



Skylines

Minutes of the January Membership Meeting of the Skyline Soaring Club—January 22, 1993.

The meeting was held at Shane Neitzey's business location in Manassas, Virginia.

The members present were: Phil Jordan Bela Gogos, Leo Meacher, Charlie Lee, Jim McCulley, Kit Carson, Rich Matsko, Bill Jones, Piet Barber, Bob Leyendecker, Shane Neitzey, Spencer Annear, Ralph Wentzel and Jim Kellett attended as a guest.

The stated agenda for this meeting was to learn the status of the club as of the end of 1992 and to elect new directors. After this meeting the intent was to call to order a meeting of the newly elected slate of directors and elect new club officers.

Bela Gogos, Treasurer, made his annual report. A printed copy of this report was made available for each interested member. Here are some highlights from the report: the membership has dwindled to 33 active members at present, there were a total of 465 flights during the year 1992, the best month, in terms of number of flights flown, was June with 109, the next best month was August with 77 flights, our worst month was December with no flights at all, which was due, mainly, to the mechanical problems with the Pawnee towplane as well as weather, our club assets are \$36,438.00, this includes cash on hand and equipment, total liabilities are \$27,404.00, which leaves member's equity (assets-liability) of \$9,034.00, total income for 1992 amounted to \$21,388.00 with total expense \$21,483.00 leaving a difference of \$94.21.



While the club cannot be considered wealthy, we have completed the first year of operations with a negative balance of less than \$100.00!!!

We still need to do better this coming year, but our 1992 performance is excellent for a new organization with relatively few members. The consensus of our board and officers is that more members must become active and get out to the field and fly! Weather, mechanical problems and a small, actively flying membership dogged our efforts during 1992 and we still emerged from the year almost even. If those members who want to fly, but have not yet made it out to the airport at New Market, will make the effort just once we feel they will discover that the long trip is more than worth it. The club needs your support to survive and grow, so won't you try to get out and see for yourself?

Next, Spencer Annear made his President's report for the new year, 1993.

Skyline Soaring Club—1993 President's Report

Welcome to the 1993 annual membership meeting of the Skyline Soaring Club. The purposes of this meeting are to report the state of the club and to elect a new board of directors. Immediately after this meeting, the board of directors will meet to elect officers according to the by-laws adopted in September, and hear from the membership.

We survived our first year in good shape thanks to the efforts of founders; Bela Gogos, Bob Leyendecker, Leo Meacher, and James Postma. Others, such as: Dick Ault, Kit Carson, Bill and Matt Jones, Phil Jordan, Jim Kellett, Charlie Lee, Jim McCulley, Jim Miles, Ralph Wentzel, and Bill Westerman deserve thanks for contributing their special talents to the

effort. We also owe thanks to our leaseback owners: Bob Neff, Shane Neitzey, Ralph Popp, and Fred Winter, without whose aircraft we would be a one horse outfit. Also, thanks are due to the tow pilots, instructors, and, last but not least, duty officers who made the operation run.

In 1992 we made 465 tows in 50 operating days. That was in spite of two location changes, some tow plane problems, and a lot of bad weekend weather. Financially, we about broke even, however, the condition of the Pawnee is much better than it was a year ago. With hangaring and TLC it should give us several years of low maintenance towing. The sail planes are in good mechanical shape, although the 2-33 does need some cosmetic work. Our facilities are also a definite improvement over a year ago.

Membership has remained stable in the 35-40 range. An analysis shows that 60 members would be a good size for a club with our equipment. As with any soaring club, we have a continuing need to recruit members, particularly, tow pilots and instructors. Every member is a recruiter, so please keep your eyes open for new members.



We are working on a brochure to give to potential members. Also, a membership package is in the works, so each member will have a copy of the by-laws and the operations manual. Phil Jordan has put a lot of effort into these items, as well as our *Skylines* newsletter.

As you may have noted, 465 tows amounts to about 12 tows per member. Questions for you, the members, are: What can the club do to increase your participation? What club events do you want this year? How much will you help to make Skyline Soaring Club have a good year? How can we recruit more members? There will be a comment period later, so be ready to comment on these or any other concerns you may have about the club.

Spencer Annear—President 1992

Following Spencer's report, Piet Barber moved to vote the slate of proposed directors for the new Board. Jim McCulley seconded the motion.

The slate was elected. The new Board of Directors is comprised of: Spencer Annear, Bela Gogos, Kit Carson, Shane Neitzey, Jim McCulley, and Ralph Wentzel.

Next, a motion to adjourn the meeting was made by Ralph Wentzel and seconded by Shane Neitzey. The meeting was adjourned.

Ralph Wentzel – Secretary

Minutes of the January Board of Directors Meeting of the Skyline Soaring Club January 22, 1993

The meeting was held at Shane Neitzey's business location in Manassas, Virginia. The members present were: Phil Jordan, Bela Gogos, Leo Meacher, Charlie Lee, Jim McCulley, Kit Carson, Rich Matsko, Bill Jones, Piet Barber, Bob Leyendecker, Shane Neitzey, Spencer Annear, Ralph Wentzel and Jim Kellett attended as a guest.

The first item of business was the election of club officers for 1993. The newly elected directors for 1993 were all present for this meeting. They are Spencer Annear, Bela Gogos, Kit Carson, Shane Neitzey, Jim McCulley, Ralph Wentzel.

The election of officers proceeded next. The new officers are:

Spencer Annear President

Bela Gogos Treasurer

Ralph Wentzel Secretary

The meeting was opened up to the members and guest for comments:

*Jim Kellett...*What's up with the reciprocal membership arrangements with other clubs in

the area? Other clubs such as Mid-Atlantic Soaring Association (M-ASA) and Ridge Soaring are, specifically, the ones Jim is interested in for reciprocal agreements.

Spencer replied that he would contact Ridge Soaring as soon as he could get the name and a telephone number of the appropriate party. As far as M-ASA goes, there is a trial agreement through February in effect now.

Bill Jones...Should we think about the possibility of letting the ASK-21 go? We are losing money on it as the annual report shows. There was (as could be expected) much discussion of this subject. Some were ready to immediately give up our leasing agreement on it, while others felt a need to go more slowly. It was pointed out that, since the club pretty much broke even for 1992, why not watch this year to see how things work out with the ship. The statistics show that it was flown roughly the same number of times as the 2-33, but the cost of insurance is higher making use of it a loss. A consensus was reached that we would do nothing for now to change or rescind the lease, but, rather, we would see how it goes through the coming year.

Leo Meacher...How should a member handle requests for glider rides? Again, there was a great deal of discussion generated here. Obviously a pilot may "share" costs of flight with a passenger per the FAR's. The consensus was finally reached that a handout would be placed in this edition of the *Skylines* newsletter giving the two options for all to use when speaking with folks who want a "ride" or who might be interested in a membership.



Bill Jones...How would an inactive member get reinstated or go active again? Notification must be made, in writing, to request that the member go on inactive status. No refund of the initiation fee would be made. At any time, the inactive member may request, in writing, that they be made active and begin paying dues from that point onward at the going rate, whatever that might be.

Leo Meacher... donated a radio to the club, but at the time there was something wrong with it. Bob Leyendecker was going to attempt to fix it, but had no schematics for it. Leo has found them and made them available for Bob's use. Hopefully, we won't have to wait too much longer for a radio in the towplane.

Piet Barber...Why can't we have a phone and answering machine for the club, so people could call to find out if there are operations being conducted at the airport. There was a lot of discussion, but no consensus or agreement was reached. There were objections to the expense, the logistics of placing announcements on the machine (who would do it?), where would it be kept etc.? This subject has surfaced before, so there is evidently quite a bit of interest in it. If there are any practical suggestions out there, let's hear them!

Jim McCulley...Why don't we reiterate the Duty Officer and Tow Pilot responsibilities and duties in the newsletter? The named members must be at the field by 10:00 AM on the day designated. If the Duty Officer or Tow Pilot find that the weather or other conditions at the field will prohibit operations, they should make certain each other knows this. However, unless the roads are too bad to travel, the designees should make an effort to go there and do things around the airport as much as possible. Members should also think about going out even though there may be no operation in order to help out with any odd jobs. Members assigned duty on a particular date must make their own arrangements if they can't make it. Dates may be traded with others, who may have different duty dates. This is covered in the Skyline Soaring Club's Operations Manual. Each member will have a copy of this document when final editing is completed. It is tentatively planned to mail the 1st of March. Each member must be familiar with these rules for operations. Read your manual

Shane Neitzey...Shane has spoken with Ed Rainey at the airport about his putting up a sign to advertise our club's presence there. Ed wants to, first, advertise his Fixed Base Operation.

We, in turn, must be very careful how we advertise ourselves. Since Skyline Soaring Club is a tax-exempt organization, we cannot sell services. This includes glider rides. We have to offer services to members only. Please see the separate handout included with this newsletter for further details. Shane will still be working on some sort of sign to be placed at the airport, which will indicate our presence there.

At this point, the meeting was adjourned.

Ralph Wentzel - *Secretary*

Odds & Ends

The *Skylines brochure* went to the printer on February 8. It should be available around the 20th. Shane will be the officer responsible for its distribution. The *Operations Manual* is 99% written and illustrated and is awaiting final editing input from the officers. We expect to mail it around March 1.

We ordered some apparel items from *Sporty's* to scope them out for the membership. We ordered a polo shirt, turtleneck and a baseball cap with Sporty's generic T-tail sailplane emblem and the club name. Several shirt styles as well as a light jacket are also available. Quality is first rate, however the price tag is steep, but equivalent to other retail merchandise of this calibre. Discounts are available in groups of 10 (the cap, for instance, is \$13.00 in lots of 10—\$18.50 for 1). Shipping is additional, of course. Shane also has some club baseball caps available for a very reasonable price.



We have produced a *Skyline* silk screened 100% cotton T-shirt in short and long sleeves. It has the club logo on the front and the Skylines cloud on the back with the message "*Soaring is flying pure and simple*". This will be available at cost in lots of 24 for around \$12 and \$15, shipping and sales tax additional. We've not worked out the logistics or exact cost yet, but it looks like it will be in this range.



We recognize not everyone is comfortable as a walking billboard, but members wearing these items where soaring interest is high can provide a very positive benefit to the club and efforts to recruit new members. If you are interested in any of these items peruse your *Sporty's* catalog and give me a call. We will try to coordinate orders for club members. 703 528-6117 (office) and 703 560-3567.

Phil Jordan

Club Staffing Schedule

March 1993



Day	Date	Duty Officer	Tow Pilot
Saturday	March 6	Ernest Snowden	Spencer Annear
Sunday	March 7	Bob Neff	Bill Jones
Saturday	March 13	Piet Barber	Shane Neitzey
Sunday	March 14	Thomas Phillips	Bill Jones
Saturday	March 20	Wirt Walker	Jim Miles
Sunday	March 21	Ralph Popp	Bill Jones
Saturday	March 27	Bill Westerman	Spencer Annear
Sunday	March 28	Jim McCulley	Kit Carson



SKYLINE
SOARING CLUB, INC.

Instructions for use by members when speaking with prospective new members

This handout is intended as a guide for members whenever speaking to prospective new members/persons interested in taking a ride in a club glider. Basically, there are two (2) options available to interested parties. These options are listed below to make all contacts with interested non-members uniform. Costs to the non-member and responsibilities of the member are spelled out in detail to prevent misunderstandings. The intent here is to maximize the chances of recruiting new members.

Once you, as a member, respond to an inquiry, you accept the responsibility to secure a licensed pilot/instructor, to secure a commitment for a date and time to meet at the field and fly, and to communicate all this to the appropriate people (especially the assigned Duty Officer). You may choose to do the flying yourself providing you are able. An alternative is to get another member to accept these responsibilities and carry them out. This is very important in order to give a prospective member a positive impression of our club (interested, safe, competent, organized, etc.). It is the intent that this approach will help us acquire as many new members as are practically possible.

Option1 (Donation for a flight)

This option is appropriate for the pilot or non-pilot who may only, at that point want to ride in a glider. The prospect will pay \$30.00, which must be referred to as a *donation*. This is very important in order to preserve our tax-exempt status. The IRS won't allow us to sell rides! Option 1 includes an aero tow to a maximum of 3,000 feet altitude and a ride in one of the club's two-place ships with a licensed club pilot.

Option 2 (Trial membership for ten days)

This option is a trial membership for a duration of ten (10) days. It may be for a non-pilot to take some instruction or for a pilot wanting to transition to gliders. This option is intended to allow any prospective member the opportunity see how we operate and what gliders are like from the pilot or student's perspective. The trial member would be subject to the rules and privileges of membership and costs \$20.00. It includes the use of club equipment like any other member, but only for the period of ten days (practically speaking, this will encompass two weekends). These trial members would be expected to secure their instructor like any other member, get checked out to fly the club ships or take instruction flights with the help of their sponsoring member.

The Board of Directors
