

International Comanche Society, Inc.
Minutes for the Fall Board Meeting – October 9, 2015
At the Nashville Opryland Hotel
By LaVerne Stroh, Secretary

1. **Av Shiloh, President, called the meeting to order** at 9:12 AM CDT

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 | Present – last part of meeting - Voting |
| CFF President | Mike Foster | Absent - Non Voting |

Tribe Chief/Tribe Representatives

| | | |
|---------------------------|-----------------|-------------------------------|
| Tribe Chief SW | Craig Varga | Absent |
| Tribe Rep SW | Scott Myers | Present -TeamSpeak - Voting |
| Tribe Chief SC | Bob Fox | Absent |
| Tribe Rep SC | Ron Franks | Present - Voting |
| Tribe Chief/Rep SE | Jeff Munford | Present - Voting |
| Tribe Chief Mid States | Carl Talkington | Present- TeamSpeak-Non Voting |
| Tribe Rep Mid States | Pat Donovan | Present - Voting |
| Tribe Chief NW | Dennis Springer | Absent |
| Tribe Rep NW | Bill Case | Present - TeamSpeak - Voting |
| Tribe Chief NC | Fred Eisert | Absent |
| Tribe Rep NC | Zach Grant | Present - Voting |
| Tribe Chief/Rep NE | C J Stumpf | Present - Voting |
| Tribe Chief/Rep W Canada | Ken Mori | Absent |
| 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 - TeamSpeak-Non Voting |
| South Central | Chuck Stroh | Present - Non Voting |

Quorum: Eleven (11) voting board members were present at the beginning of the meeting. Twelve (12) voting board members present at the end.

3. **Acceptance of Agenda by Av Shiloh**

There were no objections to the agenda as written.

4. **President's Opening Remarks by Av Shiloh**

Av welcomed everyone to the fall board meeting and hoped everyone present was enjoying the Opryland hotel. This will be our only face to face meeting prior to the spring meeting at the convention in New Zealand. We have a quorum, and the meeting can proceed as planned.

5. **Acceptance of Meeting Minutes of the 09-15-2015 TeamSpeak meeting by LaVerne Stroh**

The minutes of the last meeting were sent out. No corrections were received. The minutes will be posted to the website as soon as they are approved.

Motion: Ron Franks moved to accept the meeting minutes as written. C J seconded. The motion passed unanimously with one abstention from Zach Grant since he wasn't present at the meeting.

6. **Treasurer's Report by Bob Berry**

The CD's are all invested. The market CD with the securities pays each December and matures in December 2016. It has been producing interest of about 2 ½%. The other CD's are bringing about 1%. CD interest is about \$513. There is a \$1000 limit before we have to worry about it. There is a 15% tax on any amount earned over \$1000. At this point, we do not have to do anything. It will be late December before we know the interest earned. We received a letter from the IRS from last year's taxes saying we owed \$600 for some interest income. A letter was sent letting them know we had filed an extension and we are awaiting their final response.

The same AirVenture tent space is secured at a cost of \$3500. Bob got a debit card to use for AirVenture with a limit of \$1500. Last year we paid Ray Fey \$2000 for his work at AirVenture. We need to decide if we are going to continue to pay this amount.

Bob set up a bulk mail account with the U.S. Post Office. They pick up the mail and debit the account for the correct amount rather than sending a bill and ICS sending the check to Village Press and Village Press paying the post office.

Net income for the first half of the year was **-\$9553**. Membership was under budget by **-\$4,112**. We averaged a drop in membership of 70/year for the last few years. We are approximately **-\$6000** for the first half of the year.

Bob stated he is now all set up for paying bills and is still finding things the Treasurer is responsible for, such as replenishing ICS merchandise and is becoming aware of the enormous amount of work the past Treasurer did and thanked Pat for all of the work.

Av moved to accept the Treasurer's report. Zach seconded. There were no objections to the report so it was accepted unanimously.

7. Nominating Committee by Dave Fitzgerald

Dave Fitzgerald said all officers currently in office have agreed to run again. Dave does not know of any other nominations at this time. The information is on the website. Nominations will close January 16. Anybody else must be nominated by that date.

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

CJ provided a copy of the reinstatement for Northeast Tribe and thanks to the links provided by Pat Donovan, LaVerne was able to check on the status for both Northeast and South Central. All tribes registered in Kansas are now current.

9. Oshkosh/AirVenture sign up/set-up/management by Board of Directors

Bob Berry has reserved our tent space, but we need to decide how we are going to operate the venture and if we will pay Ray Fey to do the work again. Before hiring Ray, Pat Donovan took care of it for many years. Don and Shirley Nelson and Dave Fitzgerald were responsible before Pat. Ray had mentioned building shelves and other ideas to keep things behind the desk. So, the decision needs to be made very soon.

Av stated we don't want to set a precedent for paying \$2000 every year for Oshkosh unless we absolutely have to, especially in light of our budget concerns.

C J said she could commit for 2016 and also suggested giving a free pass and shirt for people volunteering to work.

Dave stated you must have one person or a committee in charge to direct the operation. Just volunteers showing up will not work. It is a big commitment since you have to be there before and after to set up and tear down. It is also a big expense for those coming in and staying at the hotel. Dave said we might consider paying some of the hotel expenses.

Pat agreed with Dave on having one person or a team in charge. He tried to get volunteers by offering wristbands for free entry for the next day. It worked to a small degree, but the idea of a free shirt might be an additional incentive. He scheduled volunteers for four (4) hour shifts but never had a full staff of volunteers.

Zach said he felt the board members should be in the tent. Sometimes people want to talk to the President, Vice President, etc., or they want to talk to their Tribe Chief. Scott added to that by suggesting a published Tribe day so the Tribe Chief or their representative could be there on a specific day if someone was interested in talking to them specifically.

Scott said he would volunteer for 2016. Pat said he is there the Thursday before Oshkosh begins every year; so he could do the set up.

Av stated he would like something in place for future years as well as 2016 being covered and suggested a committee of board members organize the event to make sure everything is covered and on track and try to do it with volunteers.

C J agreed to chair the Oshkosh AirVenture committee. Zach, Pat, and Bob Williams volunteered for the committee. Scott said he will contribute if needed.

The Oshkosh AirVenture Committee will present their proposal for the 2016 and future AirVenture events at the next meeting.

10. Membership Committee Report by Bill Case

Bill gave the results of the trial memberships. They sent out offers for trial memberships in May. Those were received by potential new members in June. The group consisted of anyone who had registered a Comanche up to that point in the year, which was a total of 72. The other month totals for new registrations were: 31 in July, 24 in August, 20 in September, and 34 in October, for a total of 181 trial memberships offered. There were 15 people who signed up for the trial membership. We are coming to the end of the trial memberships, but as of now, only six (6) have signed up to become ICS members.

The indication is the results may not be much better than the previous way of sending them a free magazine and asking them to join. However, the cost is much lower than when we sent the magazines. The cost for the trial memberships was \$531, and the old way would have been close to \$1100. So, it is a good reason to continue with the trial memberships rather than sending the magazines. Either way we do it, we know we will probably have to have more personal contact to make this work better.

Bill Case will send the final report to the board members for them to review further.

11. Bylaws Committee Report (and voting changes) by Scott Myers

Hank, Dave and Scott are on the committee. The committee is currently working on notification issues for voting requirements. They all have provided ideas but they haven't met together as a group to discuss. The advance notifications that are currently required are very difficult to meet due to the lead time for the Flyer. They are trying to simplify the bylaws so the lead time is easier to meet. It would be easier to notify everyone via email, but everyone does not have email; so they are in a dilemma as to how to accomplish the notifications. Since the convention date sets the schedule, the deadlines change every year. They are trying to come up with a solution that fits. All timeframes will be met for this year; but this issue needs to be resolved for future years.

Av asked if they could send the bylaws review update prior to the November TeamSpeak meeting so we can review it, send any questions or comments to Scott, and hopefully vote on it so we can get it on the ballot for members to vote on.

Dave felt with just a few changes in wording, we could meet the requirements. Hank said there are certain parameters that must be observed before we can proceed.

Since the three committee members are still trying to come to a resolution, they plan on holding a meeting in the next week or two and then they will have a TeamSpeak meeting for anyone on the Board that is interested. Then, the committee can present their proposal to the entire board at the November 17th meeting.

If you would like to be involved in the update to the voting requirements, contact Scott.

Scott will let everyone know when the bylaws TeamSpeak meeting is scheduled for anyone wanting to attend.

Comanche Flyer Information by Av Shiloh and the Board of Directors

a. **Editor in Chief – Flyer Update**

There are several things in process to hopefully make our magazine better. The Flyer magazine is our primary means of correspondence, so the better the magazine, the better chance of getting and keeping members.

CJ said she would like to see something in the Flyer on panel upgrades. The article Av wrote about his upgrade from steam gauges to what he currently has was great; and at their last fly in they asked if anyone would be interested in a series on panel upgrades; about half said yes. Everyone agreed that was a good idea.

Zach volunteered to prepare some information on panel upgrades. Hopefully, he can give us some ideas of where he plans on going with it by the next TeamSpeak meeting in November.

b. **Flyer – Member Spotlight Update**

The first member spotlight was done and wasn't quite as hoped for. It was done via a phone interview and took about two hours. For the article on Bernie Stumpf, Av called him and talked to him and then wrote the article based on their conversation. The goal is to send a Word document with questions to those in the member spotlight. They can fill it out and return it. We can send the questionnaire to multiple people, and we should be able to have a backlog of articles so we aren't continually up against a deadline.

Av will send the Word document out so everyone can give their input on the interview questions.

The first interviews are people Av knows, but we need to spread it around to all of the tribes. Zach suggested each Tribe Chief should submit several names and have them fill out the form. Then, we should have a supply on hand and can rotate through the different tribes so we have a nice rounded group.

LaVerne asked if the document goes back to the person after the article is written so they can review it for content before it is published. She had several articles submitted for the convention that were changed to the point it wasn't accurate anymore, and she didn't know that until it was already in the magazine. So, corrections had to be made in later versions and hope everyone caught the changes. Av said he and Melissa will get the Word document and edit it. After that, it will go back to the originator for review along with a request for pictures.

Pat Donovan suggested we interview the ICS instructors so we know more about them. Av said some of them are already in the spotlight quite a bit, but we can think about doing that once we get the instructors vetted, which we'll talk more about later.

CJ said she had someone who could put the information in Survey Monkey. LaVerne said that may not be the best way since there may be a bunch of people who fill it out and then they will be upset if it doesn't get published. Bob Williams said he didn't think that would be a problem. We may look at that at a later date and keep it open as an option. For now, we will try the Word document. LaVerne suggested we let those filling out the Word document know it may be months before something is published so they don't feel like they spent time filling out the form and editing the article and it wasn't published. It has been a point of contention in the past, and we don't want that to happen.

Av asked Bob Williams to send a message to the Tribe Chiefs asking them to submit two or three names of people they feel would be good candidates for the member spotlight.

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

Bob William's letter from the Vice President was published. LaVerne submitted the letter from the Secretary, and Bob Berry's letter from the Treasurer is due by October 25. After that, we will rotate among board members. Ron Franks offered to do the next one which is due November 25. The purpose of the letters is to let people know what you do as a board member, how you got into flying and the Comanche, and other things that may be interesting to the members like family, etc. It would be nice what their board/Tribe Chiefs are doing to serve them.

Ron Franks will write an article for the November 25 deadline.

LaVerne will prepare a schedule to send out so board members can sign up to prepare an article. That way, we will always have something in the works.

d. Flyer – CFF Pages update by Av Shiloh – Mike Foster was unable to attend.

Mike Foster prepared a CFF report for the last edition. They will soon have a standardized page or two to serve they can put information about CFF and what is going on in CFF.

12. Comanche Instructor Program by Av Shiloh for Zach Grant

Zach developed a questionnaire and Av gave his input. The questionnaire was passed out to those in the meeting and sent via email to those on TeamSpeak for board member input. The questionnaire will be used to vet the current ICS instructors and then can be sent out periodically to make sure those listed still qualify as instructors. The instructors currently listed as ICS instructors that are certified CPPP instructors will be listed in the CFF section instead of the ICS instructor section. Everyone on the current list of ICS instructors was CFF certified by some means in the past few years. The instructors would need a specific amount of points to qualify. The items in red are for our information only to help review the form. As an example of the points system, if you own a Comanche, you automatically get 20 points. We are looking for a total of 51 points. Each of the questions gives you a specific amount of points based on the form. Any instruction given or received will get you 15 points per event. This will allow those who may have sold their Comanche to still be on the list. Each of the items on the questionnaire was discussed along with the points for each question. Some of the discussion follows.

Bob Berry asked if the AOPA continuing education would qualify. Zach stated the training had to be formal training that is specific to instructors. Wings Programs for instructors may qualify but not just the Wings Proficiency program.

Scott was concerned that someone who got several type ratings in a year could meet the point requirements and know nothing about Comanche's. He would like to see the points in that area lowered to make it totally objective. After some discussion, Av stated they would look into that area.

Bob Berry suggested the items in that section covers three areas. It should be more Comanche oriented. Zach said if that was the case, some good instructors may not be able to qualify.

CJ asked if it would be possible to make sure each instructor have at least 5 hours of Comanche instruction and 20 hours of any kind of instruction. It was decided that may not work since some good instructors may not be able to give Comanche instruction.

Dave said some insurance companies require specific instruction in the Comanche. Zach said that is the purpose of the list; so we can provide a vetted list of instructors who can give the required instruction.

Bob Williams asked if we could put the completed form on the website so anyone looking for an instructor could see their qualifications. Most of the group felt that would be sharing too much personal information. Zach stated that was not what the form was intended for and he had serious reservations about putting that information out for everyone to see. Bob suggested we post the bottom portion of the questionnaire in the Flyer so someone looking for an instructor would know what questions were asked, and they can ask them if they choose. Zach stated his plans are to put the form on the website and in the Flyer so anyone who wants to be listed as an instructor can fill it out and send it in. So, the form would be available to anyone who wants to use it when they interview an instructor.

Hank stated that if the question about receiving specific training in a PA 24 or 30/39 was not checked, the person should not be listed. Av stated that would probably disqualify them immediately. That answered several other board members' concerns as well.

This document is fluid and can be changed, if needed. It will be sent out to all currently listed ICS instructors and will also be used to recertify them.

Pat suggested we need a procedural document for how the program will be executed and rating the current form to ensure continuity if someone other than Zach is in charge of it. Av agreed.

Av and Zach will work on a procedural document.

Scott offered to create a form where someone could fill the form out online, but it wouldn't have a signature. Scott and Zach will discuss it.

Zach will write something up to put in the Flyer, along with information about how to apply, and let the members know they can nominate an instructor.

13. New Website Report by Dave Fitzgerald, Ron Keil, and Scott Myers

Ron sent a list of discrepancies to Steve and Adam and the committee. LaVerne Stroh is now on the website committee. Ron suggested we move to the next phase once these are fixed.

Dave stated the items in the CFF section that aren't working do not need to be fixed since he is building a complete new website for CFF. The ICS site will have a link to the CFF website in the CFF section.

Pat stated once the discrepancies are completed and we move to the next phase, we will be paying another \$1500 to the developers.

The website committee will give an update at the November 17 meeting.

14. Miscellaneous Old Business by Board of Directors

There was no old business to discuss.

15. 2016 Convention Update by Alan Breen

A message was sent out to all of the Board members with the convention update. The website is up and running. There may be a couple of glitches when signing up, but there are instructions on what to do if you have the glitch. Things are progressing as planned.

Av stated he has heard several positive comments about the website. Alan stated his wife gets the credit for the website. She developed it.

To get any discounts, it appears it has to be 100 people or more. CJ asked if there was a better rate at a certain time of the year. Alan stated it all depended on the time you are traveling and where you buy the tickets. Going via Hawaii is another option to look into. Air New Zealand will be flying from Houston to New Zealand by then, so that may be a good option for some. If you have any questions or comments, please email them to Alan.

There is a travel agency in New Zealand that is listed that can help with arrangements, as well as travel before and after the convention.

Katy Van Travel out of Houston is also a good place to contact. They have worked with our group on travel plans for other conventions and have done a great job.

The convention information has been published in the Newsletter and in the Flyer.

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

The information for the trip is going to be in the Flyer and newsletter, along with an email from Scott. Caribbean Flying Adventures is setting it up. The cost per person based on double occupancy is \$2900/person. We will spend three days in Cuba, where the hotel, meals, excursions, etc. are all included in the price. From there, we spend four days in the Cayman Islands. The Cayman Islands stay will not include meals and excursions. We will be staying at the Marriott resort in the Cayman Islands. The \$2900 includes \$100/person for a poker run and a shirt with the person's name and tail number to give some added excitement to the trip. Cards will be picked up in Key West, Havana, Grand Cayman, Little Cayman, and one prior to departure. The person with the best hand wins the pot, which could be \$1-2000. The trip departs from Key West May 16, 2016 and returns home May 23, 2016.

Scott asked why we were covering it as a Board issue. Av stated he is providing the information since the trip is being sponsored through ICS as a people to people and aviation learning experience in Cuba.

17. Budget Discussions by Av Shiloh and the Board of Directors

The projected deficit for the year was **-\$18,000**. Through the end of June, we have a **-\$5,953** deficit. The membership income was **-\$4,112** below what was anticipated. The **-\$18,000** deficit projection was due to membership enhancement activities and the new website development. We have spent \$1200 for the web site development so far, and we will spend another \$1200 when phase 2 is complete. We will have new recurring expenses for the new website that we weren't paying for before. We need to have a proposed budget to provide to members prior to the convention, and it has to be posted in the Flyer.

Membership has fallen off giving us or several years giving us less revenue, so we need to consider a dues increase. The membership numbers are as follows:

2008 – approximately 2400

2009 – approximately 2400

2010 – below 2400

2011 – mid 2200's

2012 – Low 2000's

March 2014 – slightly above 2000

March 2015 – below 2000

Sept. 2015 – 1937

18. Dues Increase by Bob Berry and Av Shiloh

With the continual downturn in members, we need to do something to help shore up our budget just as we would do as if we were running a multi-national business. Av had two different proposals for increasing revenue to help ensure we do not continue deficit spending.

The first proposal is a dues increase of \$3, which would bring the new dues amount from \$72 to \$75. That would increase the revenue about \$6000/year. It will take up to two years to get the full effect of the increase since some members may have just paid their dues and others may have renewed for more than one year. So, it may two years until everyone is paying dues of \$75.

C J asked what the recurring expenses are that will be causing the deficits, and if they would continue. Pat stated the one new recurring expense will be expenses for the new website.

Av stated he would like to have funding for other projects as well, and we can't do that if we continually lose members and don't have more revenue. With that in mind, Av's second proposal was a major dues increase to about \$100/year. That would bring in approximately \$50,000 over the next 5 years. It would allow us to build up our fund for long term stability. We as a board cannot make that decision, but Av would like the board to approve putting this proposal on the ballot to allow the members to decide. Av felt that amount was not

unreasonable for what we provide our members; a magazine each month, plus technical support.

Zach stated the \$3/year dues increase was appropriate, but he did not think the \$100 increase would give us a good return. We would lose too many members for the amount we brought in.

Pat stated it has been four years since we have had a dues increase. The bylaws allow the board to increase dues up to 5% per year without a vote of the membership, and this should not be an issue for most members.

Bob Berry stated if we have an increase in interest rates, it will improve revenue. The low interest rates on our investments are hurting us substantially. Plus, for the last three years, we have lost approximately 70 members per year, which decreased our revenue.

Zach stated we have also lost about 200 Comanche's out of the fleet. Ron Franks asked how many Comanche's are flying. Zach said there are almost 4000. We have about 2000 members, but that includes spouses. We also have members who do not have an airplane anymore but are still staying in the society, so the numbers are a little skewed.

Motion: Jeff Munford moved to increase the dues three dollars (\$3) per year with the amount going from \$72 to \$75 effective November 1. Anyone sending in a lower amount will be grandfathered in until December 31 to allow time for the information in the Flyer to be updated. Zach seconded. The motion passed unanimously.

Av then began the discussion on the second proposal of allowing an increase of dues to \$100 per year be put on the ballot for the membership to vote on. He felt strongly it was necessary to continue to build our fund since we will probably continue to lose members, and this would be one way to shore up our finances and be able to keep the society going. We need to keep building to keep moving ahead, much like a like a company. We can't have deficit spending, and more than that, we need to build our coffers if we want to stay in business and provide services for the members we have left. The cost per member for the same or more services will rise as we lose members.

Below are some of the comments from a lengthy discussion regarding the dues increase to \$100.

C J stated most companies have to have some deficit spending to continue to move forward, which is what we did with the web site and membership committee this year. Even if we had deficit spending of -\$10,000/year, which we don't plan to do, we would still last 25 years, which is probably longer than our organization will be around due to the loss of members and airplanes. To sell this big of increase to her tribe, she would need to tell them why we needed the big increase, such as what expenses or projects were coming up or what else they will get as members for the big increase. Our mission is to promote our airplanes and provide technical support, and we aren't providing any more of that with the dues increase, nor giving them anything else.

Av stated the increase would be used for what the board feels necessary and to ensure we build up the accounts to be able to keep the organization going.

Jeff stated we are a different type of society since we have no new airplanes being made and coming in to the society, so we may have to spend more to ensure we stay around. He felt that amount was not unreasonable for the services we get.

Pat stated while he had no problem with the \$3/year, anything more than that we need a specific stated goal which we can present to the membership letting them know what they will get for the additional amount other than just building the amount in our account.

Zach stated that we have a finite life cycle depending on the airplane and what rules the FAA may invoke. They could decide the airplanes are too old to be used anymore as they have done with other airplanes in other countries. He also felt that if we implement the large increase, we will lose members. We have many members who don't have airplanes and are in it just to get the magazine and for the social aspect. Those people will probably drop out. If we lose the member, we will lose the spousal member as well, and we may lose up to 500 members.

Chuck Stroh stated that with dues of \$100, we may be driving new members away. Even a three month free trial memberships doesn't give them the time they need to find out everything ICS has to offer; so, the cost of joining may dissuade them before they ever get to find out. Zach agreed. As he stated, "they don't know what they don't know". Many people are members for years before they find everything the society has to offer.

Scott stated that we have members who don't feel they are getting enough for their money now. They will definitely want to know what the big dues increase is for. We have to provide something or a good explanation to be able to sell it. If we do this incrementally each year instead, we won't have that problem.

Bill Case stated he was very much opposed to the big increase. He also felt it would cause a big decrease in members unless we can show some "bang for the buck".

Av stated he would rather have one big increase than the little increases each year.

LaVerne stated that if we did this big increase, as board members change, they may decide to invoke the 5% per year, which would increase dues incrementally quickly. Av stated we have control over that, but LaVerne stated we had no control if we were no longer on the board. They could invoke the 5% anytime.

CJ's stated we may increase our income with a large dues increase, but if we decrease membership, we really aren't gaining anything.

Av's concern is that if we don't increase the coffers, as we lose members, we may not be able to provide the services we are now. Av and Dave felt we would not lose even close to 500 members over the \$100/year amount.

Pat provided some potential outcomes of the dues increases. With 2000 members at \$75/year, we would get \$150,000/year. If we raised dues to \$100/year and lost 500 members, it would be \$150,000; plus, the cost of the magazines would go up if we have fewer magazines being printed.

Ron asked if we increased dues, could we offer discounts for things like CPPP training. Av stated we couldn't do that since the CPPP training is a CFF function.

LaVerne stated that in organizations she works with, for instance the Homeowners Association, the budget is based on what is being expended. The same thing should happen here. We need to provide the members an explanation of what they will be getting for the extra amount other just building up our fund for the future that many may never see based on the age of our members.

Hank stated he was happy to see the dues increase discussion since last time we were going backwards quickly nobody did anything. There is a fairly significant cadre of people who don't fly anymore, but they still are members. They don't use the services but attend the conventions and other events for social reasons only. A big increase may dissuade those people. Hank suggested having different types of memberships; one for people who don't use the services and one for those that do. Hank felt if we just continue with the 5% per year increase, we have a better chance of keeping those members much longer. Another possible way to save funds would be to combine a couple of issues a year to cut our printing costs. That was done in the past. There was two or three time a year where two months were combined into one issue.

Av thought the idea of tiered membership might be a good idea. We may need to look at the spousal memberships since the spouses don't use the benefits. It is more social for them. Those not flying don't use the services either. That may help in giving the members the value they are getting, but he felt the top tier should be \$100.

Bob Berry stated he was against a tiered membership. You either are or aren't a member. There was some discussion about the issues that could come up with different tiers of membership. It would definitely put an extra burden on Zach to check who has what type of membership if they call to ask a question. Spouses have a reduced rate now, so that is already in play. Av suggested instead of different memberships, if we raised dues to \$100/year, we could give a break to members who have been around a long time and aren't using the services, but that cut off couldn't be determined.

Pat stated that ICS is prohibited from doing things to help improve the Comanche's, such as getting new parts, such as the Australian tribe did with the horn issue. If we change the bylaws to allow us to create parts, etc., which would help keep the airplanes flying, we might be able to sell the \$100/year dues. Without a worthy project, it would be a tough sell.

Av stated we definitely need to do something like that since one of the ways we built our coffers up was the selling of seat belts. A project like that is what we need to come up with.

Bob Cretney asked if anyone had continued working on discussions with the Piper Pilot group about combining the magazines. One of the concerns was the possibility of losing ICS as an identity, but several magazines are now combining two magazines into one. For instance, Sport Aviation has two magazines in one. There is a separate cover for the second one, and it deals with a different venue of EAA. If we could combine our magazine with Piper Pilot, and still have our own cover, it would mean a much larger advertising base. Bob was strongly against a large dues increase. He felt it would be counterproductive to membership and what the organization is all about.

Av said to his knowledge, nothing had ever moved forward on meeting with Piper Pilot. Bob Cretney suggested possibly forming a committee to look into that possibility. It may mean \$10,000 difference a year. We may be able to get an influx of younger members by doing that, too. If they read the Piper Pilot, they would see the Comanche Flyer, and may become interested in buying a Comanche and joining ICS.

Bob Williams stated if we would have increased the dues each year, we wouldn't be talking about a big increase now. Roughly 25-30% of members are spousal members, so dues would go up for them too. Bob suggested we ask for voluntary donations on the membership application. Anyone can give extra if they want to.

LaVerne stated we have been discussing the same issue for over an hour and haven't really made any progress one way or the other and suggested we just vote on whether we want to move the \$100 dues increase to the membership or not.

Motion: Zach moved to table the discussion until the next meeting. CJ seconded. The motion was defeated.

Motion: Pat moved to allow the board to submit the increase in dues from \$75 to \$100 in the U.S and \$25 for non U.S to the membership.

Discussion:

Bob Williams stated we may be able to sell the increase since inflation has made our costs go up. We won't be able to offer more services since that would deplete the funds we are getting. The real reason we are here is to support the airplane as long as possible. If we don't maintain the organization, we won't maintain support of the airplane.

Pat stated as a counter argument we have managed to decrease our costs in many areas over the past several years and have maintained a positive cash flow on all of those years with the current dues structure; so, without some significant change in what we are offering our members, he can't see the rationale to increase the dues at this time. This is the only year we had a deficit and it was due to projects voted in by the board.

The motion was defeated, with Bob Berry abstaining.

A lifetime membership was discussed; but it was decided due to the age of our membership, it would be unfair to the majority of members.

The issue allowing individuals to voluntarily contribute additional funds on their membership renewal form was readdressed. This may also give us an idea of how many people are willing to pay extra.

Motion: CJ moved to allow the President to modify the membership form to allow members to contribute additional funds. Jeff seconded. The motion passed unanimously.

19. Fund Raising Ideas by Bob Berry and the Board of Directors

Hank addressed the question about the prohibition in the bylaws about ICS owning STC's. This was done long ago to prevent ICS from being in competition with our vendors, along with some monetary concerns. If we want to remove it, it would take a suggested bylaws change and a vote of the membership.

CJ asked the Bylaws Committee to provide information on changes to the bylaws to allow ICS to engage in ownership of STC's at the November meeting.

Jeff proposed a one page list of ICS benefits that we could provide to our members. While that information is throughout the Flyer now, a concise list would be beneficial, especially for new members. A suggestion was made that the membership committee put that list together from the information they sent out to potential new members, along with the information in the tri-fold Scott developed.

The membership committee will work on an article for the Flyer listing benefits of being a member.

Av asked everyone to bring their best ideas of how to raise additional funds to the November meeting.

20. GCA by Av Shiloh

Av suggested a name for the Golden Circle Award. It is a very important honor, and we need to give it serious consideration prior to the convention. We also need nominations for the Annual Achievement Award. Anyone who wants to nominate someone should send their nominations to Av, and we can discuss it at a TeamSpeak meeting. In the past, the winner received a plaque. Av would like to have that ready at the convention.

The question was asked if we had a list of prior nominations. Zach said we had a list; but, it was lost when Bob Cretney had some issues with his computer. Scott stated he had the list. He is the one who sent it to Bob. Pat Donovan suggested the list be posted on the website.

Scott will send the list of Golden Circle and Annual Achievement award winners to LaVerne, and she will send it to Dave to post on the website.

If you want to nominate someone for the Golden Circle Award or the Annual Achievement Award, forward the names to Av before the November 17 meeting.

21. Miscellaneous New Business by the Board of Directors

Bob Cretney and LaVerne Stroh discussed convention proceeds. LaVerne stated that even with such a small turnout, the convention made money, and it looks like ICS will get approximately \$3000. There are still some outstanding bills, so we can't give a final total.

Av stated he was surprised the convention made money due to the small turnout and thanked the South Central tribe for their efforts. LaVerne stated they were very concerned due to the small turnout. Our profits were due mostly to several donations, like MT Propeller, and the instrument from Aspen that we raffled, along with the generosity of many of the vendors. We had several places that did not charge us for things they could or should have since LaVerne had worked with them on other events. The bus company a

22. Next TeamSpeak Meeting by Scott Myers

The next TeamSpeak meeting will be held November 17, 2015 at 8:00 PM EST.

Scott wanted everyone to be aware that upgrading TeamSpeak and upgrading Windows 10 may cause problems.

Av said he ran the upgrade from last week and is running Windows 10, but he has not put on the last update that just came out.

Scott and Carl Talkington are looking into it. So, please be aware of possible issues.

23. Adjournment by Board of Directors

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