

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 June 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	48,706	50,396	(1,690)	296,888.66	305,508	(8,619)
Chapter Rebates	(1,377)	(1,092)	(285)	(4,162.00)	(4,614)	452
Gross Dues	47,329	49,304	(1,975)	292,726.66	300,894	(8,167)
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	1,211	393	818	8,894.50	8,039	856
Display Advertising	7,157	6,647	510	48,882.46	50,510	(1,628)
Magazine Advertising - Net	8,368	7,040	1,328	57,776.96	58,549	(772)
Contributions						
Contributions - Eagle Fund	1,672	1,520	152	44,416.43	13,919	30,497
Contributions from Foundation	0	750	(750)	3,750.00	99,500	(95,750)
Related Fundraising Expenses	0	0	0	0.00	0	0
Contributions Net of Expense	1,672	2,270	(598)	48,166.43	113,419	(65,253)
Merchandise Income						
Merchandise Sales	7,910	9,401	(1,491)	35,411.47	50,930	(15,519)
Shipping and Handling Charges	1,030	300	730	6,149.59	4,367	1,783
FAST Rebates	(2,111)	(3,882)	1,771	(7,545.00)	(10,116)	2,571
Cost of Goods Sold	(2,411)	(960)	(1,451)	(11,934.68)	(12,119)	184
Merchandise Net Revenue	4,418	4,859	(441)	22,081.38	33,062	(10,981)
Sanction Fees/Contest ID's	6,965	4,458	2,507	19,492.00	15,889	3,603
Interest	0	0	0	2.53	2	1
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 \$	68,752	\$ 67,931	821	440,245.96	529,574	(89,328)

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OPERATING EXPENSES						
Compensation						
Wages	22,296	18,523	3,773	111,031.54	109,931	1,101
Insurance - Health & Dental	5,362	4,963	399	30,788.47	28,903	1,885
Payroll Taxes	1,505	1,355	150	9,720.03	9,083	637
	<u>29,163</u>	<u>24,841</u>	<u>4,322</u>	<u>151,540.04</u>	<u>147,917</u>	<u>3,623</u>
Compensation, Benefits and Taxes	29,163	24,841	4,322	151,540.04	147,917	3,623
Advertising	0	0	0	0.00	863	(863)
Bad Debts Expense	0	0	0	1,704.38	0	1,704
Badge and Records	0	0	0	(40.00)	904	(944)
Bank Charges	107	207	(100)	672.42	967	(295)
Website Maintenance	0	1,667	(1,667)	0.00	10,002	(10,002)
Computer Maintenance	141	220	(79)	1,322.37	1,029	293
Computer Service	762	589	173	3,335.79	2,495	841
Contest Expenses	0	9,050	(9,050)	0.00	9,050	(9,050)
Contract Labor	10,790	9,590	1,200	53,840.02	58,623	(4,783)
Credit Card Fees	1,620	1,413	207	9,071.83	7,774	1,298
Education	256	0	256	256.00	0	256
Electronic Communication	556	786	(230)	3,097.50	3,779	(682)
Engraving	48	41	7	57.00	261	(204)
Equipment Rental & Maintenance	846	2,500	(1,654)	13,078.43	21,400	(8,322)
Marketing	5,000	0	5,000	7,201.32	0	7,201
Growth & Promotion Committee	1,000	6,250	(5,250)	1,000.00	37,500	(36,500)
SSA HQ - Promotion of soaring	0	0	0	673.95	5,000	(4,326)
Insurance-Other & Work Comp	1,132	1,425	(293)	6,130.23	9,425	(3,295)
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	20	0	20	279.30	936	(657)
Maintenance - Building and Grounds	1,416	1,402	14	8,007.25	8,247	(240)
Meeting Support	627	210	417	5,667.28	1,528	4,139
NAA Dues	0	0	0	4,243.54	5,000	(756)
Permits & Licenses	10	100	(90)	30.72	135	(104)
Postage	7,590	8,024	(434)	46,960.94	49,588	(2,627)
Printing	8,923	8,454	469	54,105.81	52,468	1,638
Professional Dues	0	0	0	1,089.00	1,210	(121)
Professional Services	0	0	0	104.00	1,000	(896)
Promotional Items	0	0	0	33.65	597	(563)
Sanction Fees - US Team	0	1,000	(1,000)	0.00	3,000	(3,000)

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Shipping & Handling	0	27	(27)	311.08	1,416	(1,105)
Supplies	3,507	1,367	2,140	10,159.47	6,981	3,178
Taxes - Miscellaneous	0	0	0	0.00	0	0
Telecommunications	767	754	13	4,792.04	4,570	222
Temp. Restricted Expenses	0	0	0	0.00	0	0
Travel - SSA Office Staff	0	1,000	(1,000)	2,346.48	4,300	(1,954)
Trophies/Awards	0	0	0	827.50	115	713
Utilities	571	850	(279)	3,115.54	4,141	(1,025)
WinScore Charges	0	0	0	0.00	900	(900)
Royalties-Cross Country Soaring	4	2	2	105.10	178	(73)
Miscellaneous Expenses	24	0	24	75.82	0	76
TOTAL ADMINISTRATIVE EX	74,880	81,769	(6,889)	395,195.80	463,299	(68,103)
CAPITAL PROVIDED BY OPERATIONS	(6,128)	(13,838)	7,710	45,050.16	66,275	(21,225)
Amortization	1,032	1,000	32	6,229.29	6,000	229
Depreciation	573	515	58	3,408.19	2,574	834
NET CAPITAL INCREASE	\$ (7,733)	\$ (15,353)	7,620	35,412.68	57,701	(22,288)
(DECREASE)						