

**Called Meeting of the Airflow Club of America Board
Teleconference, November 7, 2018**

ATTENDEES

Board members:

President Tom Prince
Vice President John Boyd
National Director John Librenjak
National Director John Wagner
National Director Jon Clulow

Regional Directors: David Felderstein, Chandler Smith, and Norm Mulloy

Newsletter Editor Frank Daly

Not present:

Secretary Doug Conran
Treasurer Dennis Pitchford

President Tom Prince called the meeting to order at 11:07 PST and determined that a quorum was present.

Newsletters and club finances

VP John Boyd walked through the talking paper, "Financial State of the Club", which collated and summarized ACA year-end financial statements for 2014 through 2017 and discussed the need for increased revenue, reduced expenses, or both for the health of the ACA. There was lively discussion of the presentation.

Comments made included:

- Frank Daly noted that although the club capital, as indicated by the year end balances, was declining over these four years, it had been a conscious decision by the board to reduce the year-end capital of 2013, nearly \$30,000 at the time, to about half that. The year-end balance in 2017 was about \$15,000.
- Frank also noted, without contradiction, that \$15,000 might be an acceptable capital level for a club of the size and nature of the ACA.
- Comments by several others anticipated the conclusions of the presentation, including that the current format, design, and content of the newsletter under Frank's editorship are admirable and effective; that for many members, the newsletter is the lion's share of their benefit from the club; that we must not suddenly switch to email newsletters, dropping the printed version; that with the dues increase effective in 2019 there is no immediate crisis, but that the discussion was timely in any case.
- John Boyd noted that the club might be able to improve its financial standing by higher registration fees at meets (e.g., \$60 instead of the recent past \$40), and by cost control at the meets in such matters as breaking even on banquets and considering low-cost methods of security for the cars. ACA meets were, in the past, somewhat simpler.
- John Librenjak proposed, and Jon Clulow later elaborated on, providing a box on the membership forms offering members an easy way to contribute a small donation to help support the club with suggested levels of, say, \$10, \$25, \$50.
- Frank Daly mentioned his intention of making a donation to the Airflow Club to help cushion the club funding over the next few years, acknowledging the benefit and enjoyment he has received from the club as a member, as president, and as editor. Meeting participants expressed their appreciation for Frank and his contributions.
- During and after the presentation and discussion, a consensus was formed (but not formalized by motion or voting) that gradual transition to an email newsletter for many

members will be a good thing for the club and for those willing to give up print. There was also agreement that no immediate changes in the newsletter are required, but in the near future, progress should be made in transitioning to email if possible.

- Chandler mentioned that in his opinion, more frequent newsletters would be of considerable value to the club, and we ought not to drop the printed version.

- David said that some other clubs he belongs to charge a dues premium of \$25 or so for a paper newsletter, whereas the email version is included with the standard dues.

- Encouraging the transition might involve steps of providing to all members with email a free, earlier, all-color copy of the newsletters. A second step might be informing the members of the need to control club expenses and suggesting voluntary termination of the printed newsletters. A third might be a dues differential — for example, 2019 dues might go up \$5 for regular membership and stay the same (or even drop \$5) for email only.

- Tom expressed his opinion, supported by anecdotal evidence in the ACA, of regional functions raising small amounts of money while being very helpful to the life of the club. While such events are primarily for the benefit of the region, a portion of any proceeds could be shared with the national club.

- An informal consensus was reached regarding the near-term plan for the newsletter: No immediate radical changes. At some point in the future, perhaps a few issues into 2019, let members know through an insert, a newsletter article, an email, or more than one of these, that official ACA email newsletters are now available. Include an attractive argument for their adoption to save the club money and to improve the newsletter reader and archiving experience. Invite members to opt for email only, saving the club about \$5 per person per issue of expense.

Action

John Boyd moved that the Board request the vice president to obtain emailable versions of the newsletters from our design agent, Linda Eberly, and email a copy to all members of the club who have provided email addresses. The motion was seconded by John Librenjak. Voting by poll of Board members resulted in unanimous approval.

OTHER MATTERS

International Meet Proposal

Jon Clulow proposed an international meet be held in Canada with the proviso that the meet be held in 2021, slipping the customary rotation among Eastern, Central, and Western regions by one year, moving the Western region 2021 meet to 2022. This meet would offer to driven Airflows a Coast-to-Coast Award blank card, meaning members who are working on an award could count the international meet as any region they needed to complete their card.

How to handle the the sequence changes was discussed, and the concept was clarified to be Western Region meet does not get replaced by Canada, just delayed one year. John Wagner requested that the international meet be scheduled to immediately precede or immediately follow a Northern US concours event to encourage any Airflows entered in such a concours to also attend the Airflow meet. He agreed to provide Norm with calendar recommendations to make this happen. Norm mentioned the planners had been thinking of September 2021 for the meet.

Action

Jon Clulow moved for the club to plan a 2021 meet in the Toronto area with Eastern RD Norm as host, with the proviso that Airflows driven to the meet be awarded a C2C blank card. The motion was seconded by John Boyd. Voting by poll of Board members resulted in unanimous approval.

Meets

David requested that clear instructions be provided to all future meet organizers regarding goals and expectations for meet profit and loss. Namely, that meets should make money, if possible, to be shared with the national club in accordance with the revised Bylaws, and that simplicity and cost-control are watchwords for ACA meets. He also recommended we think about and possibly ask for input about whether a \$20 higher registration fee is likely to reduce the number of people willing to come to a club national meet.

The meeting was adjourned at 12:20 PST by President Tom.

Submitted by Secretary *pro tempore* John Boyd
Nov 20, 2018