

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, 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	\$ 51,218	\$ 48,025	3,193	445,810	431,572	14,238
Dues-Members from EAA	0	0	0	162	0	162
Subscriptions	118	182	(64)	5,392	5,356	36
New Member Rebates	(229)	(440)	211	(1,591)	(2,460)	869
Chapter Rebates	(1,367)	(1,536)	169	(6,684)	(7,904)	1,220
Refunds	0	0	0	(72)	0	(72)
Credit Card Fees	(349)	(500)	151	(3,849)	(3,825)	(24)
Postage	(2,228)	(1,750)	(478)	(12,247)	(15,800)	3,553
Printing	(486)	0	(486)	(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	(647)	(500)	(147)	(4,531)	(2,900)	(1,631)
	<u>46,030</u>	<u>43,481</u>	<u>2,549</u>	<u>418,846</u>	<u>402,539</u>	<u>16,307</u>
Dues & Subscriptions Net Revenue	46,030	43,481	2,549	418,846	402,539	16,307
Convention - Reno 2018						
Revenue	0	0	0	0	0	0
Expenses	0	0	0	0	0	0
	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Convention Net Revenue	0	0	0	0	0	0
Magazine Advertising						
Classified	21	100	(79)	8,466	8,425	41
Display Advertising	6,489	5,864	625	63,806	60,010	3,796
Credit Card Fees	(133)	(150)	17	(1,271)	(1,358)	87
Supplies	0	(200)	200	(335)	(650)	315
	<u>6,377</u>	<u>5,614</u>	<u>763</u>	<u>70,666</u>	<u>66,427</u>	<u>4,239</u>
Magazine Advertising Net Revenue	6,377	5,614	763	70,666	66,427	4,239
Eagle Fund and Contributions						
Contributions - Eagle Fund	1,097	3,000	(1,903)	18,400	17,575	825
Contributions - Other	453	0	453	8,963	0	8,963
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	5,000	(5,000)	0	27,000	(27,000)
Foundation Distributions-Life Member Fund	0	2,137	(2,137)	6,413	6,413	0
Foundation Distributions-Kunda Reserve	0	0	0	3,765	18,000	(14,235)

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Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(9)	(10)	1	(123)	(150)	27
Contributions Net of Expense	1,541	10,127	(8,586)	37,418	68,838	(31,420)
Merchandise Income						
Merchandise Sales	2,150	3,000	(850)	25,255	29,125	(3,870)
Shipping and Handling Revenue	796	900	(104)	8,195	7,500	695
Postage	(226)	(520)	294	(4,968)	(7,290)	2,322
Shipping and Handling Charges	(25)	(15)	(10)	(516)	(200)	(316)
Cost of Goods Sold	(674)	(900)	226	(8,144)	(8,800)	656
Credit Card Fees	(92)	(300)	208	(1,043)	(1,800)	757
Kolstad Proceeds - DVD	(20)	(20)	0	(219)	(180)	(39)
Cross Country Soaring - Royalties	0	(5)	5	0	(55)	55
Supplies	0	(50)	50	(1,268)	(2,161)	893
Merchandise Net Revenue	1,909	2,090	(181)	17,292	16,139	1,153
Fast Program						
FAST Sales	3,546	5,400	(1,854)	27,079	26,850	229
FAST Cost of Goods Sold	(541)	(700)	159	(3,484)	(3,175)	(309)
Postage, Shipping and Handling Charges	(370)	(475)	105	(2,383)	(2,135)	(248)
FAST Credit Card Fees	(72)	(175)	103	(575)	(640)	65
FAST Redemptions	(3,887)	(3,875)	(12)	(16,864)	(12,765)	(4,099)
Fast Program Net Revenue	(1,324)	175	(1,499)	3,773	8,135	(4,362)
Contest Revenue						
Sanction Fees Collected	630	2,550	(1,920)	17,823	15,350	2,473
Sanction Fees Paid to US Team	0	(620)	620	0	(3,700)	3,700
JR/XC Rebates	(289)	0	(289)	(3,981)	(4,200)	219
Contribution by RC to JR/XC Rebates	0	0	0	0	0	0
SSA Contest Expenses-Hard Costs Only	0	(50)	50	(2,026)	(3,450)	1,424
Contest Net Revenue	341	1,880	(1,539)	11,816	4,000	7,816
Miscellaneous Revenue						
Contest ID Registrations	125	150	(25)	1,825	1,325	500
Interest	1	0	1	4	0	4
Miscellaneous	0	40	(40)	169	310	(141)

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Miscellaneous Net Revenue	126	190	(64)	1,998	1,635	363
TOTAL NET OPS REVENUES	\$ 55,000	\$ 63,557	(8,557)	561,809	567,713	(5,904)
OPERATING EXPENSES						
Compensation						
Wages	19,788	20,886	(1,098)	183,866	190,061	(6,195)
Insurance - Health & Dental	3,766	4,530	(764)	33,752	40,680	(6,928)
Payroll Taxes	1,450	1,667	(217)	14,094	15,208	(1,114)
Contract Labor	7,355	7,306	49	63,501	65,754	(2,253)
Compensation, Benefits and Taxes	32,359	34,389	(2,030)	295,213	311,703	(16,490)
Programs and Marketing Expense						
Advertising and Marketing	0	0	0	0	1,000	(1,000)
Airshows - Miscellaneous	0	0	0	0	2,000	(2,000)
Airshow - Oshkosh	12	0	12	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	29	250	(221)	971	1,500	(529)
Programs and Marketing Expenses	41	250	(209)	16,107	19,500	(3,393)
General Administration Expenses						
Bad Debts Expense	0	0	0	2,547	0	2,547
Badge and Records	0	270	(270)	1,500	850	650
Bank Charges	67	65	2	555	580	(25)
Computer and IT Expenses	1,482	2,074	(592)	15,652	14,081	1,571
Credit Card Fees	4	75	(71)	196	240	(44)
Education	0	500	(500)	199	750	(551)
Equipment Rental & Maintenance	685	1,200	(515)	19,877	27,975	(8,098)
Insurance-Other & Work Comp	785	550	235	16,332	17,835	(1,503)
Magazine - Postage	3,471	4,550	(1,079)	42,243	45,650	(3,407)
Magazine - Printing	7,113	7,500	(387)	64,877	67,500	(2,623)
Maintenance - Building and Grounds	1,565	1,600	(35)	17,088	16,025	1,063
Meeting Support	1,612	3,200	(1,588)	4,359	7,540	(3,181)
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
Permits & Licenses	0	0	0	175	195	(20)

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Postage	881	350	531	3,875	2,100	1,775
Printing	0	20	(20)	215	595	(380)
Professional Dues	0	0	0	924	825	99
Professional Services	0	5,000	(5,000)	37,830	37,120	710
Supplies	0	150	(150)	4,747	1,895	2,852
Taxes - Miscellaneous	0	0	0	70	0	70
Telecommunications	823	800	23	7,272	7,300	(28)
Travel - All SSA Staff	1,109	2,000	(891)	2,808	4,000	(1,192)
Trophies/Awards	0	0	0	965	0	965
Utilities	727	700	27	4,953	4,975	(22)
Miscellaneous Expenses	0	20	(20)	28	180	(152)
Total Administrative Expenses	20,324	30,624	(10,300)	256,917	266,751	(9,834)
TOTAL ADMIN OPERATING	52,724	65,263	(12,539)	568,237	597,954	(29,717)
CAPITAL PROVIDED BY OPERATIONS	2,276	(1,706)	3,982	(6,428)	(30,241)	23,813
Amortization	1,040	1,036	4	9,359	9,324	35
Depreciation	264	700	(436)	2,854	6,300	(3,446)
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	\$ 972	\$ (3,442)	4,414	(18,641)	(45,865)	27,224
(DECREASE)						