

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, 2014

(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	\$ 45,655	\$ 48,500	(2,845)	421,291	442,565	(21,274)
Support a Membership	0	0	0	64	0	64
Subscriptions	502	800	(298)	6,714	7,950	(1,236)
Chapter Rebates	(724)	(1,100)	376	(6,057)	(6,860)	803
Credit Card Fees	(877)	(550)	(327)	(7,392)	(6,400)	(992)
Postage	(2,244)	(1,000)	(1,244)	(11,814)	(9,900)	(1,914)
Printing	0	(1,000)	1,000	(3,824)	(7,850)	4,026
Promotional Items	0	0	0	(17)	0	(17)
Supplies	(48)	(500)	452	(5,807)	(7,225)	1,418
Dues & Subscriptions Net Revenue	42,264	45,150	(2,886)	393,158	412,280	(19,122)
Convention						
Revenues	0	0	0	96,684	115,145	(18,461)
Expenses	0	0	0	(80,283)	(98,850)	18,567
Convention Net Revenue	0	0	0	16,401	16,295	106
Magazine Advertising						
Classified	282	1,000	(718)	11,030	13,243	(2,213)
Display Advertising	7,842	8,313	(471)	62,540	70,322	(7,782)
Credit Card Fees	(254)	(350)	96	(2,881)	(2,880)	(1)
Supplies	0	(100)	100	(448)	(900)	452
Magazine Advertising Net Revenue	7,870	8,863	(993)	70,241	79,785	(9,544)
Eagle Fund and Foundation Contributions						
Contributions - Eagle Fund	1,323	1,000	323	22,570	25,305	(2,735)
Contributions - Other	0	0	0	0	0	0
LCSB Donations	0	0	0	5,000	7,500	(2,500)
Transfer SSA Assets to Foundation	0	0	0	(90,000)	0	(90,000)
Foundation Distributions-Gen Endowment	0	0	0	0	0	0
Foundation Distributions-Life Member Fund	0	0	0	0	0	0
Foundation Distributions-Kunda Reserve	0	5,535	(5,535)	0	45,250	(45,250)
Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(413)	(20)	(393)	(2,664)	(152)	(2,512)
Contributions Net of Expense	910	6,515	(5,605)	(65,094)	77,903	(142,997)

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Merchandise Income						
Merchandise Sales	3,122	3,000	122	35,318	29,933	5,385
Shipping and Handling Revenue	903	800	103	8,064	7,500	564
Postage	(689)	(450)	(239)	(6,089)	(6,257)	168
Shipping and Handling Charges	0	(25)	25	(622)	(437)	(185)
Cost of Goods Sold	(1,030)	(1,000)	(30)	(14,268)	(12,703)	(1,565)
Credit Card Fees	(234)	(250)	16	(2,406)	(3,973)	1,567
Kolstad Proceeds - DVD	(20)	(20)	0	(51)	(534)	483
Cross Country Soaring - Royalties	0	(5)	5	(101)	(118)	17
Supplies	(79)	(50)	(29)	(2,257)	(2,161)	(96)
Event Travel	0	0	0	0	(1,380)	1,380
Merchandise Net Revenue	1,973	2,000	(27)	17,588	9,870	7,718
Fast Program						
FAST Sales	2,773	5,898	(3,125)	24,980	33,414	(8,434)
FAST Cost of Goods Sold	(424)	(612)	188	(3,343)	(4,179)	836
Postage, Shipping and Handling Charges	(338)	0	(338)	(1,500)	0	(1,500)
FAST Credit Card Fees	(143)	0	(143)	(1,110)	0	(1,110)
FAST Redemptions	(2,773)	(3,130)	357	(15,781)	(16,935)	1,154
Fast Program Net Revenue	(905)	2,156	(3,061)	3,246	12,300	(9,054)
Miscellaneous Revenue						
Sanction Fees Collected	2,805	50	2,755	19,925	32,520	(12,595)
Sanction Fees Paid to US Team	(1,480)	(90)	(1,390)	(4,580)	(8,405)	3,825
Contest ID Registrations	150	0	150	1,370	0	1,370
Interest	6	1	5	310	3	307
Miscellaneous	(855)	70	(925)	(581)	652	(1,233)
Miscellaneous Net Revenue	626	31	595	16,444	24,770	(8,326)
TOTAL NET OPS REVENUES	\$ 52,738	\$ 64,715	(11,977)	451,984	633,203	(181,219)

ADMINISTRATIVE OPERATING EXPENSES

Compensation						
Wages	20,272	19,951	321	179,492	179,938	(446)
Insurance - Health & Dental	5,334	5,780	(446)	52,412	51,938	474

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Payroll Taxes	1,415	2,035	(620)	14,839	18,394	(3,555)
Contract Labor	10,235	7,315	2,920	70,950	68,305	2,645
Compensation, Benefits and Taxes	37,256	35,081	2,175	317,693	318,575	(882)
General Administration Expenses						
Advertising	0	0	0	1,566	0	1,566
Bad Debts Expense	0	0	0	0	1,704	(1,704)
Badge and Records	0	0	0	580	600	(20)
Bank Charges	74	120	(46)	837	1,018	(181)
Computer Communications	566	557	9	5,016	5,013	3
Computer Maintenance	119	250	(131)	1,770	2,044	(274)
Computer Service	272	100	172	4,567	1,713	2,854
Computer Website Maintenance	456	0	456	456	0	456
Contest Expenses	689	500	189	2,650	4,000	(1,350)
Credit Card Fees	4	30	(26)	314	182	132
Education	0	500	(500)	199	756	(557)
Engraving	45	75	(30)	597	300	297
Equipment Rental & Maintenance	1,242	1,500	(258)	23,799	19,411	4,388
SSA Member Committee Expenditures	2,982	5,535	(2,553)	15,275	60,980	(45,705)
Insurance-Other & Work Comp	1,519	1,300	219	15,126	10,300	4,826
Magazine - Postage	5,188	5,340	(152)	47,918	47,520	398
Magazine - Printing	7,625	7,900	(275)	68,916	71,250	(2,334)
Maintenance - Building and Grounds	1,305	1,300	5	12,573	12,184	389
Meeting Support	21	175	(154)	3,453	5,598	(2,145)
NAA Dues	(1,946)	0	(1,946)	5,328	7,500	(2,172)
Permits & Licenses	0	0	0	20	30	(10)
Postage	715	225	490	5,692	6,365	(673)
Printing	0	20	(20)	828	315	513
Professional Dues	0	0	0	1,352	1,215	137
Professional Services	6	5,000	(4,994)	126	37,120	(36,994)
Supplies	603	275	328	4,866	2,756	2,110
Taxes - Miscellaneous	50	0	50	50	0	50
Telecommunications	771	800	(29)	7,446	7,159	287
Travel - All SSA Staff	809	50	759	6,538	6,847	(309)
Trophies/Awards	0	0	0	544	1,400	(856)
Utilities	682	600	82	5,432	5,573	(141)
WinScore Charges	0	0	0	900	900	0
Miscellaneous Expenses	0	0	0	203	0	203
Total Administrative Expenses	23,797	32,152	(8,355)	244,937	321,753	(76,816)

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TOTAL ADMIN EXPENSES	61,053	67,233	(6,180)	562,630	640,328	(77,698)
CAPITAL PROVIDED BY OPERATIONS	(8,315)	(2,518)	(5,797)	(110,646)	(7,125)	(103,521)
Amortization	1,036	1,035	1	9,320	9,321	(1)
Depreciation	543	474	69	5,996	4,131	1,865
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	\$ (9,894)	\$ (4,027)	(5,867)	(125,962)	(20,577)	(105,385)
(DECREASE)						