

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 April 30, 2018
(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	\$ 49,854	\$ 49,210	644	203,274	191,833	11,441
Life Member Fund Distribution	0	0	0	0	2,138	(2,138)
Subscriptions	777	739	38	3,062	2,534	528
New Member Rebates	(20)	(227)	207	(612)	(724)	112
Chapter Rebates	(300)	(1,153)	853	(2,248)	(2,654)	406
Credit Card Fees	(477)	(411)	(66)	(1,471)	(1,627)	156
Postage	807	(2,319)	3,126	(3,059)	(6,595)	3,536
Printing	0	(50)	50	0	(210)	210
Promotional Items	0	0	0	(757)	0	(757)
Supplies	(195)	(715)	520	(5,160)	(2,050)	(3,110)
Dues & Subscriptions Net Revenue	50,446	45,074	5,372	193,029	182,645	10,384
Convention - Reno 2018						
Revenue	(4,586)	0	(4,586)	109,509	109,400	109
Expenses	(48,129)	0	(48,129)	(84,582)	(93,000)	8,418
Convention Net Revenue	(52,715)	0	(52,715)	24,927	16,400	8,527
Magazine Advertising						
Classified	2,066	1,941	125	3,726	4,373	(647)
Display Advertising	6,268	7,300	(1,032)	25,727	29,510	(3,783)
Credit Card Fees	(118)	(145)	27	(488)	(598)	110
Supplies	(50)	(50)	0	(468)	(262)	(206)
Magazine Advertising Net Revenue	8,166	9,046	(880)	28,497	33,023	(4,526)
Eagle Fund and Contributions						
Contributions - Eagle Fund	2,642	2,292	350	14,821	12,281	2,540
Contributions - Other	(4,760)	0	(4,760)	2,205	0	2,205
LCSB Donations	0	0	0	3,000	5,000	(2,000)
Transfer SSA Assets to Foundation	0	0	0	(100,000)	0	(100,000)
Foundation Distributions-Gen Endowment	0	4,500	(4,500)	0	11,827	(11,827)
Foundation Distributions-Kunda Reserve	0	11,895	(11,895)	0	36,080	(36,080)
Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(563)	(10)	(553)	(1,415)	(80)	(1,335)
Contributions Net of Expense	(2,681)	18,677	(21,358)	(81,389)	65,108	(146,497)

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 April 30, 2018

(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
Merchandise Income						
Merchandise Sales	1,407	2,845	(1,438)	15,411	16,019	(608)
Shipping and Handling Revenue	545	918	(373)	3,186	3,610	(424)
Postage	(530)	(319)	(211)	(2,347)	(2,537)	190
Shipping and Handling Charges	(34)	(282)	248	(192)	(343)	151
Cost of Goods Sold	(400)	(1,087)	687	(5,939)	(5,457)	(482)
Credit Card Fees	(85)	(80)	(5)	(582)	(419)	(163)
Kolstad Proceeds - DVD	0	0	0	(358)	(60)	(298)
Cross Country Soaring - Royalties	0	0	0	0	0	0
Supplies	(20)	(340)	320	(319)	(543)	224
Event Travel	0	0	0	(840)	(600)	(240)
	<u>883</u>	<u>1,655</u>	<u>(772)</u>	<u>8,020</u>	<u>9,670</u>	<u>(1,650)</u>
Merchandise Net Revenue	883	1,655	(772)	8,020	9,670	(1,650)
Fast Program						
FAST Sales	1,178	2,985	(1,807)	3,271	7,805	(4,534)
FAST Cost of Goods Sold	(388)	(388)	0	(1,695)	(892)	(803)
Postage, Shipping and Handling Charges	(266)	(265)	(1)	(1,159)	(610)	(549)
FAST Credit Card Fees	(53)	(43)	(10)	(180)	(138)	(42)
FAST Redemptions	(978)	(1,521)	543	(2,115)	(3,318)	1,203
	<u>(507)</u>	<u>768</u>	<u>(1,275)</u>	<u>(1,878)</u>	<u>2,847</u>	<u>(4,725)</u>
Fast Program Net Revenue	(507)	768	(1,275)	(1,878)	2,847	(4,725)
Contest Revenue						
Sanction Fees Collected	(150)	0	(150)	2,670	0	2,670
Sanction Fees Paid to US Team	0	0	0	0	0	0
JR/XC Rebates	(217)	0	(217)	1,418	0	1,418
Contribution by RC to JR/XC Rebates	0	0	0	0	3,038	(3,038)
SSA Contest Expenses-Hard Costs Only	(494)	(380)	(114)	(668)	(2,330)	1,662
	<u>(861)</u>	<u>(380)</u>	<u>(481)</u>	<u>3,420</u>	<u>708</u>	<u>2,712</u>
Contest Net Revenue	(861)	(380)	(481)	3,420	708	2,712
Miscellaneous Revenue						
Contest ID Registrations	250	250	0	800	550	250
Interest	1	0	1	4	0	4
Miscellaneous	320	20	300	320	88	232
	<u>571</u>	<u>270</u>	<u>301</u>	<u>1,124</u>	<u>638</u>	<u>486</u>
Miscellaneous Net Revenue	571	270	301	1,124	638	486

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 April 30, 2018
(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
TOTAL NET OPS REVENUES	\$ 3,302	\$ 75,110	(71,808)	175,750	311,039	(135,289)
OPERATING EXPENSES						
Compensation						
Wages	20,623	22,982	(2,359)	85,996	89,408	(3,412)
Insurance - Health & Dental	3,919	3,896	23	15,661	15,584	77
Payroll Taxes	1,549	1,848	(299)	6,459	7,162	(703)
Contract Labor	7,248	8,148	(900)	28,749	34,092	(5,343)
Compensation, Benefits and Taxes	33,339	36,874	(3,535)	136,865	146,246	(9,381)
Programs and Marketing Expense						
Advertising and Marketing	0	500	(500)	0	500	(500)
Airshow - Oshkosh	1,068	0	1,068	1,068	5,000	(3,932)
Airshow - Sun N Fun	0	5,000	(5,000)	0	5,000	(5,000)
Growth & Promotion Committee	1,360	2,500	(1,140)	4,732	10,000	(5,268)
Youth Committee Expenses	0	0	0	(10)	0	(10)
Planned Giving Initiative Exp	0	3,895	(3,895)	0	15,580	(15,580)
SSA HQ - Promotion of Soaring	292	250	42	489	250	239
Programs and Marketing Expenses	2,720	12,145	(9,425)	6,279	36,330	(30,051)
General Administration Expenses						
Bad Debts Expense	0	0	0	0	0	0
Badge and Records	0	597	(597)	717	597	120
Bank Charges	59	58	1	236	247	(11)
Computer and IT Expenses	1,042	1,858	(816)	9,879	7,011	2,868
Credit Card Fees	82	4	78	160	63	97
Education	0	250	(250)	0	250	(250)
Equipment Rental & Maintenance	3,617	4,393	(776)	12,044	11,953	91
Insurance-Other & Work Comp	16	539	(523)	4,541	5,008	(467)
Magazine - Postage	5,052	4,500	552	22,166	18,967	3,199
Magazine - Printing	7,529	7,204	325	31,093	29,010	2,083
Maintenance - Building and Grounds	1,404	1,633	(229)	6,033	7,351	(1,318)
Meeting Support	537	315	222	1,946	2,423	(477)
NAA Dues	0	0	0	11,200	12,200	(1,000)
NAA Dues - US Team 30% Portion	0	0	0	(3,360)	(3,660)	300
Permits & Licenses	0	10	(10)	40	175	(135)
Postage	616	133	483	1,704	996	708

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 April 30, 2018
(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
Printing	0	20	(20)	100	260	(160)
Professional Dues	190	0	190	790	600	190
Professional Services	0	0	0	64	0	64
Supplies	506	270	236	2,667	2,755	(88)
Taxes - Miscellaneous	0	0	0	75	0	75
Telecommunications	818	798	20	3,179	3,224	(45)
Travel - All SSA Staff	0	0	0	546	1,084	(538)
Trophies/Awards	151	0	151	1,696	0	1,696
Utilities	261	450	(189)	1,670	1,895	(225)
Miscellaneous Expenses	4	20	(16)	1,169	80	1,089
Total Administrative Expenses	21,884	23,052	(1,168)	110,355	102,489	7,866
TOTAL ADMIN OPERATING	57,943	72,071	(14,128)	253,499	285,065	(31,566)
CAPITAL PROVIDED BY OPERATIONS	(54,641)	3,039	(57,680)	(77,749)	25,974	(103,723)
Amortization	1,040	700	340	4,159	2,800	1,359
Depreciation	416	1,036	(620)	1,480	4,144	(2,664)
NET CAPITAL INCREASE	\$ (56,097)	\$ 1,303	(57,400)	(83,388)	19,030	(102,418)
(DECREASE)						