

September 3, 2010

To: The Board of Directors of the Soaring Society of America

## **Treasurers Report**

The financial condition of the Soaring Society of America remains stable. Early in 2010 SSA membership fell by about 1% (100 members across all classes) which has caused our dues income to decline. Our membership has stabilized in the 10,800 range. The forecast for 2010 shows that we will finish the year with a Net Capital Increase of \$22,000 before Capital Expenditures with revenues of \$953,000 and expenses of \$931,000.

Detail results for July 2010 Year-to-Date follows:

Operating Revenue was \$574,000 which is \$36,000 under Budget.

Dues revenue was \$357,000 which is \$9,000 under Budget. This was because of a decrease of members from 11,100 at 12/31/09 to 10,800 at 7/31/10. Dues income includes \$5,000 in Chapter Rebates.

Hilton Cup net expenses created an unfavorable variance of \$14,000. These are run out expenses from the 2009 Hilton Cup for which the SSA had no cash on the balance sheet to offset these costs. The SSA is obligated to pay these bills.

The 2010 Convention on Little Rock netted \$18,000 in net cash in. This is \$13,000 under budget. Attendance was less than expected because of the weather.

Magazine Advertising net income is \$13,000 under budget. There has been a decrease in both classified and display ads this year. This is thought to be because of the economy.

Contributions were \$2,000 over budget and Merchandise net revenue was \$5,000 over budget. Keep in mind that the FAST program revenue is included in Merchandise Income. FAST expenses in Merchandise cost of goods sold is the cost of the books the FAST purchaser is provided. There are additional expenses that are included in the Expense categories of the P&L. For the July year to date we have redeemed \$16,000 in FAST certificates.

Operating Expenses for the July Year-to-Date period were \$515,000 which is \$41,000 under budget.

Employment Costs (wages, taxes, benefits) were \$8,000 under budget. Budgeted staff salary increases were effective in March 2010.

Web and Computer Maintenance was \$6,000 under budget. The budget assumed that the Sailplane Directory would be completed by mid year. This is an ongoing project.

Printing expense was under budget by \$12,000 because we are printing fewer magazines as our membership has dropped.

Professional Services are \$25,000 under budget because the budget assumed that the audit fee would be paid in July. This bill (\$21,000) has been received and will be paid in August.

FAST program payments were \$7,000 over budget. These are payments to redeeming clubs and business members. The program is being used by among others, the US Naval Academy in its summer aviation program sponsored by the Mid Atlantic Soaring Association.

Net Capital increase for the July Year to Date period is \$47,000 and is \$4,000 over budget.

The year-to-date revenue shortfall is offset by cost control efforts of Denise Layton our Chief Administrative Officer. The July financial statements are attached to this report for your review.

Johnson Miller completed the audit of the SSA and the SSF this summer. The SSA has been given an unqualified opinion for 2009. Johnson Miller will complete the SSA and SSF tax return which will be reviewed by management and filed timely.

As part of our fiduciary responsibility it is prudent to change auditors from time to time. The Finance and Budget Committee will be reviewing Hobbs audit firms and determine if a change is warranted.

A draft of the 2011 Budget for SSA Operations will be submitted to you for review and comment at the October 2<sup>nd</sup> Board meeting.

Respectfully submitted

David Pixton  
SSA Treasurer  
Director At Large

Attachments:

July 30, 2010 Soaring Society of America Operations Profit and Loss Statement  
July 30, 2010 Soaring Society of America Operations Balance Sheet  
12/31/2010 Forecast  
Membership Metrics



# THE SOARING SOCIETY OF AMERICA, INC

## SSA OPERATIONS

Statement of Assets, Liabilities, and Fund Equity

July 31, 2010

### ASSETS

#### CURRENT ASSETS

Cash		192,324.95
Accounts Receivable-Trade	28,633.32	
A. Gleason Receivable	8,800.00	
A/R - 2010 Convention LR	3,671.55	
Allowance for Doubtful Accounts	(7,800.00)	
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Net Accounts Receivable		33,304.87
Due From Klemperer Fund	315.90	
Due From Kolstad Fund	7,834.00	
Due from Life Member Fund	400.80	
Due From Bultman Fund	1,000.00	
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Due From Other Funds		9,550.70
Inventory		35,231.17
Prepaid Expenses - SSA		5,327.62
Prepaid Expenses-2010 Convention		1.39
Property and Equipment	212,483.47	
Accumulated Depreciation	(183,724.55)	
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Net Property and Equipment		28,758.92
Capitalized Leasehold	377,885.04	
Accumulated Amortization	(193,576.04)	
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Net Capitalized Leasehold		184,309.00
Other Assets		871.62
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TOTAL ASSETS		\$ 489,680.24

### LIABILITIES AND EQUITY

#### LIABILITIES

Accounts Payable - Trade		5,551.76
WDA - Accounts Payable	1,065.71	
A/P - Kolstad Proceeds	600.40	
A/P - Cross Country Royalties	134.16	
LCSB - VISA Credit Card	678.17	
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Accounts Payable - Other		2,478.44
United Way Payable		0.00
Sanction Fee Deposits		2,550.00
Accrued Payroll		4,328.22
Due to Reserve Fund		31,455.46
Due to Kunda Trust		(27,000.00)
Due to 1-26 Association		10,000.00
Payroll Taxes Payable		512.34
Sales Taxes Payable		19.21
Unearned Revenue - SSA		297,130.78
Unearned Revenue-Hilton Cup		0.00
Unearned Revenue-2010 Convention		0.00
		<hr/>
TOTAL LIABILITIES		327,026.21

# THE SOARING SOCIETY OF AMERICA, INC

## SSA OPERATIONS

Statement of Assets, Liabilities, and Fund Equity

July 31, 2010

### **EQUITY**

Fund Equity	115,487.47
Net Increase (Decrease)	47,166.56
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TOTAL EQUITY	162,654.03
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TOTAL LIABILITIES & EQUITY	\$ 489,680.24
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**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 July 31, 2010

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
<b>OPERATING REVENUES</b>						
Dues						
Gross Dues	49,809	52,660	(2,851)	357,371.70	366,809	(9,437)
Hilton Cup						
Revenues	0	0	0	15,640.00	0	15,640
Expenses	0	0	0	29,512.07	0	29,512
<b>Hilton Cup Revenue - Net</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(13,872.07)</b>	<b>0</b>	<b>(13,872)</b>
Convention						
Expenses	0	0	0	0.00	0	0
Revenues	0	0	0	82,711.04	105,500	(22,789)
Expenses	0	0	0	(64,596.01)	(74,400)	9,804
<b>Convention Revenue - Net</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>18,115.03</b>	<b>31,100</b>	<b>(12,985)</b>
Magazine Advertising						
Classified	1,186	2,485	(1,299)	12,443.25	17,395	(4,952)
Display Advertising	10,589	10,176	413	63,265.38	71,782	(8,517)
<b>Magazine Advertising - Net</b>	<b>11,775</b>	<b>12,661</b>	<b>(886)</b>	<b>75,708.63</b>	<b>89,177</b>	<b>(13,468)</b>
Contributions						
Contributions - Eagle Fund	2,304	1,796	508	21,372.07	19,582	1,790
Contributions from Foundation	750	750	0	5,250.00	5,250	0
Related Fundraising Expenses	0	(40)	40	(727.50)	(360)	(368)
<b>Contributions Net of Expense</b>	<b>3,054</b>	<b>2,506</b>	<b>548</b>	<b>25,894.57</b>	<b>24,472</b>	<b>1,423</b>
Merchandise Income						
Merchandise Sales	18,745	13,500	5,245	105,518.24	98,500	7,018
Shipping and Handling Charges	1,991	1,500	491	11,757.84	13,200	(1,442)
Cost of Goods Sold	(5,131)	(4,500)	(631)	(35,866.19)	(35,500)	(366)
<b>Merchandise Net Revenue</b>	<b>15,605</b>	<b>10,500</b>	<b>5,105</b>	<b>81,409.89</b>	<b>76,200</b>	<b>5,210</b>
Subscriptions	1,330	1,316	14	8,225.00	9,212	(987)
Sanction Fees/Contest ID's	2,920	1,574	1,346	12,188.89	11,018	1,171
Interest	0	0	0	0.21	0	0

**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 July 31, 2010

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
LCSB Cash Back Program	0	0	0	5,000.00	2,000	3,000
Accounting Services-Hilton Cup	0	0	0	782.00	0	782
Miscellaneous	0	0	0	0.00	0	0
Court Ordered Restitution	1,000	0	1,000	3,000.00	0	3,000
<b>TOTAL OPERATING REVENUE</b> \$	<b>85,493</b>	<b>\$ 81,217</b>	<b>4,276</b>	<b>573,823.85</b>	<b>609,988</b>	<b>(36,164)</b>

**OPERATING EXPENSES**

Compensation

Wages	20,009	20,814	(805)	140,013.31	141,543	(1,530)
Insurance - Health & Dental	4,045	4,767	(722)	27,650.27	32,981	(5,331)
Payroll Taxes	1,429	1,760	(331)	11,082.99	12,156	(1,073)
<b>Compensation, Benefits and Taxes</b>	<b>25,483</b>	<b>27,341</b>	<b>(1,858)</b>	<b>178,746.57</b>	<b>186,680</b>	<b>(7,933)</b>

Advertising	235	0	235	2,273.97	0	2,274
Bad Debts Expense	0	0	0	0.00	400	(400)
Badge and Records	0	0	0	0.00	0	0
Bank Charges	63	75	(12)	1,134.19	525	609
Website Maintenance	0	0	0	3,500.00	10,000	(6,500)
Computer Maintenance	144	200	(56)	1,451.54	1,400	52
Computer Service	527	0	527	3,738.60	0	3,739
Contest Expenses	0	0	0	0.00	0	0
Contract Labor	6,459	8,597	(2,138)	55,668.45	63,779	(8,111)
Credit Card Fees	336	228	108	2,865.81	1,475	1,391
Electronic Communication	541	541	0	3,783.10	3,787	(4)
Equipment Rental & Maintenance	5,059	5,177	(118)	22,321.23	23,381	(1,060)
Growth & Promotion Committee	0	125	(125)	0.00	875	(875)
Youth Committee Expenses	0	170	(170)	600.00	1,190	(590)
Contingent Committee Expenses	0	833	(833)	0.00	5,833	(5,833)
SSA HQ - Promotion of soaring	471	0	471	790.61	0	791
FAST Program	7,720	2,500	5,220	15,575.00	8,900	6,675
Insurance-Other & Work Comp	1,478	900	578	13,593.62	6,300	7,294
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	40	25	15	600.40	595	5
Maintenance - Building and Grounds	1,131	1,525	(394)	8,822.53	12,371	(3,548)
Meeting Support	25	0	25	981.08	0	981
NAA Dues	1,845	1,846	(1)	5,535.06	5,538	(3)
Permits & Licenses	0	0	0	45.00	0	45

**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 July 31, 2010

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
Postage	9,580	8,989	591	71,870.90	65,983	5,888
Printing	14,274	12,350	1,924	79,639.43	92,460	(12,821)
Professional Dues	1,624	0	1,624	2,451.53	799	1,653
Professional Services	0	150	(150)	1,635.42	27,350	(25,715)
Promotional Items	10	715	(705)	2,513.96	5,005	(2,491)
Refunds	1,052	1,000	52	5,285.00	7,000	(1,715)
Sanction Fees - US Team	0	0	0	0.00	0	0
Supplies	2,323	790	1,533	13,964.36	5,755	8,209
Taxes - Miscellaneous	0	0	0	129.50	125	5
Telecommunications	736	804	(68)	5,551.09	5,628	(77)
Travel - SSA Office Staff	0	0	0	1,010.40	2,000	(990)
Trophies/Awards	0	25	(25)	401.31	3,675	(3,274)
Utilities	1,930	1,500	430	7,293.98	7,000	294
WinScore Charges	0	0	0	900.00	0	900
World Bid Expenses	0	0	0	0.00	0	0
Royalties-Cross Country Soaring	0	20	(20)	134.16	225	(91)
Miscellaneous Expenses	0	0	0	572.00	0	572
<b>TOTAL ADMINISTRATIVE EX</b>	<b>83,086</b>	<b>76,426</b>	<b>6,660</b>	<b>515,379.80</b>	<b>556,034</b>	<b>(40,654)</b>
<b>CAPITAL PROVIDED BY OPERATIONS</b>	<b>2,407</b>	<b>4,791</b>	<b>(2,384)</b>	<b>58,444.05</b>	<b>53,954</b>	<b>4,490</b>
Amortization	838	875	(37)	5,867.38	5,831	36
Depreciation	439	706	(267)	5,410.11	4,840	570
<b>NET CAPITAL INCREASE</b>	<b>\$ 1,130</b>	<b>\$ 3,210</b>	<b>(2,080)</b>	<b>47,166.56</b>	<b>43,283</b>	<b>3,884</b>
<b>(DECREASE)</b>						



Soaring Society of America, Inc.  
Operations Forecast  
2010

Description	V%	VB\$	Approved 2010 Budget	December 2010 Forecast	Actual							2010 Budget - Modified for Forecast Changes				
	Fav/(Unfav)	Fav/(Unfav)			Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10
<b>CASH INFLOWS FROM OPERATIONS</b>																
<b>Memberships</b>	<b>(3.47%)</b>	<b>(388)</b>	<b>11,188</b>	<b>10,800</b>	<b>10,940</b>	<b>10,856</b>	<b>10,802</b>	<b>10,826</b>	<b>10,837</b>	<b>10,935</b>	<b>10,849</b>	<b>10,800</b>	<b>10,800</b>	<b>10,800</b>	<b>10,800</b>	<b>10,800</b>
1 <b>Dues</b>																
2 Membership Dues	(2.89%)	(18,230)	630,308	612,078	66,768	51,987	50,069	51,470	50,916	40,559	50,309	50,000	50,000	50,000	50,000	50,000
3 Chapter Rebates	(100.00%)	4,741	(12,000)	(7,259)	(172)	(828)	(499)	(851)	(514)	(1,395)	(500)	(500)	(500)	(500)	(500)	(500)
4 Adjustment to Dues - assuming March ME Membership	(100.00%)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
5 <b>Dues Net</b>	<b>(2.18%)</b>	<b>(13,489)</b>	<b>618,308</b>	<b>604,819</b>	<b>66,596</b>	<b>51,159</b>	<b>49,570</b>	<b>50,619</b>	<b>50,402</b>	<b>39,164</b>	<b>49,809</b>	<b>49,500</b>	<b>49,500</b>	<b>49,500</b>	<b>49,500</b>	<b>49,500</b>
6 Hilton Cup																
7 Revenues	0.00%	15,640	0	15,640	15,640	0	0	0	0	0	0	0	0	0	0	0
8 Expenses	0.00%	(29,513)	0	(29,513)	(28,427)	(1,069)	(6)	(1)	(10)	0	0	0	0	0	0	0
9 Hilton Cup Revenue - Net	0.00%	(13,873)	0	(13,873)	(12,787)	(1,069)	(6)	(1)	(10)	0	0	0	0	0	0	0
10 <b>Convention</b>																
11 Revenue	100.00%	(22,788)	105,500	82,712	86,047	(76)	(4,744)	1,485	0	0	0	0	0	0	0	0
12 Expense	100.00%	9,403	(74,000)	(64,597)	(19,792)	(12,245)	(31,234)	(983)	(343)	0	0	0	0	0	0	0
13 <b>Convention Revenue - Net</b>	<b>100.00%</b>	<b>(13,385)</b>	<b>31,500</b>	<b>18,115</b>	<b>66,255</b>	<b>(12,321)</b>	<b>(35,978)</b>	<b>502</b>	<b>(343)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
14																
15 <b>Magazine Advertising</b>																
16 Banners	(100.00%)	(1,750)	3,000	1,250	0	0	0	0	0	0	0	250	250	250	250	250
17 Classified	(16.61%)	(4,952)	29,820	24,868	660	4,743	1,595	(173)	4,000	432	1,186	2,485	2,485	2,485	2,485	2,485
18 Display Advertising	(21.53%)	(37,013)	171,912	134,899	10,208	7,415	8,720	12,324	6,109	7,904	10,589	14,326	14,326	14,326	14,326	14,326
19 Display Discounts	(100.00%)	30,800	(52,800)	(22,000)	0	0	0	0	0	0	0	(4,400)	(4,400)	(4,400)	(4,400)	(4,400)
20 <b>Magazine Advertising - Total</b>	<b>(8.50%)</b>	<b>(12,915)</b>	<b>151,932</b>	<b>139,017</b>	<b>10,868</b>	<b>12,158</b>	<b>10,315</b>	<b>12,151</b>	<b>10,109</b>	<b>8,336</b>	<b>11,775</b>	<b>12,661</b>	<b>12,661</b>	<b>12,661</b>	<b>12,661</b>	<b>12,661</b>
21 <b>Contributions</b>																
22 Contributions - Eagle Fund	4.41%	1,791	40,582	42,373	9,357	1,096	2,150	2,141	2,240	2,085	2,304	1,000	1,000	1,000	8,000	10,000
24 Contributions From General Endowment	0.00%	0	9,000	9,000	750	750	750	750	750	750	750	750	750	750	750	750
25 Fund Raising Expense	(15.49%)	(508)	(3,280)	(3,788)	(39)	(23)	0	0	0	(666)	0	(20)	(20)	(20)	(1,250)	(1,750)
26 <b>Contributions Net of Expense</b>	<b>2.77%</b>	<b>1,283</b>	<b>46,302</b>	<b>47,585</b>	<b>10,068</b>	<b>1,823</b>	<b>2,900</b>	<b>2,891</b>	<b>2,990</b>	<b>2,169</b>	<b>3,054</b>	<b>1,730</b>	<b>1,730</b>	<b>1,730</b>	<b>7,500</b>	<b>9,000</b>
27 <b>Merchandise Income</b>																
28 Merchandise Sales	4.27%	6,425	150,500	156,925	42,539	(1,142)	(5,097)	9,914	15,475	24,491	18,745	8,000	9,000	7,000	10,000	18,000
29 Shipping and Handling Charges	(7.63%)	(1,492)	19,550	18,058	1,393	1,198	2,172	1,242	1,469	2,243	1,991	1,000	1,100	950	1,200	2,100
30 Cost of Goods Sold	(0.09%)	(54)	(61,200)	(61,254)	(18,488)	7,406	(5,236)	(2,446)	(4,891)	(6,768)	(5,131)	(3,500)	(3,800)	(3,000)	(3,400)	(12,000)
31 <b>Merchandise Net Revenue</b>	<b>4.48%</b>	<b>4,879</b>	<b>108,850</b>	<b>113,729</b>	<b>25,444</b>	<b>7,462</b>	<b>(8,161)</b>	<b>8,710</b>	<b>12,053</b>	<b>19,966</b>	<b>15,605</b>	<b>5,500</b>	<b>6,300</b>	<b>4,950</b>	<b>7,800</b>	<b>8,100</b>
32 <b>Other</b>																
33 Subscriptions	(6.25%)	(987)	15,792	14,805	1,033	381	2,261	939	901	1,380	1,330	1,316	1,316	1,316	1,316	1,316
34 Sanction Fees	6.22%	1,174	18,883	20,057	275	100	205	2,025	2,300	4,364	2,920	1,574	1,574	1,574	1,574	1,574
35 Interest	0.00%	(2)	4	2	0	0	0	0	0	0	0	0	1	0	0	1
36 LCSB Cash Back Program	100.00%	3,000	2,000	5,000	0	0	5,000	0	0	0	0	0	0	0	0	0
37 Hilton Cup Processing Fee	0.00%	782	0	782	782	0	0	0	0	0	0	0	0	0	0	0
38 Miscellaneous	0.00%	3,381	0	3,381	0	0	998	0	0	1,000	1,383	0	0	0	0	0
39 <b>Other Gross Revenue</b>	<b>20.03%</b>	<b>7,348</b>	<b>36,679</b>	<b>44,027</b>	<b>2,090</b>	<b>481</b>	<b>8,464</b>	<b>2,964</b>	<b>3,201</b>	<b>6,744</b>	<b>5,633</b>	<b>2,890</b>	<b>2,891</b>	<b>2,890</b>	<b>2,890</b>	<b>2,891</b>
40																
41 <b>Total Cash Inflow From Operations</b>	<b>(4.04%)</b>	<b>(40,152)</b>	<b>993,571</b>	<b>953,419</b>	<b>168,534</b>	<b>59,693</b>	<b>27,104</b>	<b>77,836</b>	<b>78,402</b>	<b>76,379</b>	<b>85,876</b>	<b>72,281</b>	<b>73,082</b>	<b>71,731</b>	<b>80,351</b>	<b>82,152</b>
42																
43																
44 <b>CASH OUTFLOWS FROM OPERATIONS</b>																
45 <b>Compensation</b>																
55 <b>Wages Gross</b>	<b>1.53%</b>	<b>3,737</b>	<b>244,276</b>	<b>240,539</b>	<b>21,021</b>	<b>18,943</b>	<b>20,398</b>	<b>20,491</b>	<b>19,142</b>	<b>20,009</b>	<b>20,009</b>	<b>18,277</b>	<b>18,277</b>	<b>27,416</b>	<b>18,277</b>	<b>18,277</b>
56																
57 Employee bonuses	0.00%	0	3,150	3,150	0	0	0	0	0	0	0	0	0	0	0	3,150
58 Insurance - Health All Staff	9.29%	5,328	57,352	52,024	3,762	3,762	3,762	4,248	3,985	4,089	4,045	4,874	4,874	4,874	4,874	4,874
59 Workers Compensation Fee All Staff	49.69%	32	64	32	0	0	0	0	0	0	0	0	16	0	0	16
60 Workers Compensation Insurance All Staff	58.33%	674	1,155	481	0	0	0	0	0	0	0	96	96	96	96	96

Description	V%	VB\$	Approved 2010 Budget	December 2010 Forecast	Actual							2010 Budget - Modified for Forecast Changes					
	Fav/(Unfav)	Fav/(Unfav)			Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	
61 NM State Unemployment Tax All Staff	82.87%	606	731	125	0	0	0	0	0	0	0	0	38	30	26	21	10
62 Social Security Employers' Match Other Staff	(15.21%)	(2,304)	15,146	17,450	1,633	1,523	1,424	2,194	1,439	1,439	1,429	1,291	1,249	1,291	1,249	1,291	
63 Medicare Employers' Match Other Staff	57.94%	2,052	3,542	1,490	0	0	0	0	0	0	0	302	292	302	292	302	
<b>64 Total Compensation, Benefits and Taxes</b>	<b>3.11%</b>	<b>10,124</b>	<b>325,416</b>	<b>315,292</b>	<b>26,416</b>	<b>24,228</b>	<b>25,584</b>	<b>26,933</b>	<b>24,566</b>	<b>25,537</b>	<b>25,483</b>	<b>24,878</b>	<b>24,835</b>	<b>34,005</b>	<b>24,810</b>	<b>28,017</b>	
65																	
66 Advertising	(181.47%)	(1,724)	950	2,674	1,329	0	258	297	0	155	235	0	400	0	0	0	
67 Bad Debts Expense	50.00%	400	800	400	0	0	0	0	0	0	0	0	200	0	0	200	
68 Badge & Records	0.00%	0	800	800	0	0	0	0	0	0	0	0	0	0	0	800	
69 Bank Charges	(67.67%)	(609)	900	1,509	186	90	128	139	187	341	63	75	75	75	75	75	
70 Website Maintenance	65.00%	6,500	10,000	3,500	0	0	1,750	1,750	0	0	0	0	0	0	0	0	
71 Computer Maintenance/Service Expense	(157.88%)	(3,789)	2,400	6,189	771	541	1,074	210	288	1,634	671	200	200	200	200	200	
72 Contest Expenses -Sanction Fees	0.00%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
73 Contract Labor	1.17%	1,111	94,814	93,703	7,940	9,063	9,436	9,121	5,990	7,659	6,459	7,547	7,547	7,547	7,547	7,847	
74 Credit Card Fees	(55.05%)	(1,390)	2,525	3,915	354	439	594	508	335	299	336	210	210	210	210	210	
75 Education - Staff	54.55%	600	1,100	500	0	0	0	0	0	0	0	100	100	100	100	100	
76 Electronic Communication	0.09%	6	6,495	6,489	611	541	541	466	541	541	541	541	541	541	541	541	
77 Equipment Rental/Maintenance	3.08%	1,059	34,358	33,299	3,871	2,312	1,974	4,906	1,892	2,308	5,059	1,450	1,450	5,177	1,450	1,450	
78 Insurance - Other & Workers Comp.	(67.55%)	(7,295)	10,800	18,095	1,256	1,488	3,945	3,196	793	1,439	1,478	900	900	900	900	900	
79 Interest Expense -- bank interest only	0.00%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
80 Kolstad Proceeds	(0.54%)	(6)	1,105	1,111	107	314	60	20	60	0	40	60	70	80	100	200	
81 Cross Country Soaring Proceeds	20.00%	91	455	364	34	18	76	0	4	2	0	20	40	40	60	70	
82 Maintenance - Building & Grounds	17.77%	3,547	19,961	16,414	1,181	1,222	1,369	1,562	1,115	1,244	1,131	1,575	1,450	1,615	1,450	1,500	
83 Meeting Support	(65.33%)	(980)	1,500	2,480	191	340	90	43	144	147	25	0	1,500	0	0	0	
84 NAA Dues	0.04%	3	7,384	7,381	2,636	0	(791)	1,845	0	0	1,845	0	0	1,846	0	0	
85 Postage	(5.65%)	(6,422)	113,693	120,115	9,904	10,827	9,083	9,120	11,279	12,077	9,580	9,408	9,408	9,408	9,408	10,613	
86 Printing	6.91%	11,521	166,735	155,214	393	24,445	3,510	11,122	12,416	13,479	14,274	12,670	12,670	12,670	22,245	15,320	
87 Professional Dues	(206.88%)	(1,653)	799	2,452	0	0	228	600	0	0	1,624	0	0	0	0	0	
88 Professional Services - Accounting costs	13.88%	4,664	33,600	28,936	0	279	0	1,357	0	0	0	26,500	300	0	0	500	
89 Professional Services - Legal fees	(100.00%)	1,050	1,800	750	0	0	0	0	0	0	0	150	150	150	150	150	
90 Promotional Items	(100.00%)	(1,010)	2,580	3,590	733	11	0	1,534	204	23	10	215	215	215	215	215	
91 FAST Program	46.03%	(6,675)	14,500	21,175	1,691	597	348	1,790	946	2,483	7,720	2,500	2,000	500	400	200	
92																	
<b>93 SSA Member Committee Expenditures</b>																	
94 Growth & Promotion Committee	58.33%	875	1,500	625	0	0	0	0	0	0	0	125	125	125	125	125	
95 Youth Committee	28.92%	590	2,040	1,450	0	0	0	0	0	600	0	170	170	170	170	170	
96 Contingent Committee Expenditures	58.33%	5,833	10,000	4,167	0	0	0	0	0	0	0	833	834	833	833	834	
<b>97 SSA Committee Expenditures -- Total</b>	<b>53.90%</b>	<b>7,298</b>	<b>13,540</b>	<b>6,242</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>600</b>	<b>0</b>	<b>1,128</b>	<b>1,129</b>	<b>1,128</b>	<b>1,128</b>	<b>1,129</b>	
98																	
99 SSA HQ - Promotion of soaring	48.58%	2,915	6,000	3,085	87	0	15	6	6	0	471	500	500	500	500	500	
100 Supplies	(37.65%)	(5,614)	14,911	20,525	3,066	1,199	4,090	1,779	380	1,333	2,323	1,255	1,190	1,370	1,240	1,300	
101 Taxes - Miscellaneous (Permits & Licenses)	(33.33%)	(50)	150	200	25	0	0	10	10	130	0	0	0	0	0	25	
102 Telecommunications	0.77%	75	9,644	9,569	874	956	695	818	737	735	736	804	804	804	804	804	
103 Travel - Staff	15.23%	990	6,500	5,510	790	0	220	0	0	0	0	0	4,500	0	0	0	
104 Trophies/Awards	83.92%	2,098	2,500	402	291	23	33	55	0	0	0	0	0	0	0	0	
106 Utilities	(2.45%)	(294)	12,000	12,294	1,046	902	823	630	861	1,102	1,930	1,500	1,300	900	700	600	
107 Miscellaneous Expense	0.00%	(4,805)	0	4,805	332	1,400	496	694	514	1,369	0	0	0	0	0	0	
109 WinScort Charges			0	900	0	0	0	0	0	900	0	0	0	0	0	0	
110 WGC 2012 Expenses	39.00%	1,950	5,000	3,050	0	0	0	0	0	(2)	1,052	0	0	0	0	2,000	
<b>111 Total Cash Outflow from Operations</b>	<b>1.48%</b>	<b>13,686</b>	<b>925,715</b>	<b>912,929</b>	<b>66,115</b>	<b>81,235</b>	<b>65,629</b>	<b>80,511</b>	<b>63,268</b>	<b>75,535</b>	<b>83,086</b>	<b>94,186</b>	<b>73,684</b>	<b>79,981</b>	<b>74,232</b>	<b>75,466</b>	
112																	
<b>113 Net "Operating" Cash Inflows/(Outflows)</b>	<b>(39.00%)</b>	<b>(26,466)</b>	<b>67,856</b>	<b>40,490</b>	<b>102,419</b>	<b>(21,542)</b>	<b>(38,525)</b>	<b>(2,675)</b>	<b>15,134</b>	<b>844</b>	<b>2,790</b>	<b>(21,906)</b>	<b>(603)</b>	<b>(8,250)</b>	<b>6,118</b>	<b>6,686</b>	
<b>114 Year to Date Net Operating Cash Inflows/(Outflows)</b>																	
<b>115 Non-Cash Expenses</b>																	
116 Amorization	(0.34%)	(35)	10,206	10,241	838	838	838	838	838	838	838	875	875	875	875	875	
117 Depreciation	(6.80%)	(569)	8,372	8,941	890	890	891	890	767	643	439	706	706	706	706	706	
<b>118 Total Non-Cash Reductions to Capital</b>	<b>(3.25%)</b>	<b>(604)</b>	<b>18,578</b>	<b>19,182</b>	<b>1,728</b>	<b>1,728</b>	<b>1,729</b>	<b>1,728</b>	<b>1,605</b>	<b>1,481</b>	<b>1,277</b>	<b>1,581</b>	<b>1,581</b>	<b>1,581</b>	<b>1,581</b>	<b>1,581</b>	
119																	
<b>120 Net Assets Before Capital Expenditures</b>	<b>(56.76%)</b>	<b>(27,970)</b>	<b>49,278</b>	<b>21,308</b>	<b>100,691</b>	<b>(23,270)</b>	<b>(40,254)</b>	<b>(4,403)</b>	<b>13,529</b>	<b>(637)</b>	<b>1,513</b>	<b>(23,487)</b>	<b>(2,184)</b>	<b>(9,831)</b>	<b>4,537</b>	<b>5,105</b>	

Description	V%	VB\$	Approved 2010 Budget	December 2010 Forecast	Jan-10	Feb-10	Mar-10	Actual Apr-10	May-10	Jun-10	Jul-10	2010 Budget - Modified for Forecast Changes				
	Fav/(Unfav)	Fav/(Unfav)										Aug-10	Sep-10	Oct-10	Nov-10	Dec-10
121 Net YTD Assets Before Capital Expenditures											47,168					
122																
123 Capital Expenditures																
124																
125 Capital Equipment	100.00%	(4,400)	(4,400)	0	0	0	0	0	0	0	0	0	0	0	0	0
126 Capital Improvements	0.00%	0	(17,500)	(17,500)	0	0	0	0	0	0	0	0	0	(17,500)	0	0
127																
128 TOTAL "NON-OPERATING" CASH FLOWS		(4,400)	(21,900)	(17,500)	0	0	0	0	0	0	0	0	0	(17,500)	0	0
129																
130																
131 Net Assets After Capital Expenditures	(86.09%)	(23,570)	27,378	3,808	100,691	(23,270)	(40,254)	(4,403)	13,529	(637)	1,513	(23,487)	(2,184)	(27,331)	4,537	5,105
132 Year to Date Net Assets After Capital Expenditures											47,168					
133																
134 Net Assets After Capital Expenditures excluding Dep/Amort.			45,956	22,990	102,419	(21,542)	(38,525)	(2,675)	15,134	844	2,790	(21,906)	(603)	(25,750)	6,118	6,686
Year to Date Net Assets After Capital Expenditures excluding Dep/Amort.											58,444					

- 1
- 2 These numbers are based on the membership agreed with Denise.
- 3 Based on the estimated cost provided by the Growth and Membership Tasks Force.
- 4 The SSA Foundation has stopped the transfer of Life Membership funds because of the likely hood of exhausting the balance in that bucket.
- 7 The last Hilton Cup was held in 2009 and will not occur again.
- 8 The last Hilton Cup was held in 2009 and will not occur again.
- 11 Using 2008 actual
- 12 Using 2008 actual
- 16 Actual from 2009 thru July estimated Aug thru Dec
- 17 Actual from 2009 thru July estimated Aug thru Dec. In 2010 this will be handled as a prepaid if necessary.
- 18 Actual from 2009 thru July estimated Aug thru Dec. In 2010 this will be handled as a prepaid if necessary.
- 19 Actual from 2009 thru July estimated Aug thru Dec
- 22 Project less income than in 2009 and estimated
- 23 Not using as this was the Dianne Black-Nixon match.
- 24 Allowed monthly dist. From SSAF General Endowment Fund, drawn as needed
- 25 Used 8% of Eagle Fund contributions for expenses.
- 28 Increase in new items plus revenue 2010 convention plus FAST Revenue is booked here.
- 29 Used actual 2009 for Feb - July and estimate increase for convention shipping and handling
- 33 Used actual for Jan - July and divided by 7 got month and multiplied by 12
- 34 Using actual Jan - July & divided by 7 months to get monthly \$ and mult by 12 as we now deduct the US Team sanction fee payments from income
- 36 Credit Card and Glider financing rebate program - no payment is expected in 2009.
- 37 No longer holding the Hilton Cup
- 38 No longer using this account we should know where to post any income
- 57 Note: Each employee will net \$400 but have to record as \$450 and hold taxes to equal net check of \$400 each times 7
- 58 BCBS renewal effective 3/01/09 estimating 10 % increase for all 7 employees.
- 59 7 employees @ 4.30 ea per qtr - less 2.00 w/held from each employee per qtr leaving employer paying 7 @ 2.30 = 16.10 per qtr totaling 64.40 per year
- 60 Based on actual premium for 2009. Premiums reducing annually due to no injuries.
- 61 Based on 2009 wage limit 20,900 per employee annual in 2009 @ 0.500 (7employees)
- 62 Based on actual wages proposed for 2010 @ 6.20%
- 63 Based on actual wages proposed for 2010 @ 1.45%
- 66 Using actual thru July and estimating for Sept Miscellaneous advertising in Hobbs and surrounding areas. Not convention advertising
- 67 Bad Debts should be down as we are collecting most of our A/R. Allowance for A/R uncollectible deducting quarterly.
- 68 Pin Orders were made Dec 2008 for 2009, in Dec 2009 will order again for 2010, and in Nov or Dec 2010 will reorder for 2011.
- 69 Bank fees include online access fees
- 70 Cost to complete the digitization of Soaring Magazine and the Sailplane Directory.
- 71 Averaged Jan - Aug and multiplied by 12 for year
- 72 Not using as we are not supposed to have expenses as the contest committee is supposed to pick up expenses
- 73 Soaring Editor - \$39,564, Graphic/layout Designer - \$30,000, Badge & Records - \$12,000, Part-time help in merchandise for Bud Copeland, Copy Editor \$9,000
- 74 Using actual Jan - Aug and estimating Sep - Dec
- 75 Periodic seminars during the year but not January due to convention
- 76 Rackspace - \$466.25 per mo, Constant Contact(E-News) \$75
- 77 Xerox copier -\$1,450 per mo, Pitney Bowes - \$3,726.86 qtrly, Pitney Bowes maintenance agreement - \$155 per mo

Description	V%	VB\$	Approved	December 2010	Actual							2010 Budget - Modified for Forecast Changes				
	Fav/(Unfav)	Fav/(Unfav)	2010 Budget	Forecast	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10
78					Using 2009 actuals and estimating 10% increase for 2010. D&O - \$4,126, Glider Non-Owned - \$2,823, Commercial - Gen Liab for Magazine - \$978.53, Glider Premise - \$2,074 ( No longer have Glider ins for 1-26 Sailplane)											
79					Not using in budget as we are not receiving much to set a budget line on.											
80					Based on actual 2009 proceeds											
81					Based on actual 2009 proceeds											
82					Groundworks, office cleaning, exterminator, A/C maintenance, window cleaning, carpet cleaning actual January-July and averaged August - December											
83					Support (meals) for BOD and ExComm meetings in January and September 2010.											
84					Actual for 2009 paid per NAA bill less portion billed to US Team.											
85					Using actual for 2009 Jan - July and averaging Aug - Dec months.											
86					Actual 2009 Craftsmans invoices and allowed for dust covers ordered quarterly, catalog printing , and misc printing											
87					AOPA - \$39, RTCA - \$475, Hobbs Chamber - \$ 285											
88					Estimating 2010 audit to be \$30,000 and additional ongoing assistance from Johnson Miller											
89					Estimating for legal fees in case of audit and misc.											
90					Membership kits and merchandise items given as promotional items 10-100-5096/5097											
91					Using estimate from 2008 plus increase of 2009 due to increased promotional efforts by clubs. 10-170-5700-000											
94					Proposed Rebate program \$12,000, GTF business card expenses											
95					Per agreement Youth committee is given \$2,040 per year											
96					Government Liason for travel to Washington D.C. for policy discussions with FAA - \$2,500 & expenditures determined by Committee needs.											
99					Estimating for promotional items such as materials sent to promote air shows and includes membership mailings											
100					Based on actual 2009 Jan - July and estimating using 2007 & 2008 Aug - Dec											
101					Delaware Corporation tax-25, Vehicle Registration 2 yr - 100, City of Hobbs Bus Permit - 25											
102					Windstream- 620, AT&T - 50.32 long distance, Alltel -133.37- Denise cell phone											
103					Denise and Judy travel to board meeting											
104					Includes for January convention awards and purchase of medallions in June											
106					Using actual 20009 Jan-Aug, estimating Sept - Dec											
107					Not using as we should know where expenses belong.											
116					Used Amortization Schedule and adding amort for new heating/air conditioning unit											
117					Used Depreciation Schedule and adding depr for 2 new computers											
125					2 computer - 1 Accounting Manager & 1 Merchandise dept											
126					Heating/Air conditioning unit - 17,500											

**2010 Membership Statistics**

	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>August</u>	<u>September</u>	<u>October</u>	<u>November</u>	<u>December</u>	<u>CM - 12/31/09</u>
AS Associate	242	246	251	250	253	257	260						12
BF Bus Full	30	28	27	28	29	32	35						0
BFM Bus Fam	74	73	72	71	68	73	73						(4)
BU Business	103	101	99	98	96	103	101						(5)
FA Family	277	276	276	282	276	273	271						(4)
LI Life	933	932	931	930	930	931	930						(7)
ME Full	8,612	8,533	8544	8,563	8549	8590	8525						(101)
YOU Youth	669	667	602	604	636	676	654						(53)
<b>Total Members</b>	<b>10,940</b>	<b>10,856</b>	<b>10,802</b>	<b>10,826</b>	<b>10,837</b>	<b>10,935</b>	<b>10,849</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(162)</b>
													-1.5%

**2010 SSA Key Metrics**

AFL Afilliate	3	3	3	3	3	3	3						0
CH Chapter	135	135	137	137	138	136	134						1
DIV Division	7	7	7	7	7	7	7						0
IM Intro	75	56	48	64	562	584	773						(43)

**2009 Membership Statistics**

	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>August</u>	<u>September</u>	<u>October</u>	<u>November</u>	<u>December</u>	<u>Change CM - Jan</u>
AS Associate	250	254	253	251	254	250	250	246	244	238	237	241	(9)
BF Bus Full	32	31	32	32	32	31	30	29	30	29	30	29	(3)
BFM Bus Fam	70	74	76	76	75	74	75	71	74	73	72	72	2
BU Business	97	101	104	104	104	104	105	99	103	102	102	101	4
FA Family	272	264	265	268	270	278	271	273	275	275	276	280	8
LI Life	982	984	983	982	982	980	979	979	977	942	939	937	(45)
ME Full	8,758	8660	8714	8752	8744	8772	8703	8691	8686	8643	8617	8650	(108)
YOU Youth	643	708	708	708	741	722	697	703	705	691	676	689	46
<b>Total Members</b>	<b>11,104</b>	<b>11,076</b>	<b>11,135</b>	<b>11,173</b>	<b>11,202</b>	<b>11,211</b>	<b>11,110</b>	<b>11,091</b>	<b>11,094</b>	<b>10,993</b>	<b>10,949</b>	<b>10,999</b>	<b>(105)</b>

**2009 SSA Key Metrics**

Afl Afilliate	3	3	3	3	3	3	3	3	3	3	3	3	0
CH Chapter	133	136	136	135	133	134	135	134	134	134	134	134	0
DIV Division	7	7	7	7	7	7	7	7	7	7	7	7	0
IM Intro	70	38	36	48	47	97	212	299	335	306	201	99	(23)