

THE SOARING SOCIETY OF AMERICA, INC
SSA OPERATIONS (INCLUDING HILTON CUP AND CONVENTION)

(SSA Foundation, Soaring Safety Foundation, and US Team separately reported)

STATEMENT OF REVENUES AND EXPENDITURES

For the Period Ending April 30, 2013

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
OPERATING REVENUES						
Dues	49,652	51,039	(1,387)	198,609.85	202,428	(3,818)
Chapter Rebates	(661)	(327)	(334)	(2,491.00)	(2,520)	29
Gross Dues	48,991	50,712	(1,721)	196,118.85	199,908	(3,789)
Convention						
Revenues	0	0	0	0.00	0	0
Expenses	0	0	0	0.00	0	0
Convention Revenue - Net	0	0	0	0.00	0	0
Magazine Advertising						
Classified	2,816	3,432	(616)	6,645.25	7,306	(661)
Display Advertising	12,114	13,928	(1,814)	35,386.98	35,188	199
Magazine Advertising - Net	14,930	17,360	(2,430)	42,032.23	42,494	(462)
Contributions						
Contributions - Eagle Fund	1,541	1,543	(2)	35,711.62	11,566	24,146
Contributions from Foundation	750	750	0	3,000.00	98,000	(95,000)
Related Fundraising Expenses	0	0	0	0.00	0	0
Contributions Net of Expense	2,291	2,293	(2)	38,711.62	109,566	(70,854)
Merchandise Income						
Merchandise Sales	6,381	6,282	99	20,352.83	29,442	(9,089)
Shipping and Handling Charges	986	150	836	4,220.99	3,767	454
FAST Rebates	(1,649)	(1,147)	(502)	(3,892.00)	(4,530)	638
Cost of Goods Sold	(1,980)	(960)	(1,020)	(7,612.81)	(10,199)	2,586
Merchandise Net Revenue	3,738	4,325	(587)	13,069.01	18,480	(5,411)
Sanction Fees/Contest ID's	2,930	3,970	(1,040)	8,807.00	8,566	241
Interest	1	0	1	2.03	2	0
LCSB Cash Back Program	0	0	0	0.00	7,500	(7,500)
Accounting Services-Hilton Cup	0	0	0	0.00	0	0
Miscellaneous	0	0	0	0.00	259	(259)
TOTAL OPERATING REVENUE	\$ 72,881	\$ 78,660	(5,779)	298,740.74	386,775	(88,034)

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OPERATING EXPENSES						
Compensation						
Wages	19,268	18,523	745	72,908.94	72,270	639
Insurance - Health & Dental	5,795	4,958	837	20,067.29	18,982	1,085
Payroll Taxes	1,523	1,420	103	6,743.20	6,303	440
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Compensation, Benefits and Taxes	26,586	24,901	1,685	99,719.43	97,555	2,164
Advertising	0	297	(297)	0.00	863	(863)
Bad Debts Expense	0	0	0	1,704.38	0	1,704
Badge and Records	(40)	106	(146)	(40.00)	904	(944)
Bank Charges	107	116	(9)	455.51	581	(125)
Website Maintenance	0	1,667	(1,667)	0.00	6,668	(6,668)
Computer Maintenance	141	220	(79)	1,039.97	589	451
Computer Service	128	23	105	2,440.71	1,406	1,035
Contest Expenses	0	0	0	0.00	0	0
Contract Labor	9,763	9,650	113	33,454.22	39,089	(5,635)
Credit Card Fees	1,287	882	405	5,849.35	5,440	409
Education	0	0	0	0.00	0	0
Electronic Communication	476	631	(155)	1,985.00	2,517	(532)
Engraving	0	0	0	9.50	220	(211)
Equipment Rental & Maintenance	4,281	5,700	(1,419)	10,835.47	16,400	(5,565)
Marketing	1,656	0	1,656	2,201.32	0	2,201
Growth & Promotion Committee	0	6,250	(6,250)	0.00	25,000	(25,000)
SSA HQ - Promotion of soaring	600	0	600	673.95	5,000	(4,326)
Insurance-Other & Work Comp	1,121	1,250	(129)	4,270.64	4,500	(229)
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	120	20	100	239.40	916	(677)
Maintenance - Building and Grounds	1,275	1,420	(145)	5,204.44	5,445	(241)
Meeting Support	420	483	(63)	4,974.77	1,318	3,657
NAA Dues	2,122	2,500	(378)	4,243.54	5,000	(756)
Permits & Licenses	21	10	11	20.72	35	(14)
Postage	6,487	8,398	(1,911)	31,723.84	33,251	(1,527)
Printing	8,696	9,719	(1,023)	34,749.11	36,034	(1,285)
Professional Dues	335	205	130	1,089.00	1,210	(121)
Professional Services	(16)	0	(16)	104.00	1,000	(896)
Promotional Items	0	98	(98)	33.65	547	(513)
Sanction Fees - US Team	0	0	0	0.00	2,000	(2,000)

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Shipping & Handling	31	118	(87)	313.58	1,272	(958)
Supplies	502	350	152	3,668.63	5,055	(1,386)
Taxes - Miscellaneous	0	0	0	0.00	0	0
Telecommunications	846	613	233	3,229.48	2,902	327
Temp. Restricted Expenses	0	0	0	0.00	0	0
Travel - SSA Office Staff	0	0	0	2,346.48	3,300	(954)
Trophies/Awards	0	115	(115)	0.00	115	(115)
Utilities	474	755	(281)	2,086.47	2,439	(353)
WinScore Charges	0	0	0	0.00	0	0
Royalties-Cross Country Soaring	4	87	(83)	98.39	176	(78)
Miscellaneous Expenses	13	0	13	42.09	0	42
TOTAL ADMINISTRATIVE EX	67,436	76,584	(9,148)	258,767.04	308,747	(49,980)
CAPITAL PROVIDED BY OPERATIONS	5,445	2,076	3,369	39,973.70	78,028	(38,054)
Amortization	1,039	1,000	39	4,157.72	4,000	158
Depreciation	573	515	58	2,262.89	1,544	719
NET CAPITAL INCREASE	\$ 3,833	\$ 561	3,272	33,553.09	72,484	(38,931)
(DECREASE)						