

INTERNATIONAL COMANCHE SOCIETY, INC.

Minutes for the
Old Board Meeting - September 12, 2012
Holiday Inn Hotel, Baltimore, Maryland

Zach Grant, ICS President, called the meeting to order at 9:11 A.M. EDT on Wednesday, September 12, 2012.

1. Roll Call

Zach asked Secretary Peggy Harmon to conduct the roll call of the Board of Directors.

Officers:

President	Zach Grant
Vice President	Bob Cretney
Secretary	Peggy Harmon
Treasurer	Pat Donovan (via Skype)
Past President	Bernie Mazurek (via Skype)
CFF President	Lorne Harmon (non-voting)

Tribe Chiefs/Tribe Representatives:

Tribe Chief/SE	Patti Littwin
Tribe Chief/NE	Pete Morse
Tribe Rep/SW	Scott Myers
Tribe Rep/NW	Don Nelson
Tribe Rep/SC	Tim Talley (via Skype)
Tribe Rep/Europe	Monica Rehkopf

Absent:

Tribe Rep/NC	Dave Fitzgerald
Tribe Chief/MS	Lester J. Breckenridge
Tribe Chief//WCanada	Ken Mori
Tribe Chief/ECanada	Stewart Campbell
Tribe Chief/SAfrica	Russell Knowles
Tribe Chief/Australia	John Moore

ICS Member Guests: Berl Grant (NC); Henry Spellman (NC); Robert Williams (NC); Shirley Nelson (NW); Robert Klein (NE); Robert A. Roncace (NE); Av Shiloh (NE); Ron Ward (NE); Bernie Stumpf (NE); and Sally Williams (SE) on Skype.

Quorum: Twelve Board members were present. The President declared a quorum with eleven (11) voting members present.

2. Introduction of Board Members & Guests

Zach Grant welcomed the Board members and guests.

3. Acceptance of Agenda

Zach called for a motion to approve the agenda.

Motion: Don Nelson made the motion to accept the agenda as published; Monica Rehkopf seconded; motion carried unanimously.

4. President's Opening Remarks

Zach thanked all those in charge of hosting this convention for their hard work; thanked all the officers for their efforts this last year; thanked those for stepping up to the plate in next year's Board; felt it was a successful year; feels we are moving in a direction that will "secure the fleet" for years to come; and hopes everyone continues to add positively to their tribe, ICS, and the Comanche community in general.

OLD BUSINESS

5. Approval of 2012 Spring Board Minutes

Zach called for a motion to approve the 2012 Spring Board Minutes as published on the website.

Motion: Bob Cretney moved to accept subject minutes; Patti Littwin seconded; motion carried unanimously.

6. Treasurer's Report

Zach asked Pat Donovan (via Skype) to give his report. Pat said he hoped everyone read the 2012 Second Quarter Treasurer's Report sent earlier via email and posted on the website. He asked for questions, and if not, he would start by telling how things have changed from that point forward. There were no questions, so he proceeded by stating that the current budget is going as predicted at this point, perhaps slightly worse, but not significantly so. Deferred Membership went up quite a bit, \$97,500, because of pre-paid Australian dues (Account #20800 and shown on the Balance Sheet as opposed to the P&L budget). The total Profit & Loss right now for net income is a \$24,000 loss because of Deferred Income and also because of the one additional month of printing that is being reflected in our Performance at this point. He expects this to even itself out as we finish the year. The proposed budget, as initially approved a year ago, will put us at minus \$500 at this point, with the proposed budget finishing out the year at a \$2,500 profit. He still expects us to finish the year at about a \$2,500 loss. The biggest thing he mentioned in the Second Quarter Report had to do with the interest income being significantly less than anticipated because of interest going down. Two of our money markets matured, and that will continue to happen. We have \$2,200 in earned interest this year so far. In terms of Advertising income, it is now running about \$7,000 less than originally anticipated in the budget. He doesn't expect that to come back; it should continue to fall

off.

He said our expenses, however, are less than anticipated. The Village Press (VP) management expense is running close to \$2,000 less than anticipated. Part of that is because Pat cut back their weekly synchronization of data bases between the Pathfinder and their system. Pat cut it 50%, which is saving us roughly \$220/month (Account #60110). Originally it was done once a week at \$440/month, and he cut it back to every other week.

Our total assets of \$246,000 is \$3,000 less than at the end of June, but that has to do with other things and is purely a numbers game at this point. Deferred membership went up from June, from \$89,000 to \$97,000. Account #20900, LT Deferred Membership, went from \$8,800 to \$10,000, which means we've had quite a few people renew at two-year membership versus one year. Pat then asked for any questions.

Bob Cretney questioned why Advertising income was less, and Pat said just simply less people are advertising. He said four accounts are not paying (\$2,000); that we are trying to recoup some of it, but we will undoubtedly have to write some of it off. Pat believes this is partly because of the economy--some advertisers we had are not there today.

Bob then proposed a couple of ideas about VP reducing the rates for advertisers and/or VP reducing their charges and passing the savings on to advertisers; however, after discussion, it was decided 1) it is ICS that is charging the advertisers; and 2) any reduction in the advertisers' rates would automatically cut VP's profit since they are on a percentage basis. Bob agreed with everyone that VP should not be cutting these rates.

Monica Rehkoph asked if we could accept other type advertisers, such as sky parks, hotels, automobiles, boats, model airplanes, golfing, etc., and Pat agreed to check this out with VP. Don Nelson asked if when our structured CD account (based upon the value of five stocks) matures, would we still get back the \$35,000 if the stock value goes down? He added that it was his understanding that the \$35,000 return was guaranteed. Zach commented that it was also his understanding as well--that if we cashed it out early, we would get the value at present, but if we kept it to term, we would get no less than the \$35,000. Pat said the current value was \$1,000 less today and said he would verify whether or not our principle could be affected. There followed discussion regarding possible credit unions in which to place our savings account for higher interest. Pat will also look into these possibilities.

Motion: Don Nelson made a motion that we accept the Treasurer's Report as presented; Lorne Harmon seconded; motion carried unanimously.

7. 2012 Convention Report - Baltimore, MD

Zach asked Pete Morse to give subject report. Pete said they had the same old problem--low numbers; that luckily the hotel was at full occupancy the first night, so we were not responsible for the unused block of rooms, but that would not be true for other nights;

that transportation vans were more than expected, but felt they would be able to cover it; that shirts still needed to be sold; that they had good speakers; and finally that they had trouble getting vendors to commit, especially due to Oshkosh, as well as AOPA out on the West coast. Therefore, vendors choosing to go there depleted their budgets and thus chose not to come to Baltimore.

8. 2013 ICS Convention - Host: Northwest Tribe

Zach asked Shirley Nelson to give her report: Shirley said the dates are June 28th through July 7th, 2013; that the first two days will be on land so that the meetings and Airport Day can be done; there will be a great Bbq at the airport on Airport Day; that Sunday, July 30th, will be the beginning of the one-week cruise on Holland America to Alaska which will return on July 7th; that KRNT, Renton, WA, will be the host airport; and the nearby Renton Holiday Inn will be our host hotel. SeaTac will be the airport for those coming commercial, and transportation by Holiday Inn will be available to both airports.

9. Convention Committee Report

Zach asked Shirley Nelson to also give a report on this Committee. Shirley said she had sent a resignation letter to Zach, as she could neither get anyone to ask for help or get people to return her calls on offers to help. After some discussion, Lorne Harmon commented since ICS has potential monetary liability in conventions, we should have some say-so, and thus we need a Convention Committee and should make that happen. Pat Donovan commented on the difficulties in the Mid States Tribe and why there has been no planning as far as the 2014 convention, adding he has made attempts, but it has all been to no avail. Zach then said we will address this in the New Board Meeting (NBM) under "New Business", and that he didn't necessarily want to accept Shirley's resignation. Shirley agreed to reconsider. Zach said we are going to have to decide whether conventions are worth it, and if so, will have to make some changes. He also agreed with Lorne that if we have "a dog in this hunt", we need to have a hand in it.

There was much discussion by the Board and guests on both the prior issues. Lorne reminded everyone that Shirley is a free professional, and maybe a letter to the Tribe Chiefs stating that you will use this service, or something similar, might work. Monica suggested that maybe someone outside would not be vulnerable to criticism, etc., therefore, maybe we could use a professional to be the "bad guy" in addition to Shirley. Zach said this will be put over to the NBM.

10. Golden Circle and Annual Achievement Awards Nominations and Selections

Zach asked Bob Cretney to give his report. Bob said that to date he had not received any nominations, but that he would like to nominate Maurice Taylor for the Golden Circle award and Pete Morse and Bruce Thumann for the Annual Achievement Award. Tim Talley asked if Dave Clark had been considered for nomination; that if not, he would like to nominate him. There being no further nominations, Zach closed same and called for a

vote by the Board. The winners for these awards were:

Golden Circle
Annual Achievement

Maurice Taylor
David Clark

Vote unanimous
Vote Majority

11. Air Worthiness Committee

In Dave Fitzgerald's absence, Zach Grant gave this report. Zach said basically there is no change. He commented that this had been a bad month for Comanches, as we had lost ten planes (totalled). In response to the question of an update on the balance horn, Zach said there was none at this time; that the FAA can't talk to us any more because they are in the decision-making process. He said, meanwhile, if a horn fails, we are immediately grounded. He added that the good news is that by taking as long as the FAA has taken, they have taken into account everything individuals and technical people have written to them; that it may or may not be an AD; it may or may not apply to all types of our aircraft; and it may or may not be all of the above. They cannot approve the Australian horn as yet because it came to their desk while there was a proposed AD going. Don Nelson asked about the rudder issue. Zach said 99% of those disassembled were cracked from the factory as a result of under-bored holes, which then had the bearings pressed in, and with a little stress, thus cracked.

Finally, Zach said if you read his President's column, you probably read about his request for downloaded drawings for owner-built parts to be sent to him for on-line presentation. He said Hans has donated a few drawings for commonly asked-for parts, as well as we will probably pay him for drawings for some other common owner-produced parts, for instance rear bulkhead, etc. Owners can take them to a shop and ask that such be built. He received only three responses from the article; was hoping for more. Tim Talley commented that as a shop owner, this would be very helpful. After discussion, it was decided Zach should do a separate article and ask for "examples". Tim said Hans had mentioned getting DERs to help out; that he (Tim) has a couple to recommend; then asked if Hans had come up with others to help out with the Comanche fleet? Zach was not aware of any progress on this. Tim volunteered to call Hans and check.

NEW BUSINESS

12. Other New Business

Zach called for any other new business. Pat Donovan asked about making any possible changes to the 2013 Budget, in light of the fact that he (Pat) will not make the NBM. He said the biggest change he would recommend would be the need to reduce the expected Advertising income. He also thinks we should consider an increase in dues of \$2 or so. As originally proposed, the 2013 budget was going to show a net profit of \$645, essentially break-even, but at this time he thinks it will be a "loss" budget if things continue in the current manner. Don said he didn't think the Board has the authority to change the budget--they could increase revenue or cut back on expenses to balance it, but the approval is left up to the Society via annual voting. Pat agreed, but said it is the

Board's responsibility, or the Officers, to adjust the budget as necessary, given changing circumstances. Lorne disagreed with the premise that the Officers have any more authority than the Board; there's nothing in the Bylaws to support this. Pat revised his comment to, it is up to the Board to not spend money if that's what it takes to achieve a balanced budget, regardless of what the budget says. Zach felt that since the budget had been voted on, we might have a problem with such a vote, so operationally we'll just have to make it work by not using up all of our allocations on some things to ensure we don't lose any more money than we have to. He said we will use your (Pat's) judgment and our (Board's) collective judgment to make it happen.

Pat asked about the dues increase, and it was agreed that we are allowed to increase it by 5%. Zach said he will defer this to the NBM and will note that Pat brought it up. Pat reminded everyone that we have 2,400 members as of this month, so every dollar increase increases our income by that amount. Several commented that we would not realize quite that amount because some are pre-paid. Pat agreed, but said that two-year renewals are significantly less than one-year renewals, i.e., two-year renewals about 25% of the total, and there's a few spousal memberships. Lorne asked if Pat could give a number for the shortfall, so we would have an idea as to how to "sell" this at the NBM. Pat replied that based on this year, we are looking at about a \$2,500 shortfall. It was asked of Zach what the attrition was in membership, and he said it had been pretty steady the last few years, up and down about 200 members. Sally Williams said that as of this morning, ICS has 2,256 members.

In response to the question of a quorum at the Annual General Meeting (AGM), Bernie Mazurek stated that in Article VIII, Section 2, of the Bylaws, it states that you need 150, or 1/20th (5%) of members in good standing. Therefore, 5% of the 2,256 = 112, and we had 155 members turn in their ballots. So, there is a quorum for the AGM. When it was noted that only 6.8% of the members voted electronically, there ensued much discussion. The apathy of the members in voting this newer, easier way was very frustrating to the Board, especially since 13% voted the old method last year. After more discussion on why such a low percentage, it was suggested that a sticker, flag, or banner across the front of the magazine announcing the voting might encourage the vote, or possibly a fold-out page that says "vote now", as well as placing a "direct link" on the voting page to the website. Everyone agreed these ideas are perhaps a start to a better response in the future. An audience member, Chris Stumpf, suggested a survey on ICS demographics, and Zach and others agreed that even though it was done in the past, maybe it was time to do this again.

Zach recognized Lorne Harmon to speak once again to the lack of voting members: He first confirmed with Sally that for at least the past five years, we have had a consistent percentage of voters on paper; he continued by stating we then switched to electronic and the percentage dropped 50%, therefore, something is in play here other than apathy. There was much discussion on this comment. Zach summarized that next year, we will put a loose-leaf paper in the magazine that will fall out and says something like "Remember to Vote".

As an aside, Bernie commented that Dave Fitzgerald could tell you how many people go to our website, and Zach said Dave had told him that about 800 members had registered on the website; that 400 or so go there once a month, and less than 200 go there once a week.

After more discussion, it was finally agreed that communication at least once a month from the President was important, and could be used to encourage voting--an "email blast" with a "direct link" to the webpage. It was felt that having the Tribe Chiefs send out information is not working; that it needs to come from ICS. Zach said that due to his busy schedule, he is going to suggest at the NBM the appointment of a Communications Chair or Manager that writes a minimum monthly, or bi-weekly, communication to the membership.

Zach called for any other New Business. Pat Donovan gave a reminder that if you have not made a comment to the FAA with regards to the EAA/AOPA proposal to do away with the third-class medical, you might want to get your comment in, as it closes tomorrow. His second item was regarding the Tips manual. He asked Monica if she had a chance to get the new Tips "Wikipedia'ed" on the website? Monica's report: About four weeks ago, Pat suggested that we revise the Tips because it contains only Tips up to 2002. I did it, using those tips from the Flyer magazines from 2002 to 2012. It is not on the website, but ready for the manual. It now has 100 pages more. The question is do you think people would be interested in a 483-page manual, would they prefer printed or electronic, should the addition be made a Volume II, etc.? There was much discussion on this subject, and Zach said this discussion will be continued at the NBM.

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

Motion: Bob Cretney made a motion to adjourn the meeting; Patti Littwin seconded; motion carried unanimously. The meeting adjourned at 11:40 P.M. EST.

Respectfully submitted,
Peggy S. Harmon
ICS Secretary

10/5/2012