

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 March 31, 2009

	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	47,171	50,068	(2,897)	152,420.30	150,287	2,133
Hilton Cup						
Revenues	0	0	0	0.00	0	0
Expenses	9	0	9	7,370.28	0	7,370
Hilton Cup Revenue - Net	(9)	0	(9)	(7,370.28)	0	(7,370)
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
Convention Revenue - Net	0	0	0	0.00	0	0
Magazine Advertising						
Classified	5,772	500	5,272	8,433.25	4,500	3,933
Display Advertising	7,950	7,200	750	26,466.88	22,400	4,067
Magazine Advertising - Net	13,722	7,700	6,022	34,900.13	26,900	8,000
Contributions						
Contributions - Eagle Fund	2,004	3,000	(996)	12,176.80	24,000	(11,823)
Contributions from Foundation	750	750	0	2,250.00	2,250	0
Related Fundraising Expenses	(12)	(300)	288	(47.10)	(2,400)	2,353
Contributions Net of Expense	2,742	3,450	(708)	14,379.70	23,850	(9,470)
Merchandise Income						
Merchandise Sales	12,307	10,400	1,907	30,159.12	38,400	(8,241)
Shipping and Handling Charges	1,482	1,400	82	5,008.53	4,300	709
Cost of Goods Sold	(4,326)	(4,250)	(76)	(11,992.84)	(14,150)	2,157
Merchandise Net Revenue	9,463	7,550	1,913	23,174.81	28,550	(5,375)
Subscriptions	1,993	1,800	193	4,623.58	3,500	1,124
Sanction Fees/Contest ID's	2,640	750	1,890	3,860.00	3,090	770

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Interest	1	0	1	1.74	0	2
LCSB Cash Back Program	0	0	0	0.00	2,200	(2,200)
Accounting Services-Hilton Cup	0	0	0	350.00	0	350
Miscellaneous	1,000	100	900	1,000.00	300	700
TOTAL OPERATING REVENUE	\$ 78,723	\$ 71,418	7,305	227,339.98	238,677	(11,337)

OPERATING EXPENSES

Compensation

Wages	19,570	18,760	810	56,705.26	54,060	2,645
Insurance - Health & Dental	5,121	4,613	508	13,057.12	12,925	132
Payroll Taxes	1,489	1,561	(72)	4,211.08	4,441	(230)
Compensation, Benefits and Taxes	26,180	24,934	1,246	73,973.46	71,426	2,547

Advertising	(191)	50	(241)	956.33	350	606
Bad Debts Expense	0	300	(300)	0.00	300	(300)
Badge and Records	0	0	0	0.00	0	0
Bank Charges	79	75	4	205.78	225	(19)
Website Maintenance	0	4,000	(4,000)	0.00	20,000	(20,000)
Computer Maintenance	126	600	(474)	378.45	1,800	(1,422)
Computer Service	0	0	0	568.32	0	568
Contest Expenses	0	0	0	220.00	0	220
Contract Labor	6,808	7,947	(1,139)	20,381.25	22,541	(2,160)
Credit Card Fees	209	700	(491)	707.07	1,200	(493)
Education	0	100	(100)	0.00	300	(300)
Electronic Communication	496	500	(4)	1,458.75	1,500	(41)
Equipment Rental & Maintenance	1,249	1,500	(251)	8,814.27	8,227	587
Growth & Promotion Committee	0	125	(125)	0.00	375	(375)
Youth Committee Expenses	0	170	(170)	800.00	510	290
Contingent Committee Expenses	0	834	(834)	0.00	2,500	(2,500)
SSA HQ - Promotion of soaring	0	992	(992)	0.00	2,976	(2,976)
FAST Program	645	0	645	1,838.00	0	1,838
Insurance-Other & Work Comp	1,758	1,003	755	4,266.64	3,009	1,258
Interest Expense	0	50	(50)	0.00	150	(150)
Kolstad Proceeds - DVD Sales	52	83	(31)	275.60	249	27
Maintenance - Building and Grounds	1,910	1,345	565	7,041.49	4,293	2,748
Meeting Support	20	100	(80)	1,646.89	2,800	(1,153)

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NAA Dues	0	0	0	1,845.02	2,700	(855)
Permits & Licenses	100	0	100	120.00	0	120
Postage	9,085	10,580	(1,495)	28,846.03	33,264	(4,418)
Printing	12,385	12,000	385	40,289.96	39,000	1,290
Professional Dues	0	500	(500)	39.00	500	(461)
Professional Services	458	534	(76)	1,416.60	1,601	(184)
Promotional Items	(751)	0	(751)	659.55	0	660
Refunds	0	0	0	0.00	0	0
Suspicious Documents - A Gleason	0	0	0	0.00	0	0
SSA - Other Expenses - A Gleason	0	0	0	0.00	0	0
Sanction Fees - US Team	0	0	0	390.00	0	390
Supplies	451	1,250	(799)	3,203.71	3,750	(546)
Taxes - Miscellaneous	0	75	(75)	25.00	525	(500)
Telecommunications	824	815	9	2,436.30	2,445	(9)
Travel - SSA Office Staff	(608)	200	(808)	963.55	3,800	(2,836)
Trophies/Awards	0	550	(550)	1,650.02	5,050	(3,400)
Utilities	880	700	180	1,997.87	2,450	(452)
WinScore Charges	0	0	0	0.00	0	0
World Bid Expenses	1,496	0	1,496	1,495.98	0	1,496
Royalties-Cross Country Soaring	40	63	(23)	55.90	188	(132)
Miscellaneous Expenses	0	0	0	0.00	0	0
TOTAL ADMINISTRATIVE EXP	63,701	72,675	(8,974)	208,966.79	240,004	(31,037)
CAPITAL PROVIDED BY OPERATIONS	15,022	(1,257)	16,279	18,373.19	(1,327)	19,700
Amortization	777	850	(73)	2,329.62	2,550	(220)
Depreciation	604	1,080	(476)	1,811.41	3,090	(1,279)
NET CAPITAL INCREASE	\$ 13,641	\$ (3,187)	16,828	14,232.16	(6,967)	21,199
(DECREASE)						