

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 March 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	48,889	51,114	(2,225)	148,958.12	151,389	(2,431)
Chapter Rebates	(433)	(860)	427	(1,830.00)	(2,193)	363
Gross Dues	48,456	50,254	(1,798)	147,128.12	149,196	(2,068)
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	(118)	3,353	(3,471)	3,829.25	3,874	(45)
Display Advertising	5,842	8,075	(2,233)	23,273.81	21,260	2,014
Magazine Advertising - Net	5,724	11,428	(5,704)	27,103.06	25,134	1,969
Contributions						
Contributions - Eagle Fund	4,115	2,485	1,630	34,170.62	10,023	24,148
Contributions from Foundation	750	750	0	2,250.00	97,250	(95,000)
Related Fundraising Expenses	0	0	0	0.00	0	0
Contributions Net of Expense	4,865	3,235	1,630	36,420.62	107,273	(70,852)
Merchandise Income						
Merchandise Sales	3,337	8,725	(5,388)	13,989.55	23,160	(9,170)
Shipping and Handling Charges	862	1,355	(493)	3,235.49	3,617	(382)
FAST Rebates	(249)	(199)	(50)	(2,243.00)	(3,383)	1,140
Cost of Goods Sold	(1,291)	(4,490)	3,199	(5,632.83)	(9,239)	3,606
Merchandise Net Revenue	2,659	5,391	(2,732)	9,349.21	14,155	(4,806)
Sanction Fees/Contest ID's	732	1,021	(289)	5,877.00	4,596	1,281
Interest	1	1	0	1.53	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	259	(259)	0.00	259	(259)

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TOTAL OPERATING REVENUE	\$ 62,437	\$ 71,589	(9,152)	225,879.54	308,115	(82,235)
OPERATING EXPENSES						
Compensation						
Wages	18,196	19,138	(942)	53,641.76	53,747	(105)
Insurance - Health & Dental	4,776	4,958	(182)	14,274.22	14,024	250
Payroll Taxes	2,238	2,123	115	5,219.82	4,883	337
Compensation, Benefits and Taxes	25,210	26,219	(1,009)	73,135.80	72,654	482
Advertising	0	0	0	0.00	566	(566)
Bad Debts Expense	1,529	0	1,529	1,704.38	0	1,704
Badge and Records	0	798	(798)	0.00	798	(798)
Bank Charges	109	105	4	348.48	465	(117)
Website Maintenance	0	1,667	(1,667)	0.00	5,001	(5,001)
Computer Maintenance	263	123	140	898.77	369	530
Computer Service	277	251	26	2,312.59	1,383	930
Contest Expenses	0	0	0	0.00	0	0
Contract Labor	7,503	9,839	(2,336)	23,691.63	29,439	(5,747)
Credit Card Fees	1,251	1,500	(249)	4,562.13	4,558	4
Education	0	0	0	0.00	0	0
Electronic Communication	556	634	(78)	1,508.75	1,886	(377)
Engraving	10	0	10	9.50	220	(211)
Equipment Rental & Maintenance	1,420	2,500	(1,080)	6,554.88	10,700	(4,145)
Marketing	0	0	0	545.55	0	546
Growth & Promotion Committee	0	6,250	(6,250)	0.00	18,750	(18,750)
SSA HQ - Promotion of soaring	0	5,000	(5,000)	73.95	5,000	(4,926)
Insurance-Other & Work Comp	1,121	1,300	(179)	3,149.28	3,250	(101)
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	40	559	(519)	119.70	896	(776)
Maintenance - Building and Grounds	1,302	1,320	(18)	3,929.10	4,025	(96)
Meeting Support	2,674	0	2,674	4,555.24	835	3,720
NAA Dues	0	0	0	2,121.77	2,500	(378)
Permits & Licenses	0	25	(25)	0.00	25	(25)
Postage	8,688	8,090	598	25,238.19	24,853	385
Printing	7,883	9,774	(1,891)	26,053.02	26,315	(262)
Professional Dues	600	755	(155)	754.00	1,005	(251)
Professional Services	120	1,000	(880)	120.00	1,000	(880)

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Promotional Items	0	15	(15)	33.65	449	(415)
Sanction Fees - US Team	0	2,000	(2,000)	0.00	2,000	(2,000)
Shipping & Handling	127	200	(73)	282.98	1,154	(871)
Supplies	888	1,958	(1,070)	3,167.32	4,705	(1,538)
Taxes - Miscellaneous	0	0	0	0.00	0	0
Telecommunications	767	776	(9)	2,383.04	2,289	94
Temp. Restricted Expenses	0	0	0	0.00	0	0
Travel - SSA Office Staff	769	1,300	(531)	2,346.48	3,300	(954)
Trophies/Awards	0	0	0	0.00	0	0
Utilities	542	587	(45)	1,612.32	1,684	(72)
WinScore Charges	0	0	0	0.00	0	0
Royalties-Cross Country Soaring	25	25	0	93.92	89	5
Miscellaneous Expenses	10	0	10	29.00	0	29
TOTAL ADMINISTRATIVE EXP	63,684	84,570	(20,886)	191,335.42	232,163	(40,828)
CAPITAL PROVIDED BY OPERATIONS	(1,247)	(12,981)	11,734	34,544.12	75,952	(41,408)
Amortization	1,039	1,000	39	3,118.29	3,000	118
Depreciation	573	346	227	1,690.24	1,029	661
NET CAPITAL INCREASE	\$ (2,859)	\$ (14,327)	11,468	29,735.59	71,923	(42,187)
(DECREASE)						