

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 March 31, 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	\$ 51,277	\$ 47,607	3,670	153,420	142,623	10,797
Subscriptions	884	864	20	2,285	1,795	490
New Member Rebates	(314)	(96)	(218)	(592)	(497)	(95)
Chapter Rebates	(881)	(257)	(624)	(1,948)	(1,501)	(447)
Credit Card Fees	(309)	(408)	99	(994)	(1,216)	222
Postage	(2,359)	(2,376)	17	(3,866)	(4,276)	410
Printing	0	(40)	40	0	(160)	160
Promotional Items	0	0	0	(757)	0	(757)
Supplies	(287)	(740)	453	(4,965)	(1,335)	(3,630)
Dues & Subscriptions Net Revenue	48,011	44,554	3,457	142,583	135,433	7,150
Convention - Reno 2018						
Revenue	114,095	109,400	4,695	114,095	109,400	4,695
Expenses	(36,453)	(93,000)	56,547	(36,453)	(93,000)	56,547
Convention Net Revenue	77,642	16,400	61,242	77,642	16,400	61,242
Magazine Advertising						
Classified	546	332	214	1,661	2,432	(771)
Display Advertising	6,345	8,008	(1,663)	19,461	22,210	(2,749)
Credit Card Fees	(72)	(114)	42	(370)	(453)	83
Supplies	(418)	(50)	(368)	(418)	(212)	(206)
Magazine Advertising Net Revenue	6,401	8,176	(1,775)	20,334	23,977	(3,643)
Eagle Fund and Contributions						
Contributions - Eagle Fund	6,110	1,709	4,401	12,179	9,989	2,190
Contributions - Other	2,635	0	2,635	6,965	0	6,965
Contributions - L-13 Show Glider Project	0	0	0	0	0	0
LCSB Donations	3,000	5,000	(2,000)	3,000	5,000	(2,000)
Transfer SSA Assets to Foundation	0	0	0	(100,000)	0	(100,000)
Foundation Distributions-Gen Endowment	0	2,500	(2,500)	0	7,327	(7,327)
Foundation Distributions-Life Member Fund	0	2,138	(2,138)	0	2,138	(2,138)
Foundation Distributions-Kunda Reserve	0	6,395	(6,395)	0	24,185	(24,185)
Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(198)	(20)	(178)	(851)	(70)	(781)

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 March 31, 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
Contributions Net of Expense	11,547	17,722	(6,175)	(78,707)	48,569	(127,276)
Merchandise Income						
Merchandise Sales	8,642	6,644	1,998	14,004	13,174	830
Shipping and Handling Revenue	780	923	(143)	2,641	2,692	(51)
Postage	(343)	(439)	96	(1,817)	(2,218)	401
Shipping and Handling Charges	0	(61)	61	(158)	(61)	(97)
Cost of Goods Sold	(3,857)	(2,315)	(1,542)	(5,538)	(4,370)	(1,168)
Credit Card Fees	(272)	(93)	(179)	(497)	(339)	(158)
Kolstad Proceeds - DVD	280	0	280	(358)	(60)	(298)
Cross Country Soaring - Royalties	0	0	0	0	0	0
Supplies	(57)	(70)	13	(300)	(203)	(97)
Event Travel	0	0	0	(840)	(600)	(240)
Merchandise Net Revenue	5,173	4,589	584	7,137	8,015	(878)
Fast Program						
FAST Sales	320	2,596	(2,276)	2,093	4,820	(2,727)
FAST Cost of Goods Sold	(506)	(317)	(189)	(1,306)	(504)	(802)
Postage, Shipping and Handling Charges	(346)	(217)	(129)	(894)	(345)	(549)
FAST Credit Card Fees	(45)	(39)	(6)	(127)	(95)	(32)
FAST Redemptions	(230)	(1,539)	1,309	(1,137)	(1,797)	660
Fast Program Net Revenue	(807)	484	(1,291)	(1,371)	2,079	(3,450)
Contest Revenue						
Sanction Fees Collected	2,720	0	2,720	2,820	0	2,820
Sanction Fees Paid to US Team	0	0	0	0	0	0
JR/XC Rebates	1,795	0	1,795	1,635	0	1,635
Contribution by RC to JR/XC Rebates	0	3,038	(3,038)	0	3,038	(3,038)
SSA Contest Expenses-Hard Costs Only	(112)	(50)	(62)	(174)	(1,950)	1,776
Contest Net Revenue	4,403	2,988	1,415	4,281	1,088	3,193
Miscellaneous Revenue						
Contest ID Registrations	200	75	125	550	300	250
Interest	1	0	1	3	0	3
Miscellaneous	0	0	0	0	68	(68)
Miscellaneous Net Revenue	201	75	126	553	368	185

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 March 31, 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	\$ 152,571	\$ 94,988	57,583	172,452	235,929	(63,477)
OPERATING EXPENSES						
Compensation						
Wages	22,880	23,748	(868)	65,373	66,426	(1,053)
Insurance - Health & Dental	3,919	3,896	23	11,744	11,688	56
Payroll Taxes	1,667	1,895	(228)	4,910	5,314	(404)
Contract Labor	7,250	9,648	(2,398)	21,502	25,944	(4,442)
Compensation, Benefits and Taxes	35,716	39,187	(3,471)	103,529	109,372	(5,843)
Programs and Marketing Expense						
Advertising and Marketing	0	0	0	0	0	0
Airshow - Oshkosh	0	0	0	0	5,000	(5,000)
Growth & Promotion Committee	3,372	2,500	872	3,372	7,500	(4,128)
Youth Committee Expenses	166	0	166	(10)	0	(10)
Planned Giving Initiative Exp	0	3,895	(3,895)	0	11,685	(11,685)
SSA HQ - Promotion of Soaring	81	0	81	197	0	197
Programs and Marketing Expenses	3,619	6,395	(2,776)	3,559	24,185	(20,626)
General Administration Expenses						
Bad Debts Expense	0	0	0	0	0	0
Badge and Records	0	0	0	717	0	717
Bank Charges	49	54	(5)	177	189	(12)
Computer and IT Expenses	5,628	1,988	3,640	8,836	5,153	3,683
Credit Card Fees	32	2	30	78	59	19
Education	0	0	0	0	0	0
Equipment Rental & Maintenance	3,931	1,581	2,350	8,427	7,560	867
Insurance-Other & Work Comp	4,049	3,379	670	4,525	4,469	56
Magazine - Postage	4,527	4,655	(128)	17,114	14,467	2,647
Magazine - Printing	8,632	7,211	1,421	23,564	21,806	1,758
Maintenance - Building and Grounds	1,650	2,252	(602)	4,629	5,718	(1,089)
Meeting Support	808	1,983	(1,175)	1,409	2,108	(699)
NAA Dues	11,200	12,200	(1,000)	11,200	12,200	(1,000)
NAA Dues - US Team 30% Portion	(3,360)	(3,660)	300	(3,360)	(3,660)	300
Permits & Licenses	40	120	(80)	40	165	(125)
Postage	312	212	100	1,089	863	226

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 March 31, 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	240	(140)
Professional Dues	600	75	525	600	600	0
Professional Services	120	0	120	64	0	64
Supplies	635	1,513	(878)	2,162	2,485	(323)
Taxes - Miscellaneous	50	0	50	75	0	75
Telecommunications	826	797	29	2,361	2,426	(65)
Travel - All SSA Staff	0	572	(572)	546	1,084	(538)
Trophies/Awards	195	0	195	1,544	0	1,544
Utilities	429	549	(120)	1,409	1,445	(36)
Miscellaneous Expenses	1,161	20	1,141	1,165	60	1,105
Total Administrative Expenses	41,514	35,523	5,991	88,471	79,437	9,034
TOTAL ADMIN OPERATING	80,849	81,105	(256)	195,559	212,994	(17,435)
CAPITAL PROVIDED BY OPERATIONS	71,722	13,883	57,839	(23,107)	22,935	(46,042)
Amortization	1,040	700	340	3,120	2,100	1,020
Depreciation	416	1,036	(620)	1,064	3,108	(2,044)
NET CAPITAL INCREASE	\$ 70,266	\$ 12,147	58,119	(27,291)	17,727	(45,018)
(DECREASE)						