2019 Fall Board of Directors' Meeting

Denver, Colorado
September 7, 2019

Draft Minutes

Guests: John Godfrey, Rich Carlson, Bernald Smith, Alexa Owens, Ken Sorenson
MISSING Chris Schrader, Steve Leonard, Billy Hill, Art Greenfield

1.0 Call to Order at 9:00 am
Welcome and Opening Remarks

1.1 Welcome and remarks from SSA Chairman Ann Lafford

1.2 Introduction of guests: Pat Costello, Rick Lafford, Bernald Smith, Rich Carlson, Alexa Owens

1.3 Request for confirmation of accuracy of email addresses and other contact information for the current list of Officers and Directors (as shown on the roster HERE)

1.4 SSA Committee Chairs (list attached here)

2.0 Consent Agenda -- Action Item
[The Consent Agenda is to be considered as a “block” of items submitted to the board for approval or disapproval as a group. A simple majority is required to pass Consent Agenda. Prior to the vote any Director may request that a specific item be removed from the Consent Agenda, in which case that item will be considered separately during the Board meeting. The purpose of the Consent Agenda is to deal with as many non-contentious items as possible in an expeditious manner, thus allowing more time for discussion and decision making on policy issues that require more deliberation.] Director McDaniel moved to approve the Consent Agenda, Director Alexander seconded. Approved.

2.1 Approval of Past Minutes
(February 23, 2019 Board of Directors' Meeting)

2.2 Approval of Burt Compton to serve as SSA representative on Hall of Fame Vetting Board, for another three-year term ending December 31, 2022.
2.3 Approval of Awards Committee Report  (report from Jay McDaniel) (Barber Nomination) (Lambert Nomination) (Lafford nomination) (S. CA Soaring Academy nomination)

3.0 Chairman's Report  (report from Ann Lafford) (Chairman's award)
Chair Lafford said she’d made an effort to attend several different events this year, starting with Perry which she found amazing and took the chance to meet some of the participants. She spent several days at Region 3 and the Junior camp and a chance to meet and network with people there. Finally, she attended Oshkosh and was there five days helping with the SSA booth and met members who stopped by. The booth was very busy and there were three gliders on display, including Riley, the young person that flew solo from San Diego to Maine. She mentioned that we are lucky to have volunteers to put that on each year.

Chair Lafford highlighted areas of attention for the meeting; financials, the challenge of growth and retention, gift-giving and donations and fund raising like for the women’s team, safety, continuing to attract youth to the sport, CFI-G development, and promoting new contest sites. Lastly, she mentioned that perhaps we’ve outgrown the SSA web site and are looking at designing a new one.

4.0 Executive Director's Report  (report from Denise Layton)
CEO Layton reported that the audit had been completed by Johnson, Miller. We had looked at hiring a part-time marketing person, but Alexa Owens has taken that on.

Memphis Soaring is very busy working on the convention and getting the speakers signed on. There is a call in on a keynote speaker, so hopefully we’ll have that soon and we can start advertising it. Reb Byrne and Mark Olinger are working the speaker track. There are a couple of new exhibitors that contacted the SSA, a new tow plane vendor and a company with a solar powered trailer.

Director Sorenson mentioned that we are also looking for help on sailplane tracking. CEO Layton said that Pedja Bodanovich had developed the tracking site and SSA portal, but is also busy with work and family and donated this to the SSA. We have a person that agreed to management but can’t do it all himself and he works, so during contest season we need additional help because sometimes the office gets numerous calls in a day about something related to the tracking system. Director Alexander asked that we make a broad request for help on SSA eNews because we don’t know everyone and perhaps there someone out there who can help with this. Director Vassel suggested that if we don’t find a volunteer that we consider a paid position.

5.0 Treasurer's Report
Treasurer's report  (report from Richard Maleady)
Director Maleady commented that the auditors registered an unqualified opinion on the SSA’s financial statements, noting that two empty boxes were erroneously counted as inventory. He noted that current operating results are a little difficult to look at the bottom line of our statements because of a fair amount of restricted revenue in them. He concentrated on three areas of revenue that have changed significantly since we adopted our current budget in December.
- Our dues and subscriptions net revenues are currently $17,000 less than budgeted. Typically, our membership falls at the end of the year, picks up through the summer and levels off through the fall. Fourth quarter last year, our membership drop persisted through this year. The last count was 9287 members. At this time in 2018 we had approximately 400 more members. We need to research why. Perhaps the $3 dues increase had an impact. Our membership is going down in an unexpected fashion.

- Our Eagle Fund contributions are currently $20,000 below what we’d budgeted. In the past two years, we budgeted between $50,000 and $60,000 in Eagle Fund contributions for operations. Now if you follow the Give link to Eagle Fund; you have a menu of choices where that money can be spent. Making a choice restricts those funds and they are no longer available for operations. The difficulty going forward is that we project most of our Eagle Fund income occurring in the months of November and December.

- Our merchandise revenue is $20,000 less than budgeted. We made the decision in 2013 to reduce the number of items we’d sell because we didn’t want to compete with our suppliers and business members. In a convention year, we do better. CEO Layton’s report mentioned that we are adding some items and that can only help going forward.

So, with those three areas down, we are probably going to end the year on budget or slightly in the red. On cost side, CEO Layton and staff are controlling costs well and we are below budget on costs.

Director Alexander asked if we could analyze if the membership decline was age related or if our renewal process is somehow broken. CEO Layton noted that despite our asking for birthdates at renewal time, many simply refuse to supply that information, so we lack that for half of the members. Director Brickner suggested that many are reluctant to give a complete birthdate, perhaps only ask for year. CEO Layton advised that’s all we’re asking. Chair Lafford suggested that going through the exercise with the information we have might give us some insight. John Godfrey commented that he’d been asked through two channels for his birthdate without any explanation and suggested revisiting this, asking for just the birth year and a clear explanation of what it’s being used for. He explained what was intended and the request he got were not the same, so such a request needs to be clearly stated. Director Funston suggested that perhaps ask for an age range, like an income range, rather than a birth year. Director Alexander asked if there was any way to see if the 400 members were otherwise identifiable by chapter or something else. Alexa Owens responded she’d have to get the webmaster to see if they could pull such a report. Director Vassel suggested we could reach out directly to the 400 and ask them. Chair Lafford agreed we might survey them.

Director Garrison suggested that we should push the Eagle Fund (for operations). CEO Layton advised that they were working on a theme and Eagle Fund promotion with full ads. Director Alexander asked if we could see how the Eagle Fund donations are being directed. Director Maleady said that’s underway.

Director Maleady asked CEO Layton if we still follow-up with non-renewals as to why they didn’t renew? CEO Layton said we do, but we seldom get responses, however, some then realize they had
forgotten to renew and took care of it. There are four notices sent altogether. Director Maleady said his point in bringing this up is that the board understands that the staff is making every effort to try and find out why people are not renewing. Alexa Owens said if you have suggestions on how to better reach people, let us know. When we sent out over 700 ballots for R12, we got 200 back. Half of our lapsed members have moved anyway. Chair Lafford suggested that Alexa get information to the directors and the directors get the governors involved in reaching out to lapsed members. Director Whiteley said the governors have the new and lapsed member views and he’ll remind them to review and reach out.

Director Maleady discussed the preliminary budget for 2020, projecting an operating loss of $31,000 and a net capital decrease of $52,000. There’s more work to go into this budget and several committee chairs still have not provided input on their funds requirements and they will be contacted. The EXCOMM voted last night to fund this operating deficit with up to $50,000 from the General Endowment Available Funds, which have been made available to us in prior years, not used. Applying this to the revised 2020 budget it becomes essentially break even.

Attachment A - 2018 Audit Report

Attachment B - JMCO Audit Letter

Attachment C - SSA Operations and expenses

Attachment D - SSA Balance Sheet

Attachment E - 2020 Preliminary Budget

**ACTION ITEM - approval of preliminary 2020 budget**
Director Maleady moved to adopt the revised 2020 preliminary budget, Director Brickner seconded. Chair Lafford asked if any discussion, seeing none, asked for a vote. Approved.

Director Maleady advised that the SSA had received $170,000 in unrestricted donations and that the EXCOMM had decided to leave that money in the restricted account at Hobbs until such time the Board comes up with some decisions about what to do with that money. Prior to the next Board meeting, there should be discussions about what to do with that money.

**6.0 Committee Reports**

**6.1 Chairman Ann Lafford (SSF, Administration)**

6.1.2 and 6.1.3 moved to after lunch as projector required.

1:42 PM 6.1.2 **Soaring Society of America Foundation.**

1:42 P.M. Chair Lafford recessed the SSA Board meeting and convened the formal meeting of the of the Soaring Society of America Foundation.
SSAF Chair Godfrey called the meeting to order and asked if we had a quorum present? Yeses from Cindy Brickner and Ann Lafford.


6.1.2a Agenda for Members meeting
Cindy Brickner moved to adopt the agenda, Ken Sorenson seconded. No discussion, agenda is adopted.

6.1.2b Report by Chairman of the SSAF Trustees
Chair Godfrey commented that they had revised the MOA with the US Team about handling the distributions as an endowment and tying the calculations of the distributions to June 30th. That’s also being done with the Mozer and Ittner endowments. He presented to the members the resources used a perspective. In reviewing the history of the SSA, it has typically been in a cash negative position. In the interim, the SSA has become cash positive or cash neutral, not drawing on funds available for two years. It was previously suggested a couple of meetings ago that we were leaving money on the table. Chair Godfrey made a presentation to the members on the resources that were considered by the trustees and advisors, including presentations by our Vanguard account advisor on the Vanguard Capital Markets Model, their take on 10-year market horizon projections, in arriving with a changed equities to income allocation. A 10-year forecast was presented with the up and downside results of a range of equities and income ratios. The more aggressive 90 percent equities allocation resulted in better long-term performance including inflation. There are also ratios of domestic and foreign equities and incomes to consider in the mix. He further showed the current asset allocation and possible asset models and projections based those. Real return given the current allocation, projections, after inflation median showed 3.3%, which really doesn’t work if we are making 4% distributions. With a 90% equities allocation, the expected median gets 4%. The range is more volatile, but the long term, permanent foundation model result is much higher. The next question was -- what do other foundations do? Looking at the TIAA Study of Endowments for Colleges and Universities, a good surrogate for what we do, lists over 800 foundations. Looking at similarly sized foundations, they are stuck at the 4% number. The big organizations manage 4.6%-4.9% but they do this because they can include Alternative Strategies, where we don’t play. But in these as equities, they are at a 90/10 ratio. The under $25M group are more like 70/30. Vanguard came back to the Trustees with three model portfolios; first a 90/10 allocation where the equities mix was 70/30 domestic/international and 10% bond indexes; second, a Vanguard house recommendation, which is a bit more international. John Cochrane has suggested that we might want to stay more US weighted as bad things are more likely to happen internationally. The third model portfolio was an 80/20. In this scenario the equities would be a 54/46 domestic/international and little bit of foreign bond index. The trustees picked
the first, more US-leaning scenario. Chair Godfrey said the data is clear that on a 30-year horizon for a foundation that is expected to provide benefits in perpetuity (rather than a retirement fund that is expected to provide benefit until deceased). It’s not whether this is good advice, it’s about the member tolerance for the ups and downs, as they will be more volatile.

Director Maleady asked about rebalancing in the event there was a significant market downturn. Chair Godfrey said we can tell Vanguard to not rebalance. See 6.1.2e for motion.

6.1.2c SSAF Treasurer’s Report (Rev 8/22/19)
SSAF Treasurer Umphres commented that the performance through 2019 continues to do well, the balance as of today is $4,127,000, up $50,000 since August 21st. We continue to do well with Vanguard. Some decisions were made at the Trustees’ meeting, one was to reduce the distribution to available funds for 2020 to 4%, which will be about a $5,000 reduction. Decision was not taken likely, but well considered, that the outstanding market performance of the past 8-9 years that on a long-term basis of 20-30 years unless you reduce the withdrawal percentage to 4% or less you will lose your value against inflation. Thus 4% was considered a more prudent withdrawal percentage.

SSAF Chair Godfrey commented that this is not news, but what he’d suggested would be coming for the past couple of years.

SSAF Treasurer Umphres continued that the other major financial matter that was considered was, again talked about for a couple of years and carefully considered, was to change the SSA’s investment strategy from a more conservative 60% equities, 40% fixed income ratio to a more aggressive, 90% equities, 10% fixed income ratio. One of the reasons is long-term you cannot keep a 4% withdrawal. If you keep a conservative ratio you have a much better than 50% chance of reducing the value of money. The only way to keep that up is a more aggressive ratio, which is riskier to some extent. We’re advised that many non-profits, especially in education, are moving in this direction. Since we represent a constituency, the SSA, the Trustees decided to come back to this group one more time and unless there is objection, we’d implement this investment strategy in the next couple of weeks.

The last item is the timing of this, do you try and avoid the risk of bad timing against a sudden downturn by spreading it out? Vanguard doesn’t study that. I posted to the agenda as item 6.1.2e, Vanguard’s report on investment timing, which concludes that, percentage wise, you are better off moving the money over than trying to trickle in over 12 months or so. Downturns will happen typically over time, but downturns are often followed by upswings that investors are likely to miss.

-- Resolution for adoption of Proposed Amendments to SSAF Articles of Incorporation
Jim Garrison moved to approve the proposed amendments; Geoff Weck seconded. Carried 13 yeas, 0 nays.

6.1.2e Vanguard report on investment timing: invest now or hold and invest systematically?
Chair Godfrey asked for a motion to affirm the decision of the SSAF Trustees
Ken Sorenson moved that the members of the foundation affirm the decision of the trustees, Rich Owen seconded. Carried, 12 yeas, 1 abstention.

Approval of SSAF Trustees beginning January 1, 2020.
Richard Maleady moved to approve to approve the slate beginning January 1, 2020, Cindy Brickner seconded. Carried unanimously.

Item 6.1.2b followed this action.

2:52 P.M. Cindy Brickner moved to adjourn the meeting of the SSA Foundation members, Ann Lafford seconded.

1:09 PM Reconvene SSA Board from lunchtime recess

6.1.3 Fundraising and Development (report from John Godfrey)
See report. We have one new Golden Eagle. We did a fundraiser for the Junior Team from the Seniors which fully funded them a month in advance of going. At Perry we raised $19,000 for the Women’s Team. We started an online campaign August 30th and if my accounting is correct, the Women’s Team is fully funded, again months in advance. We’ve received $120,000 from the Ivans’ Estate and $50,000 from George Moffat. We completed a $60,000 endowment agreement with the Ittner Family Fund.

The planned giving web site is now live, click on the Give button and click on the planned giving button. The challenge is how to drive people to the planned giving web site. Need to consider how to drive the splinter web sites to SSA branding and creating some marketing leverage. Alexa is now on board as the staff-person to help with planned giving. We have three to follow-up with. The hard part begins now to develop an outreach program to solicit donors, including showing them what we want them to see, and to show them compelling things we’ve done with donations.

Director Godfrey also said with that comes some of the challenge, that is, careful consideration on the disposition of unrestricted gifts and earnings on unrestricted foundation funds. Referring to the recent $170,000 gifts, we can stick it under the mattress.
to keep the lights on, it doesn’t generate a very compelling story to tell about what we’ve done with their money. Better to promote credible programs that generate successful results, like the CFI-G scholarship and the Ittner Endowment.

Additional discussion about integrating the stories, results, and giving back among Director Godfrey, Chair Lafford, and Director Alexander.

Now is time to launch the Eagle Fund Drive for the year, including a campaign on the SSA Home Page. Alexa Owens discussed the campaign and *Soaring* ad and the ask.

There was additional discussion on the Eagle Fund campaign form and a met goal item on SSA eNews about the goal being met for the US Women’s Team. Director Godfrey said some members will only respond to specific appeals.

Director Godfrey said although he finds the web site very limiting in certain ways, he says he’s able to get a lot done with it and it’s all very doable. It’s geeky, given current technology, but it’s doable. We don’t push out beyond our own glider community because we don’t have the resources. It would be expensive to expand our outreach.

1:42PM  
**Recess the SSA Board meeting to item 6.1.2, SSAF Foundation Meeting.**

6.1.4  
**Marketing report (report from Alexa Owens)**
Alexa Owen commented on the Eagle Fund Campaign. She is also working with John Godfrey on planned giving and they are attending a learning conference webinar in October. She’s been working with Director Evenski on scholarship recipient follow-ups and they’ve had some responses. Also working on current events on the web site.

6.1.5  
**Editor’s report (report from Eric Bick)**

6.1.6  
**Soaring Safety Foundation (SSF) (discussion of wing runner badge) (report from Rich Carlson)**
Chair Carlson discussed the challenges of tackling the number of accidents or the number of fatal accidents and they are different. The number of accidents has been declining over the past decade, but the number of fatal accidents has not. If you look at the promotional materials, SSF is concentrating on launching, landings, and low-level maneuvering. One thing found to be startling is having more fatalities in cruise flight than launching and landing. 
Take advantage of our programs; site surveys, safety seminars, and FIRCs. We are adding an additional FIRC in Tucson this year for a total of nine, from November through April. Tom Johnson has been working to get SSF involved with the General Aviation Joint Steering Committee which is a safety focus group from commercial world, academics, and the FAA.

As was discussed at the EXCOMM meeting, there was a request for pins to recognize completion of the SSA Wing Runner Course.

Director Sorenson said that Tom Johnson had come to Soaring Club of Houston and
presented their annual safety talk and it was very well done and well received. Chair Carlson said the cost is $300.

Director Sorenson asked if we had any safety programs with EAA and AOPA? Chair Carlson said we are monitoring but there’s nothing formal.

Director Weck shared that he’d attended his first FIRC in Chicago in January and thought it outstanding. Chair Lafford said it was a good networking experience also. Directors Sorenson and Brickner also praised the FIRC environment.

9:51 AM Jumped to 6.2.4

9:59 AM 6.1.7 Cross-Country Development (Mitch Hudson new job hard to contact)
CEO Layton will talk to Mitch and Chair Lafford noted that we may have to find someone new for this committee.

6.1.8 FAI-IGC representative report No report

6.2 Vice-Chair and Treasurer Richard Maleady (Financial, Awards)

6.2.1 Budget and Finance Committee (incorporated into 5.0 above)

6.2.2 Nominating Committee [report from Jim Garrison]
Director Garrison described the breakout of his report and the nominations for the EXCOM, the Directors-at-Large, and a stand-by list of Directors-at-Large.

Chair Lafford thanked Director Vassel for his service.

Director Sorenson moved to approve the nominations; Director Alexander seconded. Approved.

CEO Layton will tally the votes for first vice chair from Director Weck, Director Brickner, Director Maleady, and Director Garrison. Paper ballots prepared.

6.2.3 Awards Committee - attached in Consent Agenda

9:51 AM Jump from 6.1.6
6.2.4 Group Insurance(report from David Volkmann)
Pat Costello discussed claims and market. As of 9/3, 53 claims in the SSA program, last year was 60, the year before 59. At this point in 2018, we had about $1M in claims, this year we’re at $1.7M in claims. The severity is worse than it has been. For the last 15 years general aviation (not gliders) insurance carriers felt their rates had been way too low. This changed in 2018 as many GA insurance carriers decided to take increases. Now in 2019, all insurance carriers are taking increases and I expect this to take place for the next three years. A few months into 2019, AIG indicated they wanted to bring the SSA rates in line with
rates outside the SSA program. I was successful in preventing that. The last rate change for the glider program was 2013 and was under 5%. Over the decades, by suggesting small changes in limited areas, I’ve been able to ward off large increases. If left to the carriers, they’d want a 15% increase, or 20% or 25% increase that we’re seeing outside of the SSA program. Give the large claims increase this year, it might be prudent to be proactive to suggest increases in certain areas, but I won’t know until the end of the year. On a different matter, in our 22-year relationship with AIG insurance, they have bent over backwards to pay claims. A client overshot a landing in a high valued motor glider and suffered a total loss. The adjuster noticed the glider had been de-registered by the FAA. The underwriter allowed the client to renew the registration with the FAA and paid the total loss claim for $135,000. There were certainly grounds for denying the loss, and other companies may have done so.

We had a second client that bought a second glider, who was called to active duty for a week, and added the second glider to his policy when he returned. He had a call from the airport saying that a strong wind had blown this glider and trailer over and they had been damaged. This actually happened before he’d added it to the policy. We appealed and the coverage was back dated, and both the glider and trailer claims were paid. We’ve had a fantastic 22-year relationship with AIG, especially in the area of glider claims. I recommend we continue this relationship as long as their management remains the same. They allow Costello Insurance to be the underwriter, they put out a good product, and only really get involved when there’s a problem.

Director Vassel asked if the higher claims resulted from higher valued gliders. Pat Costello answered yes and no, there were high valued gliders, but more of this year’s payouts resulted from more bodily injury and fatality claims and property damage.

9:59 AM Jumped back to 6.1.7

6.2.5 Badge & Record Committee (report from Bob Faris)

10:20 AM Chair Lafford called for a break until 10:30 AM

Resumed at 10:33 AM

6.3 Vice Chairman, Jim Garrison

Director Sorenson commented that the awards given in the consent agenda were really, really good, and needed to be publicized elsewhere, maybe on the web site. Director McDaniel said he does that. Director Sorenson then suggested perhaps in eNews. Chair Lafford said it’s her understanding that these would be presented at the convention. CEO Layton said they’d announce in eNews after the convention. Chair Lafford for action.

6.3.1 Contests

6.3.1a Contest Committee report (report from Hank Nixon)
6.3.1b Rules Committee report (report from Andy Blackburn)
6.3.1c Site Selection (report from John Lubon)
CEO Layton added that Clubs and 15m for Hobbs 2020 proposal was sent to John Lubon.
6.3.1d Handicapping

Director Garrison said it’s still an issue trying to get better participation in the pilot survey. John Godfrey and Director Alexander said the test with eNews had been more successful than just e-mail lists.

Director Weck said he hadn’t flown a contest recently, but was CD for past three years, and couldn’t complete the survey. John Godfrey suggested perhaps the contest committee would add other contest roles to the pilot polls. Director Garrison listed contest directors, contest managers, and scorers. Director Owen advised all will be included in the upcoming pilot poll.

Director Owen talked about some of the upcoming changes and options and local rules. These will be in the next pilot poll.

6.3.2 Trophy Committee (report from Richard Maleady)
Director Maleady reported all trophies were available at contests for presentation. Some were taken home. The new Charlie ‘Lite’ Minner, 18M Speed Trophy, was presented at Hobbs this year and has its travel case. It’s the last one needing engraving for 2019. The committee needs to meet in the off season to discuss some of the decisions we’ve taken. We’ve had damage to trophies and trouble getting some returned to the SSA. Director Alexander had suggested a possible cash deposit to take the trophy home or not travel. There’s a gap of liability for the trophies when the SSA ships to the contest manager and when it’s presented. That’s needs to be reviewed and worked on.

6.3.3 U.S. Team Committee (report from Pete Alexander)
Trying to get an article every other month. There’s a Pan American Gliding Championship article coming for Soaring, and another for the Junior contest/camp coming. There are a couple that may be coming from US Team members. Soaring webinars are quite good. He also mentioned the California juniors and the core group at San Luis Obispo. Thanks to John Good for being the good captain that he is.

Pan American went well. It was all self-funded and we had two people on the podium. Ken Sorenson was CD and John Godfrey was FAI judge. Women’s team has been selected and all went to the pre-worlds on their own expense. Mike Westbrook went to the pre-worlds for next year and will report on that. Thanks to Melanie Nichols and Leigh Zimmerman who are in the background all the time. Thanks also to contributions from the team members. We lost our statistics during a server move, but from our last analysis, 20% of our visits are from overseas and we get thousands of visits during contest season. We are updating our content on the SSA web site, US Team section, and several reports including budgets reports. Like to
express appreciation to the Ittner family, who’ve been generous with support to the US team and to the Juniors over the past couple of years. They’ve provided an endowment for the Juniors and thanks also to John Godfrey for working with them to set that up. Director Alexander said team members will present topics at the SSA Convention. Director Sorenson thanked Director Alexander for his efforts and the amount of work he’d done.

6.3.4 Sailplane Tracking.  
No report

6.4 First Vice Chair, Geoff Weck (Government Liaison and G&P)

6.4.1 Director and Special Advisor Stephen Northcraft (Governmental Regulation, Airspace and International Soaring Groups)

6.4.2 Government Liaison Committee (report from Stephen Northcraft) (St. Mary’s Airport) (Bennett-Southern California Clarification) (NTSB Driggs letter) (Pasco response)  
Director Weck asked SSF Chair Carlson for background on the Driggs Letter. Chair Carlson commented that Driggs commercial operator had the fatal Blanik accident and the NTSB investigator was primarily a helicopter accident investigator and he noted that the helicopter association had developed standard operating procedures for commercial operators to improve safety. Investigator asked if the SSA had something similar for commercial glider operators. Chair Carlson said he’d drafted a letter explaining how the SSAF interacts with our commercial operators and had Stephen Dees review and reply. The investigation is ongoing.

6.4.3 Representation Committee & Representatives (report from Bernald Smith)  
Bernald noted that not all of the 1,000,000 registered persons are UAV operators, but include model operators. Thought EU was ahead of us in controlling and monitoring UAVs but their rules aren’t going to be implemented until 2020. China is much in control of their UAV activities. Things are happening so fast that it’s difficult to keep on top of it. RTCA is way behind, as is FAA, with unmanned traffic management and working with air traffic management because it’s so complex. There’s a worldwide 400ft limit on models and UAVs under the 55-lb limit. He thought someone should attend the ICG meeting in India.

6.4.4 Growth & Development (report from Ken Sorenson)  
Director Sorenson discussed plans to distribute more club and chapter ideas to the Chapter-SSA Google Group. He shared how the CFI-G scholarship was showing initial results. Would like to know what the SSA can do to help commercial operators. Prior emphasis was on helping clubs grow, but this doesn’t seem to be working. Perhaps there’s another piece to this, to force the clubs to grow. Many don’t seem to be interested in growing or don’t want to grow. Suggested we might market in areas that might drive people to the clubs, then perhaps they’ll make use of what we can offer to help them. Director Funston suggested that some things might backfire. He noted that people show up with FAST packages and
even the largest club in his region doesn’t have the volunteers available to meet that need all the time. There was additional discussion on approaches that might make other approaches work from Directors Weck, Sorenson, Whiteley, and Funston. Director Sorenson discussed a possible club advisor program.

6.4.4b Webinar Committee Report (report from Cindy Brickner)
Director Brickner briefed on the program and results and described it as the best new program we offer and that it qualifies for FAA Wings credit. Publicize further and offer clubs opportunity to present and to use the content in their programs.

Chair Lafford asked about the future. Director Brickner said she hoped to do two more in 2019. Director Funston suggested Daryl Ramm present on ADS-B.

6.5 Vice Chair & Secretary Frank Whiteley (Clubs, Governors and Youth)

6.5.1 Clubs and Chapters (report from Frank Whiteley)
Director Whiteley commented that a couple of chapters, Connecticut Soaring Association and Lake Elsinore Soaring Club, hadn’t yet renewed and they were both individually renewing clubs and their SSA online rosters now showed several lapsed members, so we need to touch base with them again. Also, a list of nearly 100 members had been received from Philadelphia Glider Council, but so far no payment, so they won’t be updated in the SSA member data until that happens and perhaps that will take some of the bite out of the member number decline. He commented on the new pilot/visitor centers at Harris Hill and Sunflower Gliderport. Treasure Coast Soaring Club is still problematic.

Director Whiteley also drew attention to High Flights Soaring Club’s engagement with a local STEM academy. He also mentioned Colorado Skies Academy.

6.5.2 State Governors and Record Keepers (report from Frank Whiteley)
Still some long standing vacancies. Now that we have a Region 5 director, we need Governors for North and South Carolina.

6.5.3 Electronic communications (report from Frank Whiteley)(RFP Titian Scholtemeyer)(Rackspace Proposal) FLASH and browsers article.
Director Whiteley explained how we could offset increasing hosting costs by making another server migration and perhaps improve the staff experience when working membership issues. This would also give us an opportunity to fix the sailplane directory and start to migrate our Flash components to HTML5. Director Funston asked about going to a virtual host like AWS or Azure. Director Whiteley said that for a virtual host you need an administrator, which, in the Rackspace Cloud, adds $500/month. We also are looking for a lead on the web site rebuild. Director Garrison asked about who was presently on the committee. Chair Lafford said John Godfrey, Frank Whiteley, and Doug Easton for now. If
there are others interested, please let us know.

6.5.4 Youth Committee (report from Linda Evenski)
Director Evenski discussed about the camp documents and liability waivers. She discussed the unified scholarship form and how challenging it is to collect thank you letters, photos, and information on milestones. Chair Lafford suggested contacting the adult who endorsed the application. For the future, would like to see Junior website integrated into the SSA website, and Alexa is helping with that. Like to promote encampment or Junior contest as part of a regional contest, to help bring up attendance at contests and make it part of a procedure guide for those wanting to host a Junior event. Another potential junior development program might be a junior CFI-G camp for those at least 18.

Director Alexander suggested asking potential hosts what they want in terms of what their local Junior community wants/needs; e.g. contest, camp, racing camp, or combined event. He also said there’s confusion on the funding aspect. Director Evenski said they were working on the budget to better clarify manage this. Director Sorenson suggested that money for encampments may have to be set aside differently from contest support.

6.5.5 COBM (Report from Frank Whiteley)
Director Whiteley briefed on the five commercial operators no longer operating this year. Two mentioned insurance costs, but one would not participate in the SSA Group Hull & Liability plan.

6.5.6 Affiliates & Divisions - no report

12:07PM Break for Lunch. Returned at 1:09PM to 6.1.3

3PM Followed 6.1.2e

7PM reconvene

7.0 Regional Directors' Reports

7.1 Region 1 and 3 (report from Linda Evenski)
Director Evenski said weather had impacted the start of the season. She mentioned that Sugarbush Soaring Association had one of their best years as a result of their youth programs. Mohawk Soaring gained 20 members. Iroquois Soaring is likely to cease operations and not willing to work on re-building. She reached out to Region 1 at Greater Boston Soaring Club, but only three showed up, so a bit disappointed. WSPA Seminar will be in Region 3.

7.2 Region 2 and 4 (report from Jim Garrison)
Director Garrison highlighted four common themes from the sites. A number of clubs are running training camps during the summer, resulting in new members, CFI-Gs, and new
pilots. There are ways to get people moving. Secondly, all sites commented that more CFI-Gs are needed. Third, some of the bigger clubs have had donations and have purchased new K-21s, which have improved enthusiasm and attracted new participation. Fourth, the chapters near large cities are equipping their fleets with transponders and some are discussing ADS-B.

- Merlin Soaring Association and Shenandoah Valley Soaring have recently acquired airports, so by the end of the year, four of the five Virginia chapters will be operating from their own fields.
- Mid-Atlantic Soaring Association bought two new K-21s, which have improved enthusiasm and recently had an open house to their neighbors.
- Aero Club Albatross held some soaring seminars.
- Brandywine Soaring Association returned as an SSA chapter with 100% SSA memberships.
- Philadelphia Glider Council has committed to becoming an SSA chapter. Alexa Owens reported this will include 19 new SSA members and 38 returning. They are currently about 40 SSA members.

Director Garrison lauded Daniel Sazhin’s blogs from the WJGC. He also shared that the presidential TFRs are annoying.

7.3 Region 5 (report from Rich Owen)
Director Owen commented that the Florida clubs are doing fine, though their fleets may be aging. He mentioned Seminole Lake’s 30th Anniversary would be next year. There’ll be three contests in the region; the Seniors, R5 North, and R5 South. Next year will be the 50th for Cordele. The GTA series is running well.

Sun ‘n’ Fun went well with a Stemme S12 and a ’29, sharing the Stemme space. Director Owen suggested an airshow display, for attending a flying event. He said they got 10 rides and 5 add-on ratings. Suggested an SSA logoed tent. He said they attracted a crowd for derigging and suggested doing that a couple of time during the event. Invited to share the space again in 2020.

Director Vassel noted they recently had a line 50 deep for opportunities to sit in a glider. Director Owen said the ’29 and Stemme were not well set up for that, but Seminole has a 1-26 they could use and there’s enough space.

Citrus Soaring closed because Franklin Burbank had relocated to Bermuda High but will return to tow for contests.

7.4 Region 6 (report from Chris Schrader)

7.5 Region 7 (report from Geoff Weck)
Director Weck said the season was very, very wet to start with. The Chicagoland Glider Council seminar was well attended. Guest speakers included Jim and Jackie Payne. The NAA had their air sports meeting in Chicago. Most ASOs reported fairly stable memberships. AMA noted a decline that they chalked up to gains in the drone growth and their lobbying efforts concerning drones. However, that apparently didn’t happen as they planned, so they lost a bunch of members over two years. So it was a quick rise and quick fall, putting them back where they were three years ago.

Director Weck shared some club and commercial operations transitions, noting that Illini Gliding Club had moved from Monmouth to Danville and thought their membership might be down a bit due to the travel time. He said Sky Soaring had access to some additional land and could winch launch to 2000ft to the East. He mentioned that Sylvania Soaring has ceased operations due to insurance costs. Red Wing Soaring had a tow plane accident as one side of the horizontal failed and the tow plane pitched up. The glider got off and landed safely off airport. They’ve since acquired another tow plane.

Region 7 had the 20M Nationals and the regional.

Director Weck reported Airventure updates on the numbers. There were 642,000 paid attendees, 16,800 aircraft operations, 2758 show planes, and 1500 forums, seminars, and workshops attended by over 75,000. There were glider pilots from around the world that visited the SSA booth. There were no glider operations this year and Director Weck said he needs to follow up about that. He praised the core group of volunteers and said they had several walk-ons who stayed and talked for an hour or half-day.

7.6 Region 8 [report from Craig Funston]

Director Funston said cross country soaring is difficult to learn on the west side as it’s mountain flying, so the Seattle Glider Council starts with a Memorial Day Camp at Ephrata and they have talks, training, and mentoring, and many stay for the week. They have some trouble keeping tow pilots available at Ephrata as it’s remote. Spokane Soaring Society is doing well.

He mentioned that Hood River Soaring is well focused and doing very well and through fundraising and bought a K-21 and sold their 2-33 and have scholarships. Willamette Valley Soaring Club is very successful and the Independence Gliding Club recently lost their 2-33.

The Idaho pilots are committed but aren’t a club. They have a yearly regatta at Mackay, near Sun Valley.

In Montana, Greg Mecklenburg and Ursula Howland bought a private airport and are developing it. In prior years he built a winch. They are very active in the community.

7.7 Region 9 [report from Frank Whiteley]
Arizona’s ASA racing series seems to be waning.

Colorado had record setting temperatures and flights September 1st and 2nd and Pedja Bodanovich flew the longest ever Colorado flight to date at 1272k OLC flight at 151kph. Dave Leonard flew a 750k triangle and there were several 500k flights. Bob Caldwell flew a 960k flight.

Black Forest Soaring Society’s newsletter mentioned there is a wing modification from K&L Soaring on the 2-33 that allows a 40lb increase in gross weight, and this will delay completion of their restoration slightly.

Colorado Soaring Association is still rebuilding their Pawnee.

Mile High Gliding is working hard to promote their business and has had a 2-32 completely restored.

New Mexico had a glider fatality, which gives pause to whether a visiting pilot was fit to fly as he apparently suffered a heart attack in flight and managed to land out, but died. Perhaps a case where someone came from a lower elevation and was exposed to heat.

SSA State Governor Colleen Koenig is now chairman of the US Southwest Soaring Museum board and they will be holding a FIRC in January 4-5, 2020. Albuquerque Soaring Club had a canopy open on a Grob on tow and had an incident with tow out gear.

Utah hosted the OLC camp a Nephi. Well attended but with the unfortunate double fatality accident. They also hosted the Logan Mountain Flying Camp which, according to social media accounts, several pilots found intimidating and challenging, including for some Colorado pilots.

Found there’s an L-13AC in Wyoming generally for private use in DuBois, WY.

7.8 Region 10 (report from Steve Leonard)

7.9 Region 11 (report from Jay McDaniel)
Director McDaniel reported that Truckee is rebounding and Williams is doing great. He highlighted the OGN network that’s being set up at several sites. There’ll be a safety seminar in November. One of the presentations will be on the Nixus. Director Alexander said there are two new ASK-21Bs available.

Bernald Smith commented that he thought the PASCO report on the Bridgeport MOA was not strong enough and wanted to board to recognize that. See 6.4.2

7.10 Region 12 (report from Cindy Brickner)
Director Brickner showed tracking for the Dust Devil Dash and how such a demo can be a good out reach tool. There will be an upcoming Edwards AFB air show they will be attending.
She also showed how to use the Craigslist community to list local events and discussed social media outreach.

7.11 Board Action Summary (9/7/2019)
Chair Lafford reviewed open items from the list.

8.0 Other Competent Business

8.1 SSA Hall of Fame Nomination (nomination of Roy McMaster attached)

**Voting.** The Hall of Fame Vetting Board's list shall be submitted to the SSA Board of Directors for approval by 75% majority. Approved candidate’s names will then be submitted for final approval to SSA Life Members and SSA members with 15 or more consecutive years of SSA membership. Final approval is defined as a “yes” vote by at least 75% of the ballots cast.

Induction. The names of the inductees shall be announced and brief citations read at the main banquet of the SSA annual convention. The inductee(s), if present, will be recognized. The Hall of Fame induction ceremony (including the arrangements and publicity) shall be the responsibility of the NSM.

Candidate was confirmed by ballot to be presented to membership for voting.

Director Garrison asked about the results of the vote for 1st Vice Chair. CEO Layton announced Geoff Weck was elected as 1st Vice Chair for 2020.

Director Owen asked about making Hobbs a national’s site annually to help promote maintenance and improvements. Director Whiteley advised that John Seaborn was spearheading that. Director Owen was asked to develop a proposal for the winter board meeting.

8.2 Date and time of next Board of Directors' Meeting - February 21-22, 2020 Little Rock, Arkansas

Chair Lafford as if there was any other business, seeing none, asked for a motion to adjourn. Director Owen moved to adjourn, Director Maleady seconded. Carried. Adjourned at 4:19PM MDT.