

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 May 31, 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	\$ 49,246	\$ 47,452	1,794	243,567	240,046	3,521
Subscriptions	628	290	338	3,162	3,043	119
New Member Rebates	(15)	(125)	110	(749)	(1,210)	461
Chapter Rebates	(76)	(371)	295	(2,764)	(3,227)	463
Refunds	(72)	0	(72)	(72)	0	(72)
Credit Card Fees	(548)	(500)	(48)	(2,169)	(1,925)	(244)
Postage	(2,532)	(1,750)	(782)	(5,992)	(7,550)	1,558
Printing	0	0	0	(134)	(100)	(34)
Promo - Membership Kits	(1,518)	0	(1,518)	(1,518)	0	(1,518)
Promotional Items	(1,127)	0	(1,127)	(1,127)	0	(1,127)
Supplies	(1,278)	(100)	(1,178)	(3,069)	(2,150)	(919)
Dues & Subscriptions Net Revenue	42,708	44,896	(2,188)	229,135	226,927	2,208
Convention - Reno 2018						
Revenue	0	0	0	0	0	0
Expenses	0	0	0	0	0	0
Convention Net Revenue	0	0	0	0	0	0
Magazine Advertising						
Classified	561	375	186	5,376	5,025	351
Display Advertising	6,726	8,226	(1,500)	37,973	33,906	4,067
Credit Card Fees	(149)	(200)	51	(748)	(658)	(90)
Supplies	0	(50)	50	(113)	(300)	187
Magazine Advertising Net Revenue	7,138	8,351	(1,213)	42,488	37,973	4,515
Eagle Fund and Foundation Contributions						
Contributions - Eagle Fund	2,385	1,350	1,035	14,667	9,225	5,442
Contributions - Other	0	0	0	0	0	0
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	2,500	(2,500)	0	9,500	(9,500)
Foundation Distributions-Life Member Fund	0	0	0	2,137	2,138	(1)
Foundation Distributions-Kunda Reserve	0	0	0	0	0	0
Foundation Distributions-Other Funds	0	0	0	0	0	0

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 May 31, 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
Eagle Fund Expenses	(7)	(10)	3	(90)	(75)	(15)
Contributions Net of Expense	2,378	3,840	(1,462)	16,714	20,788	(4,074)
Merchandise Income						
Merchandise Sales	3,263	3,600	(337)	15,300	16,925	(1,625)
Shipping and Handling Revenue	1,006	1,000	6	4,513	4,000	513
Postage	(597)	(470)	(127)	(3,136)	(4,770)	1,634
Shipping and Handling Charges	(468)	(15)	(453)	(559)	(120)	(439)
Cost of Goods Sold	(1,146)	(1,000)	(146)	(5,096)	(5,200)	104
Credit Card Fees	(112)	(175)	63	(532)	(925)	393
Kolstad Proceeds - DVD	0	(20)	20	(60)	(100)	40
Cross Country Soaring - Royalties	0	(5)	5	0	(40)	40
Supplies	0	(458)	458	(406)	(1,772)	1,366
Merchandise Net Revenue	1,946	2,457	(511)	10,024	7,998	2,026
Fast Program						
FAST Sales	3,452	2,850	602	11,257	9,650	1,607
FAST Cost of Goods Sold	(435)	(425)	(10)	(1,330)	(1,125)	(205)
Postage, Shipping and Handling Charges	(298)	(275)	(23)	(910)	(735)	(175)
FAST Credit Card Fees	(92)	(45)	(47)	(233)	(185)	(48)
FAST Redemptions	(1,383)	(650)	(733)	(4,701)	(3,940)	(761)
Fast Program Net Revenue	1,244	1,455	(211)	4,083	3,665	418
Contest Revenue						
Sanction Fees Collected	2,925	2,610	315	5,130	5,355	(225)
Sanction Fees Paid to US Team	0	(580)	580	0	(1,190)	1,190
JR/XC Rebates	0	(500)	500	0	(1,000)	1,000
Contribution by RC to JR/XC Rebates	0	0	0	0	0	0
SSA Contest Expenses-Hard Costs Only	(900)	(1,000)	100	(1,973)	(1,550)	(423)
Contest Net Revenue	2,025	530	1,495	3,157	1,615	1,542
Miscellaneous Revenue						
Contest ID Registrations	225	175	50	1,325	775	550
Interest	0	0	0	1	0	1
Miscellaneous	160	70	90	160	190	(30)
Miscellaneous Net Revenue	385	245	140	1,486	965	521

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 May 31, 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
	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>
TOTAL NET OPS REVENUES	\$ 57,824	\$ 61,774	(3,950)	307,087	299,931	7,156
OPERATING EXPENSES						
Compensation						
Wages	21,285	21,582	(297)	101,966	105,125	(3,159)
Insurance - Health & Dental	3,718	4,515	(797)	18,803	22,575	(3,772)
Payroll Taxes	1,448	1,722	(274)	7,496	8,416	(920)
Contract Labor	7,005	7,306	(301)	35,028	36,530	(1,502)
Compensation, Benefits and Taxes	33,456	35,125	(1,669)	163,293	172,646	(9,353)
Programs and Marketing Expense						
Advertising and Marketing	0	0	0	0	1,000	(1,000)
Airshows - Miscellaneous	0	500	(500)	0	500	(500)
Airshow - Oshkosh	0	0	0	1,068	2,000	(932)
Airshow - Sun N Fun	153	0	153	2,543	5,000	(2,457)
Growth & Promotion Committee	1,733	0	1,733	1,733	1,500	233
SSA HQ - Promotion of Soaring	18	250	(232)	594	500	94
Programs and Marketing Expenses	1,904	750	1,154	5,938	10,500	(4,562)
General Administration Expenses						
Bad Debts Expense	0	0	0	0	0	0
Badge and Records	903	0	903	1,500	580	920
Bank Charges	60	60	0	309	335	(26)
Computer and IT Expenses	1,775	1,274	501	10,167	9,185	982
Credit Card Fees	17	10	7	81	85	(4)
Education	0	0	0	199	250	(51)
Equipment Rental & Maintenance	1,125	1,750	(625)	13,080	16,375	(3,295)
Insurance-Other & Work Comp	2,905	3,550	(645)	7,913	8,435	(522)
Magazine - Postage	4,642	5,575	(933)	24,249	25,625	(1,376)
Magazine - Printing	7,210	7,500	(290)	36,221	37,500	(1,279)
Maintenance - Building and Grounds	1,565	1,550	15	9,346	9,200	146
Meeting Support	(54)	0	(54)	2,416	3,900	(1,484)
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	165	195	(30)
Postage	254	100	154	2,098	875	1,223

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 May 31, 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
Printing	0	20	(20)	215	415	(200)
Professional Dues	169	0	169	769	825	(56)
Professional Services	0	0	0	32	120	(88)
Supplies	300	500	(200)	3,756	1,320	2,436
Taxes - Miscellaneous	0	0	0	20	0	20
Telecommunications	800	825	(25)	4,025	4,100	(75)
Travel - All SSA Staff	613	0	613	1,698	2,000	(302)
Trophies/Awards	865	0	865	965	0	965
Utilities	398	400	(2)	2,105	2,375	(270)
Miscellaneous Expenses	(84)	20	(104)	28	100	(72)
Total Administrative Expenses	23,463	23,134	329	128,987	132,335	(3,348)
TOTAL ADMIN OPERATING	58,823	59,009	(186)	298,218	315,481	(17,263)
CAPITAL PROVIDED BY OPERATIONS	(999)	2,765	(3,764)	8,869	(15,550)	24,419
Amortization	1,040	1,036	4	5,199	5,180	19
Depreciation	264	700	(436)	1,797	3,500	(1,703)
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	\$ (2,303)	\$ 1,029	(3,332)	1,873	(24,230)	26,103
(DECREASE)						