

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, 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	50,934	52,714	(1,780)	459,450.20	472,184	(12,734)
Hilton Cup						
Revenues	0	0	0	15,640.00	0	15,640
Expenses	0	0	0	29,512.07	0	29,512
Hilton Cup Revenue - Net	0	0	0	(13,872.07)	0	(13,872)
Convention						
Expenses	0	0	0	0.00	0	0
Revenues	0	0	0	82,791.04	105,500	(22,709)
Expenses	0	0	0	(64,596.01)	(74,400)	9,804
Convention Revenue - Net	0	0	0	18,195.03	31,100	(12,905)
Magazine Advertising						
Classified	226	2,485	(2,259)	16,168.00	22,365	(6,197)
Display Advertising	7,767	10,576	(2,809)	77,742.96	92,534	(14,791)
Magazine Advertising - Net	7,993	13,061	(5,068)	93,910.96	114,899	(20,988)
Contributions						
Contributions - Eagle Fund	1,659	1,000	659	25,410.51	21,582	3,829
Contributions from Foundation	750	750	0	6,750.00	6,750	0
Related Fundraising Expenses	0	(40)	40	(727.50)	(440)	(288)
Contributions Net of Expense	2,409	1,710	699	31,433.01	27,892	3,541
Merchandise Income						
Merchandise Sales	8,638	9,000	(362)	120,199.33	115,500	4,699
Shipping and Handling Charges	1,058	1,100	(42)	14,281.33	15,300	(1,019)
Cost of Goods Sold	(3,234)	(3,800)	566	(41,825.69)	(42,800)	974
Merchandise Net Revenue	6,462	6,300	162	92,654.97	88,000	4,655
Subscriptions	337	1,316	(979)	9,418.00	11,844	(2,426)
Sanction Fees/Contest ID's	2,245	1,574	671	18,713.89	14,166	4,548
Interest	0	0	0	0.26	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 September 30, 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	0	0	0	5,000.00	2,000	3,000
Accounting Services-Hilton Cup	0	0	0	782.00	0	782
Miscellaneous	0	0	0	0.00	0	0
Court Ordered Restitution	0	0	0	3,000.00	0	3,000
TOTAL OPERATING REVENUE \$	70,380	76,675	(6,295)	718,686.25	762,085	(43,399)

OPERATING EXPENSES

Compensation

Wages	20,009	20,144	(135)	180,030.61	182,501	(2,470)
Insurance - Health & Dental	4,045	4,875	(830)	35,739.81	42,731	(6,991)
Payroll Taxes	1,421	1,684	(263)	13,939.79	15,568	(1,628)
Compensation, Benefits and Taxes	25,475	26,703	(1,228)	229,710.21	240,800	(11,090)

Advertising	0	0	0	2,248.97	0	2,249
Bad Debts Expense	0	200	(200)	0.00	600	(600)
Badge and Records	0	0	0	0.00	0	0
Bank Charges	133	75	58	1,377.81	675	703
Website Maintenance	0	0	0	3,500.00	10,000	(6,500)
Computer Maintenance	144	200	(56)	1,738.60	1,800	(61)
Computer Service	436	0	436	4,301.07	0	4,301
Contest Expenses	0	0	0	0.00	0	0
Contract Labor	6,474	8,547	(2,073)	70,755.45	80,873	(10,118)
Credit Card Fees	308	210	98	3,512.84	1,895	1,618
Electronic Communication	808	541	267	5,132.64	4,869	264
Equipment Rental & Maintenance	1,756	1,450	306	26,730.02	26,281	449
Growth & Promotion Committee	0	125	(125)	0.00	1,125	(1,125)
Youth Committee Expenses	0	170	(170)	600.00	1,530	(930)
Contingent Committee Expenses	0	834	(834)	0.00	7,500	(7,500)
SSA HQ - Promotion of soaring	0	0	0	790.61	0	791
FAST Program	8,339	2,000	6,339	30,302.00	13,400	16,902
Insurance-Other & Work Comp	1,414	900	514	11,438.75	8,100	3,339
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	40	70	(30)	680.20	725	(45)
Maintenance - Building and Grounds	1,170	1,450	(280)	11,140.70	15,396	(4,255)
Meeting Support	50	1,500	(1,450)	1,050.27	1,500	(450)
NAA Dues	0	0	0	5,535.06	5,538	(3)
Permits & Licenses	0	0	0	45.00	0	45

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, 2010

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
Postage	(2,301)	9,173	(11,474)	78,022.90	84,329	(6,306)
Printing	8,862	12,350	(3,488)	101,631.79	117,160	(15,528)
Professional Dues	0	0	0	2,451.53	799	1,653
Professional Services	8,545	450	8,095	31,542.92	34,450	(2,907)
Promotional Items	636	715	(79)	3,149.96	6,435	(3,285)
Refunds	1,419	1,000	419	7,115.34	9,000	(1,885)
Sanction Fees - US Team	0	0	0	0.00	0	0
Supplies	836	790	46	15,845.53	7,400	8,446
Taxes - Miscellaneous	0	0	0	129.50	125	5
Telecommunications	723	804	(81)	7,012.91	7,236	(223)
Travel - SSA Office Staff	718	3,000	(2,282)	1,727.98	5,000	(3,272)
Trophies/Awards	354	25	329	1,409.53	3,725	(2,315)
Utilities	1,065	1,300	(235)	9,509.42	9,800	(291)
WinScore Charges	0	0	0	900.00	0	900
World Bid Expenses	0	0	0	0.00	0	0
Royalties-Cross Country Soaring	0	40	(40)	134.16	285	(151)
Miscellaneous Expenses	0	0	0	572.00	0	572
TOTAL ADMINISTRATIVE EX	67,404	74,622	(7,218)	671,745.67	708,351	(36,605)
CAPITAL PROVIDED BY OPERATIONS	2,976	2,053	923	46,940.58	53,734	(6,793)
Amortization	838	875	(37)	7,543.77	7,581	(37)
Depreciation	462	706	(244)	6,311.40	6,252	59
NET CAPITAL INCREASE	\$ 1,676	\$ 472	1,204	33,085.41	39,901	(6,816)
(DECREASE)						