

COPA SEF Board meeting minutes June 6, 2021

The meeting was held in Melbourne with several members on line/virtual.

It was called to order at 1PM Eastern Daylight time (US) by Jerry Seckler, President.

The attendees included:

Board members with vote

Jerry Seckler	in person
Arthur Gunn	virtual (left after Treasurer's report)
Bruce Kaufman	in person
Dennis Haber	in person
Timm Preusser	in person
Carrie Woods	in person
Andy Niemeyer	virtual
Mark Waddell	virtual

Also present – without vote:

John Grisham	in person
Ed Watters	in person (portions of meeting)

The following discussions and decisions were undertaken:

Treasurer's Report

STATEMENTS PRESENTED

The Profit / Loss and Balance sheets for the SEF were submitted (on BaseCamp) and were reviewed by Arthur Gunn during the meeting.

Account Receivable from COPA Training LLC

Arthur Gunn reviewed one line item regarding an 'account receivable' from the Training LLC.

This was functionally a grant from the SEF to the Training LLC, for the purpose of running that component. It is not something that the SEF is expecting to be repaid, but it has been shown on the SEF balance sheet as an account receivable, and on the Training LLC as a debt owed.

A discussion was undertaken about whether it was required to maintain this item on the respective balance sheets, or to consider removing them.

Arthur Gunn proposed (Bruce Kaufman seconded) a motion to remove these line items. After further brief discussion, the voting members unanimously decided to remove the items from the financial reports going forward.

Secretary's Report

MINUTES

The minutes of the SEF Board meeting from 3/7/2021 (held virtually) had been distributed prior to this meeting. There was no suggested alterations to the minutes.

The minutes were approved by the Board.

BOARD MEMBERS

The grid displaying membership of the SEF board was presented and reviewed.

The following members of the Board were up for re-election (with associated term):

- Dennis Haber – one-year term
- Andy Niemeyer – two-year term
- Mark Waddell – two-year term
- George Robbins – two-year term

These members were all renominated and re-elected to the stated terms.

There was a brief discussion of what our Board should look for in any new member.

The discussion focused on considering those who may bring expertise and skills in fund raising.

COPA UNIVERSITY

OUTREACH TO NON-CIRRUS PILOTS

At the prior Board meeting, there was a discussion started regarding the desire of the SEF, through the COPA University/CPPP, to reach out to pilots who are not Cirrus specific but involved with technically advanced aircraft (TAA). Jerry Seckler has been in discussions with members for the Training LLC/COPA U, and provided an update.

Jerry Seckler noted the following summary:

- Ground related materials (courses, seminars) would be appropriate for non-Cirrus pilots,
- Flight training would be restricted to Cirrus aircraft.

There was a discussion around what avenues could be pursued to get in touch with non-Cirrus pilots, to alert them to our products, and to invite them to participate.

The potential opportunities for making contact that were discussed included going through:

- Avionics shops that are known for installation of the advanced components that constitute the 'technically advanced' aircrafts; there are several that are well known to our group – but others that could be easily identified;
- Instructor organizations;
- Aviation magazines (such as AOPA, Flying) – for feature articles, or to have writers invited to attend our courses;
- Insurance carriers – who might be encouraged to suggest these courses to their clients with TAA; or could be encouraged to offer some form of discount to those who participate.

Given this desire to include non-Cirrus pilots, **the SEF Board will direct the Training LLC to be prepared to accommodate such pilots.**

This may include defining how these pilots would be registered, and prospectively identifying those courses/offerings that would be suitable to those pilots.

GRANT REQUEST – SIMULATOR REPLACEMENT

This discussion about replacing the flight simulators used both in Europe and in North America was a continuation of a request at our last meeting.

Europe – the two simulators in Europe are approaching being completely unusable for training in that environment; Timm Preusser has already replaced one of the simulators (purchased by his company prospectively); any funding approved would initially be used to reimburse for this simulator purchase.

The grant request presented previously was for \$9,000 USD.

North America – the “FlyThisSim” simulators currently in use are no longer supported, and some of the desired functions (in training) can no longer be performed. However, they can continue to be used for the coming 1-3 years.

There are two companies that have potential replacement equipment – RealSim and Noble.

Both have further development to achieve full functionality.

- RealSim is focusing on Avidyne equipment
- Noble is strictly set up for Garmin/Perspective-Perspective + equipment.

Timm Preusser relates that in Europe the intent is to have one of each device.

The Board realized that the use of the new simulators in Europe would provide some real-world evaluation of the benefits and limitations of these devices – before we are forced to choose and replace the simulators in North America.

Noble Simulators will be displaying their devices, and accepting feedback on their devices, during the current CPPP.

It was noted that the SEF is about to receive a major donation from Bill Frank (amount of \$50,000 USD) – and it was stated that there was an intent to use some of these funds for this grant/simulator replacement.

The Board discussed and affirmed the intent to replace one simulator each year – starting with the one already replaced in Europe, followed by the second simulator in Europe.

The ‘real world’ appraisal from Europe would be used to choose the simulators to be replaced in North America.

The Board voted to approve the \$9000 request to replace the first European simulator this year (effectively reimbursing Timm Preusser).

NOTE: Subsequent to the Board meeting, it was confirmed that Noble Simulators will be donating one simulator the Training LLC.

COPA UNIVERSITY STRATEGY PROPOSAL_(this occurred at the end of the meeting)

Timm Preusser has requested that the Board members review the strategy document he has prepared (and was previously disseminated). Members may submit suggestions directly to Timm.

(A copy will be appended to these minutes).

FUNDRAISING – SEF & COPA U/CPPP

GENERAL FUNDRAISING EFFORTS

There was a discussion of the SEF plans for fundraising in general. This preceded the following more specific discussions.

It was noted that fundraising by the SEF was and has been considered around multiple avenues – and has not focused on any one method.

The methods/avenues for gaining funds were noted to include:

‘Dues’ donation – request previously presented to COPA Board; contribution directly from COPA on membership/renewal of membership; a part of their total dues. It was discussed that the general COPA member benefits from the work of the SEF – including data collection and safety initiatives that are frequently discussed on the COPA website. These members have immediate and first access to the products of the SEF.

It was recognized that such ‘dues’ cannot be considered the sole method of raising funding for the SEF.

It was also noted that there have been and are several other methods being used and developed.

Stock Donations - Bruce Kaufman briefly reviewed the option to donate stock to the SEF. This is typically done with ‘appreciated’ stock providing a tax benefit to the donor.

He has completed a stock donation – noting that stock has been transferred but that the successful completion of the process has not been confirmed.

He is awaiting such confirmation prior to posting on the website a request for such donations, and the ability to provide the correct routing number and SEF account number.

Bruce Kaufman will confirm the successful transfer of stocks – and then will work to get the correct process information onto the website for others to donate.

Estate Planned donations – this was discussed further later in the meeting, but it was noted that one such donation has been planned and will be announced at this current CPPP – significant donation from Bill Frank (essentially an ‘estate’ donation).

Non-Cash/Non-Security donations – these have been under discussion for several years and are at various levels in development. They are discussed further below – but include donations of automobiles, parts, or full airplanes.

REVIEW - SWIFT MUSEUM FOUNDATION - handling of non-cash donations

Bruce Kaufman contacted the Swift Museum Foundation, a 'type club' that is formally incorporated as a non-profit, to inquire how they handle non-cash donations

The Swift Museum Foundation has had various non-cash items donated to them over the years.

- A car - that they used at their museum until it did not work;
- Aviation associated items – have been donated to the foundation and then used in silent auctions;
- Airplane parts – all are used in Swifts; the foundation maintains a physical parts department and will re-sell the parts;
- Airplanes – over the years (and even this year) the foundation will receive Swift aircraft in donation; this usually happens when a pilot dies and the family wishes to dispose of the airplane – and the pilot/family have been associated with the foundation. The foundation will refurbish the plane and use it as a prize in a raffle. [Note added after the meeting – one difference between Swift aircraft and Cirrus aircraft – the Swift has no recognized dealers/brokers, a role that the Swift Museum Foundation has been performing.]

The Swift Foundation has the advantages of having a physical hangar/parts department – to accept and store donations.

They also own the type certificate for the airplane, making sales of parts easier.

They related that they have difficulty accepting automobiles, non-Swift parts.

REVIEW – HANDLING OF NON-CASH/NON-SECURITY DONATIONS

There was a general discussion of the issues involved in handling non-cash/non-security donations – to include cars, parts, and airplanes.

An article on issues related to car donations to non-profits had been circulated before the meeting.

Some of the identified issues included:

- How to value the donation – the IRS will require a formal 'appraisal' for any donation valued by the tax filer as >\$5000. The receiving organization may be unable to provide that evaluation.
- Where to store the items – this could be a significant issue for COPA SEF as we have no physical hangar/storage area; and there is also the liability / insurance coverage on the item until it is disposed of.

It was discussed that issues around valuation could be resolved by avoiding any 'appraisal' but providing the donor with the final sale of the item; (this did not cover the issues associated with a delayed sale of the donated item for more than one calendar year from the donation – and how that could affect the donor's tax liability).

Dennis Haber discussed how he had previously been in contact with a Cirrus Service Center, discussing how they could manage/broker the donation of a Cirrus aircraft.

He proposed that there could be a process where:

- an aircraft was donated and taken to a 'nearby' Cirrus Service Center or broker,
- that center/broker would refurbish the plane (as needed/desired) – but not be paid by COPA SEF or donor – they would receive payment from the sale, or just do a 'donation in kind' to the SEF for the costs of the updates/repairs,
- the center would then sell the plane and the sale price would set the donation value.

It was discussed and proposed that a more formal process be defined in an attempt to accomplish such donations.

Then that process be presented/reviewed by geographically distributed centers/brokers – to gauge willingness to participate and to identify issues that would preclude such a form of donation.

Potential issues (considered after the meeting) include:

Who maintains 'ownership' of the aircraft during the transition from donor to sale.

This would affect who is responsible for insurance on the aircraft.

How to manage the ownership so that the donor receives the tax advantages (and not the service center).

Or whether the process should include an option for the donor to sell/transfer the aircraft to the Service Center/Broker in order to obtain cash promptly, and the Service Center/Broker receives the tax benefits of the donation.

The potential involved parties suggested:

Service Centers	Lakeland (FL), Wisconsin Aviation (WI), Woodland (CA)
Brokers	Steele (the one that has done refurbishment and has facility)
Remodeling	Midwest Aircraft (MN) – any other paint shop/refurbishment place

The priorities for developing plans on how to handle donations was briefly discussed:

HIGHEST PRIORITY

CASH simple and in place; will need to confirm process that the donor gets recognized and receives the appropriate 'donation' letter (suitable for the IRS)

STOCK define effective transfer – create method of alerting potential donors and how they can get the information; same need to define recognition and donation letter

ESTATE PLANNING – it was briefly discussed that the SEF could set up a 'society' or group or recognition for individuals who incorporate the SEF into their estate plans; such donations would not help the initial/short term fundraising requirements

NEXT PRIORITY

CIRRUS AIRCRAFT DONATION draft a proposal on how centers/brokers could participate and either 'flip' or 'refurbish' donated Cirrus aircraft; then have the process reviewed by centers/brokers/legal – and then consider implementation

LOWEST PRIORITY

PARTS / NON-AIRCRAFT DONATIONS – cars, etc – simply encourage donors to dispose of the item, and send the cash proceed to the SEF

CPPP REPORT (John Gressett)

John Gressett provided the Board with an update on the current state (post-pandemic) of the CPPP planning and program.

During the pandemic the COPA University sponsored several ‘on-line’ seminars.

They were open to participation without a charge – but donations were requested. About \$7000 USD was raised from these events.

Several were highly popular (high participation) – and these seemed to be the most ‘timely’; such as course on thunderstorms given in the spring or on icing in the fall.

The on-line participants were encouraged to attend CPPP events (when they resumed) – noting that the longer CPPPs provide much more information – even on those topics presented online.

Conclusions regarding the online seminars discussed at this board meeting:

- there are popular topics – and they may ‘reach the unreachable’ (ie folks not likely to attend a CPPP)
- feedback was generally very positive
- the technical quality of the presentations needs to be improved (and is in progress)

The SEF board recommended keeping these types of seminars as one of many ‘tools’ going forward.

NEW BUSINESS

Grant request and Tracking process

Timm Preusser has requested that the Board define the process for requesting funding – and develop a concurrent method of shepherding the request through evaluation and approval/rejection.

Bruce Kaufman (secretary) will draft a proposed mechanism to use for grant requests to the SEF – including the ability to continue the evaluation/discussion ‘off-line’.

The meeting was adjourned after determination that there was no further business or discussion remaining.