

**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, 2013

	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	48,725	48,658	67	442,293.23	456,742	(14,449)
Chapter Rebates	(624)	(1,202)	578	(6,051.00)	(7,246)	1,195
<b>Gross Dues</b>	<b>48,101</b>	<b>47,456</b>	<b>645</b>	<b>436,242.23</b>	<b>449,496</b>	<b>(13,254)</b>
Convention						
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	505	119	386	12,935.50	11,632	1,304
Display Advertising	6,462	7,468	(1,006)	72,457.05	76,854	(4,397)
<b>Magazine Advertising - Net</b>	<b>6,967</b>	<b>7,587</b>	<b>(620)</b>	<b>85,392.55</b>	<b>88,486</b>	<b>(3,093)</b>
Contributions						
Contributions - Eagle Fund	2,592	2,455	137	49,392.92	20,301	29,092
Contributions from Foundation	0	750	(750)	3,750.00	101,750	(98,000)
Related Fundraising Expenses	0	0	0	0.00	0	0
<b>Contributions Net of Expense</b>	<b>2,592</b>	<b>3,205</b>	<b>(613)</b>	<b>53,142.92</b>	<b>122,051</b>	<b>(68,908)</b>
Merchandise Income						
Merchandise Sales	7,333	7,756	(423)	30,608.73	76,979	(46,370)
Shipping and Handling Charges	913	100	813	8,953.64	5,067	3,887
FAST Rebates	(3,977)	(5,236)	1,259	(15,139.00)	(24,692)	9,553
Cost of Goods Sold	(1,590)	(960)	(630)	(17,389.07)	(14,999)	(2,390)
<b>Merchandise Net Revenue</b>	<b>2,679</b>	<b>1,660</b>	<b>1,019</b>	<b>7,034.30</b>	<b>42,355</b>	<b>(35,321)</b>
Sanction Fees/Contest ID's	(40)	2,835	(2,875)	104,172.78	24,008	80,165
Interest	1	1	0	(65.06)	3	(68)
LCSB Cash Back Program	0	0	0	0.00	7,500	(7,500)
Miscellaneous	0	296	(296)	250.00	555	(305)
<b>TOTAL OPERATING REVENUE</b>	<b>\$ 60,300</b>	<b>\$ 63,040</b>	<b>(2,740)</b>	<b>686,169.72</b>	<b>734,454</b>	<b>(48,284)</b>

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<b>OPERATING EXPENSES</b>						
Compensation						
Wages	18,778	18,523	255	170,155.69	166,730	3,426
Insurance - Health & Dental	5,362	4,963	399	46,591.88	43,792	2,800
Payroll Taxes	1,410	1,717	(307)	14,803.15	14,150	653
	<b>25,550</b>	<b>25,203</b>	<b>347</b>	<b>231,550.72</b>	<b>224,672</b>	<b>6,879</b>
Advertising	0	0	0	1,109.97	1,700	(590)
Bad Debts Expense	0	0	0	1,704.38	0	1,704
Badge and Records	375	0	375	1,175.00	1,159	16
Bank Charges	108	103	5	927.48	1,354	(427)
Website Maintenance	0	1,667	(1,667)	0.00	15,003	(15,003)
Computer Maintenance	61	220	(159)	1,745.97	1,689	57
Computer Service	171	500	(329)	3,819.77	3,893	(73)
Contest Expenses	0	0	0	1,396.85	9,050	(7,653)
Contract Labor	7,747	9,770	(2,023)	74,631.76	88,053	(13,421)
Credit Card Fees	1,621	1,083	538	14,278.13	10,496	3,782
Education	0	0	0	411.70	0	412
Electronic Communication	556	626	(70)	4,686.25	5,822	(1,136)
Engraving	0	21	(21)	129.50	366	(237)
Equipment Rental & Maintenance	1,244	2,500	(1,256)	19,510.38	32,100	(12,590)
Marketing	(5,828)	0	(5,828)	2,201.32	0	2,201
Growth & Promotion Committee	6,383	6,250	133	7,383.00	56,250	(48,867)
Contingent Committee Expenses	4,378	0	4,378	4,377.91	10,000	(5,622)
SSA HQ - Promotion of soaring	0	0	0	673.95	5,000	(4,326)
Insurance-Other & Work Comp	1,569	1,370	199	10,836.84	15,720	(4,883)
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	20	40	(20)	513.00	976	(463)
Maintenance - Building and Grounds	1,302	1,274	28	12,211.98	11,753	459
Meeting Support	427	0	427	6,672.72	2,636	4,037
NAA Dues	0	0	0	7,274.64	7,500	(225)
Permits & Licenses	400	0	400	430.72	135	296
Postage	9,694	7,991	1,703	72,902.26	73,232	(330)
Printing	8,458	8,705	(247)	78,944.03	78,600	344
Professional Dues	0	0	0	1,089.00	1,210	(121)
Professional Services	3,204	0	3,204	34,284.01	33,000	1,284
Promotional Items	0	0	0	33.65	2,549	(2,515)
Sanction Fees - US Team	0	3,000	(3,000)	0.00	6,000	(6,000)

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Shipping & Handling	16	49	(33)	404.36	1,692	(1,288)
Supplies	647	1,698	(1,051)	13,258.95	11,178	2,081
Taxes - Miscellaneous	0	0	0	0.00	0	0
Telecommunications	782	602	180	7,219.98	6,702	518
Temp. Restricted Expenses	0	0	0	0.00	0	0
Travel - SSA Office Staff	319	0	319	2,680.33	4,300	(1,620)
Trophies/Awards	15	0	15	862.50	215	648
Utilities	699	950	(251)	5,323.98	6,937	(1,613)
WinScore Charges	0	0	0	900.00	900	0
Royalties-Cross Country Soaring	7	11	(4)	118.52	209	(90)
Miscellaneous Expenses	0	0	0	1,017.61	0	1,018
<b>TOTAL ADMINISTRATIVE EX</b>	<b>69,925</b>	<b>73,633</b>	<b>(3,708)</b>	<b>628,693.12</b>	<b>732,051</b>	<b>(103,358)</b>
<b>CAPITAL PROVIDED BY OPERATIONS</b>	<b>(9,625)</b>	<b>(10,593)</b>	<b>968</b>	<b>57,476.60</b>	<b>2,403</b>	<b>55,074</b>
Amortization	1,032	1,000	32	9,325.71	9,000	326
Depreciation	573	515	58	5,126.14	4,119	1,007
<b>NET CAPITAL INCREASE</b>	<b>\$ (11,230)</b>	<b>\$ (12,108)</b>	<b>878</b>	<b>43,024.75</b>	<b>(10,716)</b>	<b>53,741</b>
<b>(DECREASE)</b>						