
Memorandum



To: IAC President, IAC Executive Committee, IAC Finance Committee, IAC Board of Directors

From: Jordan Ashley, IAC Treasurer

Date: November 2, 2025

Subject: **Seven Months Ending September 30, 2025, Financial Position**

Summary

- In Fiscal Year 2026, the EAA transitioned to a new financial reporting platform. This change has resulted in some delays in relation to reporting abilities, but is expected when doing a substantial platform move. Consequently, some reporting details for deep drill downs are limited at this time. Despite this, I am confident in the financials as reported and fully support the greatly expanded drill down ability/analysis functionality of the new EAA software once it is fully implemented.
- Due to the US Nationals ending in the month of October, the financial data does not reflect income related to the US Nationals, however it does recognize certain Nationals related sponsorship income as well as certain expenses which will be offset in future financial reports by Nationals Income.
- Seven month ending activity indicates the organization's overall financial performance for Fiscal Year 2026 finished AHEAD of projections. Year to date Actual versus Budget bottom line data reflects somewhat lower revenue experience relative to expected. However, this is offset to date by a strong increase in US Nationals related sponsorship activity and thus associated revenues.
- From an expense perspective, lower expenses, significantly less than budgeted also provided a modest positive effect on bottom line results. It is expected that some expenses related to the US Nationals will have a modest impact in this category in subsequent reporting periods.

Operating Results

- Year to Date Net Income is \$55,934.20 (favorable).
- Budget analysis in several categories is noteworthy and highlighted below.
- The following is a list of variances from budget and comprehensive analysis for September 30th, seven months ending, FY2026 YTD data.

Profit/Loss

Revenue

- **Effective Total Revenue** is \$21,000 above projection (favorable), attributed to a significant increase in sponsorship dollars for the US Nationals.
- **Dues and Subscriptions** are \$31,022.78 below projection (unfavorable), balance sheet income however reflects a \$11,000 increase in unearned yearly income to date so a decrease in this variance is expected by the end of the fiscal year.
- **Insurance Program Royalties** are 100% below projection (unfavorable) indicating that the current program is not favorable to the organization or to aerobatic aircraft insuring with the provider.
- **Donations** are \$9,750 above projection (favorable), due in part to a significant increase in fundraising activity for the US Nationals. The US Nationals Director and team are to be commended for their efforts in the category.
- **Sponsorships** are \$38,366 above projection (favorable), due in part to a significant increase in fundraising activity for the US Nationals. The US Nationals Director and team are to be commended for their efforts in the category.
- **Contest Sanction Fees** are \$6,792 above projection (favorable), attributable to an 11% increase in individuals participating in contests and a 23% increase in total contest flights flown to date in 2025.

Expenses

- **Effective Total Operating Expenses** are approximately \$15,543 below projection (favorable)
- **Personnel Expenses** are approximately \$20,000 below projection (favorable); however, this is offset by the increase in Outside Professional Services Expense from the utilization of 1099 contractors, resulting in a net change of \$5,951
- **Cost of Merchandise Sold** is approximately \$5,067 below projection (favorable), due to the diligent work of the merchandise committee
- **Printing Expense** is approximately \$5,000 above projection (unfavorable), primarily attributable to the expanded AirVenture issue of the magazine.
- **Professional Services** are approximately \$14,000 above projection (unfavorable), however offset by reduced personnel costs as noted above.

Non-Operating Income and Expenses

- Investment Interest is \$1,867 above projection (favorable) however, market trends continue to indicate that future investment renewal rates are softening by approximately 10-25 basis points per 6 months.

Financial Reports through September 30, 2025 are noted on the following pages.

Respectfully,

Jordan Ashley
IAC Treasurer

International Aerobatics Club, Inc.
Comparative Statement of
Activities
Period Ending September 30, 2025

	Year to Date		
	Actual	Budget	Var. to Budget
<u>Income</u>			
Membership Dues	\$ 122,557.78	\$ 153,580.56	\$ (31,022.78)
Sponsorships	\$ 52,825.00	\$ 14,458.31	\$ 38,366.69
Advertising	\$ 14,764.50	\$ 13,125.00	\$ 1,639.50
Insurance Royalties	\$ -	\$ 291.69	\$ (291.69)
General Merchandise sales	\$ 20,362.23	\$ 26,593.38	\$ (6,231.15)
Individual Donations - Nationals + General	\$ 21,734.11	\$ 9,750.00	\$ 11,984.11
Released from Restricted Accounts for	\$ -	\$ -	\$ -
Other revenues	\$ 32,570.00	\$ 25,943.75	\$ 6,626.25
Total - Income	\$ 264,813.62	\$ 243,742.69	\$ 21,070.93
<u>Expense</u>			
Personnel	\$ 38,120.41	\$ 58,190.51	\$ (20,070.10)
Cost of Goods Sold - Merchandise	\$ 8,232.45	\$ 13,299.93	\$ (5,067.48)
Postage	\$ 11,021.65	\$ 11,550.07	\$ (528.42)
Magazine Printing	\$ 34,184.01	\$ 29,166.69	\$ 5,017.32
Marketing & Social Media	\$ -	\$ 7,000.00	\$ (7,000.00)
Outside Professional Services	\$ 55,043.40	\$ 40,925.07	\$ 14,118.33
Meetings and travel	\$ 2,260.94	\$ 6,416.62	\$ (4,155.68)
Equipment Rental - Nationals	\$ 2,537.08	\$ 2,000.00	\$ 537.08
Membership, Awards & Fulfillment	\$ 7,646.45	\$ 7,187.50	\$ 458.95
Bank & Credit Card Fees	\$ 6,458.44	\$ 6,708.31	\$ (249.87)
Office and Administration	\$ 1,211.33	\$ 2,087.50	\$ (876.17)
Administrative Fees - EAA	\$ 40,174.43	\$ 37,172.94	\$ 3,001.49
Insurance	\$ 11,302.71	\$ 11,730.88	\$ (428.17)
Depreciation	\$ 2,045.54	\$ 2,479.12	\$ (433.58)
IAC Building	\$ 133.02	\$ -	\$ 133.02
Total - Expense	\$ 220,371.86	\$ 235,915.14	\$ (15,543.28)
Net Operating Income (Loss)	\$ 44,441.76	\$ 7,827.55	\$ 36,614.21
<u>Non-Operating Income & Expenses</u>			
Total - Other Income	\$ 11,492.44	\$ 9,625.00	\$ 1,867.44
Net Income (Loss)	\$ 55,934.20	\$ 17,452.55	\$ 38,481.65

International Aerobatics Club, Inc.
Statement of Financial Position
As of September 30, 2025

	FY2026	FY2025	Change
ASSETS			
Current Assets:			
Accounts Receivable, net of Allowance	\$15,878.69	\$59,340.45	-\$43,461.76
Intercompany Receivable Actual	\$82,844.51	\$86,261.00	-\$3,416.49
Inventory	\$14,324.21	\$16,415.63	-\$2,091.42
Current Pledge Receivable	\$4,400.00	\$0.00	\$4,400.00
Prepaid Expenses and Deferred Charges	\$56,647.82	\$8,083.09	\$48,564.73
Total Current Assets	\$174,095.23	\$170,100.17	\$274,485.37
Investments:			
Unrestricted Investments	\$435,617.16	\$414,405.29	\$21,211.87
Property and Equipment:			
Property and Equipment	\$126,511.84	\$126,511.84	\$0.00
Less: Accumulated Depreciation	-\$97,326.46	-\$93,819.81	-\$3,506.65
Net Property and Equipment	\$29,185.38	\$32,692.03	-\$3,506.65
TOTAL ASSETS	\$638,897.77	\$617,197.49	\$292,190.59
LIABILITIES & NET ASSETS			
Current Liabilities:			
Accounts Payable	-\$541.82	\$69,050.06	-\$69,591.88
Accrued Liabilities	\$6,337.62	\$7,476.72	-\$1,139.10
Current Unearned Income	\$201,986.05	\$137,537.76	\$64,448.29
Total Current Liabilities	\$207,781.85	\$214,064.54	-\$6,282.69
Long-Term Liabilities:			
Unearned Income, less Current	\$108,540.20	\$117,183.56	-\$8,643.36
Total Liabilities	\$316,322.05	\$331,248.10	-\$14,926.05
Net Assets:			
Prior Year	\$266,641.52	\$300,271.23	-\$33,629.71
Current Year	\$55,934.20	-\$14,322.01	\$70,256.21
Total Net Assets	\$322,575.72	\$285,949.22	\$36,626.50
TOTAL LIABILITIES & NET ASSETS	\$638,897.77	\$617,197.32	\$21,700.45

IAC

TEMPORARILY RESTRICTED NET ASSET ROLLFORWARD-SEPTEMBER 2025

	Beginning Balance	Current Year Contribution	Ending Balance
	\$45,716.00		\$45,930.00
Vicki Cruse Building Fund	\$0.00	\$0.00	\$0.00
Glider	\$0.00	\$0.00	\$0.00
Advanced Team	\$7,172.00	\$0.00	\$7,172.00
Unlimited Team	\$3,200.22	\$0.00	\$3,200.22
Nationals	\$0.00	\$45,825.00	\$45,825.00
Protection Fund	\$5,941.13	\$0.00	\$5,941.13
Philanthropy	\$29,893.00	\$13,894.11	\$43,787.11
YAK	\$0.00	\$0.00	\$0.00
Totals	\$46,206.35	\$59,719.11	\$105,925.46