

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 June 30, 2010

	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	140,185	158,032	(17,847)	307,562.46	314,149	(6,587)
Hilton Cup						
Revenues	0	0	0	15,640.00	0	15,640
Expenses	11	0	11	29,512.07	0	29,512
Hilton Cup Revenue - Net	(11)	0	(11)	(13,872.07)	0	(13,872)
Convention						
Expenses	0	0	0	0.00	0	0
Revenues	1,485	0	1,485	82,711.04	105,500	(22,789)
Expenses	(1,325)	0	(1,325)	(64,596.01)	(74,400)	9,804
Convention Revenue - Net	160	0	160	18,115.03	31,100	(12,985)
Magazine Advertising						
Classified	4,259	7,455	(3,196)	11,257.50	14,910	(3,653)
Display Advertising	26,336	4,478	21,858	52,675.78	61,606	(8,930)
Magazine Advertising - Net	30,595	11,933	18,662	63,933.28	76,516	(12,583)
Contributions						
Contributions - Eagle Fund	6,466	3,792	2,674	19,068.57	17,786	1,283
Contributions from Foundation	2,250	2,250	0	4,500.00	4,500	0
Related Fundraising Expenses	(666)	(120)	(546)	(727.50)	(320)	(408)
Contributions Net of Expense	8,050	5,922	2,128	22,841.07	21,966	875
Merchandise Income						
Merchandise Sales	50,472	34,500	15,972	86,773.59	85,000	1,774
Shipping and Handling Charges	5,004	4,150	854	9,766.63	11,700	(1,933)
Cost of Goods Sold	(14,417)	(13,300)	(1,117)	(30,735.00)	(31,000)	265
Merchandise Net Revenue	41,059	25,350	15,709	65,805.22	65,700	105
Subscriptions	3,220	3,948	(728)	6,895.00	7,896	(1,001)
Sanction Fees/Contest ID's	8,849	4,722	4,127	9,268.89	9,444	(175)
Interest	0	0	0	0.18	0	0

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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	2,000.00	0	2,000
TOTAL OPERATING REVENUE \$	233,107	\$ 209,907	23,200	488,331.06	528,771	(40,440)

OPERATING EXPENSES

Compensation

Wages	59,643	61,102	(1,459)	120,004.63	120,729	(724)
Insurance - Health & Dental	12,322	14,456	(2,134)	23,605.50	28,214	(4,609)
Payroll Taxes	5,073	5,251	(178)	9,653.94	10,396	(742)
Compensation, Benefits and Taxes	77,038	80,809	(3,771)	153,264.07	159,339	(6,075)

Advertising	452	0	452	2,038.75	0	2,039
Bad Debts Expense	0	200	(200)	0.00	400	(400)
Badge and Records	0	0	0	0.00	0	0
Bank Charges	668	225	443	1,071.28	450	621
Website Maintenance	1,750	6,500	(4,750)	3,500.00	10,000	(6,500)
Computer Maintenance	354	600	(246)	1,308.01	1,200	108
Computer Service	1,778	0	1,778	3,211.22	0	3,211
Contest Expenses	0	0	0	0.00	0	0
Contract Labor	22,770	26,641	(3,871)	49,209.95	55,182	(5,972)
Credit Card Fees	1,143	537	606	2,529.37	1,247	1,282
Electronic Communication	1,549	1,623	(74)	3,241.85	3,246	(4)
Equipment Rental & Maintenance	9,105	10,127	(1,022)	17,262.56	18,204	(941)
Growth & Promotion Committee	0	375	(375)	0.00	750	(750)
Youth Committee Expenses	600	510	90	600.00	1,020	(420)
Contingent Committee Expenses	0	2,500	(2,500)	0.00	5,000	(5,000)
SSA HQ - Promotion of soaring	218	0	218	319.35	0	319
FAST Program	5,219	4,600	619	7,855.00	6,400	1,455
Insurance-Other & Work Comp	5,427	2,700	2,727	12,115.99	5,400	6,716
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	80	280	(200)	560.50	570	(10)
Maintenance - Building and Grounds	3,920	4,555	(635)	7,691.97	10,846	(3,154)
Meeting Support	334	0	334	956.02	0	956
NAA Dues	1,845	1,846	(1)	3,690.04	3,692	(2)
Permits & Licenses	20	0	20	45.00	0	45

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Postage	32,476	28,939	3,537	62,291.34	56,994	5,297
Printing	37,017	39,850	(2,833)	65,365.33	80,110	(14,745)
Professional Dues	600	285	315	828.00	799	29
Professional Services	1,357	25,450	(24,093)	1,635.42	27,200	(25,565)
Promotional Items	1,760	2,145	(385)	2,503.98	4,290	(1,786)
Refunds	2,734	3,000	(266)	4,233.00	6,000	(1,767)
Sanction Fees - US Team	0	0	0	0.00	0	0
Supplies	3,286	2,450	836	11,640.04	4,965	6,675
Taxes - Miscellaneous	130	100	30	129.50	125	5
Telecommunications	2,290	2,412	(122)	4,814.80	4,824	(9)
Travel - SSA Office Staff	0	2,000	(2,000)	1,010.40	2,000	(990)
Trophies/Awards	55	2,075	(2,020)	401.31	3,650	(3,249)
Utilities	2,594	3,350	(756)	5,364.32	5,500	(136)
WinScore Charges	900	0	900	900.00	0	900
World Bid Expenses	0	0	0	0.00	0	0
Royalties-Cross Country Soaring	7	130	(123)	134.16	205	(71)
Miscellaneous Expenses	0	0	0	572.00	0	572
TOTAL ADMINISTRATIVE EX	219,476	256,814	(37,338)	432,294.53	479,608	(47,313)
CAPITAL PROVIDED BY OPERATIONS	13,631	(46,907)	60,538	56,036.53	49,163	6,874
Amortization	2,515	2,625	(110)	5,029.19	4,956	73
Depreciation	2,300	2,118	182	4,970.88	4,134	837
NET CAPITAL INCREASE	\$ 8,816	\$ (51,650)	60,466	46,036.46	40,073	5,963
(DECREASE)						