

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, 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	167,377	156,117	11,260	167,377.47	156,117	11,260
Hilton Cup						
Revenues	15,640	0	15,640	15,640.00	0	15,640
Expenses	29,503	0	29,503	29,501.88	0	29,502
Hilton Cup Revenue - Net	(13,863)	0	(13,863)	(13,861.88)	0	(13,862)
Convention						
Expenses	0	0	0	0.00	0	0
Revenues	81,227	105,500	(24,273)	81,227.00	105,500	(24,273)
Expenses	(63,272)	(74,400)	11,128	(63,271.06)	(74,400)	11,129
Convention Revenue - Net	17,955	31,100	(13,145)	17,955.94	31,100	(13,144)
Magazine Advertising						
Classified	6,998	7,455	(457)	6,998.25	7,455	(457)
Display Advertising	26,341	57,128	(30,787)	26,341.12	57,128	(30,787)
Magazine Advertising - Net	33,339	64,583	(31,244)	33,339.37	64,583	(31,244)
Contributions						
Contributions - Eagle Fund	12,603	13,994	(1,391)	12,603.00	13,994	(1,391)
Contributions from Foundation	2,250	2,250	0	2,250.00	2,250	0
Related Fundraising Expenses	(62)	(200)	138	(61.50)	(200)	139
Contributions Net of Expense	14,791	16,044	(1,253)	14,791.50	16,044	(1,253)
Merchandise Income						
Merchandise Sales	36,301	50,500	(14,199)	36,301.27	50,500	(14,199)
Shipping and Handling Charges	4,763	7,550	(2,787)	4,762.65	7,550	(2,787)
Cost of Goods Sold	(16,318)	(17,700)	1,382	(16,318.48)	(17,700)	1,382
Merchandise Net Revenue	24,746	40,350	(15,604)	24,745.44	40,350	(15,605)
Subscriptions	3,675	3,948	(273)	3,675.00	3,948	(273)
Sanction Fees/Contest ID's	420	4,722	(4,302)	420.00	4,722	(4,302)
Interest	0	0	0	0.09	0	0

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, 2010

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
LCSB Cash Back Program	5,000	2,000	3,000	5,000.00	2,000	3,000
Accounting Services-Hilton Cup	782	0	782	782.00	0	782
Miscellaneous	0	0	0	0.00	0	0
Court Ordered Restitution	1,000	0	1,000	1,000.00	0	1,000
TOTAL OPERATING REVENUE \$	255,222	\$ 318,864	(63,642)	255,224.93	318,864	(63,639)

OPERATING EXPENSES

Compensation

Wages	60,362	59,627	735	60,362.01	59,627	735
Insurance - Health & Dental	11,285	13,758	(2,473)	11,283.36	13,758	(2,475)
Payroll Taxes	4,582	5,145	(563)	4,581.31	5,145	(564)
Compensation, Benefits and Taxes	76,229	78,530	(2,301)	76,226.68	78,530	(2,303)

Advertising	1,587	0	1,587	1,587.00	0	1,587
Bad Debts Expense	0	200	(200)	0.00	200	(200)
Badge and Records	0	0	0	0.00	0	0
Bank Charges	403	225	178	403.35	225	178
Website Maintenance	1,750	3,500	(1,750)	1,750.00	3,500	(1,750)
Computer Maintenance	954	600	354	954.22	600	354
Computer Service	1,433	0	1,433	1,432.80	0	1,433
Contest Expenses	0	0	0	0.00	0	0
Contract Labor	26,440	28,541	(2,101)	26,439.42	28,541	(2,102)
Credit Card Fees	1,386	710	676	1,386.42	710	676
Electronic Communication	1,693	1,623	70	1,693.10	1,623	70
Equipment Rental & Maintenance	8,157	8,077	80	8,157.22	8,077	80
Growth & Promotion Committee	0	375	(375)	0.00	375	(375)
Youth Committee Expenses	0	510	(510)	0.00	510	(510)
Contingent Committee Expenses	0	2,500	(2,500)	0.00	2,500	(2,500)
SSA HQ - Promotion of soaring	102	0	102	101.67	0	102
FAST Program	2,636	1,800	836	2,636.00	1,800	836
Insurance-Other & Work Comp	6,689	2,700	3,989	6,688.87	2,700	3,989
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	481	290	191	480.70	290	191
Maintenance - Building and Grounds	3,772	6,291	(2,519)	3,771.77	6,291	(2,519)
Meeting Support	622	0	622	621.63	0	622
NAA Dues	1,845	1,846	(1)	1,845.02	1,846	(1)
Permits & Licenses	25	0	25	25.00	0	25

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, 2010

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
Postage	29,817	28,055	1,762	29,816.26	28,055	1,761
Printing	28,348	40,260	(11,912)	28,348.42	40,260	(11,912)
Professional Dues	228	514	(286)	228.00	514	(286)
Professional Services	279	1,750	(1,471)	278.35	1,750	(1,472)
Promotional Items	744	2,145	(1,401)	743.40	2,145	(1,402)
Refunds	1,499	3,000	(1,501)	1,499.00	3,000	(1,501)
Sanction Fees - US Team	0	0	0	0.00	0	0
Supplies	8,354	2,515	5,839	8,354.01	2,515	5,839
Taxes - Miscellaneous	0	25	(25)	0.00	25	(25)
Telecommunications	2,525	2,412	113	2,524.53	2,412	113
Travel - SSA Office Staff	1,010	0	1,010	1,010.40	0	1,010
Trophies/Awards	347	1,575	(1,228)	346.69	1,575	(1,228)
Utilities	2,771	2,150	621	2,770.68	2,150	621
WinScore Charges	0	0	0	0.00	0	0
World Bid Expenses	0	0	0	0.00	0	0
Royalties-Cross Country Soaring	127	75	52	127.45	75	52
Miscellaneous Expenses	572	0	572	572.00	0	572
TOTAL ADMINISTRATIVE EX	212,825	222,794	(9,969)	212,820.06	222,794	(9,974)
CAPITAL PROVIDED BY OPERATIONS	42,397	96,070	(53,673)	42,404.87	96,070	(53,665)
Amortization	2,515	2,331	184	2,514.60	2,331	184
Depreciation	2,671	2,016	655	2,670.57	2,016	655
NET CAPITAL INCREASE	\$ 37,211	\$ 91,723	(54,512)	37,219.70	91,723	(54,503)
(DECREASE)						