

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 September 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	\$ 48,871	\$ 49,125	(254)	419,624	431,305	(11,681)
Support a Membership	0	0	0	64	0	64
Subscriptions	168	300	(132)	5,938	6,750	(812)
Chapter Rebates	(775)	(700)	(75)	(6,824)	(5,900)	(924)
Credit Card Fees	(510)	(650)	140	(6,665)	(6,950)	285
Postage	(1,920)	(1,300)	(620)	(12,888)	(12,600)	(288)
Printing	0	(500)	500	(143)	(3,000)	2,857
Promotional Items	(21)	0	(21)	(2,945)	0	(2,945)
Supplies	(499)	(500)	1	(3,019)	(6,000)	2,981
Dues & Subscriptions Net Revenue	45,314	45,775	(461)	393,142	403,605	(10,463)
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	104	700	(596)	9,780	11,250	(1,470)
Display Advertising	5,959	6,073	(114)	60,241	60,147	94
Credit Card Fees	(152)	(300)	148	(2,009)	(2,900)	891
Supplies	(287)	0	(287)	(530)	(300)	(230)
Magazine Advertising Net Revenue	5,624	6,473	(849)	67,482	68,197	(715)
Eagle Fund and Foundation Contributions						
Contributions - Eagle Fund	2,928	2,500	428	24,269	25,300	(1,031)
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	1,500	1,500	0	35,500	35,500	0
Foundation Distributions-Life Member Fund	2,138	2,137	1	6,414	6,413	1
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	(11)	(53)	42	(154)	(494)	340
Contributions Net of Expense	6,555	6,084	471	66,129	77,719	(11,590)

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Merchandise Income						
Merchandise Sales	3,399	2,887	512	40,654	35,696	4,958
Shipping and Handling Revenue	875	925	(50)	9,760	9,575	185
Postage	(521)	(500)	(21)	(7,087)	(6,000)	(1,087)
Shipping and Handling Charges	0	(25)	25	(131)	(625)	494
Cost of Goods Sold	(1,216)	(1,155)	(61)	(15,579)	(16,755)	1,176
Credit Card Fees	(296)	(500)	204	(2,718)	(3,600)	882
Kolstad Proceeds - DVD	(698)	(20)	(678)	(618)	(180)	(438)
Cross Country Soaring - Royalties	0	(7)	7	(143)	(109)	(34)
Supplies	0	(400)	400	(2,164)	(2,350)	186
Merchandise Net Revenue	1,543	1,205	338	21,974	15,652	6,322
Fast Program						
FAST Sales	5,442	5,675	(233)	34,854	32,105	2,749
FAST Cost of Goods Sold	(694)	(800)	106	(4,296)	(4,180)	(116)
Postage, Shipping and Handling Charges	(475)	(500)	25	(2,850)	(2,700)	(150)
FAST Credit Card Fees	(173)	(200)	27	(1,104)	(950)	(154)
FAST Redemptions	(3,876)	(3,500)	(376)	(14,753)	(15,750)	997
Fast Program Net Revenue	224	675	(451)	11,851	8,525	3,326
Miscellaneous Revenue						
Sanction Fees Collected	195	1,500	(1,305)	15,150	33,600	(18,450)
Sanction Fees Paid to US Team	0	(90)	90	(3,850)	(8,330)	4,480
Contest ID Registrations	100	50	50	1,275	1,270	5
Interest	1	0	1	8	0	8
Miscellaneous	0	60	(60)	1,301	465	836
Miscellaneous Net Revenue	296	1,520	(1,224)	13,884	27,005	(13,121)
TOTAL NET OPS REVENUES	\$ 59,556	\$ 61,732	(2,176)	572,672	600,703	(28,031)
OPERATING EXPENSES						
Compensation						
Wages	20,176	20,358	(182)	186,060	183,737	2,323
Insurance - Health & Dental	3,544	5,613	(2,069)	36,814	50,427	(13,613)
Payroll Taxes	1,417	2,013	(596)	14,844	18,109	(3,265)

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Contract Labor	7,360	7,722	(362)	64,349	69,998	(5,649)
Compensation, Benefits and Taxes	32,497	35,706	(3,209)	302,067	322,271	(20,204)
Programs and Marketing Expense						
Advertising and Marketing	41	0	41	41	1,260	(1,219)
Airshows - Miscellaneous	0	0	0	0	500	(500)
Airshow - Oshkosh	0	0	0	5,466	12,000	(6,534)
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)
Sanction Fees-Contest & Rules	0	0	0	4,118	1,750	2,368
Growth & Promotion Committee	0	0	0	(3,003)	3,000	(6,003)
Contingent Committee Expenses	0	0	0	48	0	48
SSA HQ - Promotion of Soaring	0	0	0	0	400	(400)
Programs and Marketing Expenses	41	0	41	43,745	64,910	(21,165)
General Administration Expenses						
Bad Debts Expense	0	0	0	0	0	0
Badge and Records	270	0	270	550	600	(50)
Bank Charges	65	100	(35)	679	710	(31)
Computer and IT Expenses	1,860	800	1,060	12,416	8,650	3,766
Credit Card Fees	108	30	78	302	270	32
Education	0	500	(500)	0	750	(750)
Engraving	0	0	0	392	370	22
Equipment Rental & Maintenance	799	1,500	(701)	22,097	23,000	(903)
Insurance-Other & Work Comp	580	1,600	(1,020)	21,128	14,400	6,728
Magazine - Postage	4,539	6,000	(1,461)	45,220	47,600	(2,380)
Magazine - Printing	7,619	8,100	(481)	60,698	72,900	(12,202)
Maintenance - Building and Grounds	1,281	1,300	(19)	12,446	12,100	346
Meeting Support	117	2,000	(1,883)	6,588	5,250	1,338
NAA Dues	3,031	0	3,031	7,275	7,500	(225)
NAA Dues - US Team 30% Portion	(909)	0	(909)	(909)	0	(909)
Permits & Licenses	0	0	0	75	30	45
Postage	559	760	(201)	3,265	5,348	(2,083)
Printing	0	20	(20)	291	315	(24)
Professional Dues	0	0	0	755	1,215	(460)
Professional Services	0	5,000	(5,000)	36,963	37,120	(157)
Supplies	107	120	(13)	2,456	2,905	(449)
Taxes - Miscellaneous	0	0	0	13	0	13

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Telecommunications	759	750	9	7,018	7,300	(282)
Travel - All SSA Staff	1,897	225	1,672	7,037	4,000	3,037
Trophies/Awards	52	25	27	162	650	(488)
Utilities	581	600	(19)	4,652	4,900	(248)
WinScore Charges	0	0	0	900	900	0
Miscellaneous Expenses	788	20	768	1,070	180	890
Total Administrative Expenses	24,103	29,450	(5,347)	253,539	258,963	(5,424)
TOTAL ADMIN OPERATING	56,641	65,156	(8,515)	599,351	646,144	(46,793)
CAPITAL PROVIDED BY OPERATIONS	2,915	(3,424)	6,339	(26,679)	(45,441)	18,762
Amortization	1,036	1,036	0	9,320	9,324	(4)
Depreciation	339	700	(361)	3,213	6,300	(3,087)
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	\$ 1,540	\$ (5,160)	6,700	(39,212)	(61,065)	21,853
(DECREASE)						