

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 December 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	45,014	49,260	(4,246)	628,531.47	599,277	29,254
Hilton Cup						
Revenues	0	0	0	0.00	25,000	(25,000)
Expenses	5	0	5	13.52	25,000	(24,986)
Hilton Cup Revenue - Net	(5)	0	(5)	(13.52)	0	(14)
Convention						
Expenses	0	0	0	0.00	0	0
Revenues	0	18,000	(18,000)	0.00	32,550	(32,550)
Expenses	0	0	0	0.00	0	0
Convention Revenue - Net	0	18,000	(18,000)	0.00	32,550	(32,550)
Magazine Advertising						
Classified	691	800	(109)	23,389.67	21,150	2,240
Display Advertising	6,924	10,000	(3,076)	105,733.96	106,250	(516)
Magazine Advertising - Net	7,615	10,800	(3,185)	129,123.63	127,400	1,724
Contributions						
Contributions - Eagle Fund	9,348	30,000	(20,652)	87,597.96	90,100	(2,502)
Contributions from Foundation	750	750	0	9,000.00	9,000	0
Related Fundraising Expenses	(51)	(3,000)	2,949	(1,028.58)	(9,010)	7,981
Contributions Net of Expense	10,047	27,750	(17,703)	95,569.38	90,090	5,479
Merchandise Income						
Merchandise Sales	22,384	12,000	10,384	139,193.81	125,200	13,994
Shipping and Handling Charges	5,359	1,400	3,959	22,129.01	15,525	6,604
Cost of Goods Sold	(14,730)	(5,600)	(9,130)	(67,425.79)	(49,600)	(17,826)
Merchandise Net Revenue	13,013	7,800	5,213	93,897.03	91,125	2,772
Subscriptions	1,192	1,000	192	15,874.67	12,950	2,925
Sanction Fees/Contest ID's	820	200	620	23,022.00	28,040	(5,018)
Interest	0	0	0	3.07	0	3

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LCSB Cash Back Program	0	0	0	0.00	2,200	(2,200)
Accounting Services-Hilton Cup	0	0	0	12,378.27	1,250	11,128
Miscellaneous	0	100	(100)	0.00	1,200	(1,200)
Court Ordered Restitution	850	0	850	3,700.00	0	3,700
TOTAL OPERATING REVENUE \$	78,546	\$ 114,910	(36,364)	1,002,086.00	986,082	16,004

OPERATING EXPENSES

Compensation

Wages	24,204	23,060	1,144	237,771.48	247,462	(9,691)
Insurance - Health & Dental	3,019	4,613	(1,594)	51,369.24	54,442	(3,073)
Payroll Taxes	1,660	1,590	70	18,928.64	19,651	(722)
Compensation, Benefits and Taxes	28,883	29,263	(380)	308,069.36	321,555	(13,486)

Advertising	43	50	(7)	1,951.14	1,450	501
Bad Debts Expense	0	300	(300)	0.00	1,200	(1,200)
Badge and Records	0	0	0	0.00	0	0
Bank Charges	134	75	59	1,374.68	900	475
Website Maintenance	0	0	0	7,041.67	20,000	(12,958)
Computer Maintenance	105	600	(495)	1,694.97	7,200	(5,505)
Computer Service	1,938	0	1,938	4,965.40	0	4,965
Contest Expenses	0	0	0	220.00	0	220
Contract Labor	8,692	8,547	145	86,410.59	88,464	(2,053)
Credit Card Fees	261	1,100	(839)	2,555.80	7,850	(5,294)
Electronic Communication	541	500	41	7,356.00	6,000	1,356
Equipment Rental & Maintenance	1,634	1,500	134	38,061.11	32,908	5,153
Growth & Promotion Committee	0	125	(125)	100.00	1,500	(1,400)
Youth Committee Expenses	0	170	(170)	824.28	2,040	(1,216)
Contingent Committee Expenses	0	834	(834)	1,127.89	10,000	(8,872)
SSA HQ - Promotion of soaring	0	991	(991)	48.03	11,900	(11,852)
FAST Program	0	0	0	26,598.00	0	26,598
Insurance-Other & Work Comp	1,344	1,003	341	16,605.22	12,036	4,569
Interest Expense	0	50	(50)	0.00	600	(600)
Kolstad Proceeds - DVD Sales	105	87	18	819.00	1,000	(181)
Maintenance - Building and Grounds	1,107	1,267	(160)	22,816.46	17,700	5,116
Meeting Support	20	500	(480)	3,309.23	6,600	(3,291)
NAA Dues	0	0	0	7,380.08	10,800	(3,420)
Permits & Licenses	0	0	0	130.00	0	130

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Postage	12,473	16,000	(3,527)	119,249.75	131,144	(11,894)
Printing	12,898	15,000	(2,102)	159,644.69	156,000	3,645
Professional Dues	0	0	0	1,124.00	500	624
Professional Services	229	833	(604)	33,680.26	34,000	(320)
Promotional Items	12	0	12	2,548.44	0	2,548
Refunds	0	0	0	0.00	0	0
Sanction Fees - US Team	0	0	0	0.00	0	0
Supplies	881	1,250	(369)	21,447.06	15,000	6,447
Taxes - Miscellaneous	0	0	0	25.00	595	(570)
Telecommunications	975	815	160	9,896.32	9,780	116
Travel - SSA Office Staff	0	200	(200)	4,430.13	11,900	(7,470)
Trophies/Awards	0	550	(550)	3,345.08	10,000	(6,655)
Utilities	378	850	(472)	12,156.22	13,000	(844)
WinScore Charges	0	0	0	900.00	0	900
World Bid Expenses	0	0	0	1,495.98	0	1,496
Royalties-Cross Country Soaring	13	63	(50)	393.55	750	(356)
Miscellaneous Expenses	0	0	0	0.00	0	0
TOTAL ADMINISTRATIVE EX	72,666	82,523	(9,857)	909,795.39	944,372	(34,577)
CAPITAL PROVIDED BY OPERATIONS	5,880	32,387	(26,507)	92,290.61	41,710	50,581
Amortization	838	1,145	(307)	9,441.80	12,855	(3,413)
Depreciation	778	1,080	(302)	7,799.42	12,810	(5,011)
NET CAPITAL INCREASE	\$ 4,264	\$ 30,162	(25,898)	75,049.39	16,045	59,004
(DECREASE)						