

Georgia Business Aviation Association Meeting Minutes – January 26, 2004

Board of Directors present:

Mark Hewlett
Rob Little
Vickie Adams
Skip Moore
David Small
Randy Hudon
Tracy Nichols
Scott Beale
Don Clevenger
Jeff Agur – non Board member

Harry Houckes – via conference call
Terry Britt

Welcome comments delivered by Mark Hewlett. Agenda was changed to allow our guest speaker to go first.

Guest Speaker was Bill Cooper with Aviation Fuel Logistics out of Knoxville, TN. Bill introduced a new program to the GBAA staff about buying aviation fuel on index rather than the traditional “so many cents off retail” plan. It is a new program that is co-partnered with ComData who actually produces a credit card and handles the processing and billing of the fuel transactions. The card could actually allow the business to pay for purchases, pay employees, associate GL codes to purchases immediately, and cut down on the costly employee reimbursement process. ComData has been providing fuel purchasing for fleet operators in the transportation field for 30 years. ComData has also been providing paperless payroll services to corporations. To see more check them out at www.condata.com

Aviation Fuels can offer GBAA members purchasing power through FBO negotiated discounts based on weekly indexed jet fuel pricing. They can assist in fuel tax overpayment; provide bulk fuel inventory and logistics and member purchase summaries. Aviation Fuels is currently about to roll out the program with FedEx in conjunction with the ComData card for aircraft fueling. Bill asked if the GBAA would consider the following:

- Review a GBAA private label ComData fuel card
- Endorse and encourage member participation
- Provide Aviation Fuel Logistics a list of member preferred FBOs

Vickie Adams submitted the following as the treasury report, current balance was \$23,901.77. Membership renewal letters were mailed out last week. Monies should be rolling in shortly, P.O. Box needs to be checked frequently.

Harry Houckes informed us that Peter Bryant with Executive Flyer (publication out of Del Ray Beach, Florida) was interested in putting on a static display on in Atlanta in 2004. Skip Moore said that he would follow up on this suggestion with Harry.

Dave Small, Secretary, read from the notes of December 9, 2003 that the membership renewal application was going to be accompanied by a letter from Mark Hewlett, Chairman, informing members of events planned and previous functions that the GBAA sponsored. A professional and serious marketing approach was going to be outlined in the letter. This letter will now be mailed under a separate mailing.

A Golf Committee update was offered by David Small. Greens fees were re-negotiated from \$85.00 per player to \$65.00 per player, a more reasonable fee. A check for \$1,000.00 was requested to hold the date of May 14, 2004 for our event at Eagles Landing Country Club. Visit www.eagles-landing.com. The catering quotes are still not were we would like them to be. Another visit with the staff of Eagle's Landing Country Club has been arranged for Thursday, January 29, 2004 at 12:00 noon. At that time, a written and formal quote will be requested, spelling all services offered for what prices.

I requested from the Treasurer, previous expenditures with last year's event to help aid in budgeting. The following receipts were submitted:

Callaway gardens Deposit	\$10,000.00	
Speaker Connect	\$ 3,500.00	Neal Boortz
Al Bryan	\$ 660.00	pictures
Details of the Garden	\$ 380.00	flowers
The Players Connection	\$ 357.93	trophies
G & H graphis	\$ 710.00	signs
Corporate Logoed Apparel	\$ 4,357.76	shirts
Callaway Gardens	<u>\$13,255.91</u>	lunch,dinner & cocktails?
	\$33,221.60	

Mark Hewlett brought up the possibility of having Georgia Governor Sonny Perdue speak at our Members Dinner following the Golf Tournament. Mark is working with his contact in trying to schedule him for the event. A back up speaker will be needed and is currently requested by all present.

Scholarship Update was presented by Mark. The Scholarship by-laws are drawn up. The question was raised if we would be able to award a scholarship this year (in 3.5 months) And do we have enough time to select a committee and get the word out as well as the application? Mark felt that we would be able to have this all done in time. To help facilitate this event, we requested volunteers to form a fact finding “ Scholarship Committee” Those individuals are Mark Hewlett, Tracy Nichols and Jeff Agur. Mark will keep the Board up to date on the actions and recommendations.

The Board decided to set the next several meetings to a Bi-monthly agenda. The next several dates will be listed on the web also. All meeting times are to start at 0930 hrs local.

March 16, 2004	FlightWorks	Kennesaw, Georgia	
May 14, 2004	Members Meeting and Golf Tournament		Eagles Landing C. C.
July 21, 2004	BellSouth Hangar	FTY Airport	
September 15, 2004	Southern Company	PDK Airport	
November 16, 2004	B & C Aviation Svcs	Columbus, Georgia	

✓ Please take a moment to enter these dates in your calendar.

Mark Hewlett will call Pete Acevedo and Larry Westbrook about their involvement in the organization and get back to the Board.

Meeting was adjourned.