

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 June 30, 2016
(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	\$ 48,062	\$ 46,725	1,337	292,563	272,528	20,035
Subscriptions	972	900	72	3,900	4,350	(450)
Chapter Rebates	(1,378)	(1,075)	(303)	(4,968)	(4,389)	(579)
Credit Card Fees	(461)	(450)	(11)	(2,435)	(4,925)	2,490
Postage	(2,203)	(700)	(1,503)	(9,051)	(9,950)	899
Printing	0	0	0	(102)	(1,750)	1,648
Promotional Items	0	0	0	(1,448)	0	(1,448)
Supplies	(56)	(250)	194	(2,277)	(2,375)	98
Dues & Subscriptions Net Revenue	44,936	45,150	(214)	276,182	253,489	22,693
Convention - Greenville 2016						
Revenue	0	0	0	102,583	128,850	(26,267)
Expenses	0	0	0	(81,226)	(106,400)	25,174
Convention Net Revenue	0	0	0	21,357	22,450	(1,093)
Magazine Advertising						
Classified	310	225	85	5,305	6,400	(1,095)
Display Advertising	7,078	5,800	1,278	42,024	42,150	(126)
Credit Card Fees	(147)	(130)	(17)	(816)	(1,760)	944
Supplies	0	(200)	200	(90)	(440)	350
Magazine Advertising Net Revenue	7,241	5,695	1,546	46,423	46,350	73
Eagle Fund and Foundation Contributions						
Contributions - Eagle Fund	2,756	1,500	1,256	12,081	20,250	(8,169)
Contributions - Other	1,080	0	1,080	6,080	0	6,080
Contributions - L-13 Show Glider Project	0	0	0	0	0	0
LCSB Donations	0	0	0	4,000	0	4,000
Transfer SSA Assets to Foundation	0	0	0	0	0	0
Foundation Distributions-Gen Endowment	2,500	2,500	0	12,000	12,000	0
Foundation Distributions-Life Member Fund	2,138	2,138	0	4,276	4,276	0
Foundation Distributions-Kunda Reserve	0	13,000	(13,000)	0	30,000	(30,000)
Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(13)	(50)	37	(85)	(300)	215
Contributions Net of Expense	8,461	19,088	(10,627)	38,352	66,226	(27,874)

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Merchandise Income						
Merchandise Sales	2,291	6,500	(4,209)	27,312	21,650	5,662
Shipping and Handling Revenue	1,268	1,360	(92)	5,529	5,410	119
Postage	(492)	(1,000)	508	(5,256)	(4,600)	(656)
Shipping and Handling Charges	0	(25)	25	(139)	(175)	36
Cost of Goods Sold	(1,114)	(2,500)	1,386	(12,024)	(7,275)	(4,749)
Credit Card Fees	(119)	(500)	381	(1,039)	(1,625)	586
Kolstad Proceeds - DVD	0	(160)	160	0	(280)	280
Cross Country Soaring - Royalties	0	(2)	2	0	(86)	86
Supplies	0	(200)	200	(1,371)	(1,470)	99
Event Travel	0	0	0	(1,527)	0	(1,527)
Merchandise Net Revenue	1,834	3,473	(1,639)	11,485	11,549	(64)
Fast Program						
FAST Sales	5,331	7,475	(2,144)	14,998	20,580	(5,582)
FAST Cost of Goods Sold	(659)	(1,050)	391	(1,766)	(2,625)	859
Postage, Shipping and Handling Charges	(451)	(700)	249	(1,208)	(1,675)	467
FAST Credit Card Fees	(78)	(125)	47	(266)	(640)	374
FAST Redemptions	(1,881)	(2,400)	519	(5,861)	(6,763)	902
Fast Program Net Revenue	2,262	3,200	(938)	5,897	8,877	(2,980)
Contest Revenue						
Sanction Fees Collected	6,585	4,230	2,355	9,480	9,270	210
Sanction Fees Paid to US Team	0	(450)	450	0	(1,570)	1,570
JR/XC Rebates	(662)	(800)	138	(1,202)	(1,800)	598
Contribution by RC to JR/XC Rebates	0	2,205	(2,205)	0	2,205	(2,205)
SSA Contest Expenses-Hard Costs Only	(56)	(150)	94	(1,399)	(1,750)	351
Contest Net Revenue	5,867	5,035	832	6,879	6,355	524
Miscellaneous Revenue						
Contest ID Registrations	150	225	(75)	1,125	1,000	125
Interest	1	0	1	4	0	4
Miscellaneous	120	10	110	240	200	40
Miscellaneous Net Revenue	271	235	36	1,369	1,200	169

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TOTAL NET OPS REVENUES	\$ 70,872	\$ 81,876	(11,004)	407,944	416,496	(8,552)
OPERATING EXPENSES						
Compensation						
Wages	20,841	20,765	76	115,560	125,276	(9,716)
Insurance - Health & Dental	3,594	4,565	(971)	22,070	27,390	(5,320)
Payroll Taxes	1,489	1,958	(469)	9,134	11,842	(2,708)
Contract Labor	7,212	7,170	42	44,207	43,020	1,187
Compensation, Benefits and Taxes	33,136	34,458	(1,322)	190,971	207,528	(16,557)
Programs and Marketing Expense						
Advertising and Marketing	0	0	0	0	1,000	(1,000)
Airshows - Miscellaneous	0	1,500	(1,500)	0	2,000	(2,000)
Airshow - Oshkosh	0	0	0	1,793	5,000	(3,207)
Airshow - Sun N Fun	0	0	0	0	5,000	(5,000)
L-13 Show Glider Project	0	0	0	0	5,000	(5,000)
Growth & Promotion Committee	0	0	0	221	1,500	(1,279)
SSA HQ - Promotion of Soaring	0	100	(100)	136	300	(164)
Programs and Marketing Expenses	0	1,600	(1,600)	2,150	19,800	(17,650)
General Administration Expenses						
Bad Debts Expense	0	0	0	479	0	479
Badge and Records	0	50	(50)	583	490	93
Bank Charges	55	80	(25)	774	495	279
Computer and IT Expenses	1,711	1,000	711	9,083	8,520	563
Credit Card Fees	10	30	(20)	84	180	(96)
Education	0	0	0	199	250	(51)
Equipment Rental & Maintenance	4,631	1,500	3,131	19,490	14,900	4,590
Insurance-Other & Work Comp	548	450	98	7,079	8,828	(1,749)
Magazine - Postage	5,467	5,100	367	31,139	30,600	539
Magazine - Printing	7,444	7,600	(156)	45,036	45,600	(564)
Maintenance - Building and Grounds	1,804	11,500	(9,696)	12,335	23,250	(10,915)
Meeting Support	236	0	236	3,511	4,300	(789)
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	10	(10)	195	75	120
Postage	690	475	215	2,349	2,180	169

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Printing	0	20	(20)	344	375	(31)
Professional Dues	0	155	(155)	841	755	86
Professional Services	0	0	0	0	120	(120)
Supplies	170	700	(530)	2,324	2,220	104
Taxes - Miscellaneous	0	0	0	0	0	0
Telecommunications	808	775	33	4,887	4,675	212
Travel - All SSA Staff	0	925	(925)	3,486	925	2,561
Trophies/Awards	0	0	0	0	0	0
Utilities	379	550	(171)	2,259	2,950	(691)
Miscellaneous Expenses	0	20	(20)	1,567	120	1,447
Total Administrative Expenses	23,953	30,940	(6,987)	155,674	160,348	(4,674)
TOTAL ADMIN OPERATING	57,089	66,998	(9,909)	348,795	387,676	(38,881)
CAPITAL PROVIDED BY OPERATIONS	13,783	14,878	(1,095)	59,149	28,820	30,329
Amortization	1,036	1,036	0	6,213	6,216	(3)
Depreciation	333	700	(367)	1,997	4,200	(2,203)
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	\$ 12,414	\$ 13,142	(728)	50,939	18,404	32,535
(DECREASE)						