

COPA SEF Board meeting minutes May 6, 2022

The meeting was held by ZOOM.

It was called to order at 9:00AM Central Standard time (US) by Jerry Seckler, President.

The attendees included:

Board members with vote

Jerry Seckler
Arthur Gunn
Bruce Kaufman
Dennis Haber
Timm Preusser
Andy Niemeyer
Mark Waddell

Guest (without a vote)

Scott Williams (COPA)
Megan Vander Voort (CPPP)
Ed Watters (COPA U)

Carrie Woods – excused, traveling, comments submitted

The following documents had been distributed in advance of the meeting:

- COPA Training LLC Minnesota filing 2022
- COPA SEF Minnesota filing 2022
- COPA SEF conflict of interest statement
- COPA SEF Dropbox access information
- Financial documents for SEF/COPA U through March 2022
- COPA letter to SEF (draft version) 3/2022
- Marketing proposal – Nathan Barnes

Old Business – discussed briefly - primarily for information

The following items were briefly noted:

Confirmation of the required yearly business registrations with the State of MN

Review of the cleanup of access to BaseCamp for the SEF/COPA U

Simulators old (FlyThisSim) – The SEF had owned five of these in the US, and 2 in Europe.

One has been sold for \$5,000

There was a discussion about the desirability and feasibility of selling/auctioning off the remains sims.

It was noted that the SEF did not wish to assume any liability (in the case of an auction of this item), or take on potential ‘poor opinions’ due to the equipment having diminishing support.

→The SEF will allow these to be sold ‘as is’, but not auctioned.

Facebook page - COPA

The group was informed of Jerry Seckler (Chair) decision that the SEF would not be taking on the COPA Facebook page – as this group has a number of other more important actions requiring our attention.

The need/desire for a ‘social media’ presence for the SEF will be revisited – probably as part of the Marketing plan.

Conflict of Interest

The group was informed of the need for completing this yearly.

→ Bruce Kaufman (secretary) will be in touch with all members directly to complete this task this year.

Financial Update

Notation of the submitted financial reports

Brief discussion but no action items.

CPPP events summary

Ed Watters and Megan Vander Voort were able to summarize the CPPP events to date and planned, along with Mark Waddell and Arthur Gunn noting some financial overviews.

Events planned this year include:

- three 'one day plus' events
- five 'full 3 day' events

Next year – the plan is currently geared towards:

- 6 'one day'
- 4 'three day' events.

It was noted that there are some key differences between these types of events.

The one-day events can be 'hosted' almost anywhere; the costs are more limited and defined; and these tend to 'make money'

The three-day events require greater resources (accommodations, meeting rooms, airport access and appropriate training areas for flights). As such, it is being considered that these will have to be located near larger populations/concentrations of COPA pilots and perhaps regionally distributed.

Sites in consideration include – San Diego, Florida (?Ft Myers), Texas, NE-Burlington

There was also a brief discussion that these events may need to become a more fixed location (same location every year) – to secure best rates, and to ease logistics.

The entire CPPP program is undergoing financial evaluation – starting with deeper dives into the costs at a finer level; this is being coordinated by Mark Waddell.

It was suggested that Ed Watters should become more involved in the financial planning of future CPPP events)

Fundraising

The group was directed to the supplied documents that summarized the ideas around our fundraising, and the letter from COPA Board of Directors noting their support and required information.

Migration - Auction

The COPA Board has given the SEF permission to hold and arrange for a fundraising auction at the upcoming Migration.

The auctioneer from last year was not available for our dates.

The SEF has engaged another auctioneer – RED APPLE; they have experience with aviation.

The costs are:

\$6500 flat rate – deposit of \$2500 has been paid

they are signed and 'booked'

Sept 26 the remaining \$4000 is due

Discussion then centered on the need to obtain items for auction

- Jerry has put together a list of potential donors; this will be circulated to the SEF board

members, with the intent that each member will ‘sign up’ (or will be assigned) to solicit specific groups for donations. With designated assignment – will avoid overlapping contacts with donors.

- It was felt that the majority of items would be part of the “Silent Auction”, with the few BIG things as part of the live auction.
- A subgroup will need to be assembled to work on the actual logistics of the entire auction.

Possible Airplane donation

Dennis Haber has received an inquiry (indirectly) from someone who is considering donating an airplane to the SEF.

He noted that at this time such a donation is merely a ‘mention/idea’.

Dennis will be attempting to contact the potential donor (even if indirectly) in an attempt to define a timeline.

Possible AOPA fundraising contact

It was noted that there is a COPA member who is involved in AOPA fundraising, and could be a resource for the SEF.

Jerry has noted he would like to make contact with this individual (**Does anyone recall this person’s name?**)

Marketing

Formal marketing approach

Carrie Woods and Megan VanderVoort (in prior discussions) have raised the desire for the CPPP to engage with in a more formal ‘marketing’ program.

The concept is to provide the SEF a ‘cohesive’ marketing approach.

Timm noted that this reflects a need to address two groups:

- “Business” – to enhance the attendance at CPPP events, focused on the attendees/potential attendees (for 1 day and 3 day events)
- “Donors” – preparing materials for potential major (and minor) donors. Such material would reflect the goals of the SEF, and consolidate the message(s).

It was noted that there would very likely be different methods used for these groups.

Bruce noted that there are likely to be a few more ‘areas’ that would also benefit from such a comprehensive and coordinated effort.

Carrie and Megan had provided the group with an information sheet from Nathan Barnes, who with his father has already contributed to CPPP website.

The SEF Board noted that this list of available services seemed comprehensive, but that the Board would like to see/review a more defined recommended proposal.

?? who if anyone is tasked with obtaining such proposal??

→(after meeting – Jerry has suggested that we contact Nathan for a formal presentation to the entire board; Bruce will attempt to contact him).

Additional ideas briefly noted:

desire to add to the SEF board someone with Marketing experience

consideration of 'grant writing' geared towards soliciting donations – possibly from airlines

(Jerry noted he would talk with Cirrus about this – given their sales to new airline focused flight schools; he will also attempt to make contact with the United Airline person who is running their new pilot training program using Cirrus airplanes.)

Embark program (Cirrus) and training

Timm noted that he has NOT been seeing new Embark pilots in COPA; there was a discussion with Scott Williams about the involvement of Cirrus Aircraft with Embark pilots and their interaction with COPA.

→It was felt that COPA was the appropriate group to take this up with Cirrus Aircraft; Scott will take this back to the COPA Board.

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Online program development

Ed Watters is trying to develop a quarterly online update – that is not really a seminar topic – to repeatedly showcase the SEF and CPPP;

Also – developing a regularly occurring entry in the COPA magazine was briefly discussed.

Next Meeting - topics

The next SEF Board meeting

Jerry will be arranging for an 'in-person' meeting, likely at the upcoming Dupage CPPP in June.

Although 'in-person', there will be a ZOOM option for those unable to attend.

The goal of that meeting will include more detailed discussions of the

- Migration auction planning
- Marketing plans – Social media activity

It was noted that there should be regular meetings (every 4-6 wks) until Migration in order to keep the auction/fundraising efforts moving forward.

The meeting was then adjourned.