

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 October 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	\$ 49,141	\$ 47,229	1,912	494,951	478,801	16,150
Dues-Members from EAA	0	0	0	162	0	162
Support a Membership	264	0	264	264	0	264
Subscriptions	340	315	25	5,732	5,671	61
New Member Rebates	(93)	(195)	102	(1,684)	(2,655)	971
Chapter Rebates	(358)	(580)	222	(7,042)	(8,484)	1,442
Refunds	0	0	0	(72)	0	(72)
Credit Card Fees	(239)	(500)	261	(4,088)	(4,325)	237
Postage	713	(1,750)	2,463	(11,534)	(17,550)	6,016
Printing	0	0	0	(619)	(1,500)	881
Promo - Membership Kits	0	0	0	(1,733)	0	(1,733)
Promotional Items	0	0	0	(1,192)	0	(1,192)
Supplies	(385)	(50)	(335)	(4,916)	(2,950)	(1,966)
Dues & Subscriptions Net Revenue	49,383	44,469	4,914	468,229	447,008	21,221
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	2,175	2,500	(325)	10,642	10,925	(283)
Display Advertising	6,615	4,885	1,730	70,419	64,895	5,524
Credit Card Fees	(85)	(230)	145	(1,356)	(1,588)	232
Supplies	0	(200)	200	(335)	(850)	515
Magazine Advertising Net Revenue	8,705	6,955	1,750	79,370	73,382	5,988
Eagle Fund and Contributions						
Contributions - Eagle Fund	5,904	500	5,404	24,304	18,075	6,229
Contributions - Other	(4,398)	0	(4,398)	4,565	0	4,565
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	5,000	5,000	0	5,000	32,000	(27,000)
Foundation Distributions-Life Member Fund	0	0	0	6,413	6,413	0

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Foundation Distributions-Kunda Reserve	0	0	0	3,765	18,000	(14,235)
Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(12)	(10)	(2)	(135)	(160)	25
Contributions Net of Expense	6,494	5,490	1,004	43,912	74,328	(30,416)
Merchandise Income						
Merchandise Sales	5,326	5,000	326	30,581	34,125	(3,544)
Shipping and Handling Revenue	1,083	1,300	(217)	9,278	8,800	478
Postage	(1,070)	(500)	(570)	(6,039)	(7,790)	1,751
Shipping and Handling Charges	0	(150)	150	(516)	(350)	(166)
Cost of Goods Sold	(2,032)	(2,250)	218	(10,176)	(11,050)	874
Credit Card Fees	(78)	(300)	222	(1,122)	(2,100)	978
Kolstad Proceeds - DVD	0	(20)	20	(219)	(200)	(19)
Cross Country Soaring - Royalties	0	(5)	5	0	(60)	60
Supplies	0	(50)	50	(1,268)	(2,211)	943
Merchandise Net Revenue	3,229	3,025	204	20,519	19,164	1,355
Fast Program						
FAST Sales	1,640	4,450	(2,810)	28,719	31,300	(2,581)
FAST Cost of Goods Sold	(177)	(375)	198	(3,660)	(3,550)	(110)
Postage, Shipping and Handling Charges	(121)	(250)	129	(2,504)	(2,385)	(119)
FAST Credit Card Fees	(29)	(200)	171	(603)	(840)	237
FAST Redemptions	(2,854)	(2,250)	(604)	(19,718)	(15,015)	(4,703)
Fast Program Net Revenue	(1,541)	1,375	(2,916)	2,234	9,510	(7,276)
Contest Revenue						
Sanction Fees Collected	4,140	3,675	465	21,963	19,025	2,938
Sanction Fees Paid to US Team	0	(1,110)	1,110	0	(4,810)	4,810
JR/XC Rebates	(8,177)	0	(8,177)	(12,158)	(4,200)	(7,958)
Contribution by RC to JR/XC Rebates	0	0	0	0	0	0
SSA Contest Expenses-Hard Costs Only	(320)	(300)	(20)	(2,346)	(3,750)	1,404
Contest Net Revenue	(4,357)	2,265	(6,622)	7,459	6,265	1,194
Miscellaneous Revenue						
Contest ID Registrations	125	50	75	1,950	1,375	575
Interest	1	0	1	5	0	5
Miscellaneous	0	20	(20)	169	330	(161)

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Miscellaneous Net Revenue	<u>126</u>	<u>70</u>	<u>56</u>	<u>2,124</u>	<u>1,705</u>	<u>419</u>
TOTAL NET OPS REVENUES	<u>\$ 62,039</u>	<u>\$ 63,649</u>	<u>(1,610)</u>	<u>623,847</u>	<u>631,362</u>	<u>(7,515)</u>
OPERATING EXPENSES						
Compensation						
Wages	20,781	21,582	(801)	204,647	211,643	(6,996)
Insurance - Health & Dental	3,629	4,530	(901)	37,381	45,210	(7,829)
Payroll Taxes	1,452	1,736	(284)	15,546	16,944	(1,398)
Contract Labor	7,005	7,306	(301)	70,508	73,060	(2,552)
Compensation, Benefits and Taxes	<u>32,867</u>	<u>35,154</u>	<u>(2,287)</u>	<u>328,082</u>	<u>346,857</u>	<u>(18,775)</u>
Programs and Marketing Expense						
Advertising and Marketing	184	0	184	184	1,000	(816)
Airshows - Miscellaneous	0	0	0	0	2,000	(2,000)
Airshow - Oshkosh	0	0	0	6,152	7,000	(848)
Airshow - Sun N Fun	0	0	0	2,543	5,000	(2,457)
Growth & Promotion Committee	0	0	0	6,441	3,000	3,441
SSA HQ - Promotion of Soaring	0	0	0	971	1,500	(529)
Programs and Marketing Expenses	<u>184</u>	<u>0</u>	<u>184</u>	<u>16,291</u>	<u>19,500</u>	<u>(3,209)</u>
General Administration Expenses						
Bad Debts Expense	0	0	0	2,547	0	2,547
Badge and Records	0	0	0	1,500	850	650
Bank Charges	59	55	4	614	635	(21)
Computer and IT Expenses	2,203	2,649	(446)	17,856	16,730	1,126
Credit Card Fees	17	20	(3)	213	260	(47)
Education	0	0	0	199	750	(551)
Equipment Rental & Maintenance	4,614	4,785	(171)	24,491	32,760	(8,269)
Insurance-Other & Work Comp	513	550	(37)	16,843	18,385	(1,542)
Magazine - Postage	4,103	5,800	(1,697)	46,347	51,450	(5,103)
Magazine - Printing	7,152	7,500	(348)	72,029	75,000	(2,971)
Maintenance - Building and Grounds	1,815	1,750	65	18,904	17,775	1,129
Meeting Support	120	200	(80)	4,478	7,740	(3,262)
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

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Permits & Licenses	0	0	0	175	195	(20)
Postage	398	200	198	4,272	2,300	1,972
Printing	0	20	(20)	215	615	(400)
Professional Dues	0	0	0	924	825	99
Professional Services	54	0	54	37,884	37,120	764
Supplies	138	275	(137)	4,885	2,170	2,715
Taxes - Miscellaneous	0	0	0	70	0	70
Telecommunications	815	800	15	8,088	8,100	(12)
Travel - All SSA Staff	0	0	0	2,808	4,000	(1,192)
Trophies/Awards	337	0	337	1,302	0	1,302
Utilities	594	625	(31)	5,547	5,600	(53)
Miscellaneous Expenses	5	20	(15)	33	200	(167)
Total Administrative Expenses	22,937	25,249	(2,312)	279,854	292,000	(12,146)
TOTAL ADMIN OPERATING	55,988	60,403	(4,415)	624,227	658,357	(34,130)
CAPITAL PROVIDED BY OPERATIONS	6,051	3,246	2,805	(380)	(26,995)	26,615
Amortization	1,040	1,036	4	10,398	10,360	38
Depreciation	264	700	(436)	3,118	7,000	(3,882)
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	\$ 4,747	\$ 1,510	3,237	(13,896)	(44,355)	30,459
(DECREASE)						