

**AEROSPACE MAINTENANCE COUNCIL  
BOARD OF DIRECTORS MEETING  
AGENDA**

February 28, 2022

- |   |                        |
|---|------------------------|
| <b>1. Call to Order</b>   | <b>John Goglia</b>     |
| <br>  |                        |
| <b>2. Approval of Meeting Minutes</b> <ul style="list-style-type: none"><li>• December 14, 2022</li></ul>   |                        |
| <br>  |                        |
| <b>3. Finance</b> <ul style="list-style-type: none"><li>• Balance Sheet</li><li>• Statement of Activity</li></ul>   | <b>Crystal Maguire</b> |
| <br>  |                        |
| <b>4. Operations</b> <ul style="list-style-type: none"><li>• Officer Elections</li><li>• Director Elections</li><li>• Director Solicitations<ul style="list-style-type: none"><li>▪ Delta</li><li>▪ Air France</li><li>▪ SpaceX</li><li>▪ UPS</li></ul></li><li>• Conflict policy</li><li>• Confirm board liability insurance still meets need</li><li>• Annual board meeting</li><li>• 501(c)(3) recognition application</li><li>• Board welcomes, governance page</li></ul> | <b>Crystal Maguire</b> |
| <br>  |                        |
| <b>5. Communications</b> <ul style="list-style-type: none"><li>• Director webpage</li><li>• Press release</li><li>• Media and PR Committee<ul style="list-style-type: none"><li>▪ Steve Staedler, LePoidevin</li><li>▪ Lydia Janow, Aviation Week Network</li><li>▪ DOM Magazine</li><li>▪ Aviation Maintenance Magazine</li><li>▪ AMT Magazine</li><li>▪ Aviation Week, Inside MRO</li></ul></li></ul>   | <b>Crystal Maguire</b> |
| <br>  |                        |
| <b>6. Old Business</b> <ul style="list-style-type: none"><li>• AMC updates meetings</li></ul>   | <b>John Goglia</b>     |
| <br>  |                        |
| <b>7. New Business</b>  | <b>John Goglia</b>     |
| <br>  |                        |
| <b>8. Adjourn</b>   | <b>John Goglia</b>     |

**AEROSPACE MAINTENANCE COUNCIL  
BOARD OF DIRECTORS MEETING  
MINUTES**

**Dec. 14, 2021**

The Aerospace Maintenance Council (AMC) held a special Board of Directors Meeting via conference call. The attendee roster was as follows—

Attended

X	John Goglia	President
X	Ken MacTiernan	Vice President
X	Todd Curtis	Secretary/Treasurer
X	Crystal Maguire	Vice President Operations
X	Tarra Ruttman	Operations Manager

X = Present; O = Not Present

A motion was made and accepted to accept the meeting minutes from July 22 and Sept. 14, 2021.

**Finance**

Cash flow is lean given we've stretched three-years' worth of operating costs over one-years' worth of sponsorship. Given cash in the back and funds in accounts receivable, we still expect to be in the black for the 2022 competition, so long as we keep expenses down.

The 2022 budget stretches the 2020-2021 budgeted income over the next year, with adjustments on the expense side to cover another year's worth of operating expenses. The budget plans for a break-even year and \$10,000 available for scholarships.

A motion was made and seconded to approve the 2022 budget.

**Board of Directors**

The executive team is continuing its outreach efforts to identify and confirm board directors. Crystal will reach out to Pratt & Whitney; John will confirm with Snap-On. UPS and SpaceX are still on the list for potential positions.

Alan Stolzer with Embry-Riddle, Bill Cade with JetBlue, Aaron Anderson with PPG, Kurt Kinder with Southwest, Don Wright with Alaska Airlines, Victor Bontorno with Barfield, Tom Doxey with United, Stewart D'Leon with NBAA, Kevin Brickner with American Airlines, and Les Frank with FedEx have all accepted positions.

**Media & PR Committee**

John has asked Steve Staedler to take the lead on creation of a media and PR committee. DOM Magazine has accepted, nothing yet from Aviation Maintenance Magazine, Steve will reach out to AMT, John will reach out to the Helicopter Magazine. Crystal will reach out to Aviation Week and add Lydia as a contact.

The meeting was adjourned at 11:45 am CT.

# Aerospace Maintenance Council

## Statement of Financial Position

As of February 28, 2022

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
1000 Checking	
1010 Business Advantage Chk (5012)	71,794.79
<b>Total 1000 Checking</b>	<b>71,794.79</b>
<b>Total Bank Accounts</b>	<b>\$71,794.79</b>
Accounts Receivable	
1100 Accounts Receivable (A/R)	60,000.00
<b>Total Accounts Receivable</b>	<b>\$60,000.00</b>
<b>Total Current Assets</b>	<b>\$131,794.79</b>
<b>TOTAL ASSETS</b>	<b>\$131,794.79</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
<b>Total Liabilities</b>	
Equity	
Net Assets	78,474.94
Net Revenue	53,319.85
<b>Total Equity</b>	<b>\$131,794.79</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$131,794.79</b>

# Aerospace Maintenance Council

Budget vs. Actuals: Budget FY 2022 - FY22 P&L

June 2019 - May 2022

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
<b>Revenue</b>			
5100 Event Income			
5110 Event Sponsorships	28,500.00	28,500.00	100.00 %
5120 Monetary Sponsorships	235,500.00	235,000.00	100.21 %
5130 Team Registrations	37,494.00	36,000.00	104.15 %
<b>Total 5100 Event Income</b>	<b>301,494.00</b>	<b>299,500.00</b>	<b>100.67 %</b>
5200 Other Income	70.00		
5300 Scholarship Donations	7,500.00	7,500.00	100.00 %
<b>Total Revenue</b>	<b>\$309,064.00</b>	<b>\$307,000.00</b>	<b>100.67 %</b>
<b>GROSS PROFIT</b>	<b>\$309,064.00</b>	<b>\$307,000.00</b>	<b>100.67 %</b>
<b>Expenditures</b>			
7500 Contract Service Expenses			
7510 Bank & Credit Card Fees	3,903.11	4,000.00	97.58 %
7520 Facility	95,460.25	132,000.00	72.32 %
7530 Legal & Professional Fees			
7535 Management	82,000.00	89,500.00	91.62 %
7536 Accounting	5,045.00	4,000.00	126.13 %
7537 Legal Fees		2,500.00	
7540 Graphics Design	1,558.75	4,000.00	38.97 %
7550 Media & Marketing	2,049.03	8,000.00	25.61 %
7560 Information Technology	5,035.00	2,750.00	183.09 %
<b>Total 7530 Legal &amp; Professional Fees</b>	<b>95,687.78</b>	<b>110,750.00</b>	<b>86.40 %</b>
<b>Total 7500 Contract Service Expenses</b>	<b>195,051.14</b>	<b>246,750.00</b>	<b>79.05 %</b>
8100 Administrative Expenses			
8110 Supplies	5,949.53	8,000.00	74.37 %
8140 Postage & Shipping		250.00	
8170 Printing	81.34	14,000.00	0.58 %
8180 Dues & Subscriptions	5,926.49	7,000.00	84.66 %
<b>Total 8100 Administrative Expenses</b>	<b>11,957.36</b>	<b>29,250.00</b>	<b>40.88 %</b>
8300 Travel Expenses			
8310 Travel	262.68	12,000.00	2.19 %
8320 Meals		4,000.00	
<b>Total 8300 Travel Expenses</b>	<b>262.68</b>	<b>16,000.00</b>	<b>1.64 %</b>
8500 Other Expenses			
8520 Insurance	-1,500.00		
8530 Scholarship	5,000.00	15,000.00	33.33 %
<b>Total 8500 Other Expenses</b>	<b>3,500.00</b>	<b>15,000.00</b>	<b>23.33 %</b>
<b>Total Expenditures</b>	<b>\$210,771.18</b>	<b>\$307,000.00</b>	<b>68.66 %</b>
<b>NET OPERATING REVENUE</b>	<b>\$98,292.82</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>NET REVENUE</b>	<b>\$98,292.82</b>	<b>\$0.00</b>	<b>0.00%</b>

AMC Board of Director Slate

2/28/22

<b>Position</b>	<b>Elected</b>	<b>Term Exp</b>	<b>Term</b>	<b>First</b>	<b>Last</b>	<b>Organization</b>
Director	2022	2025	1st	Alan	Stolzer	Embry-Riddle Aeronautical University
Director	2022	2025	1st	Bill	Cade	JetBlue
Director	2022	2025	1st	Aaron	Anderson	PPG Industries
Director	2022	2025	1st	Kurt	Kinder	Southwest Airlines
Director	2022	2025	1st	Don	Wright	Alaska Airlines
Director	2022	2025	1st	Victor	Bontomo	Barfield Inc., part of the Air France Industries KLM Engineering & Maintenance Network
Director	2022	2025	1st	Tom	Doxey	United Airlines
Director	2022	2025	1st	Stewart	D'Leon	National Business Aviation Association
Director	2022	2025	1st	Kevin	Brickner	American Airlines
Director	2022	2025	1st	Les	Frank	Fedex Express
Director	2022	2025	1st	John	Gowey	Snap-on Incorporated
President	2013	2025	2nd	John	Goglia	John Goglia LLC
Vice President	2013	2025	2nd	Ken	MacTieman	Aircraft Maintenance Technicians Association
Secretary/Treasurer	2013	2025	2nd	Todd	Curtis	AirSafe Media