

The SEF Board held a meeting (in person and Zoom) at the DuPage Airport on June 26, 2022 at about 12:30P

Attendees:

In Person: Jerry Seckler, Bruce Kaufman, Carrie Woods, Arthur Gunn

Zoom: Dennis Haber, Andy Niemyer, Mark Waddell, Timm Preusser, Scott Williams (ex-officio)

Potential donations from vendors:

Jerry Seckler noted that the primary goal of this meeting was to review the planning for the fundraising efforts of the SEF, to include the upcoming events at Oshkosh AirVenture and at the fall Migration.

Jerry has heard from Noble Simulators – and they are likely to donate a full sim (~\$14,000 value).

Cirrus is in the process of putting together a ‘package’, perhaps similar to what they provided last year; it was noted that they seem reluctant to provide jet sim time/experience, but are installing an SR simulator; their package may include a trip to Knoxville.

Carrie Woods did review some work / donations she has arranged for the OSH dinner (highlighted – in discussion)

Silent auction materials:

item	from	value	contact
<input type="checkbox"/> Aeroshell team ride	from ASPEN	\$\$\$	James Buck 505-288-1858
<input type="checkbox"/> Annual inspection – Barker	Aviation Resources	3,300	Jim Barker 715-822-5787
<input type="checkbox"/> annual inspection – Steel	Steel Aviation	3,000	Jaime Steel
<input type="checkbox"/> ???	NexAir Avionics		Dave Fetherston
<input type="checkbox"/> ???	BestTugs		

Door Prize materials:

<input type="checkbox"/> aircraft tires	Goodyear	600	???
<input type="checkbox"/> aircraft tires	Michelin		
<input type="checkbox"/> Windshield tint	Jet Shade	450	Manny Meyrat
<input type="checkbox"/> fine wire plugs	Tempest	1,000	Vince Bechtel 770-328-8797
<input type="checkbox"/> Lecture Class * PIC	COPA SEF	1,225	

Migration auction:

The auctioneer has been retained – on a straight fee; she has provided Carrie with information to help us enhance the fundraising.

She and Carrie have discussed possible added items to be auctioned:

Example: golf packages (Kohler/Whistling Straights, Greenbrier)

Intent is to expand the offering beyond just aviation goods – to entice the spouses/significant others.

Other items suggested include: seaplane training/rating, upset recovery training, training time with Platinum CSIPs.

Arthur Gunn will be talking with a seaplane instructor in MN (he has contact info/training time with him) to explore any options there.

The OSH Hilton provides SEF/COPA with rooms (part of the package for the dinner meeting held there during OSH); these rooms cannot by themselves be ‘auctioned’ off (requirement of the Hilton/Airventure) – but the room(s) can be combined in a package/‘experience’ that can be auctioned; this could include attendance at the various Cirrus/COPA related dinners and functions.

It was also suggested that we explore a similar ‘experience’ package for SunNFun.

Dennis Haber will start to investigate that possibility.

Bruce Kaufman will collate the list of items that have been considered, and those that were donated and auctioned at the last Migration; this will be forwarded to Jerry for distribution to the Board.

Jerry is likely to designate specific board members to contact specific vendors (to avoid more than one contact person per vendor).

Other fundraising ideas:

Dennis Haber and Andy Neimeyer discussed the potential to 'sell' or distribute Challenge Coins.

"Challenge Coins" can be made for several dollars each, and then can be used as 'gifts' in return for specific donors or VIPs.

They can also be 'sold' for \$10-20, thus creating a profit.

They will continue to work out this idea for further consideration of the group.

Arthur Gunn noted that the Migration venue provides an opportunity to save on taxes for the event services (food, beverage, hotel facilities for the organization), but only if the contracting and billing is done through the SEF (charitable organization). He has sent messages to the Migration organizers, but has not heard back

Scott Williams will be in contact with the Migration organizers to facilitate this collaboration.

Training LLC – CPPP:

Jerry Seckler noted that the SEF Training LLC has had a change in leadership.

Mike Barnes has become the "Provost" of the organization, with Ed Watters becoming the Dean of content.

Mike Barnes has been in communication with Jerry to review his plans for the Training LLC and CPPP revisions. This will be including a significant revamping of the overall content, as well as the 'presentation'. The organization is diligently working on defining costs (per event/per component of event), and correlating with venues. This will be informing the future location and timing of events.

Timm Preusser noted that the Australian CPPP will be held this calendar year, as there are enough participants, and a hotel has been booked.

Planning continues -but the local Australian pilots will be arranging the staffing and dinners; Timm will be working on the instructors.

SEF Financial update

Arthur Gunn has previously provided the Board members with financials through the end of May.

Scott Williams noted he had not received them – Jerry Seckler will provide them to him.

The overall picture is currently stable.

There was a very small profit noted in the Training LLC balance.

As the Training LLC begins to define the course sequences/locations for the year 2023, they will be in touch with Arthur Gunn to coordinate as needed.

- Jerry to confirm the collaboration between the Training LLC and the Treasurer.
- Opportunities for cost savings by using the tax-exempt status in certain states for the CPPP programs.
- Desire to maximize the ability to have an appropriate profit on these activities (to allow the program to continue).

Next Board meeting – to be arranged by Jerry Seckler (virtual) in **about 3-4 weeks – before OSH (about July 15-21).**

This will be used to update the progress and 're-focus' efforts on fundraising (at Migration/auction).