

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 May 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	\$ 46,209	\$ 47,925	(1,716)	225,967	239,805	(13,838)
Support a Membership	0	0	0	64	0	64
Subscriptions	392	500	(108)	3,396	4,050	(654)
Chapter Rebates	(857)	(600)	(257)	(3,484)	(2,900)	(584)
Credit Card Fees	(770)	(850)	80	(4,499)	(4,150)	(349)
Postage	610	(1,000)	1,610	(7,689)	(6,700)	(989)
Printing	0	(1,000)	1,000	(53)	(2,000)	1,947
Promotional Items	0	0	0	(2,924)	0	(2,924)
Supplies	(272)	(550)	278	(1,858)	(3,000)	1,142
Dues & Subscriptions Net Revenue	45,312	44,425	887	208,920	225,105	(16,185)
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	70	500	(430)	6,151	6,800	(649)
Display Advertising	7,791	7,208	583	36,058	34,600	1,458
Credit Card Fees	(260)	(350)	90	(1,373)	(1,750)	377
Supplies	0	0	0	0	(150)	150
Magazine Advertising Net Revenue	7,601	7,358	243	40,836	39,500	1,336
Eagle Fund and Foundation Contributions						
Contributions - Eagle Fund	1,366	1,000	366	17,541	18,700	(1,159)
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	22,500	22,500	0
Foundation Distributions-Life Member Fund	0	0	0	2,138	2,138	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	(14)	(51)	37	(98)	(294)	196
Contributions Net of Expense	6,352	5,949	403	42,181	54,044	(11,863)

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Merchandise Income						
Merchandise Sales	2,305	3,465	(1,160)	14,695	19,524	(4,829)
Shipping and Handling Revenue	570	1,040	(470)	4,217	5,530	(1,313)
Postage	(399)	(500)	101	(3,509)	(3,100)	(409)
Shipping and Handling Charges	0	(50)	50	(77)	(525)	448
Cost of Goods Sold	(808)	(1,445)	637	(4,882)	(9,075)	4,193
Credit Card Fees	(177)	(350)	173	(1,117)	(1,750)	633
Kolstad Proceeds - DVD	0	0	0	(80)	(100)	20
Cross Country Soaring - Royalties	(29)	(52)	23	(83)	(74)	(9)
Supplies	(125)	(500)	375	(1,345)	(1,450)	105
Merchandise Net Revenue	1,337	1,608	(271)	7,819	8,980	(1,161)
Fast Program						
FAST Sales	2,251	2,752	(501)	13,108	12,189	919
FAST Cost of Goods Sold	(341)	(300)	(41)	(1,565)	(1,530)	(35)
Postage, Shipping and Handling Charges	(233)	(175)	(58)	(982)	(950)	(32)
FAST Credit Card Fees	(51)	(50)	(1)	(512)	(350)	(162)
FAST Redemptions	(2,199)	(1,100)	(1,099)	(4,569)	(4,250)	(319)
Fast Program Net Revenue	(573)	1,127	(1,700)	5,480	5,109	371
Miscellaneous Revenue						
Sanction Fees Collected	2,565	2,800	(235)	5,655	11,800	(6,145)
Sanction Fees Paid to US Team	(1,190)	(570)	(620)	(2,430)	(1,340)	(1,090)
Contest ID Registrations	175	175	0	775	775	0
Interest	1	0	1	6	0	6
Miscellaneous	70	100	(30)	1,291	185	1,106
Miscellaneous Net Revenue	1,621	2,505	(884)	5,297	11,420	(6,123)
TOTAL NET OPS REVENUES	\$ 61,650	\$ 62,972	(1,322)	308,743	344,158	(35,415)
OPERATING EXPENSES						
Compensation						
Wages	18,635	21,035	(2,400)	105,526	100,951	4,575
Insurance - Health & Dental	4,109	5,598	(1,489)	21,225	27,990	(6,765)
Payroll Taxes	1,396	2,082	(686)	8,438	9,919	(1,481)

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Contract Labor	7,010	7,722	(712)	35,959	38,610	(2,651)
Compensation, Benefits and Taxes	31,150	36,437	(5,287)	171,148	177,470	(6,322)
Programs and Marketing Expense						
Advertising and Marketing	0	0	0	0	400	(400)
Airshow - Oshkosh	0	0	0	0	5,000	(5,000)
Airshow - Sun N Fun	547	5,000	(4,453)	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	50	(50)	540	250	290
Growth & Promotion Committee	0	0	0	(3,018)	1,500	(4,518)
SSA HQ - Promotion of Soaring	0	0	0	0	200	(200)
Programs and Marketing Expenses	547	5,050	(4,503)	34,597	53,350	(18,753)
General Administration Expenses						
Bad Debts Expense	0	0	0	0	0	0
Badge and Records	300	300	0	280	600	(320)
Bank Charges	69	100	(31)	403	450	(47)
Computer and IT Expenses	3,371	800	2,571	8,356	5,450	2,906
Credit Card Fees	13	30	(17)	133	150	(17)
Education	0	0	0	0	250	(250)
Engraving	43	0	43	392	270	122
Equipment Rental & Maintenance	1,481	2,500	(1,019)	13,376	13,500	(124)
Insurance-Other & Work Comp	4,113	1,600	2,513	13,077	8,000	5,077
Magazine - Postage	5,161	5,500	(339)	24,884	26,900	(2,016)
Magazine - Printing	7,507	8,100	(593)	30,359	40,500	(10,141)
Maintenance - Building and Grounds	1,340	1,500	(160)	6,844	6,750	94
Meeting Support	256	50	206	6,173	1,700	4,473
NAA Dues	0	0	0	2,122	5,000	(2,878)
Permits & Licenses	0	0	0	65	20	45
Postage	329	405	(76)	1,690	2,583	(893)
Printing	0	20	(20)	291	235	56
Professional Dues	0	100	(100)	600	1,215	(615)
Professional Services	0	0	0	120	120	0
Supplies	869	550	319	1,593	1,685	(92)
Taxes - Miscellaneous	0	0	0	13	0	13
Telecommunications	773	700	73	3,896	4,050	(154)
Travel - All SSA Staff	328	50	278	5,428	2,325	3,103
Trophies/Awards	0	100	(100)	72	600	(528)

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Utilities	591	450	141	2,423	2,200	223
WinScore Charges	900	900	0	900	900	0
Miscellaneous Expenses	0	20	(20)	171	100	71
Total Administrative Expenses	27,444	23,775	3,669	123,661	125,553	(1,892)
TOTAL ADMIN OPERATING	59,141	65,262	(6,121)	329,406	356,373	(26,967)
CAPITAL PROVIDED BY OPERATIONS	2,509	(2,290)	4,799	(20,663)	(12,215)	(8,448)
Amortization	1,036	1,036	0	5,178	5,180	(2)
Depreciation	288	700	(412)	1,959	3,500	(1,541)
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	\$ 1,185	\$ (4,026)	5,211	(27,800)	(20,895)	(6,905)
(DECREASE)						