

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, 2014

(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	\$ 45,950	\$ 48,700	(2,750)	283,738	296,865	(13,127)
Support a Membership	0	0	0	64	0	64
Subscriptions	1,171	850	321	5,303	5,550	(247)
Chapter Rebates	(1,244)	(1,400)	156	(4,146)	(4,170)	24
Credit Card Fees	(887)	(825)	(62)	(5,116)	(4,750)	(366)
Postage	(1,170)	(1,000)	(170)	(5,513)	(6,700)	1,187
Printing	(49)	(950)	901	(2,347)	(4,850)	2,503
Supplies	(87)	(1,650)	1,563	(1,494)	(4,575)	3,081
Dues & Subscriptions Net Revenue	43,684	43,725	(41)	270,489	277,370	(6,881)
Convention						
Revenues	0	0	0	96,684	115,145	(18,461)
Expenses	0	0	0	(80,283)	(98,850)	18,567
Convention Net Revenue	0	0	0	16,401	16,295	106
Magazine Advertising						
Classified	234	1,000	(766)	6,999	7,943	(944)
Display Advertising	6,798	6,298	500	40,760	44,363	(3,603)
Credit Card Fees	(269)	(265)	(4)	(2,008)	(1,780)	(228)
Supplies	0	(100)	100	(9)	(600)	591
Magazine Advertising Net Revenue	6,763	6,933	(170)	45,742	49,926	(4,184)
Eagle Fund and Foundation Contributions						
Contributions - Eagle Fund	891	1,675	(784)	17,991	22,300	(4,309)
Contributions - Other	0	0	0	0	0	0
LCSB Donations	0	0	0	5,000	7,500	(2,500)
Transfer SSA Assets to Foundation	0	0	0	0	0	0
Foundation Distributions-Gen Endowment	0	0	0	0	0	0
Foundation Distributions-Life Member Fund	0	0	0	0	0	0
Foundation Distributions-Kunda Reserve	0	5,535	(5,535)	0	28,640	(28,640)
Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(412)	0	(412)	(1,836)	(90)	(1,746)
Contributions Net of Expense	479	7,210	(6,731)	21,155	58,350	(37,195)

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Merchandise Income						
Merchandise Sales	4,001	3,500	501	24,050	20,718	3,332
Shipping and Handling Revenue	641	850	(209)	5,087	5,075	12
Postage	(1,060)	(463)	(597)	(4,174)	(4,875)	701
Shipping and Handling Charges	(8)	(25)	17	(574)	(362)	(212)
Cost of Goods Sold	(2,316)	(1,884)	(432)	(10,959)	(9,269)	(1,690)
Credit Card Fees	(298)	(520)	222	(1,503)	(3,003)	1,500
Kolstad Proceeds - DVD	(40)	(20)	(20)	29	(280)	309
Cross Country Soaring - Royalties	(13)	(2)	(11)	(87)	(108)	21
Supplies	(81)	(72)	(9)	(1,597)	(1,844)	247
Event Travel	0	0	0	0	(1,380)	1,380
Merchandise Net Revenue	826	1,364	(538)	10,272	4,672	5,600
Fast Program						
FAST Sales	(7,468)	3,718	(11,186)	15,146	15,720	(574)
FAST Cost of Goods Sold	459	(516)	975	(1,718)	(2,343)	625
Postage, Shipping and Handling Charges	314	0	314	(429)	0	(429)
FAST Credit Card Fees	(92)	0	(92)	(742)	0	(742)
FAST Redemptions	(1,835)	(2,111)	276	(6,447)	(7,545)	1,098
Fast Program Net Revenue	(8,622)	1,091	(9,713)	5,810	5,832	(22)
Miscellaneous Revenue						
Sanction Fees Collected	6,915	7,200	(285)	10,650	19,455	(8,805)
Sanction Fees Paid to US Team	(1,430)	(520)	(910)	(1,940)	(1,860)	(80)
Contest ID Registrations	95	0	95	870	0	870
Interest	7	0	7	273	2	271
Miscellaneous	20	70	(50)	174	462	(288)
Miscellaneous Net Revenue	5,607	6,750	(1,143)	10,027	18,059	(8,032)
TOTAL NET OPS REVENUES	\$ 48,737	\$ 67,073	(18,336)	379,896	430,504	(50,608)

ADMINISTRATIVE OPERATING EXPENSES

Compensation						
Wages	19,832	19,951	(119)	118,657	118,781	(124)
Insurance - Health & Dental	9,981	5,766	4,215	36,600	34,596	2,004
Payroll Taxes	1,590	2,035	(445)	10,323	12,143	(1,820)

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Contract Labor	7,530	7,795	(265)	46,156	45,790	366
Compensation, Benefits and Taxes	38,933	35,547	3,386	211,736	211,310	426
General Administration Expenses						
Advertising	299	0	299	734	0	734
Bad Debts Expense	0	0	0	0	1,704	(1,704)
Badge and Records	0	0	0	580	600	(20)
Bank Charges	70	107	(37)	539	673	(134)
Computer Communications	556	557	(1)	3,258	3,342	(84)
Computer Maintenance	145	141	4	1,362	1,323	39
Computer Service	0	300	(300)	1,753	1,361	392
Computer Website Maintenance	0	0	0	0	0	0
Contest Expenses	455	1,000	(545)	629	2,000	(1,371)
Credit Card Fees	26	13	13	257	92	165
Education	0	256	(256)	199	256	(57)
Engraving	64	48	16	378	78	300
Equipment Rental & Maintenance	2,799	846	1,953	16,542	13,081	3,461
SSA Member Committee Expenditures	0	5,635	(5,635)	9,817	33,940	(24,123)
Insurance-Other & Work Comp	1,510	1,132	378	10,570	6,130	4,440
Interest Expense	0	0	0	0	0	0
Magazine - Postage	5,260	5,565	(305)	32,169	31,465	704
Magazine - Printing	7,505	7,900	(395)	46,145	47,550	(1,405)
Maintenance - Building and Grounds	1,497	1,416	81	8,288	8,007	281
Meeting Support	163	726	(563)	1,808	5,073	(3,265)
NAA Dues	2,122	0	2,122	4,244	5,000	(756)
Permits & Licenses	0	10	(10)	20	30	(10)
Postage	903	769	134	3,762	5,053	(1,291)
Printing	0	20	(20)	715	255	460
Professional Dues	0	0	0	1,197	1,215	(18)
Professional Services	0	0	0	120	120	0
Supplies	529	403	126	2,929	2,241	688
Taxes - Miscellaneous	0	0	0	0	0	0
Telecommunications	937	767	170	5,124	4,632	492
Travel - All SSA Staff	1,271	1,650	(379)	3,306	6,697	(3,391)
Trophies/Awards	0	0	0	544	1,400	(856)
Utilities	664	571	93	3,337	3,416	(79)
WinScore Charges	0	0	0	900	900	0
Miscellaneous Expenses	30	0	30	182	0	182
Total Administrative Expenses	26,805	29,832	(3,027)	161,408	187,634	(26,226)

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TOTAL ADMIN EXPENSES	65,738	65,379	359	373,144	398,944	(25,800)
CAPITAL PROVIDED BY OPERATIONS	(17,001)	1,694	(18,695)	6,752	31,560	(24,808)
Amortization	1,036	1,036	0	6,213	6,216	(3)
Depreciation	675	474	201	4,235	2,709	1,526
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	\$ (18,712)	\$ 184	(18,896)	(3,696)	22,635	(26,331)
(DECREASE)						