

ID	Name	Primary	Secondary	Full	Family	Life	Associate	Youth	Intro	Expires	Membership	Estimated Membership	Differential	SSA Group Plan	SSA Membership	Comments	
561142	29 Soaring Club Inc.		0	8	7	1	0	0	0	0	9/30/2015	8					
912191	AGCSC		0	10	10	0	0	0	0	0	3/31/2015	10					
148407	Brandywine Soaring Assoc		0	42	35	3	0	0	1	0	9/30/2015	42		no	website, application		
506130	Elk Mountain Soaring		0	22	20	1	0	0	1	0	1/31/2016	22			website		
886348	Everglades Soaring Club		0	6	6	0	0	0	0	0	5/31/2015	6			website,application	<7	
564729	Evergreen Soaring Club		1	121	108	2	4	2	4	0	1/31/2016	121		yes	website,application		
17579	Grand Teton Soaring Club, LLC		0	9	9	0	0	0	0	0	7/31/2015	9			by-laws		
298409	Greater Boston Soaring Club		0	108	93	0	1	0	14	0	9/30/2015	108			website, application		
893015	Lake Elsinore Soaring Club		1	66	62	1	1	0	2	0	6/30/2015	67			website		
311170	Long Beach Soaring, Inc.		0	6	6	0	0	0	0	0	6/30/2015	6				<7	
740642	Mauna Kea Soaring Club		1	0	0	0	1	0	0	0	2/28/2015	1					
20210	Merlin Soaring Association		0	14	12	0	1	1	0	0	9/30/2015	14			website,		
19901	Minnesota Wing Soaring Club		0	5	3	0	1	0	1	0	8/31/2015	5				<7	
306983	Nevada Soaring Association		0	38	33	1	2	2	0	0	5/31/2015	38			no		
922869	Penn State Soaring Club		0	4	4	0	0	0	0	0	5/31/2015	4			website	<7	
582018	Philadelphia Glider Council		0	45	37	1	0	5	1	0	12/31/2015	44	90	-46	no	no	<100%
936206	Post Mills Soaring Club		0	23	21	0	0	1	1	0	3/31/2015	23			website, application		
491054	Sawtooth Soaring Pilots Association		0	9	8	0	1	0	0	0	12/31/2015	9					
761333	Silent Knights Gliding Club		0	18	16	2	0	0	0	0	3/31/2015	18			website, application		
263419	Silverado Soaring, Inc.		0	12	11	0	1	0	0	0	1/31/2016	12					
894434	Smoky Mountains Soaring Assn		0	7	4	1	2	0	0	0	3/31/2015	7					
586706	Soaring Tigers, Inc.		0	2	2	0	0	0	0	0	3/31/2015	2	25	-23			<7
793310	Triple Cities Soaring Society		5	0	4	0	0	0	0	0	9/30/2015						<7
308463	Tulsa Skyhawks Soaring		0	17	14	1	0	1	1	0	6/30/2015	17					
906924	Willamette Valley Soaring Club		0	58	55	0	1	1	1	0	4/30/2015	58	100	-42	no	no	<100%
305383	Albuquerque Soaring Club (ASC)											40	70	-30			Cancelled SSA chapter 12/31/2007
	Central Ohio Soaring Association (COASA)											20	50	-30			Never affiliated
667749	Sugarbush Soaring										4/30/2015	40	55	-15			SSA Business Member

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What we have and what can we gain?

- This list includes chapters that renew individually and clubs that have no SSA chapter affiliation.
- The negative differential are those that may or may not be chapter listed and are suspected to insure outside of the SSA Group Plan. Costello is not forthcoming with customer information.
- WRT Brandywine Soaring Association. The SSA office was advised they would no longer be renewing as a chapter and were not insuring under the SSA Group Plan. The comment was that they would hope members would continue to renew, but they would not put any effort into it. So far their website has not changed the requirement for SSA membership.
- WRT to PGC, they have a membership limit of 90 and often have a waiting list. Brandywine has often been an overflow club for persons on the waiting list for PGC.
- WRT Willamette Valley, one of the instructors bragged on RAS last fall that since they'd taken a positive approach to cross-country soaring that the membership had grown to 100. At the time, the SSA listed only 41 as SSA members. Since then, SSA membership has grown, but the treasurer said they weren't going to do the SSA's job. Trouble is, SSA office has no way of knowing who these 40+ non-SSA club members are, so we are hamstrung from the start for any out reach.
- There are a number of 'chapters' that don't make the minimum cut (7 SSA members) WRT to SSA by-laws, but according to online claims and comments, some have many more active members.
- There are at least three clubs we know little about.
 - Sugarbush is an SSA Business Member because they also provide rental, ride, and instruction to the public and with tiered rates to their association members.
 - COASA has historically been very aloof about contacts. With the passing of their long time president, perhaps there is an opening.
 - ASC has a core of anti-SSA members but several rejoined after the big non-renewal of 2007.
- Triple Cities Soaring Society renewed as a chapter last September with apparently less than 7 members.

Given a few assumptions, it appears as many 186 non-SSA members are in these organizations. Being an SSA member has traditionally been an issue for a few tow pilots that have no real interest in flying gliders. At least 7 that do not qualify as SSA chapters are so listed. If we lower the hammer, we both lose. We know that Albuquerque Soaring Club would like to be on the Where to Fly map. If we remove the other 7 from the map and from other chapter benefits, we are going to lose significant good will. Yes, they are not playing by the rules, but the SSA is not playing by the rules either (by-laws regarding chapter as a special category of membership) by continuing to list some as chapters and exclude others.

It seems we had better results when we had a robust chapter rebate (\$5/renewing member) program. The rebate was at least enough for a set of seat belts for a glider or two. There was considerable rancor when the rebate was originally cancelled. The 'new' rebate was considered a token by many and did not cause a change in the number of group renewals. I spoke with Rhonda Copeland about whether she'd noticed any changes. One average sized club did start group renewal, but mainly for member management reasons (online roster). Other chapters have gone to individual renewals. Indeed she said that Gaynell had just told her that 9 chapter rebate checks had not been cashed, including one from 2012. I don't know what the expense of the program is, but perhaps it's time to consider canceling it for good given that we can't and shouldn't increase it to a more meaningful amount given our future revenue and budget projections. There is significant staff effort involved in this. Group renewals should still be encouraged because of bank and credit card charges remain high and it is a cost saving to renew groups of members, which remains the majority case.

I recommend that we create, informally at first, a category for inclusion of soaring resources that are available to the public, e.g., 'soaring associates'. Soaring Associates only benefits would be a listing on the SSA Where To Fly maps and social media shares and exchanges. In exchange, they would provide us periodically (monthly, bi-monthly, quarterly?) a full list of their members and contact information, so that the SSA could reach out to non-SSA members and 'do the SSA's job'. I would hope that the offer to keep or put them back on the map would be of sufficient interest to gain compliance. Rather than amend the by-laws, allow the SSA to engage in a letter of agreement with those clubs