

Georgia Business Aviation Association Board Meeting Minutes- June 20, 2006

Cox Hangar – Atlanta, GA

Board Members in Attendance:

Jeff Agur
Frank Bell
Terry Britt
Bruce Egart (via phone)
Harry Nuttall
John Skelton
Dave Small
Mark Watkins
Greg Woods

Guests:

Harry Houckes, NBAA

(All Action Items in Red.)

(All Resolved Items in Green)

1. Welcome

Meeting was called to order at 9:25 am at the Cox Hangar. The meeting is the first meeting after the Board elections in May. Dave Small welcomed our newest Board members: Frank Bell, John Skelton and Greg Woods.

2. Introduction of New Board Members

David Small asked each of the new Board members to introduce themselves:

Frank Bell

- Currently flying a Challenger 604 for FlightWorks
- Aviation is his third career. He was formerly with Coca-Cola working in Finance
- Frank has been given the full support of Scott Beale and FlightWorks to work with GBAA, the Board and its members.
- He is anxious to get working and begin making an impact on the organization

John Skelton

- John works for Southern Company and has been there for 25 years.
- He has been the Chief Pilot for the last 7 years.
- He is filling the vacancy of Don Clevenger who has also pledged his support of John and GBAA.
- John is looking forward to working with the team.

Greg Woods

- As the Director of Aviation for Georgia Pacific, he is hoping his involvement with GBAA will help Georgia Pacific be better involved with the industry and its peers
- Greg has been with Georgia Pacific since October of last year.
- Prior to Georgia Pacific, Greg was with Pfizer and served in various safety, security and managerial roles.
- Greg also serves on NBAA's Security Council.
- Greg hopes to use his contacts and resources within Georgia Pacific and beyond to benefit GBAA.

3. Vision & Mission – GBAA's 12 Month Strategy

Dave provided the Board with his vision and goal for the organization. Beginning with a historical view, Dave stated that he is very pleased with the progress the GBAA has made over the past few years. When the GBAA was formed seven years ago, the organization was a social club for local industry folks. This was a great start and created a strong foundation. Three or four years ago the momentum of the organization began to slow down. About two years ago, a shift began within the organization. GBAA began a transition to a more professional organization. It held some timely and informative events. It also developed relationships with other professional organizations such as the Georgia Airport Association and the Atlanta Aero Club. It introduced a scholarship program. It even got involved politically with some local airport issues. All of this has positioned the GBAA to do even bigger and better things moving forward.

For the future, Dave suggested the vision of the GBAA to be *the* benchmark organization within our industry. Short-term the focus should be to 1.) grow the membership and 2.) give back to the members through providing exceptional events. The end result making the membership more valuable.

Jeff suggested that in the arenas of education and social events, the GBAA has made great strides. However, an opportunity for improvement is on the political side. The GBAA could improve political relationships and awareness; become more savvy to the entire political arena.

4. Getting There From Here

The Board then nominated and selected committee chairs and members. Additionally, some of the short-term goals of each committee were discussed.

Nominating Committee

Members: Terry Britt (Chair), Bruce Egart, Bill Shaw, Mark Watkins

There are no pending Board vacancies this coming year. Thus, the committee will only be needed in the event of an unexpected vacancy.

Membership Committee

Members: Frank Bell (Chair), Vickie Adams, Jeff Agur, John Skelton

The short-term goal of this committee is to increase membership to 100 by end of 2006. Additionally, the committee will better establish methods to manage the membership database and methods of communication with the members.

Scholarship Committee

Members: Bill Shaw (Chair), Bruce Egart, Johnny Foster, Mark Molloy, Greg Woods

Continuing on the momentum and excellent progress of this past year, this committee is tasked to continue their efforts.

Event Committee

Members: Jeff Agur (Chair), Vickie Adams, Frank Bell, Bruce Egart, Harry Nuttall, David Small

Short-term, this committee is dedicated to focusing its efforts on Safety Day in August. Over the next 12 months, the committee is asked to plan at least 4 events of equal or greater caliber as the most recent events.

Golf Committee

Members: Dave Small (Chair), Vickie Adams, Jeff Agur, Frank Bell, Terry Britt, Johnny Foster, Mark Molloy, Harry Nuttall, John Skelton, Mark Watkins, Greg Woods

The goal of this committee is to continue to host one of the finest golf tournaments in our industry.

Note: all committee terms are through May 2007.

Each chairperson was asked to prepare a plan to include details, dates and budget for the committee activities in the coming year. The committees should be prepared to present their plans at the next Board meeting in July.

Jeff suggested that since all the organization's elections and major changes occur in May, that the fiscal year of the organization should be June to May. Thus, all plans and terms including budget and membership period follow this same period. All present agreed. **Jeff will research if this requires a change in bylaws.**

5. Review and Acceptance of Prior Meeting Minutes

Jeff presented the prior meeting minutes for approval. A motion to accept was provided by Terry Britt. The motion was seconded by Harry Huttall. The minutes were accepted and will be placed into record.

6. Treasurer's Report

Treasurer, Vickie Adams was not present but she provided a report on the current financial state of the organization which was read by Jeff. Current checking balance is \$40,691.10 and saving balance is \$5,942.40. There are still a few outstanding receivables

from the golf tournament. Vickie has notified them of their overdue payment. The only outstanding payable from the golf event was the speaker fee to Al Haynes which is a donation to one of the charities he represents. Terry Britt motioned to pay \$1000 toward the Jerry Kennedy Scholarship Fund (for aviation students in the name of a United pilot who was a passenger and did not survive). The motion was seconded by Bruce Egart and accepted unanimously by verbal vote.

7. Golf Committee Update – 2006 Tournament Wrap-Up

Dave indicated that he is still receiving positive feedback from this year's event. Once again, the golf, dinner, speaker, prizes and camaraderie were great. The sponsorship support was great. Flat Creek was good to work with. Overall, the suggestions for improvement were very minor.

A review of the financials showed that GBAA netted over \$24,000 (37%)! This was driven by the fact that we had 27 holes of sponsorship, we kept good control of costs, and Flat Creek was affordable. Compared to the past two tournaments, this was by far the most successful tournament financially. These profits will allow the organization to do many things in the coming year. Terry suggested if the profits were so good and the feedback was so positive, GBAA should consider having Flat Creek as its permanent home. It would make the planning process easier and an ongoing relationship with Flat Creek could further benefit GBAA. **The golf committee will be tasked to consider this and provide its suggestion.**

8. Event Committee Update

Bruce Egart and Jeff Agur presented an update on the planned Safety Day. An updated agenda was reviewed. Currently, 7 of the 9 speaking slots have been filled with quality speakers. Jeff and Bruce have been solicited by at least four different speakers to present and fill these slots. Additionally, Harry Nuttall had a suggestion to include Bill Grimes of Marsh. **Harry will contact Bill and have him contact Jeff and Bruce. Dave will follow-up with Blaine at Aircare/FACTS.** Goal is to finalize agenda by July 1 and send speaker packets to all.

The venue has been selected as Marriott Century Center. The contract has been executed and the \$500 deposit paid. Bruce and Jeff have visited and confirmed layout and flow. **Next steps are to select menu items, which will be done by Jeff and Bruce.**

Sponsorships are currently being solicited. As of the meeting, 1 of the 5 sponsorships and 3 of the 8 exhibit booths have been sold.

On the marketing side, an electronic postcard was forwarded to the membership on June 1. More postcards will be sent July 1 and August 1. In addition, the event has appeared in the NBAA Update on June 13 and June 20 with plans to be included at least 3 more times in July and August. Goal for the event is 100 attendees. **The Board is asked to help promotion through grassroots efforts with colleagues, co-workers and other associations. Dave will contact GAA and Atlanta Aero Club.**

9. Membership Committee Update

Current membership is at 63. As stated earlier, the goal of the membership committee is to raise the number of members to over 100 by end of 2006. As the newly elected chair, Frank suggested we focus on contact information management and cleaning the database. In addition, the tactic will be to communicate the value of the membership. **Frank and the committee will have a plan to present at the next meeting.**

10. NBAA Update

Harry Houckes provided an update on happenings at NBAA.

- The 2007 NBAA static display will be held at Fulton County. NBAA staff will be visiting in the next few months to shore many of the details. The display should have a minimal impact on day-to-day operations.
- NBAA is addressing various legislation and watching others carefully. Topics such as Tax Relief Extension Act, Fuel Fraud Tax and user fees continue to be the most prevalent.
- Locally, Dave reported that a bill for airport funding in Georgia was not accepted by Governor Purdue. This happened last fall/winter and was strongly supported by GAA.

9. New Business

Dave reported that the FTY electrobraid fencing to deter wildlife is scheduled to be installed by the end of the summer. Recently, the DNR performed a hunt and cleared 9 deer.

Jeff showed a brief introduction to Basecamp for the attending members. **Jeff will forward user names and passwords. All members are encouraged to get familiar with the layout and contents.**

The meeting adjourned at 11:30.