

# **Utah Soaring Association**

Annual Meeting 2014-2015  
1/31/2015

# Agenda & Timeline

1:00 - 1:15pm Pizza & Drinks

1:00 - 2:00pm General Meeting

2:00 - 2:10pm Break

2:10 - 3:00pm 5 Year USA Plan

3:10 - 3:10pm Break

3:10 - 4:00pm Discussion, Board Election

# Highlights of 2014

- Winter Soaring Seminars 2013/2014
  - Dan Thirkill put on a series of great seminars
- Stan McGrew
  - We celebrated his 80th birthday
- Two major Nephi events
  - OLC Event was major success
    - 68 gliders, ~80 pilots
    - features in Soaring Magazine
    - features in Gliding International
  - Region 9 North
    - 38 glider, 45 pilots
  - both events put on by Bruno and Ron; awesome job!
  - ~9K profit

# Highlights of 2014 cont

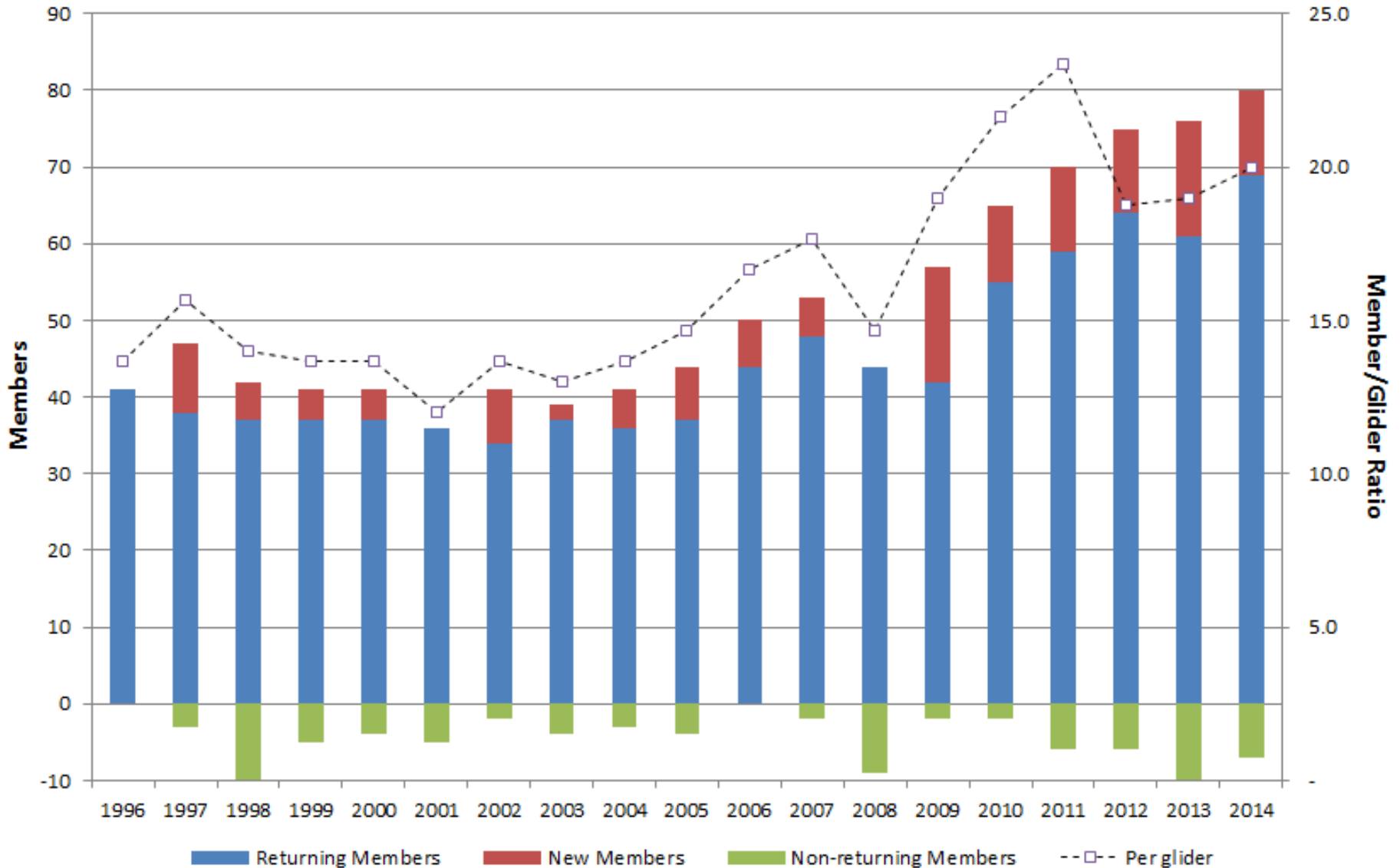
- Events 2015
  - Nephi OLC June/July - full w. waiting list
  - Logon - August - 35 slots
- Event 2016
  - Nationals in Nephi
- More in Long term plans from Nephi and Logan

# Club Membership

Member type	2012	2013	2014
Active (Full)	30	33	37
Associate	32	37	37
Affiliate	8	4	4
Instructor	2	1	1
Other	3	1	1
<b>Total</b>	<b>75</b>	<b>76</b>	<b>80</b>

- 11 new members (15 new in 2013 including Cache Valley):
  - **Students (primary & add-on):** Aaron Eiler, Glade Ellingson, Tom Holben, Bill Smith, Joel Cooke, David Gnemi
  - **Experienced:** Sandy Coleman, Randy Olsen, Jack Egginton, Chris White
  - **Returning:** Russ O'Brien
- 7 members dropped from 2013 to 2014 (14 the year before)

# Membership Growth



# Members remembered

- Jeff Knell, member since 1996
- Michael Povinelli, member since 2005

# Instruction Summary 2014

Instructor(s)	Student	Locations	Type	Status
Gene Reinecke	Jim Jensen	Cedar Valley	add-on	Passed check ride
Lynn Alley, Dan Thirkill	Steve Garner	Morgan	primary	Passed check ride
Gene Reinecke, David Cleveland	Peter Strzelec	Cedar Valley	primary	Passed check ride
Adam Kite	Bret Johnson	Logan	add-on	Passed check ride
Lynn Alley	Dave Gnemi	Morgan	add-on	Solo
Adam Kite	Joel Cooke	Logan	primary	Solo, near check ride
Adam Kite	Robert Kidd	Logan	add-on	Near-solo
York Zentner	Bill Smith	Morgan	add-on	Pre-solo
Gene Reinecke, Dave Cleveland	Glade Ellingson	Cedar Valley	primary	Pre-solo
Dave Cleveland, Gene Reinecke	Tom Holben	Cedar Valley	add-on	Solo

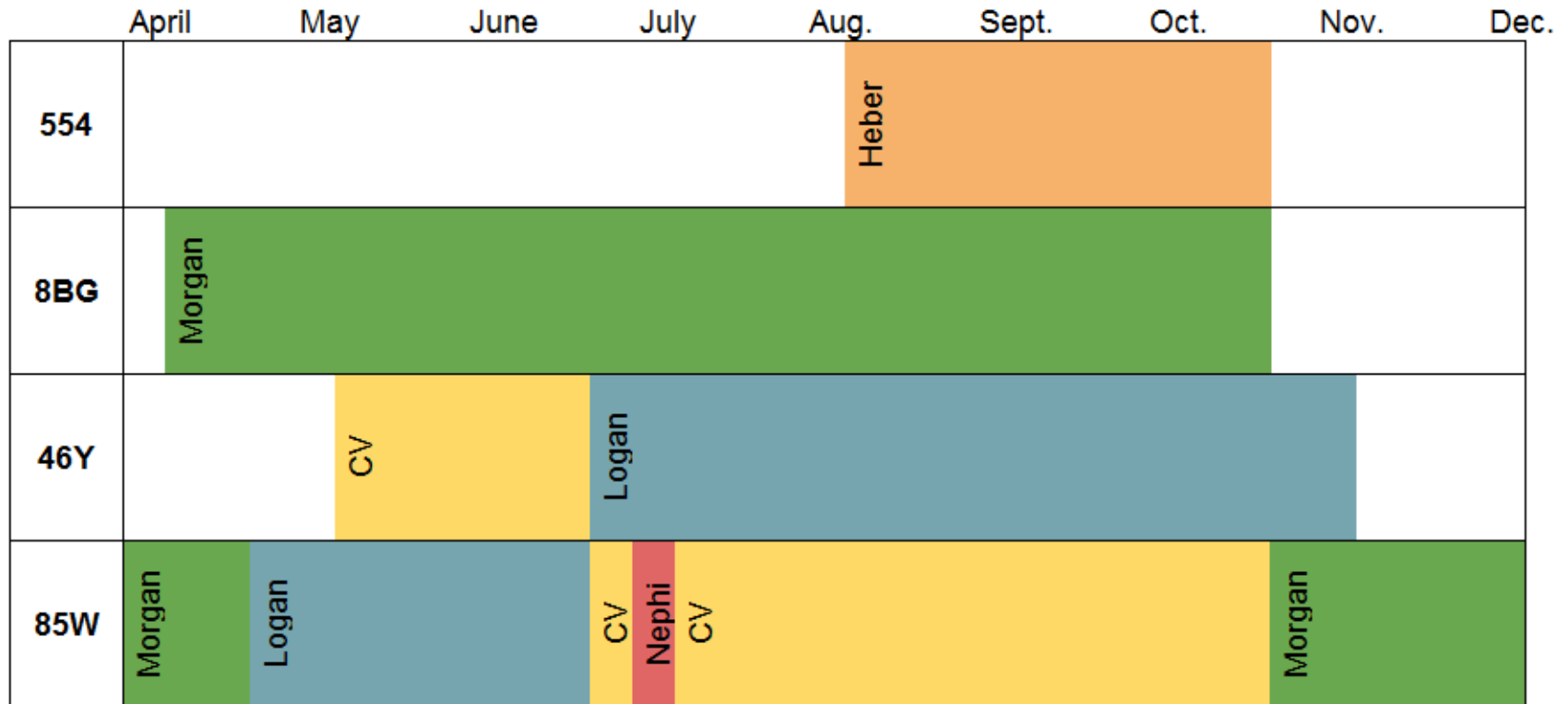
Randy Olsen, Sandy Coleman checked out in Grobs by Dave C. & Paul S.

**Many other annual checkouts, Astir checkouts, & flight reviews**

**Thank you to all the instructors!**



# Glider placement 2014



Shortened season for 554 in Heber due to delay in return from repair work under insurance claim, and then Heber tow plane out of commission following prop strike in Nephi

# Flight Activity by Glider

Hours	2012	2013	2014
N228BG	127.7	98.5	97.2
N4446Y	171.4	88.0	94.7
N54554	119.9	80.0	35.4
N8485W		178.6	172.2
<b>Total Hours:</b>	<b>419.0</b>	<b>445.1</b>	<b>399.5</b>

Flights	2012	2013	2014
N228BG	143	97	173
N4446Y	288	104	182
N54554	152	121	42
N8485W		267	263
<b>Total Hours:</b>	<b>583</b>	<b>589</b>	<b>660</b>

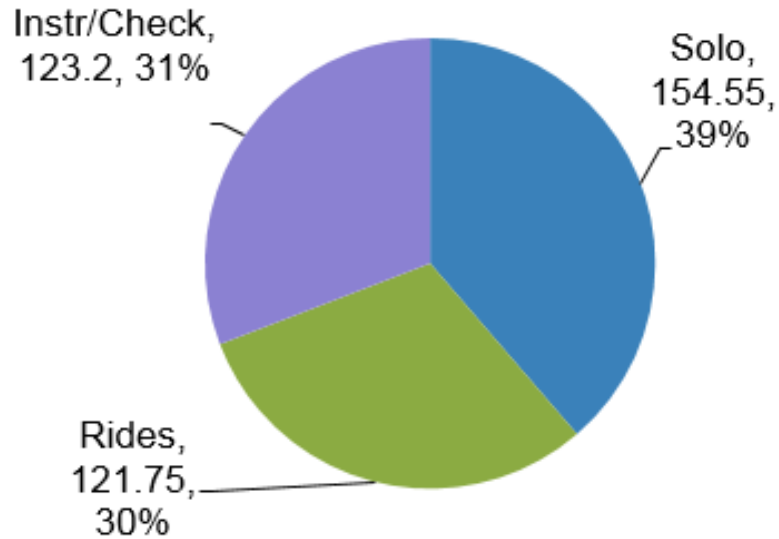
# Flight Activity by Airport

Hours	2012	2013	2014
Cedar Valley	171.4	151.3	148.9
Heber	119.9	79.3	35.4
Logan		64.3	68.8
Morgan	127.7	101.4	127.7
Nephi		48.8	18.7

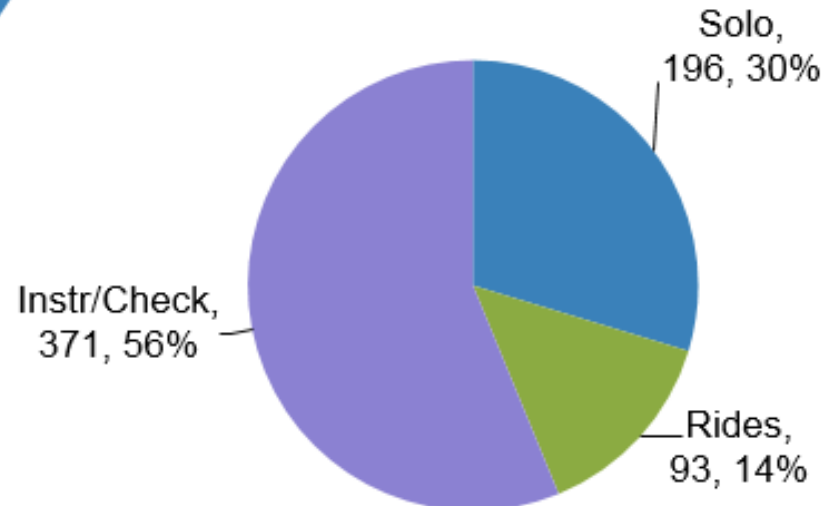
Flights	2012	2013	2014
Cedar Valley	288	218	267
Heber	152	88	42
Logan		111	124
Morgan	143	147	219
Nephi		25	8

# Flight analysis

## Type by Hours



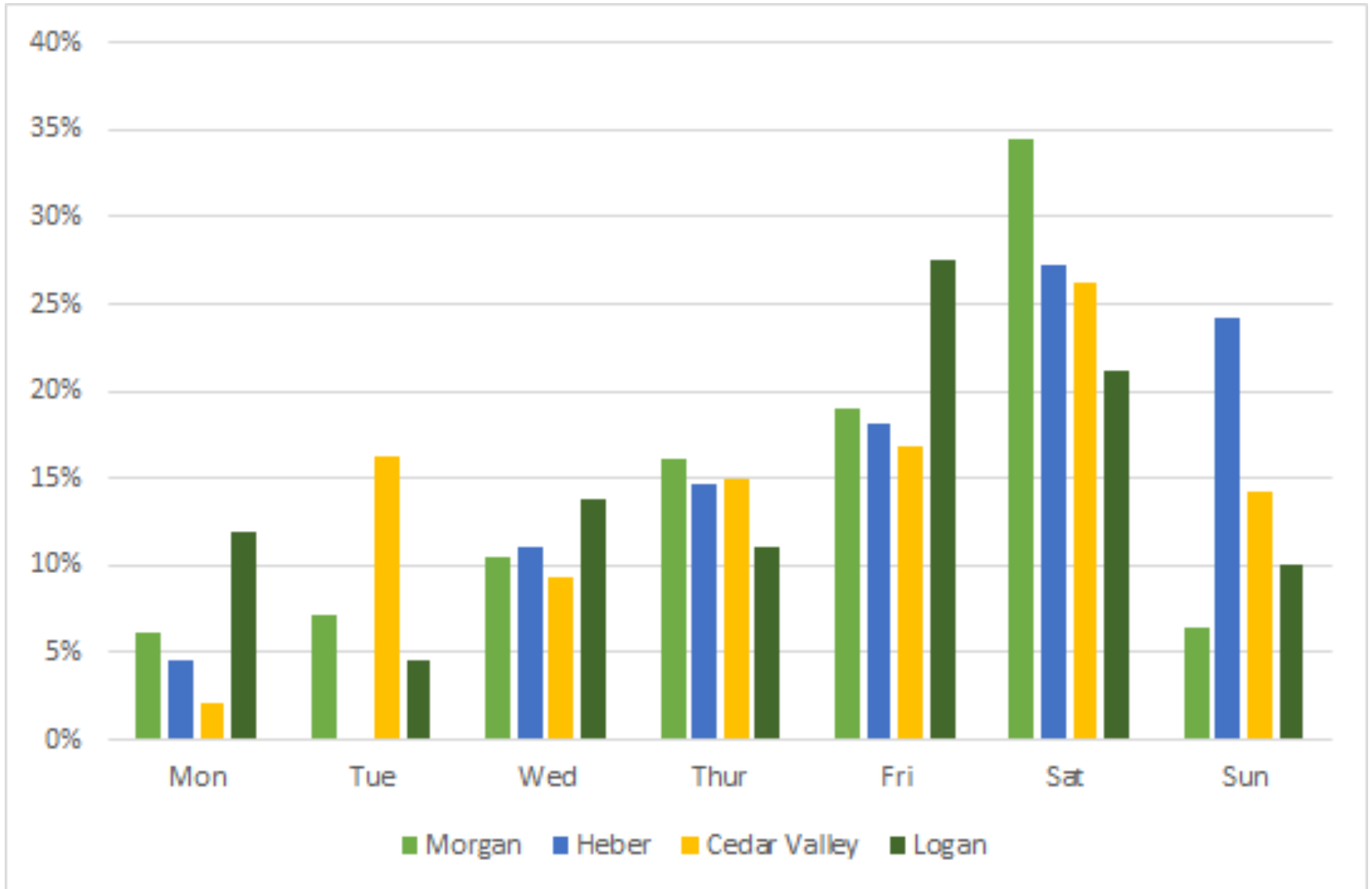
## Type by Flights



# Flight activity by pilots

- Active (Full) Members
  - 4 of 37 did not have flights in 2014
  - Average total flight time for those flying: 10.2 hours
  - Top total flight time: Steven Garner - 48.1 hours
- Associate Members
  - 17 of 37 did not have flights in club ships in 2014
  - Average total flight time for those flying: 3.2 hours

# Usage by day of week (% of flights)



# Utah Soaring Association

## Income/ Expense

<b>Income</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
Active dues (incl. prepay disc.)	\$14,700	\$18,125	\$21,150
Associate dues	3,700	4,470	4,560
New member fees	4,500	6,000	5,000
Other (affiliate dues & other adj)	250	577	-2,144
Nephi (incl. matching)		4,532	5,484
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<i>Total income</i>	<i>\$24,989</i>	<i>\$34,304</i>	<i>\$34,050</i>
<b>Expense</b>			
Insurance	\$5,955	\$6,571	\$8,366
Maintenance, repair, inspections	5,683	3,448	4,428
Equipment & instruments	672	4,114	0
Supplies, oxygen & tie downs	989	3,057	1,686
Interest	219	1,000	1,021
Administrative (office, internet, taxes, fees, events)	906	709	3,986
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<i>Total expense</i>	<i>\$14,195</i>	<i>\$15,451</i>	<i>\$19,487</i>
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<b><i>Net income</i></b>	<b><i>\$8,955</i></b>	<b><i>\$18,853</i></b>	<b><i>\$14,563</i></b>

NOTE: Other income adjustments for 2014 include write-offs of uncollectible amounts for 2013 and 2014

2014 admin. expense includes prop tax on 85W of \$2,566

# Utah Soaring Association

## Nephi Income/ Expense Detail

<b>Income</b>	<b>OLC</b>	<b>R9</b>
Registration	\$15,665	\$6,750
Tow collections	20,340	18,552
Food	5,077	4,591
Oxygen	1,900	785
Other (maps)	677	120
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<i>Total income</i>	<i>\$43,657</i>	<i>\$30,808</i>
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<b>Expense</b>		
Insurance & sanctioning	\$735	\$2,115
Admin, facilities, support, equip	9,061	5,451
Credit card processing	1,310	894
Tows (reimbursed)	21,013	18,008
Food	5,046	4,340
Oxygen	466	542
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<i>Total expense</i>	<i>\$37,631</i>	<i>\$31,350</i>
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<b><i>Net income/(loss)</i></b>	<b><i>\$6,026</i></b>	<b><i>(\$542)</i></b>
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# Utah Soaring Association

## Balance Sheet

NOTE: There is an additional cash balance currently (Approx \$13K) from prepaid registration for 2015 OLC event. This is not included because much of it will be committed to cover expenses.

<b>Assets</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
Cash (bank accounts)	\$10,221	\$6,648	\$14,103
Accounts receivable	3,052	2,278	982
<b>Current assets</b>	<b>\$13,273</b>	<b>\$8,926</b>	<b>\$15,085</b>
Equipment (4 gliders)	172,400	172,400	172,400
Equipment (3 trailers)	15,000	15,000	15,000
Equipment (other)	775	1,445	1,445
<b>Total fixed assets</b>	<b>\$188,175</b>	<b>\$188,845</b>	<b>\$188,845</b>
<b>Total assets</b>	<b>\$201,048</b>	<b>\$197,771</b>	<b>\$203,930</b>
<b>Liabilities</b>			
Loan (8BG wing repair)	\$8,205	\$2,700	\$0
Loan (Astir purchase)	28,000	21,094	14,183
<b>Total liabilities</b>	<b>\$36,205</b>	<b>\$23,794</b>	<b>\$14,183</b>
<b>Equity</b>	<b>\$132,843</b>	<b>\$173,977</b>	<b>\$189,747</b>

# Financial Highlights

- Debt reduction going well
  - Paid off 8BG wing loans complete
  - Half-way done paying of 85W purchase loans
- Some significant cost increases in 2014
  - One-time: Pay property tax on 85W
  - Ongoing, but declining: Insurance premiums
  - Hopefully not-ongoing: Repair costs
  - Smaller, but ongoing: Scheduling system, accounting system, hangar costs
- Overall financial situation
  - Strong position in terms of receipts relative to expenses
  - Potential uncertainty because much is driven by new-membership
  - At this point, core revenues can fund general operations - Nephi receipts can be considered for supplemental opportunities

Break

# **Discussion of possible long term vision and plans**

(Bruno Vassel)

# **Return to Club General Business Meeting**

(Johann)

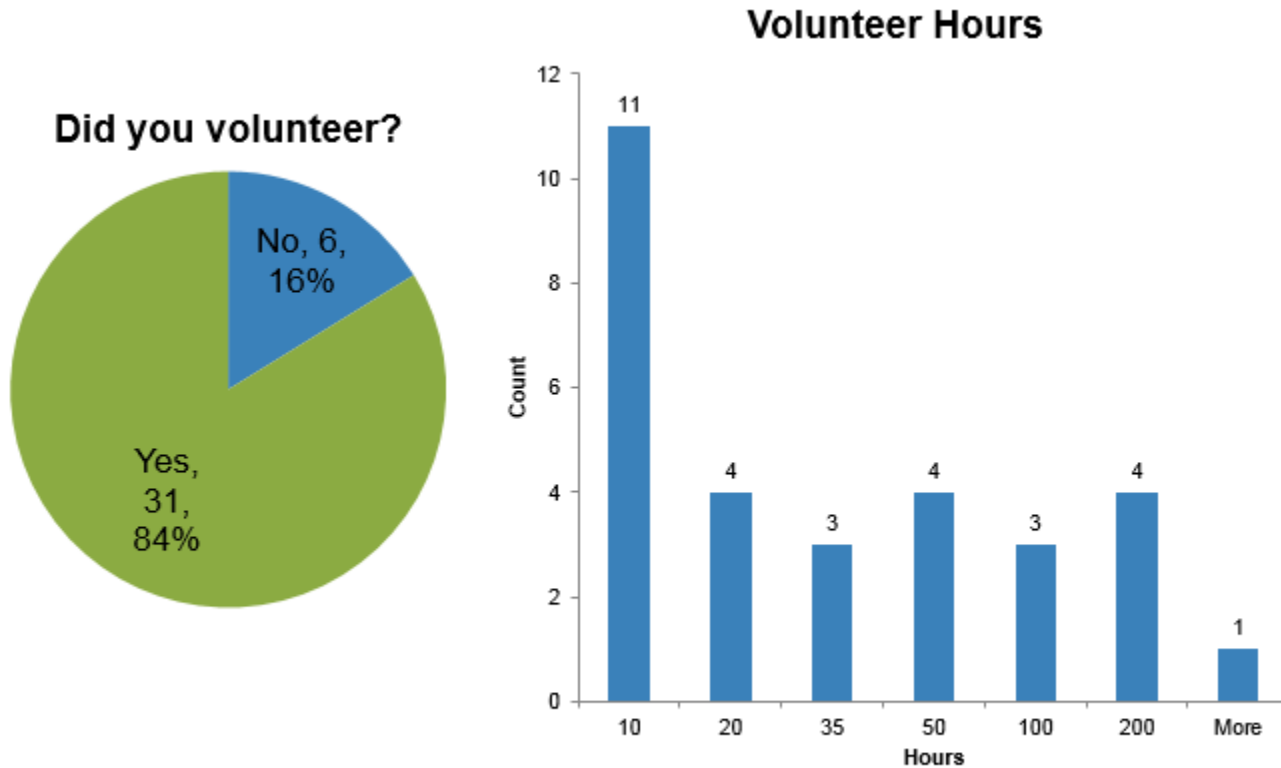
# Survey overview

**~50% response rate among flying members (associate/active)  
for the member survey (37 responses)**

# Communications Satisfaction

	More	About Right	Less
Email	12	22	0
Newsletter	13	12	7
Mail	1	12	20
Website	17	13	3
Meetings	10	21	1
Word of Mouth	4	20	8
Social Media	13	8	11

# Volunteer involvement

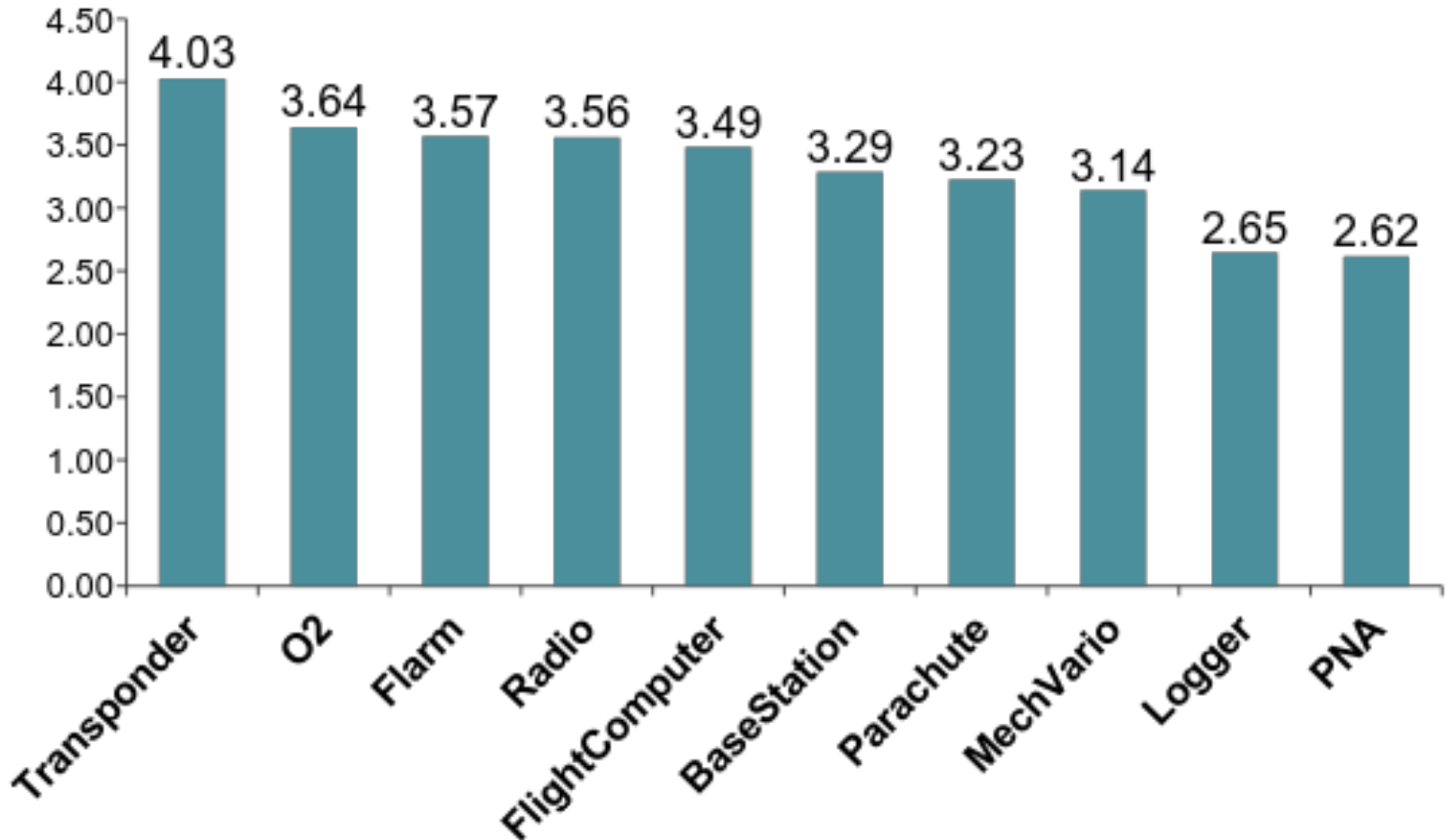


**Should there be an 8 hour minimum volunteer requirement? 70% “yes”**



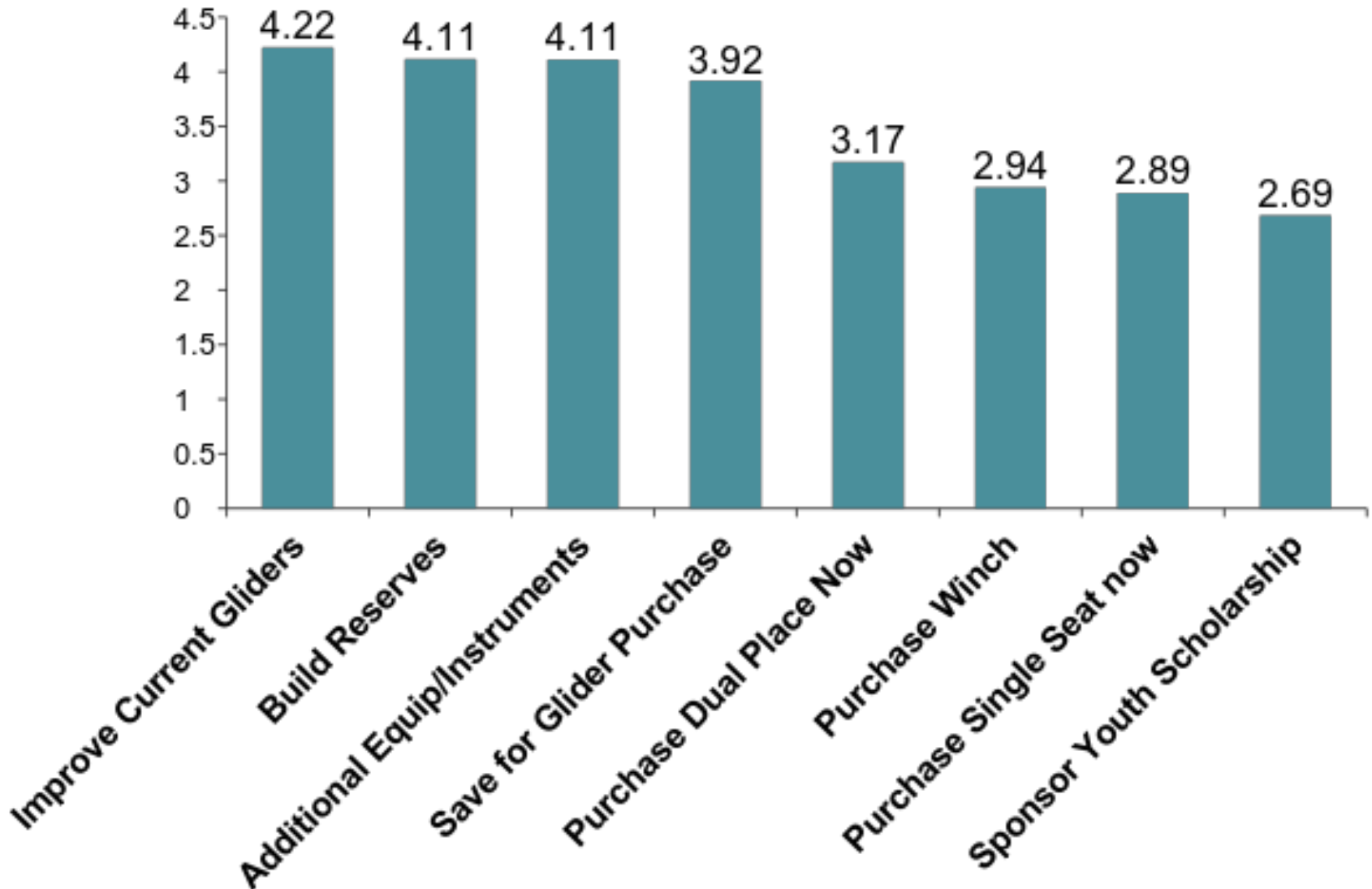
# Equipment Priorities

Average scores listed below (response scale 5=high priority 1=no priority)

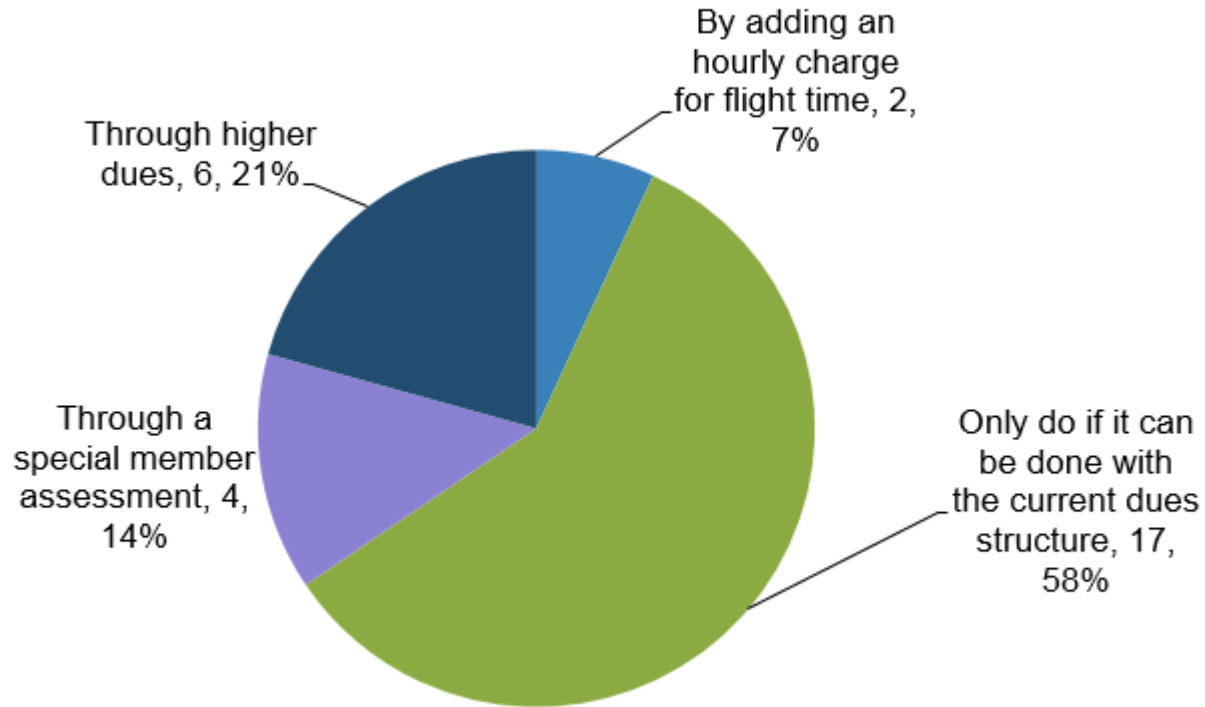


# High-Level Priorities

Average scores listed below (response scale 5=high priority 1=no priority)

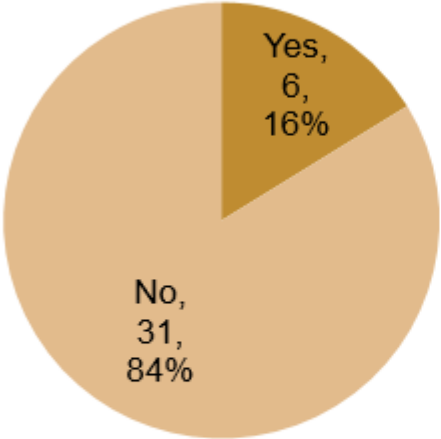


# How to fund a purchase?

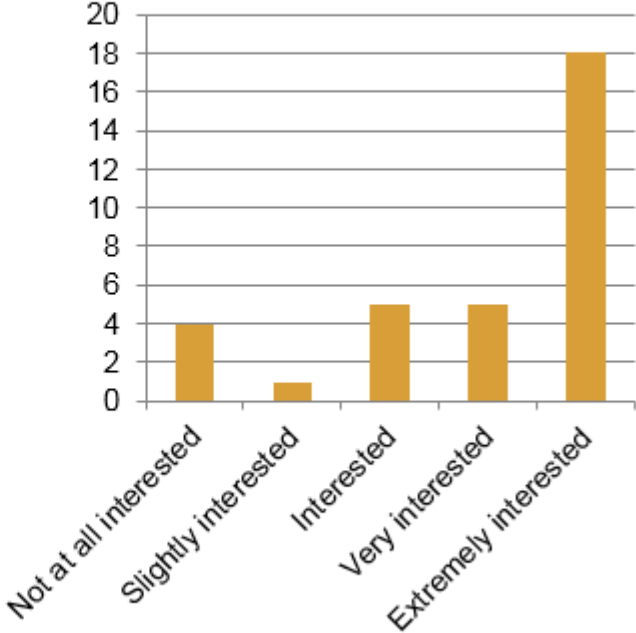


# Winch launch experience/interest

Have endorsement?



Interest in winch endorsement



# Other discussion items

# Member distribution (2012)

Member type	Number	%
Logan/Idaho	6	8%
Ogden/Huntsville	7	9%
Bountiful/Layton/Morgan	10	13%
Salt Lake City	15	20%
Draper/Sandy	9	12%
Park City/Kamas	9	12%
Heber/Midway	6	8%
Utah Valley	9	12%
Saint George	2	3%
Out of State	3	4%

# 2015 Placement Considerations

- Early season start
  - Logan (year-round tows, could start mid-March)
    - need to arrange work party around 46Y
  - Nephi (tows starting late March/early April)
    - might open first weekend of April - stay tuned
  - Morgan (tows starting late March/early April)
    - 85W work party and to Nephi
- May start
  - Cedar Valley (standard season)
- June start
  - Heber?
    - Repair work on runway, ramp, runway lights, not likely to be completed until beginning of June
    - Tows on weekends and one weekday only this year

# Safety update

- Review of prior policy changes
- Update policy for instructor approval
- Continuing online recording of check-outs
- General safety status
- Brief discussion of incidents/accidents 2014



# Equipment Maintenance/Upgrade

- 85W
  - get ready for serious XC
  - new vario 7V or 80
- 554 - 554 Trailer
  - will have work party to polish/wax
- 46Y & 46Y Trailer
  - will have work party to polish/wax
- Review maintenance items identified by Stan McGrew for all gliders

# Open Discussion

- Other member questions/comments/suggestions

A number of bylaws and potentials flight policy changes were discussed. Details will be provided separately.

# Thanks!

Volunteers @ Nephi

Stewards

Maintenance

Board

Safety

Instructors & Chief Instructor

Events & Competitions

Communication Officer

# Board Election

- Current board held meetings every 6 - 8 weeks:
  - all open and online via Google Hangout
- Officers to consider for election
  - President: Gene Reinecke
  - Vice President: Bruno Vassel
  - Treasurer: Mike Hendron
  - Secretary: ?
- Other - appointed by board:
  - Maintenance: Johann Posch & Bill Bailie
  - Chief Instructor, Safety Officer
  - Special thanks to Tim Taylor, VP
  - Special thanks to Ray Fredell, safety officer

# Election Results

- Officers elected
  - President: Gene Reinecke
  - Vice President: Bruno Vassel
  - Treasurer: Mike Hendron
  - Secretary: Bill Ogilvie
- Other appointments will be made by the board at the first board meeting:
  - Maintenance, Chief Instructor, Safety Officer