

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 October 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	50,105	50,577	(472)	494,119.08	505,770	(11,651)
Convention						
Revenues	0	0	0	32,199.00	71,215	(39,016)
Expenses	0	0	0	(48,879.13)	(58,117)	9,238
Convention Revenue - Net	0	0	0	(16,680.13)	13,098	(29,778)
Magazine Advertising						
Classified	299	3,638	(3,339)	13,572.50	17,897	(4,325)
Display Advertising	12,241	12,688	(447)	88,961.05	90,455	(1,494)
Magazine Advertising - Net	12,540	16,326	(3,786)	102,533.55	108,352	(5,818)
Contributions						
Contributions - Eagle Fund	1,238	8,171	(6,933)	31,482.93	27,905	3,578
Contributions from Foundation	750	750	0	112,500.00	7,500	105,000
Related Fundraising Expenses	(4)	0	(4)	(313.61)	(62)	(252)
Contributions Net of Expense	1,984	8,921	(6,937)	143,669.32	35,343	108,326
Merchandise Income						
Merchandise Sales	13,064	8,171	4,893	107,831.79	115,281	(7,449)
Shipping and Handling Charges	1,752	750	1,002	15,313.39	15,160	153
Cost of Goods Sold	(5,087)	(3,447)	(1,640)	(43,552.90)	(42,660)	(893)
Merchandise Net Revenue	9,729	5,474	4,255	79,592.28	87,781	(8,189)
Subscriptions	1,079	899	180	10,915.23	11,035	(120)
Sanction Fees/Contest ID's	655	205	450	15,389.30	3,902	11,487
Interest	1	0	1	16.31	0	16
LCSB Cash Back Program	0	0	0	0.00	5,000	(5,000)
Accounting Services-Hilton Cup	0	0	0	0.00	0	0
Miscellaneous	686	0	686	740.79	0	741
Court Ordered Restitution	0	0	0	4,600.00	0	4,600
TOTAL OPERATING REVENUE \$	76,779 \$	82,402	(5,623)	834,895.73	770,281	64,615

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 October 31, 2011

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>
OPERATING EXPENSES						
Compensation						
Wages	17,906	19,048	(1,142)	182,884.83	185,399	(2,514)
Insurance - Health & Dental	3,831	4,235	(404)	37,467.71	42,350	(4,882)
Payroll Taxes	1,369	1,384	(15)	16,051.04	13,782	2,269
Compensation, Benefits and Taxes	23,106	24,667	(1,561)	236,403.58	241,531	(5,127)
Advertising	0	0	0	2,583.75	0	2,584
Bad Debts Expense	0	0	0	0.00	0	0
Badge and Records	0	0	0	0.00	0	0
Bank Charges	117	170	(53)	1,201.18	1,702	(501)
Website Maintenance	0	0	0	0.00	3,500	(3,500)
Computer Maintenance	1,044	0	1,044	2,291.39	0	2,291
Computer Service	182	741	(559)	2,982.76	7,411	(4,428)
Contest Expenses	0	0	0	0.00	0	0
Contract Labor	8,210	7,278	932	73,193.07	80,460	(7,267)
Credit Card Fees	1,342	409	933	12,483.96	4,092	8,392
Electronic Communication	1,486	625	861	6,807.45	6,250	557
Equipment Rental & Maintenance	7,413	5,130	2,283	40,411.65	32,400	8,012
Growth & Promotion Committee	0	750	(750)	5,805.95	7,500	(1,694)
Youth Committee Expenses	19	0	19	1,419.47	600	819
SSA HQ - Promotion of soaring	30	360	(330)	6,834.37	4,380	2,454
FAST Program	4,748	8,084	(3,336)	31,435.00	38,386	(6,951)
Youth Events	0	0	0	90.95	0	91
Insurance-Other & Work Comp	1,367	1,478	(111)	14,655.80	18,029	(3,373)
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	60	86	(26)	494.00	859	(365)
Maintenance - Building and Grounds	1,278	1,273	5	12,466.64	12,728	(261)
Meeting Support	1,432	2,500	(1,068)	1,888.94	2,500	(611)
NAA Dues	1,845	1,845	0	7,380.08	7,380	0
Permits & Licenses	0	0	0	55.00	0	55
Postage	9,131	11,391	(2,260)	95,310.48	112,944	(17,634)
Printing	9,005	11,352	(2,347)	83,650.37	114,612	(30,962)
Professional Dues	45	0	45	1,510.00	1,153	357
Professional Services	5,875	5,000	875	32,752.82	33,588	(835)
Promotional Items	0	0	0	150.00	0	150
Refunds	223	1,000	(777)	7,420.00	8,467	(1,047)

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 October 31, 2011

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
Sanction Fees - US Team	0	1,698	(1,698)	0.00	18,492	(18,492)
Supplies	(60)	2,996	(3,056)	12,498.32	19,252	(6,754)
Taxes - Miscellaneous	0	0	0	0.00	175	(175)
Telecommunications	739	791	(52)	7,236.64	7,907	(670)
Temp. Restricted Expenses	0	0	0	0.00	0	0
Travel - SSA Office Staff	885	0	885	2,703.17	1,010	1,693
Trophies/Awards	101	167	(66)	1,906.24	1,670	236
Utilities	852	1,042	(190)	9,344.92	10,421	(1,076)
WinScore Charges	0	0	0	900.00	900	0
World Bid Expenses	0	0	0	0.00	0	0
Royalties-Cross Country Soaring	54	19	35	523.22	191	332
Miscellaneous Expenses	0	0	0	0.00	0	0
TOTAL ADMINISTRATIVE EX	80,529	90,852	(10,323)	716,791.17	800,490	(83,699)
CAPITAL PROVIDED BY OPERATIONS	(3,750)	(8,450)	4,700	118,104.56	(30,209)	148,314
Amortization	1,000	838	162	9,013.36	8,380	633
Depreciation	337	439	(102)	3,370.80	4,390	(1,019)
NET CAPITAL INCREASE	\$ (5,087)	\$ (9,727)	4,640	105,720.40	(42,979)	148,699
(DECREASE)						