

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 January 31, 2013

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
OPERATING REVENUES						
Dues	50,477	49,509	968	50,477.39	49,509	968
Chapter Rebates	(710)	(875)	165	(710.00)	(875)	165
Gross Dues	49,767	48,634	1,133	49,767.39	48,634	1,133
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	3,704	21	3,683	3,703.75	21	3,683
Display Advertising	10,447	10,143	304	10,446.16	10,143	303
Magazine Advertising - Net	14,151	10,164	3,987	14,149.91	10,164	3,986
Contributions						
Contributions - Eagle Fund	28,244	5,527	22,717	28,244.00	5,527	22,717
Contributions from Foundation	750	750	0	750.00	750	0
Related Fundraising Expenses	0	0	0	0.00	0	0
Contributions Net of Expense	28,994	6,277	22,717	28,994.00	6,277	22,717
Merchandise Income						
Merchandise Sales	5,058	6,645	(1,587)	5,057.82	6,645	(1,587)
Shipping and Handling Charges	1,359	1,360	(1)	1,359.24	1,360	(1)
FAST Rebates	(1,291)	(1,937)	646	(1,291.00)	(1,937)	646
Cost of Goods Sold	(1,680)	(1,640)	(40)	(1,679.97)	(1,640)	(40)
Merchandise Net Revenue	3,446	4,428	(982)	3,446.09	4,428	(982)
Sanction Fees/Contest ID's	2,850	510	2,340	2,850.00	510	2,340
Interest	1	1	0	0.54	1	0
LCSB Cash Back Program	0	0	0	0.00	0	0
Accounting Services-Hilton Cup	0	0	0	0.00	0	0
Miscellaneous	0	0	0	0.00	0	0

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TOTAL OPERATING REVENUE	\$ 99,209	\$ 70,014	29,195	99,207.93	70,014	29,194
OPERATING EXPENSES						
Compensation						
Wages	18,974	18,184	790	18,974.32	18,184	790
Insurance - Health & Dental	4,535	4,527	8	4,533.58	4,527	7
Payroll Taxes	1,537	1,387	150	1,536.60	1,387	150
Compensation, Benefits and Taxes	25,046	24,098	948	25,044.50	24,098	947
Advertising	0	256	(256)	0.00	256	(256)
Bad Debts Expense	0	0	0	0.00	0	0
Badge and Records	0	0	0	0.00	0	0
Bank Charges	120	247	(127)	119.73	247	(127)
Website Maintenance	0	1,667	(1,667)	0.00	1,667	(1,667)
Computer Maintenance	220	123	97	220.36	123	97
Computer Service	1,609	996	613	1,609.30	996	613
Contest Expenses	0	0	0	0.00	0	0
Contract Labor	8,480	9,770	(1,290)	8,479.41	9,770	(1,291)
Credit Card Fees	1,588	1,558	30	1,588.39	1,558	30
Education	0	0	0	0.00	0	0
Electronic Communication	476	626	(150)	476.25	626	(150)
Engraving	0	220	(220)	0.00	220	(220)
Equipment Rental & Maintenance	4,212	5,700	(1,488)	4,212.10	5,700	(1,488)
Marketing	514	0	514	514.00	0	514
Growth & Promotion Committee	0	6,250	(6,250)	0.00	6,250	(6,250)
Insurance-Other & Work Comp	1,045	1,300	(255)	1,045.27	1,300	(255)
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	20	177	(157)	19.95	177	(157)
Maintenance - Building and Grounds	1,357	1,480	(123)	1,356.87	1,480	(123)
Meeting Support	(116)	290	(406)	(116.25)	290	(406)
NAA Dues	2,122	2,500	(378)	2,121.77	2,500	(378)
Permits & Licenses	0	0	0	0.00	0	0
Postage	8,306	8,513	(207)	8,304.94	8,513	(208)
Printing	9,579	7,990	1,589	9,578.54	7,990	1,589
Professional Dues	155	250	(95)	155.00	250	(95)
Professional Services	0	0	0	0.00	0	0
Promotional Items	34	434	(400)	33.65	434	(400)

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Sanction Fees - US Team	0	0	0	0.00	0	0
Shipping & Handling	141	635	(494)	141.18	635	(494)
Supplies	1,936	1,990	(54)	1,936.28	1,990	(54)
Taxes - Miscellaneous	0	0	0	0.00	0	0
Telecommunications	849	754	95	848.50	754	95
Temp. Restricted Expenses	0	0	0	0.00	0	0
Travel - SSA Office Staff	130	0	130	129.62	0	130
Trophies/Awards	53	0	53	53.00	0	53
Utilities	399	567	(168)	398.91	567	(168)
WinScore Charges	0	0	0	0.00	0	0
Royalties-Cross Country Soaring	0	4	(4)	0.00	4	(4)
Miscellaneous Expenses	0	0	0	0.00	0	0
TOTAL ADMINISTRATIVE EXP	68,275	78,395	(10,120)	68,271.27	78,395	(10,124)
CAPITAL PROVIDED BY OPERATIONS	30,934	(8,381)	39,315	30,936.66	(8,381)	39,318
Amortization	1,039	1,000	39	1,039.43	1,000	39
Depreciation	545	337	208	544.94	337	208
NET CAPITAL INCREASE	\$ 29,350	\$ (9,718)	39,068	29,352.29	(9,718)	39,070
(DECREASE)						