

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

October 7, 2022 @ 2 PM CT

Join online at <https://global.gotomeeting.com/join/240962093>

Or dial-in: 1 (872) 240-3212, Access Code: 240-962-093

- | | |
|---|---|
| 1. Call to Order | John Goglia |
| 2. Approval of April 25 Meeting Minutes (page 2) | John Goglia |
| 3. Finance <ul style="list-style-type: none">• Balance Sheet as of July 31, 2022 (page 4)• Budget vs. Actual Aug 2019 – July 2022 (page 5)• Draft budget (page 6)• 501(c)(3) conversion status | Crystal Maguire |
| 4. Operations <ul style="list-style-type: none">• Board appointments• Scholarship• Competition updates<ul style="list-style-type: none">○ Team registration○ Events○ Sponsorship (page 7) | John Goglia Ken MacTiernan Crystal Maguire |
| 5. Marketing <ul style="list-style-type: none">• So You Wanna be a Mechanic podcast• Strategic planning• Committee member recruitment | John Goglia Crystal Maguire |
| 6. Good of the Order <ul style="list-style-type: none">• Proposed board meeting dates<ul style="list-style-type: none">○ December 8 @ 11 AM CT (budget approval)○ February 15 @ 11 AM CT○ April 17 @ 10 AM ET (in Atlanta) | Crystal Maguire |
| 7. Adjourn | John Goglia |

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

April 25, 2022

The Aerospace Maintenance Council (AMC) held its annual Board of Directors Meeting in Dallas in conjunction with the Aerospace Maintenance Competition. The attendee roster was as follows—

| Attended | Name | AMC Title |
|----------|-----------------|---------------------------|
| X | John Goglia | President |
| X | Ken MacTiernan | Vice President |
| X | Todd Curtis | Secretary/Treasurer |
| X | Crystal Maguire | Vice President Operations |
| X | Aaron Anderson | Director |
| X | Alan Stolzer | Director |
| X | Victor Bontorno | Director |
| O | Tarra Ruttman | Operations Manager |
| X | Bill Cade | Director |
| X | John Gowey | Director |
| X | Joe Selvestro | Director |
| X | Kirk Kinder | Director |
| X | Bob Ireland | Guest |
| X | Les Frank | Director |
| X | Kevin Brickner | Director |
| X | John Koza | Guest |
| X | Andy Hakes | Director |
| X | Stewart D'Leon | Director |
| X | Tom Doxey | Director |
| X | Don Wright | Director |

X = Present; O = Not Present

President John Goglia called the meeting to order at 10:00 AM CT.

A motion was made, seconded, and moved without objection to accept the meeting minutes from the Feb. 28 board meeting.

Executive team members kicked off the meeting with round-the-room introductions and an overview of the council.

The non-profit governance documents were briefed and made available on the AMC website, to include the board conflict policy, the board liability insurance policy, the management agreement, and the tax exemption recognition application. The board was asked to review the documents and to notify the executive team if they have any questions or comments on the materials.

The council is in a strong financial position coming out of this year's competition despite the last two years of cancellations. Contributions received for previously cancelled events were carried through to this year, and our vendors worked with us to minimize the financial impacts so we expect expenses to be at or below budget.

Not all expenses are accounted for in the budget vs. actuals, a more complete picture will be presented in the next board report.

A motion was made and seconded without objection to approve the finance report.

Directors discussed opportunities to grow and enhance the competition to include highlighting scholarship opportunities, award recipients, and competitor alumni. There was extended discussion surrounding the need to increase reach and awareness through communications and marketing. The council is in a great position to leverage the marketing efforts of companies represented on the board and will create a communications committee leading up to the next competition. If funding allows, the council will also engage with a professional marketing team to act as a clearing house for content that other companies can use in their own outreach and social media channels.

Crystal will schedule the next board meeting for early fall and hold quarterly meetings thereafter to ensure directors stay engaged throughout the year.

Motion was made and seconded to adjourn at 11:21 am CT.

Aerospace Maintenance Council

Statement of Financial Position

As of July 31, 2022

| | TOTAL |
|-------------------------------------|--------------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| 1000 Checking | |
| 1010 Business Advantage Chk (5012) | 39,311.17 |
| Total 1000 Checking | 39,311.17 |
| Total Bank Accounts | \$39,311.17 |
| Total Current Assets | \$39,311.17 |
| TOTAL ASSETS | \$39,311.17 |
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Total Liabilities | |
| Equity | |
| Net Assets | 117,020.44 |
| Net Revenue | -77,709.27 |
| Total Equity | \$39,311.17 |
| TOTAL LIABILITIES AND EQUITY | \$39,311.17 |

Aerospace Maintenance Council

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

August 2019 - July 2022

| | TOTAL | | |
|---|---------------------|---------------------|-----------------|
| | ACTUAL | BUDGET | % OF BUDGET |
| Revenue | | | |
| 5100 Event Income | | | |
| 5110 Event Sponsorships | 27,952.65 | 28,500.00 | 98.08 % |
| 5120 Monetary Sponsorships | 245,350.00 | 235,000.00 | 104.40 % |
| 5130 Team Registrations | 40,494.00 | 36,000.00 | 112.48 % |
| Total 5100 Event Income | 313,796.65 | 299,500.00 | 104.77 % |
| 5200 Other Income | 1,061.59 | | |
| 5300 Scholarship Donations | 21,386.96 | 7,500.00 | 285.16 % |
| Total Revenue | \$336,245.20 | \$307,000.00 | 109.53 % |
| GROSS PROFIT | \$336,245.20 | \$307,000.00 | 109.53 % |
| Expenditures | | | |
| 7500 Contract Service Expenses | | | |
| 7510 Bank & Credit Card Fees | 4,841.35 | 4,000.00 | 121.03 % |
| 7520 Facility | 130,921.37 | 132,000.00 | 99.18 % |
| 7530 Legal & Professional Fees | | | |
| 7535 Management | 89,500.00 | 89,500.00 | 100.00 % |
| 7536 Accounting | 5,155.00 | 4,000.00 | 128.88 % |
| 7537 Legal Fees | | 2,500.00 | |
| 7540 Graphics Design | 5,533.75 | 4,000.00 | 138.34 % |
| 7550 Media & Marketing | 4,677.92 | 8,000.00 | 58.47 % |
| 7560 Information Technology | 10,035.00 | 2,750.00 | 364.91 % |
| Total 7530 Legal & Professional Fees | 114,901.67 | 110,750.00 | 103.75 % |
| Total 7500 Contract Service Expenses | 250,664.39 | 246,750.00 | 101.59 % |
| 8100 Administrative Expenses | | | |
| 8110 Supplies | 5,949.79 | 8,000.00 | 74.37 % |
| 8140 Postage & Shipping | | 250.00 | |
| 8170 Printing | 11,429.08 | 14,000.00 | 81.64 % |
| 8180 Dues & Subscriptions | 5,976.85 | 7,000.00 | 85.38 % |
| Total 8100 Administrative Expenses | 23,355.72 | 29,250.00 | 79.85 % |
| 8300 Travel Expenses | | | |
| 8310 Travel | 10,295.11 | 12,000.00 | 85.79 % |
| 8320 Meals | 4,726.11 | 4,000.00 | 118.15 % |
| Total 8300 Travel Expenses | 15,021.22 | 16,000.00 | 93.88 % |
| 8500 Other Expenses | | | |
| 8520 Insurance | 1,652.57 | | |
| 8530 Scholarship | 24,000.00 | 15,000.00 | 160.00 % |
| Total 8500 Other Expenses | 25,652.57 | 15,000.00 | 171.02 % |
| Total Expenditures | \$314,693.90 | \$307,000.00 | 102.51 % |
| NET OPERATING REVENUE | \$21,551.30 | \$0.00 | 0.00% |
| NET REVENUE | \$21,551.30 | \$0.00 | 0.00% |

| | 2016 Actual | 2017 Actual | 2018 Actual | 2019 Actual | 2020-2022 Actual | 2023 Budget | Notes |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---|
| Revenue | | | | | | | |
| 5100 Event Income | | | | | | | |
| 5110 Event Sponsorships | \$5,000.00 | \$28,000.00 | \$40,750.00 | \$74,000.00 | \$27,952.65 | \$45,000.00 | |
| 5120 Monetary Sponsorships | \$107,500.00 | \$177,000.01 | \$133,000.00 | \$324,500.00 | \$245,350.00 | \$250,000.00 | |
| 5130 Team Registrations | \$22,250.00 | \$36,602.40 | \$27,500.00 | \$40,000.00 | \$40,494.00 | \$40,000.00 | |
| Total 5100 Event Income | \$134,750.00 | \$241,602.41 | \$201,250.00 | \$438,500.00 | \$313,796.65 | \$335,000.00 | |
| 5200 Other Income | \$448.22 | | \$4,712.59 | \$387.00 | \$1,061.59 | \$0.00 | |
| 5200 Scholarship Donations | | | | \$10,000.00 | \$21,386.96 | \$10,000.00 | Silent auction or other fundraiser? |
| Total Revenue | \$135,198.22 | \$241,602.41 | \$205,962.59 | \$448,887.00 | \$336,245.20 | \$345,000.00 | |
| Gross Profit | \$135,198.22 | \$241,602.41 | \$205,962.59 | \$448,887.00 | \$336,245.20 | \$345,000.00 | |
| Expenditures | | | | | | | |
| 7500 Contract Service Expenses | | | | | | | |
| 7510 Bank & Credit Card Fees | \$2,295.88 | \$2,832.52 | \$1,951.80 | \$2,859.00 | \$4,841.35 | \$5,000.00 | |
| 7520 Facility | \$102,644.16 | \$112,993.13 | \$132,944.43 | \$144,130.51 | \$130,921.37 | \$155,000.00 | Floor space (\$105K), electric (\$5K), Wifi (\$7K), tables, chairs, drape, carpet, etc. (\$20K), AV (\$12K) |
| 7530 Legal & Professional Fees | | | | | | | |
| 7535 Management | | \$21,000.00 | \$31,000.00 | \$43,500.00 | \$89,500.00 | \$36,000.00 | Monthly management fee (\$3000) |
| 7536 Accounting | | \$2,769.00 | \$2,874.70 | \$2,145.00 | \$5,155.00 | \$3,000.00 | |
| XXXX Legal | | | | | | \$5,000.00 | 501(c)(3) application |
| 7540 Graphics Design | | \$390.00 | \$3,347.50 | \$2,453.75 | \$5,533.75 | \$7,000.00 | |
| 7550 Media & Marketing | \$1,675.00 | \$3,430.00 | \$3,428.00 | \$2,649.03 | \$4,677.92 | \$30,000.00 | photography (\$5K), videography (\$5K), social media and comms support (LePoidevin \$20K) |
| 7560 Information Technology | | | | \$2,195.00 | \$10,035.00 | \$20,000.00 | Score portal improvements and technology upgrades |
| Total 7500 Contract Service Expenses | \$106,615.04 | \$143,414.65 | \$175,546.43 | \$199,932.29 | \$250,664.39 | \$261,000.00 | |
| 8100 Administrative Expenses | | | | | | | |
| 8110 Supplies | \$8,688.96 | \$14,201.31 | \$4,062.00 | \$2,097.32 | \$5,949.79 | \$8,000.00 | Coins, equipment |
| 8140 Postage and shipping | \$308.72 | \$2,652.32 | \$401.10 | \$786.61 | \$0.00 | \$250.00 | |
| 8170 Printing | \$2,999.44 | \$4,556.78 | \$13,924.36 | \$13,226.20 | \$11,429.08 | \$15,000.00 | Signage |
| 8180 Dues & Subscriptions | \$332.59 | \$2,012.88 | \$1,989.08 | \$1,309.00 | \$5,976.85 | \$7,000.00 | Phone, fax, website, quickbooks |
| Total 8100 Administrative Expenses | \$12,329.71 | \$23,423.29 | \$20,376.54 | \$17,419.13 | \$23,355.72 | \$30,250.00 | |
| 8300 Travel Expenses | | | | | | | |
| 8310 Travel | \$15,622.41 | \$27,094.99 | \$20,063.21 | \$16,304.64 | \$10,295.11 | \$15,000.00 | Staff/volunteer hotel and flights |
| 8320 Meals | \$1,021.11 | \$8,654.63 | \$2,320.10 | \$3,987.80 | \$4,726.11 | \$6,000.00 | \$4,000 min for after party |
| Total 8300 Travel Expenses | \$16,643.52 | \$35,749.62 | \$22,383.31 | \$20,292.44 | \$15,021.22 | \$21,000.00 | |
| 8500 Other Expenses | | | | | | | |
| 8520 Insurance | \$1,500.00 | \$1,500.00 | \$1,800.00 | \$800.00 | \$1,652.57 | \$2,000.00 | |
| 8530 Scholarship | | \$6,000.00 | \$7,000.00 | \$10,499.96 | \$24,000.00 | \$15,000.00 | Pass-through from line 5200 +\$5,000 AMC contribution |
| 8540 Merchandise | | | \$3,000.00 | \$3,314.85 | \$0.00 | \$0.00 | |
| Total 8500 Other Expenses | \$1,500.00 | \$7,500.00 | \$11,800.00 | \$14,614.81 | \$25,652.57 | \$17,000.00 | |
| Total Expenditures | \$137,088.27 | \$210,087.56 | \$230,106.28 | \$252,258.67 | \$314,693.90 | \$329,250.00 | |
| Net Revenue | -\$1,890.05 | \$31,514.85 | -\$24,143.69 | \$196,628.33 | \$21,551.30 | \$15,750.00 | |



2023 AEROSPACE MAINTENANCE COMPETITION

PRESENTED BY



APRIL 18-20, 2023
ATLANTA, GEORGIA

PLATINUM SPONSORS

American Airlines 



THE BEST OF THE BEST.

The Aerospace Maintenance Council's flagstone event, the **AEROSPACE MAINTENANCE COMPETITION**, recognizes and celebrates the aviation maintenance technician.

The annual event promotes education and mentorship through competition. Five-member teams of current and future maintenance professionals showcase their abilities and support workforce development through a variety of competitive events.

The competition is held annually in conjunction with [Aviation Week's Network MRO Americas](#).

CORPORATE SPONSORSHIPS

Support the council's mission through sponsorship.

| | PLATINUM \$50,000 | GOLD \$10,000 | SILVER \$7,500 | BRONZE \$5,000 | PATRON \$2,500 |
|--|----------------------|------------------|-------------------|-------------------|-------------------|
| Opportunity to place material in competitor goodie bag | X | X | X | X | X |
| Logo in event materials | X | X | X | X | X |
| Logo on the AMC home page | X | X | X | X | |
| Company table on Career Runway | X | X | X | | |
| Inclusion in competition media piece | X | X | | | |
| Dedicated premier space on competition floor | X | | | | |

