

Georgia Business Aviation Association Board Meeting Minutes- January 17, 2006

Cox Hangar – Atlanta, GA

Board Members in Attendance:

Vickie Adams
Jeff Agur
Scott Beale
Terry Britt
Don Clevenger
Bruce Egart (via phone)
Johnny Foster
Bill Shaw
Dave Small

Guests:

None

(All Action Items in Red.)

(All Resolved Items in Green)

1. Welcome

Meeting was called to order at 9:45 am at Cox.

2. Review and Acceptance of Prior Meeting Minutes

Meeting minutes from last meeting of December 7 at BellSouth were motioned for approval by Terry Britt and seconded by Bill Shaw. The minutes will be placed into record.

3. Treasurer's Report

Treasurer, Vickie Adams a report on the current financial state of the organization. Current checking balance is \$26,297.48. The scholarship account has \$9,151.60 as a balance. Current receivables are estimated over \$15,000 since membership renewal notices were mailed before year end. Pending payables include \$3000 to Marriott for the upcoming Tax Session and the golf deposit. Vickie provided Jeff with a \$500 check for deposit for Marriott.

Vickie inquired about the transition of the hardcopy ledger to an electronic format. **Jeff will provide Vickie with the template to begin the process. Vickie will enter the data and maintain the file until the Basecamp account is up and running.**

4. 2006 Budget

A draft 2006 budget was presented. A budget model was provided at the last meeting. Jeff worked with each committee to estimate their 2006 expenses. A summary of each committee's budget plan:

- Scholarship - \$15,000 in scholarship expenses, no other expenses
- Event – 4 events with \$22,000 in expenses and \$8,000 in revenues
- Membership - \$20,000 in revenues based on 100+ members
- Golf – a net \$25,000 revenue

Operating expenses are currently estimated at over \$6,000 to include the printing of letterhead and envelopes.

As currently estimated, the 2006 budget will have GBAA netting over \$13,000 after all expenses. This again raised the issue of tax penalties with our current corporate structure and a \$25,000 cap. **Dave will inquire with our accountant about the 2006 budget implications.** In addition, it was noted a few other line items needed to be reviewed or researched (memberships, taxes). It was agreed the budget will go through another revision and voted upon at the next meeting.

5. Event Committee Update

The Event Committee presented a summary of its planned 2006 events. The summary is attached.

On February 9, a Tax Session will be held at the Marriott Century Center. Guest speakers will include NBAA's Tax Director, Mike Nichols and local tax lawyer Tom Stalzer. Jeff has been working with Mike and Tom to coordinate content and details. To session marketing was discussed. The event has been promoted to GBAA members electronically and to the NBAA membership through NBAA's Update. It is also posted on the GBAA website. To date, there are 10 RSVPs. **Johnny Foster volunteered to create a list of Georgia aircraft owners from Jetnet and will forward to Jeff.** Jeff will then forward the event postcard electronically to those with an e-mail address. It was also asked whether the session could be recorded. Scott Beale volunteered his equipment and personnel. **Jeff will confirm with the speakers if this is acceptable and advise.**

On March 29, GBAA will be hosting an ATC Luncheon at BellSouth. The facility has been secured (thanks Bill!) and the committee is working with Bob Lamond from NBAA to coordinate speakers. The FAA is hosting an ATL briefing on January 31. **Dave and Jeff plan to attend and meet with Doug Molin, FAA, to discuss content and additional details.**

Bruce Egart talked the Board through an exciting event planned in August or September. The GBAA Safety Day will be a full day event focused on the topics safety of operations. The format will be similar to CASS with rotating speakers in one room and a display area in the next. Many details are yet to be ironed out but Bruce will continue to advise the Board of progress. **Bruce solicited the Board for various topics and speakers to be considered for the event.**

The final event is tentatively scheduled for November and will be a Leadership session. The session will be a facilitated conversation on many topics important to local flight department leaders. The idea of this forum has been talked about with a few local leaders and was well received. **The committee will continue to explore this option.**

6. Membership Committee Update

The GBAA membership ended 2005 with 80+ members. The membership renewal letters were mailed on December 29. There are still a few addresses to be found. A second letter will be created and forwarded by the committee. To date, the current membership is 11 companies. As memberships are renewed, the checks and registration forms will be forwarded to Vickie. **Vickie will fax the forms to Jeff who will maintain the current membership list.**

7. Golf Committee Update

Dave provided a report of the latest Golf Committee activities. The committee visited and played Flat Creek on January 12. The committee agreed the course is aged but in good condition. The banquet facilities are newly renovated and of good quality and size for our needs. The local Wyndham is just around the corner and will be good for accommodations. Mark Watkins is researching block room options with Wyndham. **The committee took a vote on all proposed facilities and agreed unanimously to hold the event at Flat Creek.** Dave is currently exploring the golf shirt package options with the local Nike rep. It was suggested by some Board members to go with the wind shirt again. Raytheon has agreed to continue the shirt sponsorship but is asking for better logo placement on the front of the shirt. **Mark Watkins and Dave will be working with Mike McCracken to finalize these details.** Cessna has already committed to sponsor beverage carts. And Bombardier and Gulfstream have committed for dinner and lunch, respectively. The remaining sponsorships and general golfer registration will be open February 1. **Jeff and Dave will create the registration documents and get them posted on the website.**

Discussions also centered on the use of 27 holes and making the tournament fair to everyone. The point was raised about difficulty in scoring equality when everyone is not playing the same 18 holes. The idea was posed to have the first 144 golfers play the same 18. These will tend to be the lower handicap, competitive players; they tend to register early. The remaining registrants can play the other 9 holes twice. The question was posed about the effect on sponsorships and the possibility of the remaining 9 holes being less traveled/exposed. **The committee will consider this challenge and propose ideas to the Board for consideration.**

8. Scholarship Committee Update

Bill Shaw provided an update on the scholarship committee. The scholarship application and requirements are posted on the GBAA website. Bill has contacted a number of local schools such as Embry Riddle, Auburn, Middle Tennessee, and Georgia Aviation Technical College. Each are excited to be included in the program and look forward to supporting the efforts. The scholarships will also be listed on fastweb.com, a free search

engine for scholarships. Entry deadline is March 20, 2006. **The committee will continue to coordinate with the schools and monitor progress.**

Fun and interesting piece of information: while speaking with Georgia Aviation Technical College, they have so appreciative of GBAA's support, they will be naming one of their classrooms after the organization.

9. New Business

Jeff reported that the Basecamp account setup has not yet been completed. **Targeting end of January.**

Dave shared with the Board that a new bill is trying to be introduced by a Woodstock Representative which will keep all aviation fuel taxes in the aviation industry. Currently, they are not being apportioned to just aviation. **Dave distributed a draft of the bill and asked the Board to review and send him any feedback.** It is early in the process but it looks like there is some underlying support for the bill. GBAA will also review the bill if/when a bill number is assigned. Depending on the final wording, GBAA may ask its members to help support the bill.

From the Nominating Committee, Terry Britt asked to review the May term expirations. Terms due to expire are Don Clevenger, Scott Beale and David Davidson. Don indicated that he will be retired and will not seek an additional term. **Terry and Jeff will work together to formulate a plan to contact members and begin the nomination and voting process early.**

Terry raised the idea of bringing on a staff member to assist GBAA. The level of activity and administrative duties has increased to the point where we could justify having some help. The Bylaws are written to provide exactly this. **Jeff will create a job description and proposal to begin this process in preparation for the next meeting.**

The meeting adjourned at 12:20. The next Board meeting is on February 21 at BellSouth.



Georgia Business Aviation Association 2006 Event Summary

EVENT #1: TAX SESSION

- Event Chair: Jeff Agur
- Date: Thursday, February 9, 2006
- Location: Marriott Century Center*
- Presenters: Mike Nichols, NBAA Director of Tax & Finance; Tom Stalzer, Local Atlanta Tax Attorney and member of NBAA Tax Committee
- Format: 10AM start, 2 hour presentation + Q&A, 12PM buffet lunch
- Attendee Fees: \$50/person, GBAA members and non-members welcome
- Sponsors: TBD

EVENT #2: ATC LUNCHEON

- Event Chair: Harry Nuttall
- Date: Wednesday, March 29, 2006
- Location: BellSouth Training Room at FTY
- Presenters: Bob Lamond + TBD (Lamond, Houckes & Small researching FAA candidate speakers.)
- Format: 10AM start, 2 hour presentation + Q&A, 12PM buffet lunch
- Attendee Fees: Free, GBAA members and non-members welcome
- Sponsors: TBD

EVENT #3: GBAA SAFETY DAY

- Event Chair: Bruce Egart
- Date: Late August/Early September
- Location: TBD (Will explore Marriott options as well as other Atlanta spaces)
- Presenters: TBD (Bruce to coordinate identification of relevant topics and networking among targeted presenters.)
- Format: 9AM to 4PM, Mini-CASS style, one ballroom dedicated to rotating presenters, another ballroom for small booth spaces
- Attendee Fees: Free? GBAA members and non-members welcome
- Sponsors: Yes, for breakfast & lunch. Also revenues from booth space.

EVENT #4: LEADERSHIP ROUNDTABLE LUNCHEON*

- Event Chair: TBD
- Date: TBD (Considering November dates)
- Location: TBD
- Presenters: TBD
- Format: Facilitated discussion on important topics to aviation leaders in the area
- Attendee Fees: Free, GBAA members and non-members welcome
- Sponsors: None

*Note: This event on hold until further interest and details can be confirmed.