

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, 2011

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
OPERATING REVENUES						
Dues						
Gross Dues	50,384	50,577	(193)	150,774.11	151,731	(957)
Convention						
Revenues	(2,436)	0	(2,436)	32,199.00	71,215	(39,016)
Expenses	(12,368)	0	(12,368)	(48,804.13)	(58,117)	9,313
Convention Revenue - Net	(14,804)	0	(14,804)	(16,605.13)	13,098	(29,703)
Magazine Advertising						
Classified	3,266	1,595	1,671	4,870.00	7,172	(2,302)
Display Advertising	8,761	8,720	41	26,175.62	26,353	(177)
Magazine Advertising - Net	12,027	10,315	1,712	31,045.62	33,525	(2,479)
Contributions						
Contributions - Eagle Fund	2,691	2,150	541	18,974.25	8,246	10,728
Contributions from Foundation	750	750	0	2,250.00	2,250	0
Related Fundraising Expenses	(10)	0	(10)	(216.45)	(62)	(154)
Contributions Net of Expense	3,431	2,900	531	21,007.80	10,434	10,574
Merchandise Income						
Merchandise Sales	6,965	12,458	(5,493)	17,093.11	30,311	(13,218)
Shipping and Handling Charges	1,505	2,172	(667)	4,275.56	4,763	(487)
Cost of Goods Sold	(2,631)	(5,236)	2,605	(9,056.28)	(12,903)	3,847
Merchandise Net Revenue	5,839	9,394	(3,555)	12,312.39	22,171	(9,859)
Subscriptions	1,943	2,261	(318)	4,114.56	3,675	440
Sanction Fees/Contest ID's	231	230	1	1,722.29	2,174	(452)
Interest	0	0	0	0.08	0	0
LCSB Cash Back Program	0	5,000	(5,000)	0.00	5,000	(5,000)
Accounting Services-Hilton Cup	0	0	0	0.00	0	0
Miscellaneous	0	0	0	0.00	0	0
TOTAL OPERATING REVENUE	\$ 59,051	\$ 80,677	(21,626)	204,371.72	241,808	(37,436)

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OPERATING EXPENSES						
Compensation						
Wages	19,268	19,048	220	53,275.82	53,905	(629)
Insurance - Health & Dental	3,818	4,235	(417)	11,018.17	12,705	(1,687)
Payroll Taxes	1,531	1,440	91	4,546.70	4,066	481
Compensation, Benefits and Taxes	24,617	24,723	(106)	68,840.69	70,676	(1,835)
Advertising	0	0	0	0.00	0	0
Bad Debts Expense	0	0	0	0.00	0	0
Badge and Records	0	0	0	0.00	0	0
Bank Charges	115	128	(13)	369.73	404	(34)
Computer Maintenance	122	0	122	366.57	0	367
Computer Service	20	1,074	(1,054)	40.85	2,386	(2,345)
Contest Expenses	0	0	0	0.00	0	0
Contract Labor	7,003	9,778	(2,775)	22,471.44	24,334	(1,863)
Credit Card Fees	503	594	(91)	1,553.89	1,387	167
Electronic Communication	584	625	(41)	1,700.75	1,875	(174)
Equipment Rental & Maintenance	287	1,980	(1,693)	14,667.67	9,090	5,578
Growth & Promotion Committee	4,000	750	3,250	4,000.00	2,250	1,750
SSA HQ - Promotion of soaring	0	15	(15)	109.00	846	(737)
FAST Program	498	348	150	1,343.00	2,636	(1,293)
Insurance-Other & Work Comp	1,168	3,945	(2,777)	4,011.84	6,689	(2,677)
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	0	60	(60)	194.75	481	(286)
Maintenance - Building and Grounds	1,380	1,369	11	3,719.49	3,772	(53)
Meeting Support	28	0	28	57.45	0	57
NAA Dues	0	0	0	1,845.02	1,845	0
Permits & Licenses	25	0	25	45.00	0	45
Postage	8,015	10,753	(2,738)	28,686.82	31,743	(3,056)
Printing	8,079	11,954	(3,875)	24,065.56	33,566	(9,500)
Professional Dues	600	228	372	600.00	228	372
Professional Services	100	0	100	100.00	230	(130)
Promotional Items	0	0	0	0.00	0	0
Refunds	984	681	303	2,117.67	1,681	437
Sanction Fees - US Team	0	205	(205)	0.00	580	(580)
Supplies	593	3,595	(3,002)	3,207.61	7,624	(4,416)
Taxes - Miscellaneous	0	0	0	0.00	25	(25)
Telecommunications	589	751	(162)	2,160.81	2,581	(420)
Travel - SSA Office Staff	0	220	(220)	0.00	1,010	(1,010)

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Trophies/Awards	9	167	(158)	22.85	501	(478)
Utilities	610	823	(213)	1,860.48	2,771	(911)
WinScore Charges	0	900	(900)	0.00	900	(900)
World Bid Expenses	0	0	0	0.00	0	0
Royalties-Cross Country Soaring	0	76	(76)	0.00	128	(128)
Miscellaneous Expenses	0	0	0	0.00	0	0
TOTAL ADMINISTRATIVE EX	59,929	75,742	(15,813)	188,158.94	212,239	(24,080)
CAPITAL PROVIDED BY OPERATIONS	(878)	4,935	(5,813)	16,212.78	29,569	(13,356)
Amortization	838	838	0	2,514.59	2,514	1
Depreciation	337	439	(102)	1,011.24	1,317	(306)
NET CAPITAL INCREASE	\$ (2,053)	\$ 3,658	(5,711)	12,686.95	25,738	(13,051)
(DECREASE)						