

**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 September 30, 2009

	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	155,553	0	155,553	480,728.16	0	480,728
Hilton Cup						
Revenues	0	0	0	0.00	0	0
Expenses	0	0	0	0.00	0	0
<b>Hilton Cup Revenue - Net</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0</b>
Convention						
Expenses	0	0	0	0.00	0	0
Revenues	0	0	0	0.00	0	0
Expenses	0	0	0	0.00	0	0
<b>Convention Revenue - Net</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0</b>
Magazine Advertising						
Classified	3,009	0	3,009	19,023.90	0	19,024
Display Advertising	24,950	0	24,950	79,320.24	0	79,320
<b>Magazine Advertising - Net</b>	<b>27,959</b>	<b>0</b>	<b>27,959</b>	<b>98,344.14</b>	<b>0</b>	<b>98,344</b>
Contributions						
Contributions - Eagle Fund	4,514	0	4,514	45,464.61	0	45,465
Contributions from Foundation	2,250	0	2,250	6,750.00	0	6,750
Related Fundraising Expenses	(51)	0	(51)	(144.37)	0	(144)
<b>Contributions Net of Expense</b>	<b>6,713</b>	<b>0</b>	<b>6,713</b>	<b>52,070.24</b>	<b>0</b>	<b>52,070</b>
Merchandise Income						
Merchandise Sales	30,731	0	30,731	93,806.08	0	93,806
Shipping and Handling Charges	4,112	0	4,112	13,181.60	0	13,182
Cost of Goods Sold	(11,422)	0	(11,422)	(43,156.46)	0	(43,156)
<b>Merchandise Net Revenue</b>	<b>23,421</b>	<b>0</b>	<b>23,421</b>	<b>63,831.22</b>	<b>0</b>	<b>63,831</b>
Subscriptions	2,908	0	2,908	11,125.67	0	11,126
Sanction Fees/Contest ID's	7,720	0	7,720	16,765.00	0	16,765
Interest	0	0	0	2.76	0	3

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	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	0.00	0	0
Accounting Services-Hilton Cup	2,028	0	2,028	12,378.27	0	12,378
Miscellaneous	0	0	0	0.00	0	0
Court Ordered Restitution	1,000	0	1,000	2,000.00	0	2,000
<b>TOTAL OPERATING REVENUE</b>	<b>\$ 227,302</b>	<b>\$ 0</b>	<b>227,302</b>	<b>737,245.46</b>	<b>0</b>	<b>737,245</b>

**OPERATING EXPENSES**

Compensation

Wages	58,634	0	58,634	173,155.81	0	173,156
Insurance - Health & Dental	13,408	0	13,408	39,633.82	0	39,634
Payroll Taxes	4,263	0	4,263	13,599.36	0	13,599
<b>Compensation, Benefits and Taxes</b>	<b>76,305</b>	<b>0</b>	<b>76,305</b>	<b>226,388.99</b>	<b>0</b>	<b>226,389</b>

Advertising	373	0	373	1,658.50	0	1,659
Bad Debts Expense	0	0	0	0.00	0	0
Badge and Records	0	0	0	0.00	0	0
Bank Charges	364	0	364	919.92	0	920
Website Maintenance	7,042	0	7,042	7,041.67	0	7,042
Computer Maintenance	275	0	275	1,379.66	0	1,380
Computer Service	346	0	346	1,504.50	0	1,505
Contest Expenses	0	0	0	220.00	0	220
Contract Labor	20,692	0	20,692	61,604.25	0	61,604
Credit Card Fees	690	0	690	1,933.88	0	1,934
Electronic Communication	1,624	0	1,624	5,072.25	0	5,072
Equipment Rental & Maintenance	8,810	0	8,810	28,219.08	0	28,219
Growth & Promotion Committee	100	0	100	100.00	0	100
Youth Committee Expenses	24	0	24	824.28	0	824
SSA HQ - Promotion of soaring	10	0	10	9.85	0	10
FAST Program	16,213	0	16,213	22,770.00	0	22,770
Insurance-Other & Work Comp	4,051	0	4,051	12,567.06	0	12,567
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	84	0	84	651.80	0	652
Maintenance - Building and Grounds	5,252	0	5,252	17,419.20	0	17,419
Meeting Support	1,189	0	1,189	2,917.46	0	2,917
NAA Dues	1,845	0	1,845	5,535.06	0	5,535
Permits & Licenses	0	0	0	130.00	0	130
Postage	27,381	0	27,381	85,005.62	0	85,006

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Printing	40,469	0	40,469	118,869.69	0	118,870
Professional Dues	10	0	10	1,124.00	0	1,124
Professional Services	509	0	509	23,383.43	0	23,383
Promotional Items	669	0	669	2,124.00	0	2,124
Refunds	0	0	0	0.00	0	0
Sanction Fees - US Team	0	0	0	0.00	0	0
Supplies	3,431	0	3,431	10,211.09	0	10,211
Taxes - Miscellaneous	0	0	0	25.00	0	25
Telecommunications	2,387	0	2,387	7,332.77	0	7,333
Travel - SSA Office Staff	2,909	0	2,909	4,316.53	0	4,317
Trophies/Awards	324	0	324	3,105.08	0	3,105
Utilities	4,525	0	4,525	9,728.47	0	9,728
WinScore Charges	900	0	900	900.00	0	900
World Bid Expenses	0	0	0	1,495.98	0	1,496
Royalties-Cross Country Soaring	47	0	47	221.37	0	221
Miscellaneous Expenses	0	0	0	0.00	0	0
<b>TOTAL ADMINISTRATIVE EX</b>	<b>228,850</b>	<b>0</b>	<b>228,850</b>	<b>666,710.44</b>	<b>0</b>	<b>666,710</b>
<b>CAPITAL PROVIDED BY OPERATIONS</b>	<b>(1,548)</b>	<b>0</b>	<b>(1,548)</b>	<b>70,535.02</b>	<b>0</b>	<b>70,535</b>
Amortization	2,330	0	2,330	6,988.86	0	6,989
Depreciation	1,965	0	1,965	5,587.81	0	5,588
<b>NET CAPITAL INCREASE</b>	<b>\$ (5,843)</b>	<b>\$ 0</b>	<b>(5,843)</b>	<b>57,958.35</b>	<b>0</b>	<b>57,958</b>
<b>(DECREASE)</b>						