

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 October 31, 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	\$ 44,399	\$ 48,500	(4,101)	465,626	491,065	(25,439)
Support a Membership	0	0	0	64	0	64
Subscriptions	305	800	(495)	7,019	8,750	(1,731)
Chapter Rebates	(775)	(225)	(550)	(6,832)	(7,085)	253
Credit Card Fees	(754)	(550)	(204)	(8,147)	(6,950)	(1,197)
Postage	(2,041)	(1,000)	(1,041)	(13,855)	(10,900)	(2,955)
Printing	0	(1,000)	1,000	(3,824)	(8,850)	5,026
Promotional Items	0	0	0	(17)	0	(17)
Supplies	(601)	(500)	(101)	(6,408)	(7,725)	1,317
Dues & Subscriptions Net Revenue	40,533	46,025	(5,492)	433,626	458,305	(24,679)
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	2,343	1,300	1,043	13,373	14,543	(1,170)
Display Advertising	6,111	7,313	(1,202)	68,651	77,635	(8,984)
Credit Card Fees	(455)	(350)	(105)	(3,337)	(3,230)	(107)
Supplies	(167)	(100)	(67)	(616)	(1,000)	384
Magazine Advertising Net Revenue	7,832	8,163	(331)	78,071	87,948	(9,877)
Eagle Fund and Foundation Contributions						
Contributions - Eagle Fund	1,297	1,000	297	23,867	26,305	(2,438)
Contributions - Eagle Fund Promo Glider	0	0	0	0	0	0
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	3,250	(3,250)	0	48,500	(48,500)
Foundation Distributions-Other Funds	0	0	0	0	0	0
Eagle Fund Expenses	(1,775)	(6,700)	4,925	(4,439)	(6,852)	2,413

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 October 31, 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
Contributions Net of Expense	(478)	(2,450)	1,972	(65,572)	75,453	(141,025)
Merchandise Income						
Merchandise Sales	7,499	5,000	2,499	41,889	34,933	6,956
Shipping and Handling Revenue	1,245	1,000	245	9,310	8,500	810
Postage	(557)	(450)	(107)	(6,646)	(6,707)	61
Shipping and Handling Charges	(47)	(25)	(22)	(669)	(462)	(207)
Cost of Goods Sold	(2,291)	(2,000)	(291)	(16,559)	(14,703)	(1,856)
Credit Card Fees	(351)	(250)	(101)	(2,758)	(4,223)	1,465
Kolstad Proceeds - DVD	(40)	(20)	(20)	(91)	(554)	463
Cross Country Soaring - Royalties	(2)	(5)	3	(103)	(123)	20
Supplies	(84)	(50)	(34)	(2,341)	(2,211)	(130)
Event Travel	0	0	0	0	(1,380)	1,380
Merchandise Net Revenue	5,372	3,200	2,172	22,032	13,070	8,962
Fast Program						
FAST Sales	2,348	5,898	(3,550)	27,328	39,312	(11,984)
FAST Cost of Goods Sold	(435)	(612)	177	(3,778)	(4,791)	1,013
Postage, Shipping and Handling Charges	(233)	0	(233)	(1,734)	0	(1,734)
FAST Credit Card Fees	(140)	0	(140)	(1,250)	0	(1,250)
FAST Redemptions	(2,348)	(3,130)	782	(18,129)	(20,065)	1,936
Fast Program Net Revenue	(808)	2,156	(2,964)	2,437	14,456	(12,019)
Miscellaneous Revenue						
Sanction Fees Collected	1,170	1,325	(155)	21,095	33,845	(12,750)
Sanction Fees Paid to US Team	0	(620)	620	(4,580)	(9,025)	4,445
Contest ID Registrations	50	0	50	1,420	0	1,420
Interest	4	0	4	314	3	311
Miscellaneous	20	60	(40)	(561)	712	(1,273)
Miscellaneous Net Revenue	1,244	765	479	17,688	25,535	(7,847)
TOTAL NET OPS REVENUES	\$ 53,695	\$ 57,859	(4,164)	504,683	691,062	(186,379)

ADMINISTRATIVE OPERATING EXPENSES

Compensation						
Wages	21,292	20,603	689	200,784	200,541	243

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 October 31, 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
Insurance - Health & Dental	5,713	5,781	(68)	58,127	57,719	408
Payroll Taxes	1,437	2,116	(679)	16,275	20,510	(4,235)
Contract Labor	5,135	7,315	(2,180)	76,085	75,620	465
Compensation, Benefits and Taxes	33,577	35,815	(2,238)	351,271	354,390	(3,119)
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	77	120	(43)	914	1,138	(224)
Computer Communications	1,136	557	579	6,153	5,570	583
Computer Maintenance	119	250	(131)	1,889	2,294	(405)
Computer Service	598	100	498	5,165	1,813	3,352
Computer Website Maintenance	0	0	0	456	0	456
Contest Expenses	815	0	815	3,465	4,000	(535)
Credit Card Fees	11	30	(19)	326	212	114
Education	0	0	0	199	756	(557)
Engraving	0	75	(75)	597	375	222
Equipment Rental & Maintenance	4,955	3,900	1,055	28,754	23,311	5,443
SSA Member Committee Expenditures	0	3,350	(3,350)	15,275	64,330	(49,055)
Insurance-Other & Work Comp	1,519	1,300	219	16,645	11,600	5,045
Magazine - Postage	5,233	5,340	(107)	53,151	52,860	291
Magazine - Printing	7,630	7,900	(270)	76,546	79,150	(2,604)
Maintenance - Building and Grounds	2,044	1,300	744	14,617	13,484	1,133
Meeting Support	1,918	4,300	(2,382)	5,371	9,898	(4,527)
NAA Dues	0	2,500	(2,500)	5,328	10,000	(4,672)
Permits & Licenses	0	0	0	20	30	(10)
Postage	449	180	269	6,141	6,545	(404)
Printing	56	20	36	884	335	549
Professional Dues	0	0	0	1,352	1,215	137
Professional Services	35,248	0	35,248	35,374	37,120	(1,746)
Supplies	219	75	144	5,085	2,831	2,254
Taxes - Miscellaneous	0	0	0	50	0	50
Telecommunications	862	800	62	8,308	7,959	349
Travel - All SSA Staff	627	2,400	(1,773)	7,165	9,247	(2,082)
Trophies/Awards	0	0	0	544	1,400	(856)
Utilities	486	600	(114)	5,917	6,173	(256)
WinScore Charges	0	0	0	900	900	0
Miscellaneous Expenses	0	0	0	203	0	203

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 October 31, 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
Total Administrative Expenses	64,002	35,097	28,905	308,940	356,850	(47,910)
TOTAL ADMIN EXPENSES	97,579	70,912	26,667	660,211	711,240	(51,029)
CAPITAL PROVIDED BY OPERATIONS	(43,884)	(13,053)	(30,831)	(155,528)	(20,178)	(135,350)
Amortization	1,036	1,035	1	10,355	10,356	(1)
Depreciation	344	474	(130)	6,340	4,605	1,735
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	\$ (45,264)	\$ (14,562)	(30,702)	(172,223)	(35,139)	(137,084)
(DECREASE)						