

International Comanche Society, Inc.
Minutes for the
TeamSpeak Electronic Meeting – September 15, 2015
By LaVerne Stroh, Secretary

1. **Av Shiloh, President, called the meeting to order** at 7:01 PM EDT

2. **Roll Call by LaVerne Stroh**

Officers:

President	Av Shiloh	Present - Voting
Vice President	Bob Williams	Present - Voting
Treasurer	Bob Berry	Present - Voting
Secretary	LaVerne Stroh	Present - Voting
Past President	Bob Cretney	Absent
CFF President	Mike Foster	Present - Non Voting

Tribe Chief/Tribe Representatives

Tribe Chief SW	Craig Varga	Absent
Tribe Rep SW	Scott Myers	Present - Voting
Tribe Chief SC	Bob Fox	Absent
Tribe Rep SC	Ron Franks	Present - Voting
Tribe Chief/Rep SE	Jeff Munford	Absent
Tribe Chief Mid States	Carl Talkington	Present – Non Voting
Tribe Rep Mid States	Pat Donovan	Present - Voting
Tribe Chief NW	Dennis Springer	Absent
Tribe Rep NW	Bill Case	Present – Voting
Tribe Chief NC	Fred Eisert	Absent
Tribe Rep NC	Zach Grant	Absent
Tribe Chief/Rep NE	C J Stumpf	Present - Voting
Tribe Chief/Rep W Canada	Ken Mori	Present – Voting
Tribe Chief/Rep E Canada	Tim Stain	Absent
Tribe Chief/Rep Europe	Kate Burrows	Absent
Tribe Chief/Rep S. Africa	Russell Knowles	Absent
Tribe Chief/Rep Australia	George Mills	Absent

Guests:

North Central	Dave Fitzgerald	Present - Non Voting
North Central	Hank Spellman	Present - Non Voting

Quorum: 10 (ten) voting Board Members were present.

3. Acceptance of Agenda by Av Shiloh

Motion: Pat moved to accept the agenda. Bob Berry seconded. The motion passed unanimously.

4. President's Opening Remarks by Av Shiloh

Av welcomed everyone to the TeamSpeak meeting. Since there is a quorum, the meeting can proceed as planned.

5. Meeting Minutes of the 08-12-2015 meeting by LaVerne Stroh

The minutes of the last meeting were sent out and there were no responses or corrections. The minutes are posted on the website.

Motion: C J Stumpf moved to accept the meeting minutes. Pat Donovan seconded the motion. The motion passed unanimously.

6. Treasurer 's Report by Bob Berry

Bob Berry is working with Pat Donovan while getting used to Windows and the Quick Books software, and he is working with Village Press. Scott Myers asked if the AOPA bills had been paid yet; it would be \$350, plus some shipping costs. Bob said he would attempt to get those paid next week.

7. Nominating Committee by Dave Fitzgerald

Dave Fitzgerald has a nominating committee in place. Serving on the committee with Dave are Bruce Thumann from South Central, CJ Stumpf from North East, and Alan Burrows from the European tribe.

Av Shiloh asked if there were any objections to the nominating committee or the report. There were no objections.

8. Kansas Registered Agent by LaVerne Stroh

We still have two outstanding registrations. LaVerne talked to Linda Baker from South Central. Bob Cretney was working on the initial paperwork but it was submitted late and kicked back. It was resubmitted by Linda this week. C J said their paperwork was submitted and kicked back. The Treasurer is sending the paperwork and check to Bernie Stumpf to get the paperwork done and sent out, hopefully by next week.

We will review this again at the Fall Board meeting to ensure it is complete.

9. Oshkosh/AirVenture sign up

Pat Donovan has been reserving our tent space in the past as Treasurer and suggested that the Treasurer continue to be responsible for that in the future. Bob Berry asked if it was done for 2016. There was an email saying we needed to reserve by Sept. 1 for a discount. Pat Donovan thought the final date for reserving the spot was Sept. 30 but if the email says Sept. 1, that is what we will go with. Per Pat, since we missed the initial deadline, we missed out on a minimal discount, but if we get the paperwork in now, we still may be able to get our regular spot.

Av asked for discussion on the issue of continuing to be at AirVenture every year. Could we consider every other year, especially in light of a deficit budget?

Scott's concern was if we don't reserve a spot each year, we may lose the location if the person who had it the previous year wants it again. Would they get first priority? Pat confirmed that was a good possibility. Av said he wasn't sure if the spot we have now is the best spot but we have had it for many years and people know where to expect us. We definitely don't want to be in the "type club" tent.

Scott asked what the breakdown of cost was for AirVenture in 2015. Pat said it was between \$5000 and 6,000; \$3500 for the 40 X 40 foot space and \$1500 for 30 x 20 foot tent with sidewalls. There is about \$100 for refreshments and other things like that. A full breakdown is on the website. It was a little higher this year since we paid Ray Fey's expenses; but we got a \$1500 donation from CFF and \$500 from Heritage Aero that offset those costs.

Per Pat, the reservation for this year will be \$3626. It will probably be about \$6000 total cost for AirVenture, but he feels the cost is worth the visibility we get from being there.

LaVerne asked if we know how many members we get from AirVenture. Pat said they had about 120 members that came by the tent, but it is harder to quantify the number of new members. We know there were three new members. They had numerous people stop in who were considering buying a Comanche, and we may get members if they decide to buy a Comanche and join ICS. It is hard to determine if it is cost effective; but AirVenture is our major source of exposure, other than the AOPA events Scott has set up.

Scott said he feels this is our premier event and we reach more members there than at conventions. AOPA fly-ins are good, but they don't compare to Oshkosh.

LaVerne asked if we had ever thought about Sun & Fun instead of Oshkosh and would it be less expensive? Scott said they were doing both at one time and dropped that since it was smaller. He feels we need to continue to do Oshkosh since we have good exposure there. He would rather see the budget cut somewhere else than Oshkosh.

Hank said he wouldn't offer an opinion on Oshkosh but just to state that the last time we got in financial problems in ICS, we went year after year with a deficit and we were almost a quarter million in debt. It is best not to start deficit spending since we can't go down that road again.

Av said that is why he wants us to look at the budget very close in the Fall Board meeting and why he brought up the Oshkosh discussion.

Bob Berry will send in the reservation for AirVenture 2016, and we will discuss it more at the Fall Board meeting.

10. Membership Committee Report by Bill Case

Bill said he would give up \$500 of the membership budget to help out AirVenture if needed to help with the overall budget situation.

The committee gave trial membership to registered owners of new Comanche's. Of the trial memberships offered to new Comanche owners, sixteen (16) have signed up for the trial membership. Some may have signed up as members without taking advantage of the trial membership, but it probably wasn't many. The results may change his opinion on doing more mailings. He feels that more personal contact is needed. He will have more detailed information at the Fall Board meeting.

Av asked if we have been able to determine if those that had trial memberships became members after their trial membership expired. Bill said the program only began in May, and they sent out the offer to anybody who bought a Comanche in 2015. There were four people who enrolled in June. We don't have the data for July, August, and September yet since their trial memberships are just about to expire. He should have that data by the fall meeting.

Bill would like everyone to talk to their tribes about follow up. It is so important. Throwing money at it isn't going to help. We need to have more involvement and personal contact for potential new and new members, invitations to fly in's, etc. It is time consuming but he thinks it would pay off. Maybe the tribes could have a position solely for this purpose.

Bill questioned whether we could have the Tribes spend some of their money on membership; but Av said he has had requests from the Tribes for money for the membership effort.

CJ said at the last fly in she brought her computer and signed people up at the fly-in. If you have the forms there, maybe you can sign them up right there.

11. Bylaws Committee Report by Scott Myers

Hank Spellman volunteered to help Scott. Scott has been so busy with other things he has not had to work on much. His goal is to get the checklist of items and deadlines we need to accomplish each year finished by the Fall Board meeting.

12. Comanche Flyer Information by Av Shiloh

a. Editor in Chief – Flyer Update

The October issue is coming out tomorrow. You will see some of the new things in there. Bob Williams wrote a letter from the Vice President. There is a letter from Mike Foster, CFF President. We don't have CFF pages yet, but Av attended the CFF Board meeting and found they had it organized very well to have information for the CFF pages for the next issue.

b. Flyer – Member Spotlight Update

Milton Bullard was interviewed by Melissa Frisbee of Village Press for the first Member Spotlight article. The results were not as good as expected as you might see in the October issue. Av will do the interview for the November issue and see how that goes. He will be interviewing Bernie Stumpf. We may then go back to Village Press after they see an example of what we hope will be a better article. Av encouraged all Board members to nominate someone for the spotlight update.

Hank suggested we send questions and have the person type the answer so they have time to think about it and give a more in depth answer. As a proofreader, he found the October interview almost incomprehensible. Av said we do have questions we are using, but it is harder to get someone to agree to do the spotlight if they have to spend time writing out answers. So, for now, we will try the interview format and see if we can make it work out. Hank also suggested that if Melissa got something that was incomprehensible, she should write what she thinks it means and then give it back to the person to see if that was correct. Av said she is at a disadvantage since she has no aviation background.

c. **Flyer – Letter from VP, Treas. Sec’y, Directors, etc.**

Bob Williams wrote the letter from the Vice President for this issue. LaVerne will write one for the November issue. Bob Berry will write one for the December issue, and then in January we can start with some Board members. Av asked Pat, but he said he was in the limelight so much lately that maybe it would be better to get someone else; maybe someone from the European tribe.

d. **Flyer – CFF Pages update**

Mike Foster said they will be putting something together for their section for the November issue. They will have another meeting to work out the details and have something together. Av commented on how impressed he was when he attended the CFF meeting with how willing people were to offer their time for CFF.

13. Comanche Instructor Program by Av Shiloh for Zach Grant

Zach was not able to make the meeting due to a change in his schedule. Zach and Av got a list of requirements from Mike Foster for the CFF instructors. Zach made changes to some areas, but basically it will be a points system with each area given a certain number of points. To be able to be an instructor, you will have to have a certain number of points so it is very objective. If someone does not have enough points, the person will not be listed. If someone doesn't answer the questionnaire, they will not be listed. They hope to have it finalized for the Fall Board meeting. We are not saying these are ICS approved instructors for legal reasons. They will just be listed as ICS instructors.

14. New Website Report by Dave Fitzgerald

Dave, Scott, and Ron Keil have put together a list of things that needed to be addressed. Adam and Steve, the website developers, would like to get to the next steps to get this finished and approved. They are still working on expanding a search of tail numbers. There are 60 – 70% of members who don't have tail numbers or they may not have been updated as members have sold/bought planes. There is a conflict since some tail numbers may show up for two members. Dave's suggestion was after we have the other issues resolved; we open the new website up to more members to get more feedback. Then, we can move on to the next stage and get the website up and running. There may be some members not happy with the higher level password encryption, but it has to be that way.

A few members could not get on. Dave suggested talking to Ron Keil since he is the main link between Steve and Adam, the developers. Any Board member who can't

get on the new website should email Ron Keil and he will get you set up. Av stated he could not get on a few weeks ago, but when he tried last, he could, so try to get on again before emailing Ron.

Ken asked if we can get instructions to get on the website. Av said once you get to the new website, all you need to do to get on is put in the ID and password.

Per Scott, on the main screen put in your ICS number in the ID field and your last name in the password field. The website is <http://comanche.lapeeraviation.com>.

Av said he could send an email out to all Board members with the link and login and password information since many don't remember seeing an email with that information. That way we can be sure everyone has all of the information, and we encourage them to go in and look around and give feedback.

Av suggested we give the committee the responsibility of determining how to open up the website to other members and to give the committee the decision on who to add.

C J suggested the committee give updates to the Board. Dave said the committee would give periodic reports.

Pat Donovan moved the Board delegate the authority to the committee to make the decisions on how to open the website and which members to add. LaVerne seconded. The motion passed unanimously.

C J asked if the committee could do a presentation to take us through the new website and show us how it works.

After discussion, several suggested we not do that since we may not get the feedback needed if you are told what to do. The website is just tabs like the other site, and we need to view it the same as a general user would. Our feedback will make sure it is useable for all members.

C J asked if we could have a five or ten minute presentation at the Fall Board meeting. Av said he could work on that. Scott said he disagreed since it could not be done in five or ten minutes. It is just a website. It is very similar to what we have now but with a different look and feel.

Av will discuss with CJ, Scott, Dave, and Ron Keil to determine if we should do this so we can move on with the agenda.

15. Preview of Fall Board Meeting Budget Discussion by Av Shiloh & Bob Berry

During the meeting, we need to get very heavily into the budget. We not only need to look at what to do to decrease expenses but what we can do to increase income. We won't survive long if we have deficit spending. This year was unusual due to the website expenses, and we probably won't end up the full \$18,000 deficit; but we need to ensure we don't continue with deficit spending. Bob & Av will look at some of the items in the budget prior to the Board meeting. Discussions will include what we can cut, but after talking to Pat, there isn't much left to cut.

Av stated there will be discussion about increasing our dues and maybe putting in a cost of living escalation for the future. Other ways to raise income, such as a fund raiser, was brought up by C J. Bob Cretney thought we needed to increase our advertisers. Av stated we should be profitable and increase our net worth each year.

Hank said there is a bylaw that allows the Board to raise the dues each year without going to the membership. Av said he would rather see it connected to the cost of living or something like that. Hank said the bylaw can be reworded. Scott said the bylaws say anything more than a 5% increase for the year must be voted on by the membership. C J thought maybe if people knew membership dues were going to increase many may pay dues early or do a multi-year membership.

Bob Berry said he thinks that if you just increase the dues per the bylaws it will probably go unnoticed compared to if you do something different like a cost of living increase.

Hank reminded everyone there had not been a dues increase for many years. If there had, we would have extra money.

Pat reminded everyone that even though a deficit has been projected many years, we came out in the black.

Scott said we need to sell it as a cost of survival increase. The information you get can save you money in the long run.

Av reiterated that he would like everyone bring their ideas and be ready to discuss what needs to be done to keep us in the red each year.

16. Fall Board Meeting by Av Shiloh

Bob Williams reminded everyone that in two days the room rates at the Opryland expire, and we will have to pay for 80% of the rooms (eight rooms) per the

contract. So, please make your reservations. You can always cancel. Av did a quick check of who would be there and reminded everyone to please make reservations. Bob Williams stated that based on the turnout, we need to rethink making reservations like this in the future.

Scott asked if you sign up and cancel will it help meet the contract. He also questioned why we having a contract for a one day board meeting? Bob Williams stated that to get the rooms for this hotel at the price of \$199, we had to have a contract. If we cancel the contract, we still have to pay for the rooms and would have to pay for the Board room. We will need to look at this for the next meeting which will be next fall. The spring meeting will be in New Zealand.

17. Miscellaneous Old Business

There was no other old business.

18. 2016 Convention Update by Alan Breen

Alan could not be at the meeting due to the time of the meeting but provided information about the convention. Their convention website is up and running. The website is www.ics2016.com. If you encounter a bug while trying to register, they have instructions on the site about how to get around it. The information went out in Pete's newsletter, and there will be information in the October issue.

19. CCCC (Comanche Cuba-Cayman Caravan) by Av Shiloh

This is a proposed trip for ICS members. It will probably be three days in Cuba and four days in the Cayman Islands. We would leave from Key West, which makes it about a half hour flight. We would be landing at Havana. It is being organized by Jim Parker of Caribbean Flying Adventures. There is a limit of 15 aircraft. The timeframe would be May 2016 due to the cost then since it would be the off season. We can go there under two categories, People to People or educational status. The only way ICS is involved is as a non-profit for the VISA waiver. Jim would take care of all of the paperwork.

Carl asked about making a stop in Santiago. Av said we would be stopping in two airports, one of which is Havana. one of two airports but they are waiting on a decision until after Jim has a group that goes there in early October and they will see how that goes. We will probably do bus trips to historical areas, the flea market, or other interesting places.

Bob Williams said this should be treated as a fly out not as a Board sponsored event. Av said we have to do it as a group so we can use ICS as the non-profit organization to do it. We need the Board approval to put the ICS name on it.

Bob questioned whether ICS was supplying the insurance. ICS does not supply anything. Everyone has to have their own insurance. Jim will take care of all of the paperwork.

The Board was polled to see if ICS should make that application. LaVerne, Pat, and Bob Berry said yes as long as ICS isn't liable for anything. Bob Williams abstained for now. Bob Berry suggested we have the vendor be the sponsor and we just provide the non-profit status. Av said that is the way it is being done. All other voting members approved moving forward.

20. Other New Business

Think about the Golden Circle Award for the Board meeting. We should make a selection then.

21. Next TeamSpeak Meeting by Av Shiloh

Since the third Tuesday would be a couple of days after the Board meeting, we won't have a meeting then. The next TeamSpeak meeting will be held the third Tuesday of November, November 17, at 8:00 PM EST.

We may have meetings at a different time in the future so we can include those members from Europe, Australia, and S. Africa.

22. Adjournment

Motion: Bill Case moved to adjourn the meeting. Bob Williams seconded the motion. The motion passed unanimously.