

**MINUTES OF THE KANSAS AGRICULTURAL AVIATION ASSOCIATION
BOARD OF DIRECTORS MEETING, MONDAY, OCTOBER 20, 2003, AT THE
AIRPORT RED COACH INN, WICHITA, KANSAS**

In attendance were directors Dave Faust, Doug Chanay, Cary Rucker, Vernon Storm, Clay Haring, Rod Young, Randy Hardy, and Bryan Bucl. Also in attendance were Bob Middleton, Angie Banz, and Chris Wilson. President Dave Faust called the meeting to order at 3:05 p.m.

Minutes of the prior meeting were approved on motion of Vernon Storm. The motion was seconded and carried.

President Faust suggested that the minutes include more information about discussion in the minutes. Minutes and financial reports should be mailed to the board one week prior to the meetings.

Chris Wilson presented the Treasurer's Report. Clay Haring moved that the board accept the 2003 income and expense statement from Chris, and that the Tribune bank be asked for prior records, including amounts that they consolidated in the wire transfer and for monthly statements, as far back as they have, with the attempt to reconcile the Quick Books Pro account. The motion was seconded by Rod Young and unanimously approved.

Haring, Hardy and Chanay volunteered to assist if needed.

COMMITTEE REPORTS:

Convention: Angie presented a pre-convention report (see attached) and a 2002 wrap-up report. There are 37 booths and 164 pre-registered attendees. Sponsorships are lower than last year, but lunch, dinner and socials are sponsored.

Randy's sense is that conventions around the country will be down, due to lower numbers of applicators. Overall, Kansas is holding our own very well in comparison to other states.

There was discussion of recertification and the credits we have from other states. Doug Chanay raised the question of whether KAAA should continue to be concerned about providing the program requirements of other states that do not have CEUs. Following discussion, it was suggested that the Board of Directors revisit this issue in more detail at the February meeting.

Dave announced that there will be a short Board of Directors meeting on Tuesday, after lunch but prior to the session, at 11:27 a.m., in order to discuss whether we will return to this location in 2004. Then there will be discussion at the general membership meeting

as to whether to return next year. The only glitch so far has been overbooking with people not here for our convention. The sales staff has been very helpful.

It was suggested that KAAA pursue what would be needed in order to obtain CEU credit for the Pueblo Air Force meeting.

Insurance: Randy Hardy reported that rates have stabilized. The market is still tough, only three companies providing, basically two. The losses have not been reduced. Money market losses all make a difference. Expenses are up, but overall things have stabilized. Kansas is still one of the cheapest workers compensation states in the country. Kansas is 13% compared to up to 98% in other states. Problems with workers compensation were discussed, and it was agreed that workers compensation law reform is needed. Engine failure losses are down because of turbines, but values are sky high. USAIG won't consider writing pilots unless they have attended PAASS and will consider a discount on rates on that basis. AIG gives a 5% discount, but is the only company that gives a discount for PAASS attendance. All the companies are supportive of the PAASS training.

Legislation: Chris reported on legislative issues.

Membership: Dave asked the Board to reconsider the membership dues raise that was approved at the February meeting. Members have the opportunity to receive at least twice their membership dues back in benefits, with the safety fly-ins and the television advertising alone. Clay Haring said we need to promote the membership benefits so that members are more aware.

Doug Chanay moved that 2005 dues be raised by \$10. It was seconded by Clay Haring. There was discussion that the membership value is greatest for the operators, and maybe the increase to the operators should be more. The motion failed to achieve a 2/3 of the Board vote as required by the bylaws. Rod Young moved a \$15 increase for operators and \$5 for associate and allied members. Doug Chanay seconded the motion. The motion failed to achieve the required 2/3 vote. Vernon moved to raise voting membership dues by \$10 for each of the next three years. The motion died for lack of a second.

There was discussion of database issues. Chris reported that her staff has worked diligently to make the directory and database as accurate as possible. That is an ongoing effort and will continue to be a high priority.

NAAA: Cary reported that NAAA is working on a fuel effort and about ARS facility at College Station. NAAA membership is 4 above last year at this time, to 1274. The operator numbers are down by 27, with a change in categories. Total operator numbers nationwide are down, which is reflected in the NAAA membership numbers. There are 1954 operators nationwide.

The annual convention is in Reno, December 8-11. It may be moved to Orlando, Florida in another year. Convention will be in Reno at least through 2005. Vernon suggested trying Atlantic City.

The nominating committee has nominated for NAAA officers: President Jim Avery, NY; Vice President Cary Rucker, KS; Terry Mundell, treasurer; and Ron Hollis, secretary. Cary has accepted.

Public Relations: Revised videos from KSN-TV were viewed. Doug Chanay is participating in the NAAA Leadership Training Program and has had media training. In the training, it was suggested that there be more of people talking about what aerial application does for them in ads instead of showing airplanes. Two ads have been revised, and there is a new one. Glenna Achatz provided the details of the ad income in 2002 and 2003. The program has cost KAAA around \$3500 per year. There was discussion that the television ads provide a positive impact and there is good member participation. It was commented that this is an area where we could have a budget reduction if needed, or that we could ask operators to provide a larger share of the cost, with KAAA providing less cost-share. The final decision will be made at the February meeting.

Safety and Fly-In: We had too much wind at the Goodland fly-in. There were 6-8 planes. The Beloit fly-in was successful. It was suggested that we talk with Dr. Wolf about what to expect in costs so that we can budget for that in the 2004 budget.

There is an attempt to tie Operation SAFE with PAASS. Both are important. We can obtain CEUs at fly-ins if we have seminar time and will pursue that for next year.

WKAAA: WKAAA found a CD this summer, with an additional \$2500.

Nominating: Nominating committee report: Vernon Storm has agreed to serve another two year term, and Bill Warner will be nominated to fill the position with Dave Anderson retiring. It was suggested that two people be nominated for the vacancy.

Following lunch tomorrow, there will be a brief meeting regarding convention location for 2004.

No further business appearing, the meeting adjourned at 5:39 p.m.