

INTERNATIONAL COMANCHE SOCIETY, INC. (Rev 2)

2008 FALL BOARD MEETING MINUTES

NOVEMBER 1, 2008

Las Vegas, Nevada

ROLL CALL: Board Members Present:

President	Dave Fitzgerald
Vice President	Bernie Mazurek (Via Skype)
Treasurer	Don Nelson
WC Tribe Chief	Don Ostergard
SC Tribe Rep	Bruce Thurman
SW Tribe Rep	Mike Foster
MS Tribe Chief	Joe Judge
NW Tribe Rep	Shirley Nelson
NE Tribe Chief	Dick Kuszyk (Via Skype)

ABSENT:

Secretary	Alan Burrows,
NC Tribe Chief	Jim Miller
SE Tribe Chief	Sally Williams
EU Tribe Chief	David Sheppard
EC Tribe Chief	Stewart Campbell
AU Tribe Chief	John Macknight
SA Tribe Chief	Russell Knowles
CFF President	Harley McGatha, Non-voting

MEMBER GUESTS:

EU Tribe	Kate Burrows, (Acting Secretary)
SC Tribe Chief	Bob Cretney
MS Tribe	Susan Judge
SW Tribe Chief	Kristin Winter

QUORUM: The meeting opened with 7 voting board members present.

President Dave Fitzgerald called the meeting to order at 8:15 am.

1. Roll Call and Introduction of Guests

Seven Board Members present. Four ICS Member Guests.

2. Acceptance of Agenda

- **Motion** to "Accept the Agenda as presented" by Don Nelson, Seconded by Bruce Thurman. "Motion Carried Unanimously".

3. Minutes of Old Board Meeting (10/13/08)

The minutes from the "Old Board Meeting" were not yet available per Bernie Mazurek via Skype. He assured the board that they were in the process of being transcribed and would be available by 12/23/08.

The Board accepted that the minutes were not yet completed.

4. Presidents Opening Remarks

President Dave Fitzgerald presented his opening remarks by welcoming everyone to the meeting.

Don Nelson asked if there were any items from that previous meeting for this meeting. Bernie Mazurek said that any carryover items were on the agenda.

5. Treasurer's Report

Treasurer, Don Nelson, stated that through August, with regard to New and existing members, ICS was losing a few members and gaining a few members and this should be taken into account when doing a new marketing program. Dick Kusyk was asked to think about a new marketing program.

As far as funds were concerned, the ICS has \$151,400 in CD's. One new CD and one Rollover CD. The ICS is considered in good shape with reserve capital and maybe some money could be used for marketing to gain new members.

Shirley Nelson has been acting as the ICS book-keeper for the past few years and will be resigning at the end of the year. She said that someone would need to be hired on a part-time basis to do the book-keeping.

Bruce Thurman stated that the membership numbers gave a false number as some of them were spousal members and it should be considered that when a member resigned, most probably the ICS would lose 2 members, the member and the spouse.

Bob Cretney asked what Profit/Loss could be expected for the 4th quarter.

Don Nelson stated that this was unknown at this time as the 4th quarter was not complete.

Bob Cretney said that it had to be kept in mind that if the ICS was to be paying for a book-keeper then the profits would go down.

Don Nelson stated that there was \$8,000 budgeted for administration/book-keeping for 2009 Shirley Nelson said it would cost more but it was a part time job.

Don Nelson stated that there was money being made from the books like TIPS and other goodies.

Dave Fitzgerald said that he has already printed and sold 30 of the new books contributed by Bill Creech. Don Ostergard asked if it was known what the penetration of the Comanche ownership was, the numbers flying, spouses etc.

Don Nelson said that there was no accurate count. There were approximately 4000 Comanches of whom 2500 were members and about 400 non-flying or spousal members.

- Motion to accept the Treasurers report by Don Ostergard. Seconded by Mike Foster. Motion carried

6. Tribe Reports

SW Tribe: Mike Foster gave the SW tribe report. He said that they were maintaining the memberships and were working hard to have as many fly-ins as possible.

MS Tribe: Joe Judge gave the MS tribe report. Since he was elected Tribe Chief they lost their treasurer in a tragic accident and he has been looking after that job whilst trying to find another treasurer. Mike Foster asked how many members MS had. Joe Judge said 240

SC Tribe: Bruce Thurman gave the SC tribe report stating that the membership remains at 240-250 but he is concerned that losing one member means probably losing the spousal member as well. Larry Larkin will be at the maintenance seminar and that should bring in more aircraft. Gerry Ross wants to host a Pilot Proficiency Course. He also stated that one third of the profit from the 2008 Convention cruise was put aside to go to the CFF.

Dave Fitzgerald asked if the SC tribe should not pay back the CFF grant that was given for the cruise convention. He also reminded Bruce that there is no longer a 1/3 payment. It is purely a donation that will be considered each Spring Board Meeting. The \$2500 that the CFF gave for the convention was to pay for the seminars.

Don Nelson said that we can discuss any donation to CFF at the Spring Board meeting. He also said that the tribe reports should be put up on the website.

WC Tribe: Don Ostergard gave the WC report. He said a lot of work had gone into telephoning members to keep them current and also new owners to get them into ICS. Don Nelson commended the WC Tribe for bucking the trend as they were gaining members.

NW Tribe: Shirley Nelson said that the NW Tribe Chief had not given a tribe report.

Dave Fitzgerald read the tribe reports for AU,SE,EC,NE,SA

AU Tribe: There has been much activity in the AU tribe with fly-ins and 3 new Comanches being imported into Australia. The proficiency course seems to be going well and new gear trunion stock has arrived. Financial position and membership remains strong.

SE Tribe: The SE Tribe has a healthy membership and they have assigned a Membership Chair for each state to coordinate all the contacting of memberships in the individual states in the tribe. This would relieve the Tribe Chief of a lot of time and responsibility of contacting new and current members. The SE Tribe will not have representation at the 2009 Sun-n-Fun. The tent that was shared with David Pratt will no longer be available and unless other avenues become available there will be no formal ICS presence there.

EC Tribe: The EC Tribe had a couple of fly-ins this year and is proposing at least one next year. There is concern about the decline in membership but the Tribe is attempting to halt this with a website and emails.

NE Tribe: The NE Tribe has a stable membership and a healthy treasury balance. They have 8 fly-ins planned and feel that the NE Tribe is vibrant and in good spirits.

SA Tribe: Russell Knowles has taken over the reins of the SA Tribe. He is initiating a restart program to contact Comanche owners, both members and non members. Also he is approaching adjacent countries for members. The large geographic area places problems on the fly-ins and they have decided to do mix type fly-ins with a successful one to

Mozambique. He will continue to try and collate membership information and build up the activity of the ICS and the SA Tribe.

EU Report: none received.

Dave Fitzgerald expressed concern that we really don't have a good system in place to pass-on job experience to the new tribe chiefs to help train them up.

7. Committee Reports:

Dave Fitzgerald stated that he had no committee reports to give. The website status was that he is developing a new ICS website and that it should hopefully be ready by the end of the year and that the board will log in to test that it is up and running. He said that Dick Kuszyk had stepped down from the Marketing Chair and Village Press is currently the marketing agent.

Dick Kuszyk (by skype) said that the marketing of new memberships and expired members was being done very well by Village Press. He said that we were dealing with both a declining market and a mature market and that we should be judicious with spending. He stated that he did not think that the membership survey proposed by David Pyle was necessary. He said that of 1200 emails that were sent only 800 email addresses were good. He said that the marketing program should include marketing the Pilot Proficiency Program to non-members to try to get them to join and the marketing has to be 1st Class. There should be good PR for the current members and that at Oshkosh the EAA published daily articles. Promotional materials should be acquired and included for Oshkosh. Communication with the contributors could be improved and there should be a checklist to aid this. With the declining membership the ICS is doing as well as it can be expected to but they must be diligent and watch the money spent.

Don Nelson said that as of October 1, 2008 a letter was sent out by Village Press for renewals. The grace period issue of the Comanche flyer has been eliminated.

The renewal take-up is as follows: July 2008 - 85%, August 2008 – 80%, September 2008 – 70%. He wondered if this was due to a lack of the grace period.

Dick Kuszyk said he thought it was probably because of the economy

Don Ostergard said that because of the old aircraft there was a variable penetration of membership but that there was an opportunity to talk to like-type forums. We should lobby the AOPA to publish an article on joining a type club and get free editorial promotion.

Dave Fitzgerald said that articles were encouraged for the AOPA and that ICS was helping Hans Neubert at the Aging Aircraft Conference. He said we are a voluntary society and so we support his work.

8. Technical Support:

Bernie Mazurek said that Scott Myers and Rob Mudd had volunteered to copy the service manuals into a searchable PDF format and put them on the website.

Dave Fitzgerald asked Kristin Winter if they could borrow her manual to copy. He also said that he had contacted Avantext and they said they would give permission to put their manual on the website for \$399 per member per year. He suggested that the ICS bite the

bullet and buy up to-date copies for the technical committee. If Rob and Scott can do the manuals in searchable PDF then that would be great. He also mentioned that having Zack grant on the technical committee is an asset.

Mike Foster said that he had received an email from Scott who is still volunteering to do the manuals.

Dave Fitzgerald said he would get back to Scott.

Bob Cretney said that the original Piper Manuals did not have sub-sections and that they would have to find out where they came from. Maybe Avantext added them when they rewrote the manual.

9. New Business:

Committees:

Bylaws: Don Nelson suggested Hank Spellman and Lorne Harmon.

- Bruce Thurman proposed and Joe Judge seconded. Motion carried.

Communications: It was Bill Harris but he is not an ICS member now. Monica Rehkopf volunteered to do it.

- Shirley Nelson proposed and Bernie Mazurek seconded it. All additions to the committee are to be picked by the chair and the chair is to tell the President and the Secretary. Motion carried.

Editorial: Dave Fitzgerald, Dale Vandever, Lorne Harmon, Bernie Mazurek, and Phil Role. Village Press puts the magazine together, all the articles are sent to the committee for editing and then they are sent back. It works well.

- Mike Foster proposed that the current Editorial Committee was acceptable and should be reappointed, Shirley Nelson seconded. Motion carried.

Elections: Harley McGatha is the chair. Don Nelson read the by-laws regarding the election committee. He suggested it would be nice to have a change and asked if anyone else wanted to do it. Bruce Thumann volunteered to do Elections chair.

- Don Nelson moved the motion and Joe Judge seconded. Don Nelson said that Bruce would be able to nominate his own people for the committee. Motion was carried.

Finance and Budget: Don Nelson, Shirley Nelson and Hank Spellman current members. Don Nelson said he was willing to serve again.

- Joe Judge proposed the motion that Don Nelson chair the Finance and Budget committee. Mike Foster seconded. Motion carried.

Flagship: Dale Vandever is current chair. Dave Fitzgerald said that convention organizers should go to Dale and he will help them.

Don Nelson moved to reappoint Dale Vandever Flagship Chair. Bruce Thumann seconded. Motion carried

Flight Operations: Zack Grant has volunteered to continue as chair. Bob Cretney asked if there was anything in the bylaws/standing rules stating what Flight Operations is. Don Nelson said no, that it was just Flying and the Pilot Proficiency Program. There was no committee definition. Kristin Winter said that clarification was required for keeping the CFF and the ICS Pilot Proficiency Program apart to cover legality issues. Bob Cretney said that Flight Operations was divorced from the Pilot Proficiency Training. Dick Kuszyk said that marketing the Pilot Proficiency Program as ICS in conjunction with CFF was positive.

- Don Nelson moved that Zack Grant continue to chair Flight Operations. Joe Judge seconded. Motion carried.

Historical: Dale Vandever is current chair. Dave Fitzgerald said that he needs to be reappointed. Mike Foster asked what it does. Dave Fitzgerald said that it carries the records, pictures and information about Comanches and the ICS and that Dale hopes to publish a story about our history within the next year or so. Mike Foster asked if Dale was archiving it and Dave Fitzgerald said yes.

- Shirley Nelson moved that Dale Vandever be reappointed the Historical Chair. Mike Foster seconded. Motion carried.

Technical Maintenance: Skip Dykema is the current chair. Don Nelson suggested that Zack Grant should be the chair. Dave Fitzgerald said that they would nominate him and if he declined the committee would sort it out later, however it is known that Zack is snowed under at the moment. Could we find someone else? He asked if it could be tabled. Bob Cretney suggested the issue be tabled until after lunch.

- Joe Judge proposed and Mike Foster seconded. Motion carried.

Marketing and Village Press: Dick Kuszyk said that under different circumstances he may be able to take it on again. Don Nelson stated that it really needed an ICS member to be involved and not just leave it up to Village Press. Dick Kuszyk said he agreed. That would be the ideal, get the wrong guy in there and it could be a disaster.

- Don Nelson proposed a motion to table the Marketing Committee until later in the day. Don Ostergard seconded. Motion carried.

Nominating Committee: Dick Kusyk said that there were 2-3 guys in the NE that were very active and very reasonable and maybe he could talk to them to do the job. It would take about a week to talk to them and present them to the BOD. Dave Fitzgerald said that he thought we had enough time to do that. Don Nelson said that there were 90 days to make the Nominating Committee of 3. Dave Fitzgerald said they could discuss it further in the forum.

- Don Nelson proposed tabling the Nominating Committee appointments. The 90 day period is up on January 18, 2009. Joe Judge seconded. Motion carried.

10. Standing Rules: Don Nelson said that he had a copy of the Standing Rules and Bylaws but that he did not know if they were still on the forum. Bernie Mazurek asked if draft 8/22/08 was the current one. Don Nelson said yes. He further said that 12-8-5; the grace issue of the flyer has been deleted. ICS contributions to CFF was revised and was approved. 30-3-8 Items for Sale. Non-members can buy anything except the 'TIPS'.

- Don Nelson moved to accept these rules as the current standing rules. Don Ostergard seconded. Shirley Nelson asked if Village Press knew that they could not sell the 'Tips' to non-members. Don Nelson said that they did know but that they did not diligently check. Dave Fitzgerald said that the website would reflect this. Don Nelson stated that there were no changes to the bylaws since 2007. Motion carried.

11. ICS Liability and Insurance: Don Nelson stated that the Directors and Officers liability bill was \$1500, the coverage is quite small. Dave Fitzgerald asked if the coverage should be raised. Kristin Winter said that it should be raised to higher than \$150,000. Don Nelson said that in

addition there was a \$25,000 bond on the Treasurer. Dave Fitzgerald said that we need to look at what is covered and what is needed to cover exposures. Don Ostergard said that his opinion was that \$150,000 won't attract predatory lawsuits. Keep things airtight and maybe look at the CFF broker and make sure there are no gaps. Don Nelson said that he recommended that they pay the bill and look at a new broker and upgrade the coverage. The bill of \$1571 was paid. Dave Fitzgerald suggested that we should review the policy and see what changes are needed. Kristin Winter for legal purposes and Alan Burrows for Insurance Broker purposes were asked to review the policies and get back to Dave Fitzgerald and Don Nelson with suggestions. The suggestions and discussions will be put on the private board section on the website. Also we should look at ABS and the Bonanza Society and see who they use for insurance.

12. ICS Management Structure: Revision Proposal. Dave Fitzgerald reported that through the years many of the past presidents and board members have recognized the need to consider changes to the structure of our society to make the jobs easier for those that volunteer and improve the operation of the society without burning out our volunteers. He pointed out the difference between Tribe Representative and Tribe Chief. A Representative is involved in the governance of the society. The Chief looks after the Tribe by helping in organizing fly-ins, keeping the tribe informed and keeping in touch with their needs. Being both Chief and Representative in some cases tends to overload volunteers. It needs to be understood that Tribe Chief and Tribe Representatives are separate jobs

Don Nelson read the Article and Bylaw. 1. Mission and Vision of the ICS. The Tribe elects a Tribe Representative. Shirley Nelson said that it was important to have Tribe Representatives that are not directors elected by the ICS. Shirley Nelson said that we should stay as we are for now and just impress upon the tribes the importance of representation. Kristin Winter said there were two points here: (1) The advantages of continuity and (2) people won't do it. Also the cost involved in travelling. Maybe we could share the financial burden. Dave Fitzgerald said that it was a good idea to make a contribution towards the expense of attending. Joe Judge said it would encourage people, maybe pay the expenses and the annual dues. Even better, just pay 50% of the expenses. Mike Foster said the monetary compensation would work better if the money was given to the tribe and they give it to the Representatives. Don Nelson suggested that the \$2 per member refund to the tribes be increased to help. Shirley Nelson said the budget for 2009 was already set. Dave Fitzgerald said physical meetings were very important. Could we table this or put it forward to the committee. Joe Judge asked if it could be held in a more central place. Dave Fitzgerald said that had been done and that the Board did not want the meetings held in the same place every time. The general contention of the Board is that it should be rotated around the country. Maybe this should be given to the Bylaws Committee to refine and then put it to the committee at a later stage. Don Ostergard said about the rotation that it is held further away, then people may have a problem getting to them. Dave Fitzgerald said that he felt that by moving it around you give different members in diverse areas an opportunity to attend meetings. Dave suggests we discuss it further at the Spring Board meeting

13. Tribe Chief manual

Dave Fitzgerald said that approximately 2 years ago the Tribe Chief Manual was in the Process of being updated. For one reason or another work on it has stopped. We need to consider updating these manuals to help Tribe Chiefs and Reps learn their job. Shirley Nelson will look into getting the manuals completed.

14. Technical and Type Support

Kirstin mentioned the Outlaw Meeting. Dave Fitzgerald asked if there was anything in that meeting at Santa Maria that should be brought up. Mike Foster said that the general opinion at the meeting was that ICS is not actively doing anything to advance or support the technical side of the aircraft. We should get information out there about what is going on with ICS Tech Support and type support. Some people get up to-date info on aircraft flying but what is there for technical issues? Kirstin said that there was a lot of Hoohaa, some positive and some negative. Some personalities talked to some broad selection of people to find issues about tribe support and we need to interest people in buying and acquiring these aircraft. They need the reassurance of support.

Piper is not looking after the Comanche so we need an organized way to pay attention to:

- 1) Continuing Fleet Airworthiness
- 2) Technical support
- 3) Training

Item 1 is most important. Information is not centralized. There is a bit here and a bit there. We need to anticipate problems and find suppliers. If there is a market, the suppliers may come onboard. Get them involved. Identify the data of the AD's etc. Centralize someone handling the information.

Item 2 Owner support, ICS needs to blow its horn.

Item 3 Training, ICS, CFF and Zack Grant with the flight training, may need to look at maintenance training. The membership should be more focused on type support. It needs a central person to take on the job as a pivot for type training. Some aircraft groups the type support with web and phone support work. ICS needs to make it work before the group fragments. The Outlaw group came up with a survey; would people pay for type support? Maybe make it a 2 tier membership. Get the information on who is flying, what they are flying, how they are flying, how many hours they are flying, and basic demographics. Then you could come to the groups with type support. ICS needs to look at this long term and take it to the next level. Find out where to go to get that information and broaden the membership and make their life easier, meet their needs. Don Ostergard said he was totally with Kristin, continuing airworthiness is very important. Do not underestimate the power of apathy.

Don Nelson read out a list of things ICS members have accomplished: POH, TIPS, Creech Maintenance book, Aging Aircraft – Hans Nubert, 1000 hour gear inspections, Technical directors, Webco Support, Matt Kurke – Tool Loan Program, Matt Kurke DVD on gear and wiring maintenance, CFF Proficiency Program, CFF – Piper and new horns, AU tribe & new trunnions, AU tribe gear operation training box. Kristin Winter said that we needed to get the word out. Dave Fitzgerald said to bring the body of knowledge together. Bob Cretney said that Don's list should be in a letter to the Comanche owners to aid marketing. Mike Foster

mentioned that all the support guys, Matt Kurke, Bob Webber, the chap in SLC were all 55-65 years old. What is going to happen when these guys retire or die?

Dave Fitzgerald mentioned that we should keep the survey reasonably short if we want members to take time to fill it out. Kristen Winters asked what sort of percentage could be contacted by email. Shirley Nelson said that if any emails are bounced back she calls to get the new email address. Kristin Winter said that the younger members are the best bet for type support. Don Ostergard said that if a survey is sent by mail or by email you will get a reply from socially responsible people, but you will not get a good clear cut cross section that is accurate, that can only be done by phone and that is a hell of a job. Joe Judge said there should be an incentive to the new owner before they buy of what is available from the ICS. Kristin Winter said that there needs to be a guru to centralize the information and training, maintenance and supply but she was not sure where the base funds would come from. Bruce Thumann said it needs to be done professionally. Kristin Winter suggested Matt Kurke as the guru. Dave Fitzgerald asked what was wanted from the board now? Kristin said we need to form a committee to create a survey to see what is needed by the owners and by Village Press for advertising. They need to have (1) technical background and (2) marketing. Don Nelson suggested Don Nelson for the finance, Dick Kuszyk for Marketing and Kristin Winter as chair for the survey committee.

- Don Nelson moved to form a Survey Committee under the chair of Kristin Winter. Joe Judge seconded. Motion carried.

Bob Cretney said that the April Fly-in was a maintenance seminar at Air Salvage Dallas. Lucky Louque that owns/works there is a recognized genius on the Comanche. Louque and Maurice conversed weekly. Bob Cretney suggested for technical advice using Louque initially for a 90-120 day no-cost period. The technical questions would initially go through to the Tech Committee and any further problems would go through to Louque. During the 120 days they would come up with costs for the future. They are the Southern NTSB facility. Also Zack Grant would like to chair the Maintenance Committee.

- Bruce Thumann proposed a motion for Air Salvage Dallas to provide tech and part support above what ICS can provide for 90-120 days free trial with the prices for the future to come. Mike Foster seconded. Kirstin Winter said this would add to our body of knowledge and centralize information. Motion carried. Bob Cretney will keep the BOD informed. Louque and Hans would get together to take the horn problem forward.

15. Fast Notification of Aircraft Bulletins.

Monica Rehkopf will gather and sort information from all the Committees and send them through the website to the email addresses that are on the site as a newsletter. Kristin said we should look at the legal aspects of people not getting the information. Don Ostergard said only if we provide a service for a fee is it an issue. Dave Fitzgerald said that it was only going to be on a periodical basis, but suggested that if you feel that it is necessary you could first mail each newsletter through Kristin to get her input and then send it on.

- Don Nelson moved to go forward with the newsletter with the aircraft bulletins and announcements sending it through the Editorial Committee. Shirley Nelson seconded. Don

Nelson said the Editorial Committee should send the newsletter through Kristin. Motion carried.

16. 2009 Oshkosh Tent

Dave Fitzgerald said that he has applied for a position close to the Piper tent and that EAA will not notify us if we are accepted until March. Bruce Thumann said that Dick Kuszyk had got good feedback from the PR of the mass arrival of the Comanches and they should try to do it again. Dave Fitzgerald wants volunteers for Oshkosh. Bob Cretney suggested getting the schools and kids to man the Oshkosh tent. Shirley Nelson said it would not work because they cannot answer the questions about the membership or any technical questions.

- Mike Foster made a motion to undertake the Oshkosh tent and seminars. It is not a budgeted item and needs board approval. Joe Judge seconded. Motion carried.

17. Sun and Fun

Dave Fitzgerald said that Dave Pratt is not a member anymore and does not have his tent. We need to wait and see what Bernie Mazurek and Sally Williams can organize. We should table this to be discussed within 60 days on the website.

18. Vendor of the Month Article

Dave Fitzgerald said that we need to support our vendors through the editorial committee. We need to write articles about the vendors to give something back. We should get an editorial group together to write and edit articles.

19. Dave Pyle's Survey

Bruce Thumann said we need a survey to find the pulse of the membership for the future. Newer members need different things for the future. Don Nelson said that we had already set a survey in motion through Kristin Winter.

20. Next Meeting: Spring Board Meeting

- Shirley Nelson moved that the Spring Board meeting should co-incide with Sun-n-Fun and it should be in Florida. April 20, 2009, the Monday before Sun n Fun. She would get together with SE tribe to help organize it. Mike Foster seconded. Motion carried.

21. Tabled Committee Nominations

- Don Nelson moved to appoint Zach Grant as Chair of Technical and Maintenance Committee. Bruce Thumann seconded, Motion carried.
- Don Nelson moved that the board approves the appointment of Dick Kuszyk to Chair of the Marketing Committee. Bruce Thurman seconded. Motion carried.

22. Adjournment

- At 1715 Shirley Nelson moved to adjourn the meeting. Mike Foster seconded and the motion was carried.

Respectfully Submitted

Alan Burrows
Secretary
January 21 2009