

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, 2013

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
OPERATING REVENUES						
Dues	48,973	50,105	(1,132)	491,266.31	506,847	(15,581)
Chapter Rebates	(1,479)	(223)	(1,256)	(7,629.00)	(7,469)	(160)
Gross Dues	47,494	49,882	(2,388)	483,637.31	499,378	(15,741)
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	3,231	299	2,932	16,166.75	11,931	4,236
Display Advertising	9,283	13,320	(4,037)	81,739.51	90,174	(8,434)
Magazine Advertising - Net	12,514	13,619	(1,105)	97,906.26	102,105	(4,199)
Contributions						
Contributions - Eagle Fund	673	1,238	(565)	50,065.97	21,539	28,527
Contributions from Foundation	0	750	(750)	3,750.00	102,500	(98,750)
Related Fundraising Expenses	0	(1,500)	1,500	0.00	(1,500)	1,500
Contributions Net of Expense	673	488	185	53,815.97	122,539	(68,723)
Merchandise Income						
Merchandise Sales	15,764	6,579	9,185	46,372.85	83,558	(37,185)
Shipping and Handling Charges	1,599	100	1,499	10,552.76	5,167	5,386
FAST Rebates	(2,633)	(4,748)	2,115	(17,772.00)	(29,440)	11,668
Cost of Goods Sold	(4,928)	(960)	(3,968)	(22,317.33)	(15,959)	(6,358)
Merchandise Net Revenue	9,802	971	8,831	16,836.28	43,326	(26,490)
Sanction Fees/Contest ID's	705	655	50	104,877.78	24,663	80,215
Interest	1	0	1	(64.34)	3	(67)
LCSB Cash Back Program	0	0	0	0.00	7,500	(7,500)
Miscellaneous	0	0	0	250.00	555	(305)
TOTAL OPERATING REVENUE	\$ 71,189	\$ 65,615	5,574	757,259.26	800,069	(42,810)

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OPERATING EXPENSES						
Compensation						
Wages	20,503	19,138	1,365	190,658.65	185,868	4,791
Insurance - Health & Dental	5,362	4,963	399	51,952.47	48,755	3,197
Payroll Taxes	1,421	1,429	(8)	16,223.91	15,579	645
	27,286	25,530	1,756	258,835.03	250,202	8,633
Advertising	760	0	760	1,869.97	1,700	170
Bad Debts Expense	0	0	0	1,704.38	0	1,704
Badge and Records	0	0	0	1,175.00	1,159	16
Bank Charges	101	117	(16)	1,028.57	1,471	(442)
Website Maintenance	0	1,667	(1,667)	0.00	16,670	(16,670)
Computer Maintenance	141	220	(79)	1,887.17	1,909	(22)
Computer Service	519	182	337	4,338.81	4,075	264
Contest Expenses	0	0	0	1,396.85	9,050	(7,653)
Contract Labor	7,783	9,770	(1,987)	82,414.50	97,823	(15,409)
Credit Card Fees	1,049	960	89	15,327.39	11,456	3,871
Education	0	0	0	411.70	0	412
Electronic Communication	1,336	1,486	(150)	6,022.50	7,308	(1,286)
Engraving	310	101	209	439.10	467	(28)
Equipment Rental & Maintenance	4,194	5,700	(1,506)	23,704.40	37,800	(14,096)
Marketing	0	0	0	2,201.32	0	2,201
Growth & Promotion Committee	67	6,250	(6,183)	7,450.30	62,500	(55,050)
Contingent Committee Expenses	(1,200)	0	(1,200)	3,177.91	10,000	(6,822)
SSA HQ - Promotion of soaring	779	0	779	1,452.89	5,000	(3,547)
Insurance-Other & Work Comp	1,569	1,370	199	12,405.75	17,090	(4,684)
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	80	60	20	592.80	1,036	(443)
Maintenance - Building and Grounds	1,505	1,278	227	13,717.04	13,031	686
Meeting Support	1,943	300	1,643	8,615.67	2,936	5,680
NAA Dues	1,212	2,500	(1,288)	8,487.08	10,000	(1,513)
Permits & Licenses	0	0	0	430.72	135	296
Postage	10,548	7,664	2,884	83,449.23	80,896	2,553
Printing	8,870	9,005	(135)	87,813.69	87,605	209
Professional Dues	45	45	0	1,134.00	1,255	(121)
Professional Services	0	5,000	(5,000)	34,284.01	38,000	(3,716)
Promotional Items	0	0	0	33.65	2,549	(2,515)
Sanction Fees - US Team	0	0	0	0.00	6,000	(6,000)

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Shipping & Handling	233	100	133	637.82	1,792	(1,154)
Supplies	1,864	709	1,155	15,123.23	11,887	3,236
Taxes - Miscellaneous	0	0	0	0.00	0	0
Telecommunications	783	740	43	8,002.77	7,442	561
Temp. Restricted Expenses	0	0	0	0.00	0	0
Travel - SSA Office Staff	1,132	2,300	(1,168)	3,812.01	6,600	(2,788)
Trophies/Awards	60	0	60	922.50	215	708
Utilities	585	852	(267)	5,908.64	7,789	(1,880)
WinScore Charges	0	0	0	900.00	900	0
Royalties-Cross Country Soaring	49	54	(5)	167.71	263	(95)
Miscellaneous Expenses	7	0	7	1,024.61	0	1,025
TOTAL ADMINISTRATIVE EX	73,610	83,960	(10,350)	702,300.72	816,011	(113,710)
CAPITAL PROVIDED BY OPERATIONS	(2,421)	(18,345)	15,924	54,958.54	(15,942)	70,901
Amortization	1,032	1,000	32	10,357.84	10,000	358
Depreciation	573	515	58	5,698.79	4,634	1,065
NET CAPITAL INCREASE	\$ (4,026)	\$ (19,860)	15,834	38,901.91	(30,576)	69,478
(DECREASE)						