

Treasurers Report September 12, 2009 Board Meeting

The financial health of the Soaring Society of America continues to be a positive story despite the bad economy during the first half of 2009. Our dues paying membership categories (Associate, Business, Business Family and Full, Family, Life, and Youth) has increased from January – 11,104 to June 11,211. While our dues income has remained above budget, other revenue categories have not fared so well.

Because of the weak economy, our Eagle Fund donations are down significantly. (We did receive a very large donation from a generous member that reduces the first half unfavorable variance to budget.)

Net Merchandise Revenue is down because of the economy and not having had a Convention in 2009. During the summer months we expect a small pickup in sales and the month of June was about at budget.

Net Magazine Advertising revenue is better than plan. A portion of that is from advertisements that will be placed in the magazine in future periods.

Expenses have been controlled very tightly by our Chief Administrative Office Denise Layton and in most areas we are under budget. The staff of the SSA has forgone pay increases this year.

For the six months ended June 30, 2009 SSA Operations showed total revenue of \$510,000, Total Expenses of \$446,000, and a Net Capital Increase of \$64,000.

The detail analysis of revenue and expense items is provided at the end for your review, and Attachment 1 & 2 are the financial statements.

The forecast for the next 6 months indicate that we will finish the year with a Net Capital Increase.

The 2008 Audit of the SSA books is complete, and the audit report is finished and has been reviewed by SSA volunteer and staff management. *The auditors have issued an unqualified opinion for the second year in a row.* As soon as Johnson, Miller & Co. issue the report (expected before the Fall Board meeting) I will ensure that it is posted to the SSA Web site.

Accounting Manager Judy Blalack discovered a mistake in filing the New Mexico State Sales tax form CRS-1. Total taxable revenue was overstated for several months earlier this year. Proper and correct taxes were remitted to New Mexico. The overstated revenue is all non taxable. Amended returns have been completed and filed with New Mexico. The internal review process at the SSA office in Hobbs has been revised to ensure that we file correct CRS-1's going forward. It is likely that filing the amended returns will trigger a sales tax audit. (New Mexico, like many states is being aggressive with its audits due to reduced revenue because of the slow economy and we likely would have been audited anyway. Filing the amended returns may expedite the SSA selection for audit.) If we are audited Johnson, Miller & Co our CPA firm will provide necessary professional services. Please see Attachment 3 for details.

Chief Administrative Officer Denise Layton, Member Services Manager Rhonda Copeland and I analyzed our membership categories and how we report them and what benefit management receives from this information. The ExCom reviewed and approved our recommendation that will change the way we look at our membership and other key operating metrics. Now we are going to look at specific categories of members on a monthly basis. This will help volunteer and staff management understand the affect that decisions have on member numbers. The new reporting is shown in the table below and will replace the Memberships portion of the Tracker in September. Please Attachment 4 for more details.

It is interesting to note that Youth memberships have been the major growth driver in membership so far this year. Full membership increased in June. This is the membership category that we need to concentrate on growing. Unfortunately, comparative information from 2008 is unavailable and too difficult and time consuming to reconstruct. I have recommended to Denise that this source membership information is important to include with the data that we retain in perpetuity.

2009 Membership Statistics

		January	February	March	April	May	June	CM – Jan Chg.
AS	Associate	250	254	253	251	254	250	0
BF	Bus Full	32	31	32	32	32	31	(1)
	Bus							
BFM	Family	70	74	76	76	75	74	4
BU	Business	97	101	104	104	104	104	7
FA	Family	272	264	265	268	270	278	6
LI	Life	982	984	983	982	982	980	(2)
ME	Full	8,758	8660	8714	8752	8744	8772	14
YOU	Youth	643	708	708	708	741	722	79
Total Members		11,104	11,076	11,135	11,173	11,202	11,211	107

The other matrices we agreed to track are below.

2009 SSA Key Metrics

		January	February	March	April	May	June	CM – Jan Chg.
AFL	Affiliate	3	3	3	3	3	3	0
CH	Chapter	133	136	136	135	133	134	0
DIV	Division	7	7	7	7	7	7	0
IM	Intro	70	38	36	48	47	97	(23)

June Year-to-Date Results

Operating Revenue was \$509,900 and is \$43,200 over budget. Dues revenue was \$24,400 over budget. Our memberships as measured by the budget metrics were 11,795 as compared to the budgeted number of 11,621. Magazine Advertising Revenue was \$7,900 favorable. There is \$1,700 of this variance that relates to payments made for which the SSA Operations will incur expense in future periods. Contributions were over budget \$13,400. This variance is because of one member’s generous contribution of \$25,000. Excluding that contribution, Eagle Fund contributions would end the first half of 2009 with a \$14,500 unfavorable variance. Net Merchandise Revenue is under budget by \$6,200. Merchandise Revenue is neutral to budget and Merchandise Cost of Sales is over budget by \$6,900. Sanction Fees unfavorable variance of \$5,000 is a result of how we account for Sanction Fees now as apposed to how we budgeted this revenue line. Hilton Cup Accounting Services Fee is a favorable variance of \$9,700. SSA Operations gets a fee for processing the expenses associated with the Hilton Cup.

Operating Expenses were \$437,800 and under budget by \$52,800. \$20,000 of this variance is cost to digitize Soaring magazine and the Sailplane Directory budgeted in the first half of 2009 that has not been incurred. It is anticipated that this project will be completed by December. \$5,200 of the variance is due to not implementing the budgeted staff salary increase in March. \$5,000 of this variance is for expenses budgeted for SSA Committee spending that has not occurred in the first half of 2009. Postage is under budget by \$7,600 for a number of reasons: not mailing sanction kits (these are now on line); merchandise sales are down; fewer requests for promotional items this year than last. Professional Services are under budget by \$7,900. The balance of the audit fee of \$4,000 to \$8,000 will eliminate this variance in the second half. The balance of the savings to budget is cost control by our Chief Administrative Officer Denise Layton.

Net Capital Increase for the period ending June 30th is \$63,800 which is \$100,000 over budget.

Balance Sheet – there are no issues with the balance sheet at the half year.

Respectfully submitted,

David Pixton
Treasurer and Director at Large

Attachment 1: June SSA Operations Profit and Loss Statement

Attachment 2: June SSA Operations Balance Sheet

Attachment 3: New Mexico Sales Tax Filing

Attachment 4: New Membership and Key Metric Reporting

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 June 30, 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	54,159	50,216	3,943	325,102.57	300,671	24,432
Hilton Cup						
Revenues	(266,000)	12,500	(278,500)	0.00	12,500	(12,500)
Expenses	(217,387)	12,500	(229,887)	0.00	12,500	(12,500)
Hilton Cup Revenue - Net	(48,613)	0	(48,613)	0.00	0	0
Convention						
Expenses	0	0	0	0.00	0	0
Revenues	0	0	0	0.00	0	0
Expenses	0	0	0	0.00	0	0
Convention Revenue - Net	0	0	0	0.00	0	0
Magazine Advertising						
Classified	4,800	500	4,300	16,035.45	11,500	4,535
Display Advertising	6,751	10,000	(3,249)	54,297.01	50,900	3,397
Magazine Advertising - Net	11,551	10,500	1,051	70,332.46	62,400	7,932
Contributions						
Contributions - Eagle Fund	1,148	2,000	(852)	40,951.01	30,500	10,451
Contributions from Foundation	750	750	0	4,500.00	4,500	0
Related Fundraising Expenses	(18)	(200)	182	(93.57)	(3,050)	2,956
Contributions Net of Expense	1,880	2,550	(670)	45,357.44	31,950	13,407
Merchandise Income						
Merchandise Sales	13,626	9,000	4,626	63,074.65	63,200	(125)
Shipping and Handling Charges	1,630	1,275	355	9,069.24	8,125	944
Cost of Goods Sold	(8,717)	(3,600)	(5,117)	(31,733.92)	(24,750)	(6,984)
Merchandise Net Revenue	6,539	6,675	(136)	40,409.97	46,575	(6,165)
Subscriptions	1,565	1,500	65	8,217.67	7,250	968
Sanction Fees/Contest ID's	3,645	4,700	(1,055)	9,135.00	14,440	(5,305)

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 June 30, 2009

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
Interest	0	0	0	2.41	0	2
LCSB Cash Back Program	0	0	0	0.00	2,200	(2,200)
Accounting Services-Hilton Cup	0	625	(625)	10,350.00	625	9,725
Miscellaneous	0	100	(100)	1,000.00	600	400
TOTAL OPERATING REVENUE	\$ 30,726	\$ 76,866	(46,140)	509,907.52	466,711	43,197
OPERATING EXPENSES						
Compensation						
Wages	19,570	18,760	810	114,521.73	119,721	(5,199)
Insurance - Health & Dental	4,469	4,613	(144)	26,225.86	26,764	(538)
Payroll Taxes	1,447	1,535	(88)	9,336.40	9,781	(445)
Compensation, Benefits and Taxes	25,486	24,908	578	150,083.99	156,266	(6,182)
Advertising	0	300	(300)	1,286.00	850	436
Bad Debts Expense	0	300	(300)	0.00	600	(600)
Badge and Records	0	0	0	0.00	0	0
Bank Charges	150	75	75	555.67	450	106
Website Maintenance	0	0	0	0.00	20,000	(20,000)
Computer Maintenance	153	600	(447)	1,104.86	3,600	(2,495)
Computer Service	0	0	0	1,158.30	0	1,158
Contest Expenses	0	0	0	220.00	0	220
Contract Labor	6,937	7,547	(610)	40,912.25	44,182	(3,270)
Credit Card Fees	162	400	(238)	1,243.67	2,450	(1,206)
Electronic Communication	541	500	41	3,448.50	3,000	449
Equipment Rental & Maintenance	1,589	1,500	89	19,408.66	16,454	2,955
Growth & Promotion Committee	0	125	(125)	0.00	750	(750)
Youth Committee Expenses	0	170	(170)	800.00	1,020	(220)
Contingent Committee Expenses	0	834	(834)	0.00	5,000	(5,000)
SSA HQ - Promotion of soaring	0	992	(992)	0.00	5,951	(5,951)
FAST Program	1,494	0	1,494	6,557.00	0	6,557
Insurance-Other & Work Comp	1,681	1,003	678	8,516.47	6,018	2,498
Interest Expense	0	50	(50)	0.00	300	(300)
Kolstad Proceeds - DVD Sales	52	83	(31)	568.20	498	70
Maintenance - Building and Grounds	2,343	1,400	943	12,166.73	8,893	3,274
Meeting Support	0	100	(100)	1,728.76	3,100	(1,371)
NAA Dues	0	0	0	3,690.04	5,400	(1,710)

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 June 30, 2009

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
Permits & Licenses	10	0	10	130.00	0	130
Postage	10,229	10,770	(541)	57,624.03	65,210	(7,586)
Printing	12,380	12,000	380	78,400.30	78,000	400
Professional Dues	315	0	315	1,114.00	500	614
Professional Services	21,458	334	21,124	22,874.10	30,800	(7,926)
Promotional Items	366	0	366	1,454.89	0	1,455
Refunds	0	0	0	0.00	0	0
Suspicious Documents - A Gleason	0	0	0	0.00	0	0
SSA - Other Expenses - A Gleason	0	0	0	0.00	0	0
Sanction Fees - US Team	0	0	0	0.00	0	0
Supplies	2,085	1,250	835	6,780.35	7,500	(720)
Taxes - Miscellaneous	0	50	(50)	25.00	575	(550)
Telecommunications	793	815	(22)	4,945.30	4,890	55
Travel - SSA Office Staff	444	800	(356)	1,407.95	5,000	(3,592)
Trophies/Awards	1,060	550	510	2,780.70	6,700	(3,919)
Utilities	1,256	1,600	(344)	5,203.95	6,350	(1,146)
WinScore Charges	0	0	0	0.00	0	0
World Bid Expenses	0	0	0	1,495.98	0	1,496
Royalties-Cross Country Soaring	72	63	9	174.41	375	(201)
Miscellaneous Expenses	0	0	0	0.00	0	0
TOTAL ADMINISTRATIVE EXP	91,056	69,119	21,937	437,860.06	490,682	(52,822)
CAPITAL PROVIDED BY OPERATIONS	(60,330)	7,747	(68,077)	72,047.46	(23,971)	96,018
Amortization	777	1,145	(368)	4,659.24	5,985	(1,326)
Depreciation	604	1,080	(476)	3,622.81	6,330	(2,707)
NET CAPITAL INCREASE	\$ (61,711)	\$ 5,522	(67,233)	63,765.41	(36,286)	100,051
(DECREASE)						

THE SOARING SOCIETY OF AMERICA, INC

SSA OPERATIONS

Statement of Assets, Liabilities, and Fund Equity

June 30, 2009

ASSETS

CURRENT ASSETS

Cash		270,058.89
Accounts Receivable-Trade	12,578.94	
A/R 2010 Convention LR	7,810.55	
A. Gleason Receivable	11,500.00	
Allowance for Doubtful Accounts	<u>(11,500.00)</u>	
Net Accounts Receivable		20,389.49
Due From Klemperer Fund	315.90	
Due From Kolstad Fund	4,834.00	
Due From Bultman Fund	400.00	
Due From Convention	<u>2,462.31</u>	
Due From Other Funds		8,012.21
Inventory		43,897.05
Prepaid Expenses - SSA		8,797.63
Prepaid Expenses-2010 Convention		2,212.42
Property and Equipment	195,741.35	
Accumulated Depreciation	<u>(174,137.83)</u>	
Net Property and Equipment		21,603.52
Capitalized Leasehold	377,885.04	
Accumulated Amortization	<u>(182,926.10)</u>	
Net Capitalized Leasehold		194,958.94
Other Assets		<u>871.62</u>
TOTAL ASSETS		<u>\$ 570,801.77</u>

LIABILITIES AND EQUITY

LIABILITIES

Accounts Payable - Trade		59,627.72
A/P - Kolstad Proceeds	568.20	
A/P - Cross Country Royalties	174.41	
LCSB - VISA Credit Card	<u>633.47</u>	
Accounts Payable - Other		1,376.08
United Way Payable		75.54
Sanction Fee Deposits		3,600.00
Accrued Payroll		1,806.72
Due to Reserve Fund		46,205.46
A/P - 1-26 Association		10,000.00
Due To SSA Ops-2010 Convention		2,462.31
Payroll Taxes Payable		549.84
Sales Taxes Payable		22.26
Unearned Revenue - SSA		318,190.72
Unearned Revenue-Hilton Cup		48,612.44
Unearned Revenue-2010 Convention		<u>17,487.50</u>

THE SOARING SOCIETY OF AMERICA, INC

SSA OPERATIONS

Statement of Assets, Liabilities, and Fund Equity

June 30, 2009

TOTAL LIABILITIES	510,016.59
EQUITY	
Fund Equity	(2,980.23)
Net Increase (Decrease)	63,765.41
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TOTAL EQUITY	60,785.18
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TOTAL LIABILITIES & EQUITY	\$ 570,801.77
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Attachment 3

August 24, 2009

To: ExCom of the Soaring Society of America

From: Denise Layton, Chief Administrative Officer, Judy Blalack, Accounting Manager, David Pixton, Treasurer

Subject: New Mexico State Sales Tax Returns form CRS-1

In the process of preparing July's New Mexico State Sales Tax return form CRS-1, it was noticed that revenue was overstated in the months of January, February, April and June of 09. The months of March and May were completed correctly. The amount of the reported Gross Sales was over stated by \$67,492.11.

The CRS1 reports gross receipts and then subtracts the receipts from locations other than New Mexico (not taxable). The overstated revenues were not taxable in New Mexico because they were dues income and because they represented sale of merchandise to members outside of New Mexico. Typically only revenue for which we generate Peach Tree invoices are included on the CRS1. Dues revenue was included in error in January, February, April and June. This error was discovered when the Accounting Manager was preparing July's CRS-1 return.

The Accounting Manager has produced amended returns and has discussed this issue with Johnson, Miller & Co our accountants and recommends the following action: the amended returns be reviewed and filed with New Mexico by the tax partner at Johnson, Miller & Co, with the appropriate cover letter. This action was recommended because there is a high likelihood that filing the amended returns will trigger a sales tax audit. (New Mexico, like many states is being aggressive with its audits due to reduced revenue because of the slow economy and we likely would have been audited anyway. Filing the amended returns may expedite the SSA selection for audit.)

It is important to note that the taxes for each of the months for 2008 and 2009 have been filed on time and the correct tax has been paid. It is not likely that if/when New Mexico audits the SSA that they will find that we owe taxes. We will spend time pulling documents proving that the sales that were overstated were non taxable.

The CRS1 is typically prepared by either Judy or Kathey, reviewed and signed by Denise then mailed with the appropriate payment. To prevent this from happening again, Judy will perform a final review of the form to ensure its accuracy and completeness then Denise will sign the return only after having reviewed all documentation associated with the return. Then it will be mailed.

New Membership and Key Metric Reporting

An action item resulting from the Chairman’s Growth Committee was to review the types of memberships we track in our database. There were three goals, the first was to understand the type codes, and how they were used; second was to review the membership benefits for that type that were considered members; third was to recommend to the ExCom any changes in reporting memberships for management purposes.

The members of the Growth committee to undertake this review were CAO Denise Layton, Treasurer David Pixton, and Member Services Manager, Rhonda Copeland who was enlisted to gather the source data and provide clarification of membership categories.

SSA Members are the life blood of the SSA financially. The largest segment of revenue is dues income. There once we realized that the membership numbers that we had been reporting included types that had either no economic impact on the SSA or were purchasing services from the SSA.

In the table below, is listed all the categories that we had been including as memberships on Tracker.

March Memberships – Tracker

Current Memberships shown on Tracker			
Type	Type Description		Count
AS	Associate		253
BF	Business Family		32
BFM	Business Full		76
BU	Business		104
CH	Chapter		136
CR	Cancellation		12
DE	Deceased		17
DIV	Division		7
FA	Family		265
IM	Introductory		36
INST	Institution		79
LI	Life		983
ME	Full Member		8714
SB	Subscription		240
YOU	Youth		708
Total Memberships			11662

Attachment 4

After much discussion Denise, Rhonda and I recommended to the ExCom that the following membership types be included in management reporting going forward, and that certain important classifications be shown as Other Key Operating Metrics. Below is the agreed to format.

Revised Membership and Key Metric Reporting

March Member Count			
Type	Type Description		Count
AS	Associate		253
BU	Business		104
BF	Business Full		32
BFM	Business Family		76
FA	Family		265
ME	Full		8,714
LI	Life		983
YOU	Youth		708
Total Members			11,135
Other Key Metrics			
CH	Chapters		136
DIV	Division		7
SB	Subscription		240
IM	Introductory		36
INST	Institutions		79

The ExCom approved the recommendation of the group and adopted the new management reporting recognizing that this change is only to management reporting and in not recommending any operational changes.

Below we have listed all the categories used in the membership database. This is the source information that the work group analyzed to come to its recommendation to the ExCom.

SSA Member Type Definition

Member Type	Data Base Code	Dues Paid	Benefits
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Attachment 4

Member Type	Data Base Code	Dues Paid	Benefits
Associate Member	AS	\$52	<p>75 years of age or older, member of SSA for 5 consecutive years. Benefits 1, 13-14, 16-18.</p> <ol style="list-style-type: none"> 1. Receipt of SSA's monthly magazine, SOARING, the single periodical in the US devoted to all aspects of the sport of soaring. 10. SSA membership card. 11. A three inch SSA decal. 12. Copy of FAI Soaring Awards, Rules and Procedures upon request. 13. Service of SSA office in helping to solve individual problems and in promotional work. 14. Numerous items are published by SSA to help soaring enthusiasts, including lists of clubs, schools, how to start a club, suggested bylaws, etc. 15. The SSA sanctions and sets rules and standards for national and regional soaring championships in which only SSA members may participate. 16. Eligibility to participate in group sailplane hull and liability insurance as well as group personal benefits insurance. 17. Annual membership meeting and soaring convention. 18. Soaring merchandise is available from the SSA office 19. Representation by the SSA office and Board to the FAA and other governmental agencies

Attachment 4

Member Type	Data Base Code	Dues Paid	Benefits
Business Full Member	BFM	Included in BU	Same benefits as Full Membership
Business Family Member	BF	Included in BU	Same benefits as Family Membership
Business Member (Note: The benefits of this class of member includes the benefits of Full and Family membership.)	BU	\$200	<ol style="list-style-type: none"> 1. Two copies of SOARING Magazine each month. 2. Discounts on select group of SSA merchandise. 3. Eligible for application of credit account with the SSA. 4. Discount on Display advertising in SOARING magazine. 5. Mailing labels of SSA members available for purchase. 6. Free listing on the SSA website as a soaring site or as an SSA business partner. 7. SSA membership lapel pin, membership card, SSA decal and Business Membership certificate. 8. Assistance from the SSA staff. 9. Right to 2 individual memberships: One "Business Full Membership" and one "Business Family Membership." The "Business Full Member" receives all benefits entitled to a dues paying "Full Member". The "Family Member" receives all benefits entitled to a dues paying "Family Member." 10 Representation by the SSA's Board Members and office staff to the FAA and other governmental agencies. 11 On request, promotional material for special events will be provided, i.e. SOARING magazines, brochures, videos. 12 Eligible to participate in group sailplane hull and liability insurance. 13 Representation by the SSA office and Board to the FAA and other governmental agencies.
Chapter	CH		<ol style="list-style-type: none"> 1. Discounts on select group of SSA merchandise.

Attachment 4

Member Type	Data Base Code	Dues Paid	Benefits
			<ul style="list-style-type: none"> 2. Participation in the SSA Group Hull and Liability Insurance Program. 3. Free listing on the SSA 's Where to Fly website map. 4. Participation in the many special programs used to promote soaring. 5. Receipt of two free monthly copies of SOARING magazine. 6. Upon request, up to twelve free sets of mailing labels of chapter membership per calendar year. 7. Eligible for application of credit account with the SSA. 8. Representation by the SSA office and Board to the FAA and other governmental agencies.
Cancellation	CR		Code is used when any other member type notifies the SSA office that they wish to cancel their membership.
Deceased	DE		The member's data base code is changed to DE for the remaining months of membership from date of death

Attachment 4

Member Type	Data Base Code	Dues Paid	Benefits
Family Member	FA	\$36	<ol style="list-style-type: none"> 3. Eligibility to earn A,B,C, and Bronze badges under SSA's ABC Training Program, with free issuance of lapel pins and certificate cards when earned. 4. SSA membership lapel pin, when first joining. 5. Free issuance of Silver and Gold Badge lapel pins when first earned. (\$10.00 and \$34.00 value respectively) Non-members may purchase these pins at cost plus shipping, provided SSA can validate their documents. 6. Free 3-stone crown piece when Diamond Badge is completed. (\$40.00 value) Non-members may purchase these pins at cost plus shipping, provided SSA can validate their documents. 7. Processing of national and world soaring record applications. 8. Eligibility to establish state soaring records. 9. Right to vote in the elections of one's Regional Director(s) thus expressing a voice in the development of soaring and in the service SSA provides. 10. SSA membership card. 11. A three-inch decal of the SSA emblem. 12. Copy of F.A.I. Soaring Awards, Rules and Procedures available upon request. 13. Service of SSA office in helping to solve individual problems and in promotional work. 14. Numerous items are published by SSA to help soaring enthusiasts, including lists of clubs, schools, how to start a club, suggested bylaws, etc. 15. SSA sanctions and sets rules and standards for national and regional soaring championships in which members may compete, if qualified, to test themselves. 16. Eligibility to participate in group sailplane hull and liability insurance as well as group personal benefits insurance. 17. Annual membership meeting and soaring convention. 18. Soaring merchandise is available from the SSA office. 19. Representation by the SSA office and Board

Attachment 4

Member Type	Data Base Code	Dues Paid	Benefits
			to the FAA and other governmental agencies
Introductory Member	IM		<ol style="list-style-type: none"> 1. 3 month SSA membership. 2. One copy of SOARING magazine. 3. Access to the members only portion of the SSA website.
Institution (Library)	INST	\$46	Domestic subscription service only
Full Member	ME	\$64	<ol style="list-style-type: none"> 1. Receipt of SSA's monthly magazine, SOARING, the single periodical in the US devoted to all aspects of the sport of soaring. 2. F.A.I. soaring badge applications processed at

Attachment 4

Member Type	Data Base Code	Dues Paid	Benefits
			<p>no charge. (Non-member fee is \$20/leg)</p> <ol style="list-style-type: none"> 3. Eligibility to earn A,B,C, and Bronze badges under SSA's ABC Training Program, with free issuance of lapel pins and certificate cards when earned. 4. SSA membership lapel pin, when first joining. 5. Free issuance of Silver and Gold Badge lapel pins when first earned. (\$10.00 and \$34.00 value respectively) Non-members may purchase these pins at cost plus shipping, provided SSA can validate their documents. 6. Free 3-stone crown piece when Diamond Badge is completed. (\$40.00 value) Non-members may purchase these pins at cost plus shipping, provided SSA can validate their documents. 7. Processing of national and world soaring record applications. 8. Eligibility to establish state soaring records. 9. Right to vote in the elections of one's Regional Director(s) thus expressing a voice in the development of soaring and in the service SSA provides. 10. SSA membership card. 11. A three-inch decal of the SSA emblem. 12. Copy of F.A.I. Soaring Awards, Rules and Procedures available upon request. 13. Service of SSA office in helping to solve individual problems and in promotional work. 14. Numerous items are published by SSA to help soaring enthusiasts, including lists of clubs, schools, how to start a club, suggested bylaws, etc. 15. SSA sanctions and sets rules and standards for national and regional soaring championships in which members may compete, if qualified, to test themselves. 16. Eligibility to participate in group sailplane hull and liability insurance as well as group personal benefits insurance. 17. Annual membership meeting and soaring convention. 18. Soaring merchandise is available from the SSA office.

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			19. Representation by the SSA office and Board to the FAA and other governmental agencies
Subscription	SB	\$52	Overseas subscriptions
Subscriber – Not Used			This is in the membership database, but is not used for anything.
Youth	YOU	\$36	<ol style="list-style-type: none"> 1. Receipt of SSA's monthly magazine, SOARING, the single periodical in the US devoted to all aspects of the sport of soaring. 2. F.A.I. soaring badge applications processed at no charge. 3. Eligibility to earn A,B,C, and Bronze badges under SSA's ABC Training Program, with free issuance of lapel pins and certificate cards when earned. 4. SSA membership lapel pin, when first joining. 5. Free issuance of Silver and Gold Badge lapel pins when first earned. (\$10.00 and \$34.00 value respectively) Non-members may purchase these pins at cost plus shipping, provided SSA can validate their documents. 6. Free 3-stone crown piece when Diamond Badge is completed. (\$40.00 value) Non-members may purchase these pins at cost plus shipping, provided SSA can validate their documents. 7. Processing of national and world soaring record applications. 8. Eligibility to establish state soaring records. 9. Right to vote in the elections of one's Regional Director(s) thus expressing a voice in the development of soaring and in the service SSA provides. 10. SSA membership card. 11. A three-inch decal of the SSA emblem. 12. Copy of F.A.I. Soaring Awards, Rules and Procedures available upon request. 13. Service of SSA office in helping to solve individual problems and in promotional work. 14. Numerous items are published by SSA to help soaring enthusiasts, including lists of clubs, schools, how to start a club, suggested

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			<p>bylaws, etc.</p> <ol style="list-style-type: none"> 15. SSA sanctions and sets rules and standards for national and regional soaring championships in which members may compete, if qualified, to test themselves. 16. Eligibility to participate in group sailplane hull and liability insurance as well as group personal benefits insurance. 17. Annual membership meeting and soaring convention. 18. Soaring merchandise is available from the SSA office. 19. Representation by the SSA office and Board to the FAA and other governmental agencies
Life	LI	\$1,600	<ol style="list-style-type: none"> 1. Receipt of SSA's monthly magazine, SOARING, the single periodical in the US devoted to all aspects of the sport of soaring. 2. F.A.I. soaring badge applications processed at no charge. (Non-member fee is \$20/leg) 3. Eligibility to earn A,B,C, and Bronze badges under SSA's ABC Training Program, with free issuance of lapel pins and certificate cards when earned. 4. SSA membership lapel pin, when first joining. 5. Free issuance of Silver and Gold Badge lapel pins when first earned. (\$10.00 and \$34.00 value respectively) Non-members may purchase these pins at cost plus shipping, provided SSA can validate their documents. 6. Free 3-stone crown piece when Diamond Badge is completed. (\$40.00 value) Non-members may purchase these pins at cost plus shipping, provided SSA can validate their documents. 7. Processing of national and world soaring record applications. 8. Eligibility to establish state soaring records. 9. Right to vote in the elections of one's Regional Director(s) thus expressing a voice in the development of soaring and in the service SSA provides. 10. SSA membership card. 11. A three-inch decal of the SSA emblem. 12. Copy of F.A.I. Soaring Awards, Rules and

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Member Type	Data Base Code	Dues Paid	Benefits
			<p>Procedures available upon request.</p> <ol style="list-style-type: none"> 13. Service of SSA office in helping to solve individual problems and in promotional work. 14. Numerous items are published by SSA to help soaring enthusiasts, including lists of clubs, schools, how to start a club, suggested bylaws, etc. 15. SSA sanctions and sets rules and standards for national and regional soaring championships in which members may compete, if qualified, to test themselves. 16. Eligibility to participate in group sailplane hull and liability insurance as well as group personal benefits insurance. 17. Annual membership meeting and soaring convention. 18. Soaring merchandise is available from the SSA office. 19. Representation by the SSA office and Board to the FAA and other governmental agencies
Affiliate and Division	AFL, DIV		<ol style="list-style-type: none"> 1. Eligible to participate in the SSA sailplane group insurance plan. 2. Eligible for application of credit account with the SSA. 3. Assistance from the SSA office. 4. Representation by the SSA office and Board to the FAA and other governmental agencies. 5. Eligible to receive one full page of advertising in SOARING magazine per year. This can be broken down into parts that can span the year. Art assistance is available from the SOARING magazine staff free of charge. The National Soaring Museum, as the repository of all SSA historical records, and the administrator for the SSA Hall of Fame, will be entitled to advertising in SOARING magazine on a monthly, space available basis. 6. A column in SOARING magazine featuring Affiliates and Divisions is available which will feather each group when material is presented to the office for admission to this column. 7. Free listing on the SSA's letterhead and on

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			<p>the masthead page of SOARING magazine.</p> <ol style="list-style-type: none"> 8. Granted sole rights to administer their special activity in the USA through the authority that the SSA receives from the FAI through the NAA. 9. Direct contact with the SSA through the SSA appointed representative on their governing body. 10. Two copies for SOARING magazine each month. 11. Mailing labels of SSA members within a geographical area are available for purchase. 12. Promotional material for special events will be provided, with the Affiliate or Division paying the cost of shipping. 13. Eligible to purchase select SSA merchandise at a discount.
Complimentary	CM		Receives the magazine – FAA in KC; Washington
Chapter Copy	CC		Receives the magazine.
Committee	COM		Not used
Duplicate	DUP		Used to identify duplicate of active record. Creates inactive record.
Exchange	EX		Receives the magazine – Hang Gliders,
Life Deceased	LIDE		Deceased Life members are coded LIDE and are not counted as members of the SSA any longer.

Respectfully submitted;

David Pixton, Treasurer

Denise Layton, Chief Administrative Officer

Rhonda Copeland, Member Services Manager