



**Soaring Association of Canada
Schedule and proposed agenda for BOD meetings,
November 23th to 25th, 2012**

ARC - THE HOTEL

140, Slater Street, Ottawa, K1P 5H6, 613 238-2888

Fri. Nov. 23 - 7h30 pm - BOD Dinner T.B.D

Sat. Nov. 24 - 9h am - Board of Directors meeting, David's room
- 5h pm - Adjournment
- 7h pm - Dinner reservation T.B.D.

Sun. Nov. 25 - 9h am - B of D meeting
- 12h pm - Adjournment and lunch

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Agenda items: (order to be determined, subjects to be added if required)

Brief review of Minutes of BOD last Fall 2011 and 2012 AGM meeting and follow up.

3. Review - EG - Regular SAC ad in COPA Flight.
5. Review - EG - Regular spot in FreeFlight with the form for making donations to SAC funds, loose card
6. Review - JT - Annual FreeFlight Fall article, review of SAC funds (history, terms and conditions)
7. Review - DC - COPA management, adjustments required? - SAC Office supplies sales?
8. Review - JM - SAC website - currency, use by members, discussion and recommendations. (Nov 2009)
9. Review - EG - Reimburse clubs a portion of the SAC fee for bringing back former members.
10. Review - SB - Director's responsibilities ref. SAC committies - Replacement for Aeroclub of Canada rep.
11. Review - EG - COPA's suggestion - Privacy policy, EG will circulate the document for quotes
14. Review - EG - DC - SAC condo - status?

New Business

1. Keith Hay - 2012 insurance preliminary report
2. Dan Daly - 2012 Safety preliminary report
3. JM - 2012 FTSC preliminary report (Ref: Dan Cook email)
4. JM - SAC forums : RT - FTSC - Safety - Classified - Clubs (private)
5. DC - 2012 Youth bursary
6. JA - Marketing committee (Ref : JA email)
7. JA - 2013 Canadian Nationals location - WGC - GGC or SOSA, no confirmation
8. JM - SAC 2013 AGM in Alberta zone - Calgary? 2014 - Ottawa? 2015 - Winnipeg?

9. SB - Digital copy available on www.sac.ca of SOAR and learn to fly gliders
10. DC - JA - Saskatoon simulator project (Ref : JT email)
11. Any zone business?
12. World Contest – funding for crew members
13. SAC funding to support club simulator projects
14. Book of the Best – trophy information
15. General membership attendance at board meetings
16. Motion – SAC support of club marketing initiatives
17. Marketing committee update

SAC BOD Meeting November 24, 2012

Convened at 8:30 am

Old business

3. and 5. - Passed on to marketing committee.

6. Done - Sylvain has kept a copy and will direct Tony to publish in Free Flight annually. BOD bio's and intros should also be published annually.

7. Working well for the most part. DC will send a message to Kevin Psutka to confirm the relationship continues to work well in COPA's viewpoint. One item of concern is the regular review of the junk email folder as some inquiries sent to the SAC office by the general membership and board members occasionally end up in their junk e-mail.

8. No significant changes. John Mulder continues to be the board liason. Review website navigation and consider ways to make it easier for members and the general public to find information.

9. Continue with the program. It does not seem to be getting a lot of uptake. We may need to spread the word a bit better about this offer – mention in free flight and posting on our website.

10. Eric has committed to locating a suitable Aeroclub of Canada rep. Ideal candidate would be in Southern Ontario as most meetings are held in this region. Need to find a chair for the marketing committee as it is not ideal to have a BOD member also as a committee chair (possible conflict of interest).

14. Closing date December 17. Offer of \$125,000 was accepted. \$5000 deposit. Net \$118,000 to pioneer fund.

New Business

1. KH called in via Skype for insurance report. Making good progress with the insurance company on an insurance rebate for gliders equipped with Flarm. Expected to be about 5%. Insurance site will change this year to accept bank transfers. The credit card and Paypal option may not be available as it was costly for Jones Brown to offer these options. Contacts at clubs, Jay will begin work on the project with Tanya.

2. No report available from Dan Daly
3. E-mail from Dan Cook reviewed. Dan called in later in the afternoon to clarify some of the email comments.
4. SB has a solution and Martin Gagnon is building one for AVV Champlain. This solution will likely be utilized for the new SAC Forum. Still working on obtaining the historical archives. New SAC Forum will have a code of conduct and will require the use of real names. When you get your membership you will receive temporary password for access for a two year period was suggested.

JM will update info on SAC website once it is decided.

5. Youth program was very successful this year. Several clubs across Canada took part and many youth benefited from the available funding.
7. GGC is considering hosting this year. If GGC is not able to host, SOSA has offered to host as a backup.
8. Calgary, WestJet hangar. March 16, 2013, \$25 to attend. Possible presentation by Nav Canada or may link SAC AGM to Alberta Soaring Council annual safety meeting. Future locations: 2014 Ottawa?, 2015 Winnipeg?
9. Received an inquiry from a member regarding the availability of a digital copy (ebook) of Soar and Learn to Fly Gliders. It was decided that we will make this available on the SAC website. Dan Cook has a PDF copy and will place on the website.
10. Discussion regarding request from Saskatoon Soaring Club regarding support for their simulator project. It was agreed that SAC would fund their simulator and other clubs interested in building simulators to the tune of a 1/3 of the cost to a maximum of \$1,000. John Toles also inquired regarding the possibility of getting a tax receipt for the owner of a scrap 2-seat glider to be used as a cockpit for the simulator. It was decided that the value of the scrap metal would likely be an acceptable justification for a tax receipt of \$1,500. John was advised he could offer the owner of the scrap glider a \$1,500 tax receipt.

11. **Ontario**

Eric advised the board that he will be stepping down in March and will sent out election notification to Ontario zone clubs to request nominations and start the voting process. He also advised the board that he has someone in mind for the Aero Club representative and will let us know.

12. There was some confusion over the number of people SAC would fund for the national team. The general understanding was 1 pilot and 1 crew member for each pilot. However, the National Team requested additional SAC support for other additional crew members that paid out of pocket for their expenses. DC committed to work with the sporting committee to define the expectations on this front.

13. Simulator funding support. If a club wants to build a simulator SAC will fund by matching club investment at 1/3 match to a maximum of \$1000. The FTSC requested to create a short best practices document to assist clubs in deciding what equipment, software and designs have been evaluated by the FTSC. DC committed to putting together guidelines on this program and putting together a write-up to advise the member clubs of the program.

14. Ursula has asked for updated information on recipients of trophies for inclusion in the book of the best. No plan on how best to handle this as of yet.

15. Meetings are open to the general membership; however, members interested in attending must announce their intention in advance of the meeting to ensure that an appropriately sized venue to can be arranged to accommodate additional people. Members interested in attending can listen in on the meetings but are not able to participate in the discussions.

16. Motion DC "SAC will support club local marketing and publicity initiatives by crediting clubs 50% of their marketing and publicity spend to a maximum of 10% of the paid membership as of Oct 1 of the year of the incurred expense. This initiative can be combined between clubs to create a larger marketing program in an area (ex: Southern Ontario, Alberta)." Second JM

Discussed allowing clubs to submit any 2012 expenses for reimbursement under the program. DC committed to putting together a write-up on the program and its structure.

17. JA brought forward to the board the "Let's Go Gliding" program started by York Soaring. There was concern that the information that would be contained on this site is information already available on the SAC website and would be a duplication of information. It was suggested that updates be made to the SAC website and have content on "Let's Go Gliding" link to the SAC website, similar to how the SSA has it, rather than having a website that is completely separate from the SAC website. JA will investigate further.

JA committed to putting together an ad to be run monthly in COPA Flight to advertise to prospective new members. The board approved a 12-month buy for a ¼ page ad in COPA Flight.

Adjourn at 18:20

November 25, 2012

The board did not meet on Sunday due to issues with flights for several board members that rendered them unavailable to meet on Sunday.

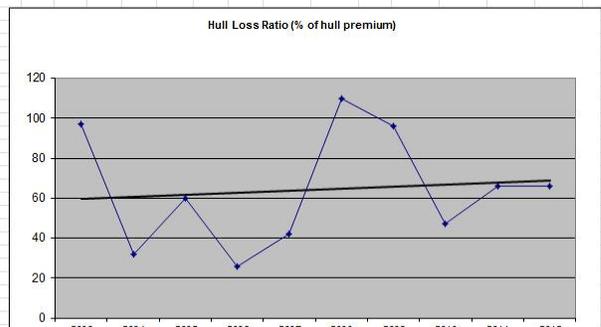
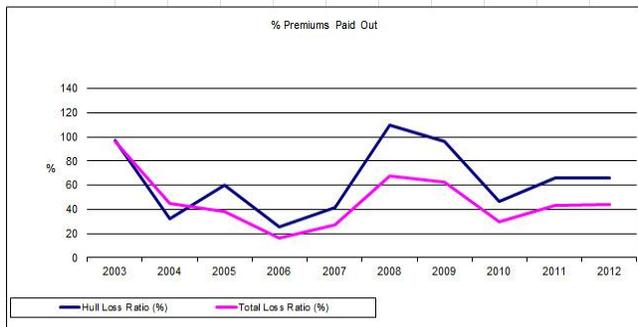
Appendices

Insurance Report – Keith Hay

A short summary here based on tentative data

- slight increase in total aircraft and hull value
- 3 writeoffs account for 75% of hull losses
- our hull loss remains static
- based on this, I suspect that our premium outlook for next year will be pretty much the same
- for next year a/c with FLARMS will receive a 5% reduction in premium this is quiet at the moment as we are discussing how to announce/introduce and some admin details to work out yet
- we should have new web payment site for next year
 - a little more streamlined
 - will allow direct bank acct debit
 - this will allow clubs to send pmt electronically rather than by chq
 - probably will not allow CC payment due to cost and I'm not sure about Paypal

| SAC Insurance History | | | | | | | | | | |
|--------------------------|------|------|----------|------|--------|--------|--------|-------|-------|-------|
| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
| Insured Clubs | 33 | 36 | 32 | 29 | 29 | 23 | 24 | 25 | 23 | 26 |
| Total Aircraft | 351 | 368 | 337 | 336 | 313 | 288 | 278 | 295 | 290 | 303 |
| Hull Value (\$M) | 13.4 | 13.6 | 12.7 | 12.3 | 11.7 | 11.5 | 12 | 13.1 | 12.7 | 13.6 |
| Hull Premium (\$K) | 399 | 473 | 445,9841 | 454 | 410 | 326 | 331 | 354.4 | 343 | 372 |
| Hull Losses (\$K) | 387 | 143 | 263,3394 | 115 | 170 | 356 | 316 | 164 | 223 | 245 |
| Hull Loss Ratio (%) | 97 | 32 | 60 | 26 | 42 | 110 | 96 | 47 | 66 | 66 |
| Total Premium (\$K) | 652 | 804 | 733,838 | 728 | 630 | 523 | 523 | 546 | 531 | 564 |
| Total Losses (\$K) | 623 | 361 | 273,3394 | 115 | 170 | 357 | 323 | 164 | 228 | 245 |
| Total Loss Ratio (%) | 96 | 45 | 38 | 16 | 27 | 68 | 63 | 30 | 43 | 44 |
| No Claim Bonus Paid (\$) | | | 9538 | 7632 | 8400 | 6586 | 5140 | 6887 | 8131 | 12758 |
| Claims Surcharge (\$) | | | 8166 | 9173 | 8139.5 | 4357.5 | 8845.7 | 9504 | 10441 | 7454 |



FTSC Report – Dan Cook

SAC FTSC Outstanding issues.

1. SAC Web site "Round Table" – need to recover FTSC blog archives from Roundtable

2. Petition for FLARM – Comments from FTSC? I am waiting for the new RT to complete this.
3. Accident reports to Dan. FTSC members contact clubs in your region to request a Safety report. Templates are on SAC documents section and also attached.
4. Ontario FTSC Zone Rep 2nd person needed – Comments?
5. Articles from FTSC members for Freeflight – Write on “I learned from that” personal experiences?
6. SAC simulator at SOSA – Missing projectors found?; Simulator at CuNim is it being used or ready to move to Saskatoon Soaring? Simulator in Quebec?
7. Invermere fatal accident in 2010 comments on data I sent to members? Lessons learned? High risk areas? Derek Nationals accident- no trace available still? Dan Daly working with Luke to get trace
8. SPOT tracking capability set up proposal from Dan. FTSC comments? Part of FTSC safety web site I think?
9. Contest Rules – Issues of concern are contest rules that reward higher risk taking such as low saves or flying after collisions. Recommend that these be considered land outs for scoring? feedback from proposed changes to Sporting Committee?
Analysis of risk areas before contests as part of SMS, feedback from Doug Scott?
10. SAC instructor list management, currently out dated and not working well. This is a large task to manage. I was not successful at tracking CFI/SO lists. Requires data base management such as MICROSOFT Access. Do we set this up separate from SAC office?
11. Is the SAC/FTSC consistent message working we started in the spring/summer 2012? What’s the feedback from clubs and SAC BoD?
12. Next FTSC meeting will be on the Sunday of the AGM weekend