

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 June 30, 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	\$ 47,812	\$ 50,125	(2,313)	273,780	289,930	(16,150)
Support a Membership	0	0	0	64	0	64
Subscriptions	913	1,200	(287)	4,309	5,250	(941)
Chapter Rebates	(1,105)	(1,100)	(5)	(4,589)	(4,000)	(589)
Credit Card Fees	(461)	(850)	389	(4,960)	(5,000)	40
Postage	(671)	(1,400)	729	(8,360)	(8,100)	(260)
Printing	0	0	0	(53)	(2,000)	1,947
Promotional Items	0	0	0	(2,924)	0	(2,924)
Supplies	0	(450)	450	(1,858)	(3,450)	1,592
Dues & Subscriptions Net Revenue	46,488	47,525	(1,037)	255,409	272,630	(17,221)
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	205	250	(45)	6,356	7,050	(694)
Display Advertising	5,666	7,043	(1,377)	41,724	41,643	81
Credit Card Fees	(108)	(250)	142	(1,481)	(2,000)	519
Supplies	0	(150)	150	0	(300)	300
Magazine Advertising Net Revenue	5,763	6,893	(1,130)	46,599	46,393	206
Eagle Fund and Foundation Contributions						
Contributions - Eagle Fund	1,400	1,000	400	18,941	19,700	(759)
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	27,500	27,500	0
Foundation Distributions-Life Member Fund	2,138	2,138	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	(16)	(47)	31	(114)	(341)	227
Contributions Net of Expense	8,522	8,091	431	50,703	62,135	(11,432)

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Merchandise Income						
Merchandise Sales	10,433	4,620	5,813	25,128	24,144	984
Shipping and Handling Revenue	2,210	1,040	1,170	6,427	6,570	(143)
Postage	(1,041)	(950)	(91)	(4,550)	(4,050)	(500)
Shipping and Handling Charges	(16)	(25)	9	(92)	(550)	458
Cost of Goods Sold	(4,355)	(2,310)	(2,045)	(9,238)	(11,385)	2,147
Credit Card Fees	(495)	(350)	(145)	(1,612)	(2,100)	488
Kolstad Proceeds - DVD	(160)	(40)	(120)	(239)	(140)	(99)
Cross Country Soaring - Royalties	(2)	(13)	11	(85)	(87)	2
Supplies	0	(100)	100	(1,345)	(1,550)	205
Merchandise Net Revenue	6,574	1,872	4,702	14,394	10,852	3,542
Fast Program						
FAST Sales	7,476	2,818	4,658	20,584	15,007	5,577
FAST Cost of Goods Sold	(1,048)	(400)	(648)	(2,613)	(1,930)	(683)
Postage, Shipping and Handling Charges	(716)	(250)	(466)	(1,699)	(1,200)	(499)
FAST Credit Card Fees	(124)	(50)	(74)	(636)	(400)	(236)
FAST Redemptions	0	(1,800)	1,800	(4,569)	(6,050)	1,481
Fast Program Net Revenue	5,588	318	5,270	11,067	5,427	5,640
Miscellaneous Revenue						
Sanction Fees Collected	3,435	7,500	(4,065)	9,090	19,300	(10,210)
Sanction Fees Paid to US Team	0	(520)	520	(2,430)	(1,860)	(570)
Contest ID Registrations	225	95	130	1,000	870	130
Interest	1	0	1	6	0	6
Miscellaneous	10	90	(80)	1,301	275	1,026
Miscellaneous Net Revenue	3,671	7,165	(3,494)	8,967	18,585	(9,618)
TOTAL NET OPS REVENUES	\$ 76,606	\$ 71,864	4,742	385,349	416,022	(30,673)
OPERATING EXPENSES						
Compensation						
Wages	19,976	20,358	(382)	125,502	121,309	4,193
Insurance - Health & Dental	4,116	5,598	(1,482)	25,340	33,588	(8,248)
Payroll Taxes	1,433	2,013	(580)	9,872	11,932	(2,060)

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Contract Labor	7,010	7,822	(812)	42,969	46,432	(3,463)
Compensation, Benefits and Taxes	32,535	35,791	(3,256)	203,683	213,261	(9,578)
Programs and Marketing Expense						
Advertising and Marketing	0	0	0	0	400	(400)
Airshows - Miscellaneous	0	500	(500)	0	500	(500)
Airshow - Oshkosh	0	0	0	0	5,000	(5,000)
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	0	500	(500)	540	750	(210)
Growth & Promotion Committee	0	0	0	(3,018)	1,500	(4,518)
SSA HQ - Promotion of Soaring	0	100	(100)	0	300	(300)
Programs and Marketing Expenses	0	1,100	(1,100)	34,597	54,450	(19,853)
General Administration Expenses						
Bad Debts Expense	0	0	0	0	0	0
Badge and Records	0	0	0	280	600	(320)
Bank Charges	74	75	(1)	477	525	(48)
Computer and IT Expenses	671	800	(129)	9,027	6,250	2,777
Credit Card Fees	5	30	(25)	138	180	(42)
Education	0	0	0	0	250	(250)
Engraving	0	50	(50)	392	320	72
Equipment Rental & Maintenance	1,549	2,500	(951)	14,925	16,000	(1,075)
Insurance-Other & Work Comp	72	1,600	(1,528)	13,149	9,600	3,549
Magazine - Postage	4,872	5,200	(328)	29,756	32,100	(2,344)
Magazine - Printing	7,508	8,100	(592)	37,867	48,600	(10,733)
Maintenance - Building and Grounds	1,763	1,500	263	8,607	8,250	357
Meeting Support	276	150	126	6,449	1,850	4,599
NAA Dues	2,122	0	2,122	4,244	5,000	(756)
Permits & Licenses	10	10	0	75	30	45
Postage	478	905	(427)	2,168	3,488	(1,320)
Printing	0	20	(20)	291	255	36
Professional Dues	155	0	155	755	1,215	(460)
Professional Services	0	0	0	120	120	0
Supplies	194	600	(406)	1,787	2,285	(498)
Taxes - Miscellaneous	0	0	0	13	0	13
Telecommunications	776	900	(124)	4,672	4,950	(278)
Travel - All SSA Staff	(288)	925	(1,213)	5,140	3,250	1,890

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Trophies/Awards	38	0	38	110	600	(490)
Utilities	394	550	(156)	2,818	2,750	68
WinScore Charges	0	0	0	900	900	0
Miscellaneous Expenses	71	20	51	243	120	123
Total Administrative Expenses	20,740	23,935	(3,195)	144,403	149,488	(5,085)
TOTAL ADMIN OPERATING	53,275	60,826	(7,551)	382,683	417,199	(34,516)
CAPITAL PROVIDED BY OPERATIONS	23,331	11,038	12,293	2,666	(1,177)	3,843
Amortization	1,036	1,036	0	6,213	6,216	(3)
Depreciation	288	700	(412)	2,247	4,200	(1,953)
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	\$ 22,007	\$ 9,302	12,705	(5,794)	(11,593)	5,799
(DECREASE)						