

INTERNATIONAL COMANCHE SOCIETY, INC.
Minutes for the
Annual General Meeting - September 14, 2012
Holiday Inn Hotel, Baltimore, Maryland

ICS President, Zach Grant, called the meeting to order at 7:17 P.M. on September 14, 2012, following the ICS dinner in the banquet room of the Holiday Inn Hotel, Baltimore, Maryland. He welcomed everyone, then said it was his pleasure to address everyone as their President for the past year, and looked forward to being confirmed as your President for next year, if the count so confirms.

1. Acceptance of the Agenda

Zach Grant asked for a motion for acceptance of the Agenda as posted on the website, as well as put it up on the screen.

Motion: Berl Grant made a motion to accept the Agenda as posted; Robert Klein seconded; motion carried unanimously.

2. President's Opening Comments

Zach Grant began by again welcoming all members and guests, then thanked Pete Morse as the hosting Tribe Chief for all his hard work. He acknowledged the service of all Committee Chairs present: Don Nelson, Bylaws Committee Chairman; Jennie Buttle Elections Committee member representing the Chairperson; Airworthiness Committee members; and Technical Counselors Cliff Wilewski and Dave Clark. He recognized two past presidents, David Buttle and John van Bladeren and had all present Tribe Chiefs and Assistant Tribe Chiefs stand and be recognized. He thanked personally each of the elected officers for their service this past year, including special thanks to Peggy Harmon for her service as Secretary. He concluded by welcoming aboard the new officers for the coming year.

Old Business

3. 2011 Annual General Meeting Minutes

Zach asked for any discussion on the 2011 Annual General Meeting Minutes as posted on the ICS web site; there being none, he called for a motion to accept.

Motion: Hank Spellman made a motion that the 2011 Annual General Meeting Minutes be accepted as posted on the ICS web site; Mike Travagli seconded; motion carried unanimously.

4. Treasurer's Report

Since Pat Donovan, ICS Treasurer was unable to attend, Zach put subject report up on screen and led the membership through the report. ICS has assets, checking and savings,

as of 8/31/2012 of \$217,457; Total Accounts Receivable of \$10,407; Other Current Assets of \$18,301; for a total of \$246,167. Our Total Current Liabilities \$97,905, with Total Liabilities of \$124,683, for an Equity of \$121,484.

We have a possible adjustment that we will have to work out on the Executive level where we have some reduction in revenues regarding maturing investments not gaining as much interest as was thought. Therefore, we expect maybe a \$2,500 loss for the year, unless we don't spend everything as budgeted. Our goal is to at least break even, and hopefully better than that. Zach added that if anyone has any questions, Pat Donovan said anyone may call or email him any time with those questions, and he sent his regrets that he could not attend. Zach then called for a motion to accept the Treasurer's Report as read.

Motion: Patti Littwin made a motion to approve the Treasurer's Report as presented; Av Shiloh seconded; motion carried unanimously.

5. Elections Committee Report

Zach asked Jennie Buttle to give the Elections Committee's Report. Jennie stated that Chairman Sally Williams could not be there, and Committee member Monica Rehkopf was ill and also could not attend tonight's meeting. Jennie first gave a review of our voting history and the Elections Committee's history, explaining how we had now moved forward to electronic voting. She said that only 6.8% of the 2,256 membership voted this year in our new electronic system, and this was very disappointing...a major drop. However, she was aware that in the Old Board Meeting, the matter was considered, and the decision was made for placing a "banner" across the Flyer cover to draw attention to the voting, make the place to go to on the website more conspicuous, plus do an email blast. We hope this will make the new process more successful. The new voting method saves ICS money and time, and we have hopes that we will have a better percentage next year. With that said, she gave the following results for the upcoming 2012-2013 year:

- Operating Budget of 2012-2013, as published in July/2012 Flyer PASSED
 - 92.9% Yes
 - 2.58% No
- Bylaw Change, as published in July/2012 Flyer PASSED
 - 87.7% Yes
 - 6.45% No
- Officer Election:

President:	Zach Grant	100%	Yes
Vice President:	Bob Cretney	97.42%	Yes
Secretary	(currently vacant)		
Treasurer:	Pat Donovan	96.77%	Yes

New Business

6. 2012 Annual Achievement Award and Golden Circle Award

Zach asked Bob Cretney to make these presentations. Bob gave a history of how these awards began. He said the plaques were delayed, but there will be pictures of them for the meeting tomorrow. He then announced that the Old Board had decided the Golden Circle Award would go to Maurice Taylor, posthumously. Bob said this was given in light of the fact that Maurice had contributed everything there is to this organization from almost day one; that he was a grand gentleman with a knowledge of our airplanes that was phenomenal.

He moved on to the 2012 Annual Achievement Award and said this award is given to a current member whom the current Board feels has contributed the most to ICS during the prior year. He said we had several nominees, and the person selected has contributed to the technical operation of the airplane more than anyone else in the last year, and that is, Dave Clark. Bob commended and thanked Dave for all he's done for the organization and the members.

7. Airworthiness Report & Technical Committee Update

Zach stated that Dave Fitzgerald and Hans Neubert could not be here, so in their absence, he would give the report...and the big news is that there is no news. Then he began with a history of the balance horn issue, i.e., we had a Service Bulletin issued about two years ago by Piper that was quite onerous and required inspection on the tail; subsequently, we had the University of Kansas and the FAA do metallurgical studies on why we had cracking in our tail horns; it was found to be stress metallurgical cracking and to have been caused by over-torquing at the factory. Essentially, the FAA a year ago agreed to take our comments into consideration and then decide whether or not we will have an AD. Associated with that as an alternative was the Australian horn designed and certified in Australia, but it was tied up in the same process as the AD, and the FAA is considering them both in the same light. We haven't heard anything yet, since it is in committee with the FAA, so the Technical Committee at this point doesn't have anything to talk about until the FAA makes its decision. In response to a question regarding whether it will be an AD, Zach said an AD is not a foregone decision--it could be a Service Bulletin, an AD, it could be anything. The heavy tails, i.e., the Twins and the 400's, have been determined not to be subject to the same stresses due to fact of their thick-walled torque tube; and even if you over-torque the bolts, you do not deform the casting and they don't crack. In answer to another question, Zach said the casting is the same across the board. Another question was aren't there two different castings? Zach said there are, but we have found cracks in both castings.

8. 2012 Convention Preliminary Report

Zach asked Pete Morse to give this report. Pete said overall it has gone without too many glitches. The room count issue will affect our bottom line. If we had been aware that we could have had different room count for the various nights, this could have been avoided. We will be a little in the red, but not a whole lot. He said he would definitely suggest for future conventions that when you reserve a block of rooms, you give consideration as to

what the room count might be over the course of the convention days. We shortened this year's convention by a day and tried to include the weekend to try to encourage attendance. We overbooked a meal by a small amount. Working with the FBO was terrific. Hotel a year ago was owned by another company, so during the course of the year, we had to work with a new team and make a new plan. It is an older hotel, but it is clean and the service is excellent. He gave examples of some small glitches in the registration form, etc., as well as some of the things that worked well, i.e., PayPal. He expressed the continued need to have convention camaraderie, as well as the need to get the work done (meetings) and then have time for both pilots and co-pilots to enjoy activities together.

9. 2013 ICS Convention Update

Zach asked Shirley Nelson to give the Northwest Tribe's 2013 Convention Report. Shirley said that ICS will be 40 years old in the year 2013, and their tribe will be throwing a birthday party. They are inviting you, your friends, and your family. It will start on June 28, 2013 and last through July 7, 2013. Thursday through Saturday will be on land in order that seminars and meetings are available to everyone. The Renton, WA, Holiday Inn will be the host hotel, with rooms at the special rate of \$109/night. The hotel will honor three days before and after your stay for the same rate. The hotel is near to both airports. You may fly into SeaTac International or Renton Airport, and the hotel will shuttle to and from either. She described the schedule and some of the activities. The cruise is in and out of Seattle on the Holland America Lines, and there will be transportation to and from the hotel. (At this point, she had ICS 40th Anniversary windbreakers passed out as a "present" from the Northwest Tribe.) You will be able to reserve the hotel, the cruise and your commercial flight through the servicing travel agent. The cruise will require a \$350 deposit by January 16th, which is fully refundable up until April when the final payment is due. Shirley then passed out a packet of information, showed a video of the cruise, and passed out special chocolate bars with the convention logo imprinted on them.

10. Questions and Answers

Zach opened the floor for questions, comments and suggestions. Some of the questions/answers were:

- Will the magazine continue to be printed? Zach: The management expense paid to Village Press (VP) involves the printing of our magazine, so if we do away with the printing, our management expense go up extremely. We have done a lot of breaking out of costs this year in order to better track what we're actually paying VP for. However, at some point further in the future, we may not have enough advertising revenue to cover the cost of the printing, at which point we will be paying VP a lot of money for a magazine. The Board is always aware of this. Quick answer is no, we are not at this time planning on getting rid of the Flyer. Long answer is that we have to look forward to a time where it may not be sustainable to do things the way we do.

- Do we have any proposals on how to keep the income coming in so that it can continue

to be published? Zach: We work on that every day and as to specifics, they continuously change on a very dynamic basis. We constantly consider ways of saving money and how to make more money in our on-line revenues--new non-aviation specific ads, such as real estate, cars, sail boats, etc., that could possibly be common interest things. Cliff

Wilewski: As a vendor, we think advertising in the Flyer is economical and is much less than other magazines.

- What about raising membership dues? Zach: It has not been raised in several years, but at the Old Board Meeting (OBM), we talked about \$2 a year, \$68 to \$70, and that raise would put us in the black for the anticipated short flow in our budget for the year, but it is up to the new board tomorrow. A member in the audience said he gets far more out of dues than the price. Don Nelson: The OBM did discuss the \$2 raise, and since the Board has authority to raise dues by 5%, he would like to see the New Board raise them by \$3. Zach: It is up to that Board.

- What about an electronic magazine to save money and make the printed copy optional? Zach: I hear this comment a lot. Like I said before, our cost model with VP is such that we need the printed circulation because VP makes money off of print; not necessarily off sending something electronically to an iPad.

- What are we doing in Marketing? Zach: Our Marketing Committee at the moment is in flux. He explained how VP is presently handling our Marketing, i.e., sending a packet to new Comanche owners, etc.

- What are we doing to attract advertisement? Zach: VP handles most of our ad campaigns. They seek out, coordinate, etc., and we get the revenue. They take direction from us. We have told them in the past that we are only interested in Comanche beneficial advertisers, but based on the OBM, we are now going to expand that to include non-specific Comanche ads. VP publishes other magazines for other businesses that are not in aviation, and going forward they will approach those other possibilities.

- Can we have a show of hands of all people that want to continue to get the magazine in the mail? (Large show of hands for it.) Bill Schnauffer: I feel if we don't have the printed magazine, we will lose advertisers. Zach: We haven't said we would cancel the printed version. Bob Cretney: He reiterated that Zach said we are not going to change this, but that down range at least four years from now, this might have to be changed--but not now. Consider the change in the voting and the small use of it. He gave an example of his employer having to eventually force a change from paper to electronic. There was discussion back and forth about the poor results in electronic voting. Zach: We want to increase the benefits we are providing our members, not decrease. We cannot do that by increasing our cost for less service; we have to figure out ways to decrease our costs to give more service. We want to make our Society last, as long as there are Comanches on this planet. Cliff Wilewski: The Bonanza Society has been losing lots of members recently, and they have the same issues. As a member of both ABS & ICS, I can tell you ABS charges more for ads--but they have a bigger base--and yet they have issues too. Zach: Go to the website, learn the site and see the various things that are at your fingertips, technical manuals, TIPS, direct links to ask questions of

our technical advisors, forums. Get your money's worth. He explained the two-month lag for the magazine and why the website is your immediate and direct answer for information. I am not preaching to get rid of the magazine, but I invite all of you to become more familiar with the website because we need to move that way in the future for cost savings, voting, participation, social media...it's the way the world is going. Bob Williams: We are not in trouble in keeping the printed magazine for now; we just recognize that the future is electronic. We need to encourage members to write articles for the magazine. Zach: I agree, and we don't have a backlog of articles and cover photos, so get them in. We can make it better, if we all pitch in. Remember, you can read the magazine on the website before you ever get the printed copy. Dave Fitzgerald, our webmaster, keeps track of everyone going onto the website, and he tells me that 80% of our new members look at better than 90% of the whole site by the first week that they are members. That's telling you something about what the expectations of new members are. In answering another question, Zach explained the "rolling scroll" of advertisers now on our website, which was free to them until just recently.

Zach closed the question/answer period and asked for any other subject on New Business.

Lorne Harmon asked for the floor and introduced himself as the current President of the Comanche Flyer Foundation (CFF). He proceeded to give a brief description of what this charitable foundation stands for, i.e., that by its Bylaws, it can spend money only for training and education related to the Comanche plane and the pilots that fly them. Examples given were scholarships--this year three scholarships of \$3,000 each were given to persons going through A & P training that hopefully some day will be working on the Comanche airplanes; hosts the CPPP program that many of you are familiar with; pays for seminars given at tribe fly-ins; and helps fund Oshkosh and trainers/speakers at conventions. With that being said, he encouraged everyone to donate to CFF, a 501(c)3 organization, which donation is tax deductible. He added that the only costs to run CFF is what is paid to a bookkeeper to do taxes each year. All other work is done by volunteers.

11. Adjournment

There being no further business, Zach called for a motion to adjourn.

Motion: Don Nelson made a motion that the meeting be adjourned; Pete Morse seconded; motion carried unanimously

Respectfully submitted,

Peggy S. Harmon
ICS Secretary

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