

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 January 31, 2011

	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	50,334	50,577	(243)	50,334.36	50,577	(243)
Hilton Cup						
Revenues	0	0	0	0.00	0	0
Expenses	0	0	0	0.00	0	0
Hilton Cup Revenue - Net	0	0	0	0.00	0	0
Convention						
Expenses	0	0	0	0.00	0	0
Revenues	34,635	71,215	(36,580)	34,635.00	71,215	(36,580)
Expenses	(35,081)	(58,117)	23,036	(35,082.70)	(58,117)	23,034
Convention Revenue - Net	(446)	13,098	(13,544)	(447.70)	13,098	(13,546)
Magazine Advertising						
Classified	481	660	(179)	481.25	660	(179)
Display Advertising	8,071	10,208	(2,137)	8,071.41	10,208	(2,137)
Magazine Advertising - Net	8,552	10,868	(2,316)	8,552.66	10,868	(2,315)
Contributions						
Contributions - Eagle Fund	11,624	5,000	6,624	11,624.00	5,000	6,624
Contributions from Foundation	750	750	0	750.00	750	0
Related Fundraising Expenses	(152)	(39)	(113)	(152.10)	(39)	(113)
Contributions Net of Expense	12,222	5,711	6,511	12,221.90	5,711	6,511
Merchandise Income						
Merchandise Sales	4,634	10,173	(5,539)	4,634.48	10,173	(5,539)
Shipping and Handling Charges	1,779	1,393	386	1,779.39	1,393	386
Cost of Goods Sold	(3,971)	(4,484)	513	(3,971.16)	(4,484)	513
Merchandise Net Revenue	2,442	7,082	(4,640)	2,442.71	7,082	(4,639)
Subscriptions	1,197	1,033	164	1,197.00	1,033	164
Sanction Fees/Contest ID's	1,180	1,777	(597)	1,180.00	1,777	(597)
Interest	0	0	0	0.03	0	0

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LCSB Cash Back Program	0	0	0	0.00	0	0
Accounting Services-Hilton Cup	0	0	0	0.00	0	0
Miscellaneous	0	0	0	0.00	0	0
TOTAL OPERATING REVENUE \$	75,481	\$ 90,146	(14,665)	75,480.96	90,146	(14,665)

OPERATING EXPENSES

Compensation						
Wages	16,588	18,314	(1,726)	16,588.42	18,314	(1,726)
Insurance - Health & Dental	3,346	4,235	(889)	3,345.39	4,235	(890)
Payroll Taxes	1,515	1,377	138	1,515.08	1,377	138
Compensation, Benefits and Taxes	21,449	23,926	(2,477)	21,448.89	23,926	(2,477)
Advertising	0	0	0	0.00	0	0
Bad Debts Expense	0	0	0	0.00	0	0
Badge and Records	0	0	0	0.00	0	0
Bank Charges	148	186	(38)	148.42	186	(38)
Computer Maintenance	122	0	122	122.19	0	122
Computer Service	21	771	(750)	21.10	771	(750)
Contest Expenses	0	0	0	0.00	0	0
Contract Labor	7,240	7,278	(38)	7,239.00	7,278	(39)
Credit Card Fees	447	354	93	447.12	354	93
Electronic Communication	561	625	(64)	561.25	625	(64)
Equipment Rental & Maintenance	12,053	5,130	6,923	12,053.06	5,130	6,923
Growth & Promotion Committee	0	750	(750)	0.00	750	(750)
SSA HQ - Promotion of soaring	0	820	(820)	0.00	820	(820)
FAST Program	347	0	347	347.00	0	347
Insurance-Other & Work Comp	1,353	1,256	97	1,353.34	1,256	97
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	175	107	68	174.80	107	68
Maintenance - Building and Grounds	1,271	1,181	90	1,271.32	1,181	90
Meeting Support	29	0	29	29.25	0	29
NAA Dues	2,636	1,845	791	2,635.74	1,845	791
Permits & Licenses	20	0	20	20.00	0	20
Postage	10,213	10,322	(109)	10,212.84	10,322	(109)
Printing	7,993	10,285	(2,292)	7,993.07	10,285	(2,292)
Professional Dues	0	0	0	0.00	0	0
Professional Services	0	0	0	0.00	0	0

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Promotional Items	0	0	0	0.00	0	0
Refunds	745	172	573	745.00	172	573
Sanction Fees - US Team	0	275	(275)	0.00	275	(275)
Supplies	1,455	2,915	(1,460)	1,454.44	2,915	(1,461)
Taxes - Miscellaneous	0	25	(25)	0.00	25	(25)
Telecommunications	852	874	(22)	852.28	874	(22)
Travel - SSA Office Staff	0	790	(790)	0.00	790	(790)
Trophies/Awards	0	167	(167)	0.00	167	(167)
Utilities	610	1,046	(436)	610.29	1,046	(436)
WinScore Charges	0	0	0	0.00	0	0
World Bid Expenses	0	0	0	0.00	0	0
Royalties-Cross Country Soaring	0	34	(34)	0.00	34	(34)
Miscellaneous Expenses	0	0	0	0.00	0	0
TOTAL ADMINISTRATIVE EX	69,740	71,134	(1,394)	69,740.40	71,134	(1,394)
CAPITAL PROVIDED BY OPERATIONS	5,741	19,012	(13,271)	5,740.56	19,012	(13,271)
Amortization	838	838	0	838.20	838	0
Depreciation	337	439	(102)	337.08	439	(102)
NET CAPITAL INCREASE	\$ 4,566	\$ 17,735	(13,169)	4,565.28	17,735	(13,170)
(DECREASE)						