

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 March 31, 2017
(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	\$ 48,224	\$ 48,303	(79)	144,473	144,104	369
Subscriptions	864	601	263	1,795	1,699	96
New Member Rebates	(97)	(515)	418	(504)	(915)	411
Chapter Rebates	(260)	(504)	244	(1,520)	(1,824)	304
Credit Card Fees	(401)	(475)	74	(1,209)	(1,075)	(134)
Postage	(2,376)	(2,000)	(376)	(1,141)	(4,400)	3,259
Printing	(54)	0	(54)	(134)	(100)	(34)
Supplies	(743)	(200)	(543)	(1,287)	(800)	(487)
Dues & Subscriptions Net Revenue	45,157	45,210	(53)	140,473	136,689	3,784
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	412	75	337	2,758	2,650	108
Display Advertising	8,396	5,379	3,017	23,373	20,301	3,072
Credit Card Fees	(115)	(115)	0	(454)	(348)	(106)
Supplies	0	(50)	50	(113)	(200)	87
Magazine Advertising Net Revenue	8,693	5,289	3,404	25,564	22,403	3,161
Eagle Fund and Foundation Contributions						
Contributions - Eagle Fund	1,709	3,000	(1,291)	9,990	7,000	2,990
Contributions - Other	0	0	0	0	0	0
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	2,000	(2,000)	0	5,000	(5,000)
Foundation Distributions-Life Member Fund	0	2,138	(2,138)	2,137	2,138	(1)
Foundation Distributions-Kunda Reserve	0	0	0	0	0	0
Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(26)	(20)	(6)	(74)	(55)	(19)
Contributions Net of Expense	1,683	7,118	(5,435)	12,053	14,083	(2,030)

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Merchandise Income						
Merchandise Sales	2,661	2,675	(14)	9,336	10,675	(1,339)
Shipping and Handling Revenue	918	700	218	2,603	2,300	303
Postage	(439)	(1,200)	761	(2,220)	(3,700)	1,480
Shipping and Handling Charges	0	(50)	50	(62)	(90)	28
Cost of Goods Sold	(807)	(700)	(107)	(2,863)	(3,500)	637
Credit Card Fees	(93)	(115)	22	(340)	(650)	310
Kolstad Proceeds - DVD	0	(20)	20	(60)	(60)	0
Cross Country Soaring - Royalties	0	(10)	10	0	(30)	30
Supplies	51	(423)	474	78	(1,020)	1,098
Merchandise Net Revenue	2,291	857	1,434	6,472	3,925	2,547
Fast Program						
FAST Sales	2,596	2,225	371	4,820	4,075	745
FAST Cost of Goods Sold	(318)	(200)	(118)	(506)	(400)	(106)
Postage, Shipping and Handling Charges	(217)	(125)	(92)	(346)	(260)	(86)
FAST Credit Card Fees	(39)	(70)	31	(97)	(100)	3
FAST Redemptions	(1,539)	(240)	(1,299)	(1,797)	(2,540)	743
Fast Program Net Revenue	483	1,590	(1,107)	2,074	775	1,299
Contest Revenue						
Sanction Fees Collected	300	0	300	2,205	0	2,205
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	(516)	(50)	(466)	(516)	(450)	(66)
Contest Net Revenue	(216)	(50)	(166)	1,689	(450)	2,139
Miscellaneous Revenue						
Contest ID Registrations	175	175	0	850	450	400
Interest	0	0	0	1	0	1
Miscellaneous	0	60	(60)	0	80	(80)
Miscellaneous Net Revenue	175	235	(60)	851	530	321
TOTAL NET OPS REVENUES	\$ 58,266	\$ 60,249	(1,983)	189,176	177,955	11,221

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OPERATING EXPENSES						
Compensation						
Wages	22,013	21,582	431	61,669	62,657	(988)
Insurance - Health & Dental	3,771	4,515	(744)	11,315	13,545	(2,230)
Payroll Taxes	1,530	1,722	(192)	4,543	5,014	(471)
Contract Labor	7,005	7,306	(301)	21,017	21,918	(901)
	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>
Compensation, Benefits and Taxes	34,319	35,125	(806)	98,544	103,134	(4,590)
Programs and Marketing Expense						
Advertising and Marketing	0	0	0	0	0	0
Airshow - Oshkosh	1,068	0	1,068	1,068	2,000	(932)
Airshow - Sun N Fun	474	0	474	2,330	0	2,330
Growth & Promotion Committee	0	0	0	0	1,500	(1,500)
SSA HQ - Promotion of Soaring	246	0	246	388	0	388
	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>
Programs and Marketing Expenses	1,788	0	1,788	3,786	3,500	286
General Administration Expenses						
Bad Debts Expense	0	0	0	0	0	0
Badge and Records	0	0	0	0	0	0
Bank Charges	54	70	(16)	190	215	(25)
Computer and IT Expenses	1,413	1,349	64	6,592	4,747	1,845
Credit Card Fees	2	30	(28)	59	60	(1)
Education	0	0	0	199	0	199
Equipment Rental & Maintenance	2,072	4,375	(2,303)	8,053	10,225	(2,172)
Insurance-Other & Work Comp	3,379	3,350	29	4,470	4,335	135
Magazine - Postage	4,937	4,450	487	14,782	14,550	232
Magazine - Printing	7,211	7,500	(289)	21,807	22,500	(693)
Maintenance - Building and Grounds	2,360	2,175	185	6,040	6,100	(60)
Meeting Support	1,984	500	1,484	2,109	3,700	(1,591)
NAA Dues	0	12,200	(12,200)	10,900	12,200	(1,300)
NAA Dues - US Team 30% Portion	0	(3,660)	3,660	(3,270)	(3,660)	390
Permits & Licenses	0	120	(120)	45	185	(140)
Postage	597	200	397	1,476	675	801
Printing	0	175	(175)	215	375	(160)
Professional Dues	75	750	(675)	600	825	(225)
Professional Services	120	120	0	52	120	(68)

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Supplies	1,714	250	1,464	2,686	700	1,986
Taxes - Miscellaneous	0	0	0	20	0	20
Telecommunications	797	825	(28)	2,427	2,450	(23)
Travel - All SSA Staff	572	0	572	1,085	2,000	(915)
Trophies/Awards	0	0	0	100	0	100
Utilities	550	500	50	1,349	1,550	(201)
Miscellaneous Expenses	(100)	20	(120)	(100)	60	(160)
Total Administrative Expenses	27,737	35,299	(7,562)	81,886	83,912	(2,026)
TOTAL ADMIN OPERATING	63,844	70,424	(6,580)	184,216	190,546	(6,330)
CAPITAL PROVIDED BY OPERATIONS	(5,578)	(10,175)	4,597	4,960	(12,591)	17,551
Amortization	1,040	1,036	4	3,120	3,108	12
Depreciation	433	700	(267)	1,269	2,100	(831)
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	\$ (7,051)	\$ (11,911)	4,860	571	(17,799)	18,370
(DECREASE)						