine - Printing	7,519	7,600	(81)	52,555	53,200	(645)
Maintenance - Building and Grounds	1,168	1,225	(57)	13,503	24,475	(10,972)
Meeting Support	0	1,400	(1,400)	3,511	5,700	(2,189)
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	0	0	0	195	75	120
Postage	180	300	(120)	2,529	2,480	49

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Printing	0	20	(20)	344	395	(51)
Professional Dues	0	0	0	841	755	86
Professional Services	0	0	0	0	120	(120)
Supplies	94	350	(256)	2,418	2,570	(152)
Taxes - Miscellaneous	0	0	0	0	0	0
Telecommunications	789	795	(6)	5,676	5,470	206
Travel - All SSA Staff	0	0	0	3,486	925	2,561
Trophies/Awards	0	0	0	0	0	0
Utilities	558	600	(42)	2,816	3,550	(734)
Miscellaneous Expenses	0	20	(20)	1,567	140	1,427
Total Administrative Expenses	22,140	25,174	(3,034)	177,813	185,522	(7,709)
TOTAL ADMIN OPERATING	55,003	64,917	(9,914)	403,797	452,593	(48,796)
CAPITAL PROVIDED BY OPERATIONS	12,085	2,647	9,438	71,465	29,262	42,203
Amortization	1,036	1,036	0	7,249	7,252	(3)
Depreciation	333	700	(367)	2,330	4,900	(2,570)
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	\$ 10,716	\$ 911	9,805	61,886	17,110	44,776
(DECREASE)						