

Valley Fliers

Annual Members Meeting

March 2019

Agenda

- Opening Remarks
- Treasurer's Report
- Election of Officers
- Maintenance Report
- Safety Report
- Door Prizes

Opening Remarks

Treasurer's Report

2018 was something of a recovery year:

- As proposed at last year's meeting we Authorized up to 70 member shares (up from 60) and as proposed Added 5 Members to bring the total to 65 raising \$12,272.73 in cash (net of Sales Tax). If we desire or see a need this will be reduced through attrition in the future back to 60.
- Additionally 7 shares traded hands contributing \$3,181.78 added cash (Hull replacements funds)
- Minimum flight time fees were way up to \$24,925.25 (310hrs... over 25hrs/month!)
- Maintenance Costs remain quite high although much better than 2017
- Expensive maintenance on 2 aircraft: N2388L & N759MA
- Our New fuel card program is working very well. Thanks to Scott Snider and John Eyre, without whom this would not have been so quickly and successfully instituted!

ADSB was completed UNDER budget... Nicely done! Thanks to Florin and those who participated in making this a smooth success, and Oh isn't it nice to have traffic on the screen!

We have recovered to a much healthier financial position, Engine reserves are covered and additional reserves are available, not large but they are growing again.

Balance Sheet Summary

Valley Fliers, Inc.

Balance Sheet Previous Year Comparison

As of December 31st

	<u>2018</u>	<u>2017</u>
ASSETS		
Current Assets		
Checking/Savings/CD	\$89,500.18	50,831.32
Accounts Receivable	18,309.60	14,228.13
Deposits - Fuel Purchases	-	7,500.00
Undeposited Funds	3,469.08	12,242.14
Total Current Assets	<u>111,278.86</u>	<u>84,801.59</u>
Fixed Assets - Net of Depreciation	254,946.98	270,915.06
TOTAL ASSETS	<u><u>\$366,225.84</u></u>	<u><u>355,716.65</u></u>
LIABILITIES & EQUITY		
Liabilities		
Accounts Payable	\$7,174.10	20,596.81
Sales Tax Payable	(517.43)	(2,839.22)
Total Liabilities	<u>6,656.67</u>	<u>17,757.59</u>
Equity		
Member Shares - Current Price	130,000.00	120,000.00
Member Equity Shares Traded	\$0.00	\$0.00
Retained Earnings	217,959.06	260,335.80
Net Income	11,610.11	(42,376.74)
Total Equity	<u>359,569.17</u>	<u>337,959.06</u>
TOTAL LIABILITIES & EQUITY	<u><u>\$366,225.84</u></u>	<u><u>355,716.65</u></u>

Income Statement Summary

Valley Fliers, Inc.

Summary Income Statement Previous Year Comparison

	<u>2018</u>	<u>2017</u>	<u>\$ Change</u>
INCOME			
Fees	\$24,925.25	\$19,521.57	\$5,403.68
Dues	51,435.81	48,675.00	2,760.81
Flight Time	106,393.82	74,195.69	32,198.13
Hull Replacement Fund	5,454.60	909.09	4,545.51
Interest Income	26.26	38.19	(11.93)
Total Income	<u>\$188,235.74</u>	<u>\$143,339.54</u>	<u>\$44,896.20</u>
EXPENSES			
Repairs & Maintenance (Includes GPS Data)	\$54,492.44	\$73,621.60	(\$19,129.16)
Fuel	49,162.32	39,932.49	9,229.83
Insurance	14,841.33	16,625.00	(1,783.67)
Rent - Hangar	11,916.00	11,194.56	721.44
Rent - Office & Utilities	2,739.78	3,091.72	(351.94)
General & Admin	3,072.08	3,193.43	(121.35)
Licensing	270.00	292.50	(22.50)
Bad Debt	\$0.00	\$0.00	\$0.00
Meeting Expense	2,029.43	1,938.05	91.38
Taxes - Business & Occupation	896.49	587.87	308.62
Depreciation	37,180.08	35,239.06	1,941.02
Total Expenses	<u>176,599.95</u>	<u>185,716.28</u>	<u>(9,116.33)</u>
Other Income - Gain on Sale of N9534H	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$0.00</u>
Net Income	<u>\$11,635.79</u>	<u>(\$42,376.74)</u>	<u>\$54,012.53</u>

Statement of Cash Flows

Valley Fliers, Inc.

January through December 2018

	<u>Jan - Dec 18</u>
OPERATING ACTIVITIES	
Net Income	11,635.79
Adjustments to reconcile Net Income to net cash provided by operations:	
Accounts Receivable	-4,081.47
Deposits - Fuel Purchases Account	7,500.00
Accounts Payable	-13,422.71
Sales Tax Payable	770.53
Sales Tax Payable:Sales Tax Paid - Maint	1,696.05
Sales Tax Payable:Taxes Paid - Fuel	-170.47
Net cash provided by Operating Activities	<u>3,927.72</u>
INVESTING ACTIVITIES	
Operating Equipment (SIM) Depreciation	3,056.04
N-80117 Upgrades - ADS-B Transponder	-5,428.00
N-80117 Accumulated Deprec.	11,159.88
N-759MA Upgrades - ADS-B Transponder	-4,928.00
N-759MA Accumulated Deprec.	6,851.64
N-2388L Upgrades - ADS-B Transponder	-5,428.00
N-2388L Accumulated Deprec.	8,773.92
N-5163S Upgrades - ADS-B Transponder	-5,428.00
N-5163S Accumulated Deprec.	7,338.60
Net cash provided by Investing Activities	<u>15,968.08</u>
FINANCING ACTIVITIES	
Member Shares - Current Price	10,000.00
Net cash provided by Investing Activities	<u>10,000.00</u>
Net cash increase for period	29,895.80
Cash at beginning of period	63,073.46
Cash at end of period	<u><u>92,969.26</u></u>

Fixed Cost Breakdown

	<u>2018</u>	<u>2017</u>
Dues & Fees	\$81,815.66	\$69,105.66
Fixed Costs:		
Hangar Rent	11,916.00	11,194.56
Office Rent	1,963.32	1,852.55
Utilities	776.46	1,239.17
Insurance	14,841.33	16,625.00
General & Admin **	4,832.08	4,953.43
Bad Debts	-	-
Licenses & Permits	260.00	260.00
Meeting Expenses	2,029.43	1,938.05
Taxes (Business & Occupation tax)	896.49	587.87
Other (Includes GPS Data for All Aircraft)	1,760.00	1,760.00
<i>Total Fixed Cost</i>	<u>39,275.11</u>	<u>40,410.63</u>
Net Contribution	<u>\$42,540.55</u>	<u>\$28,695.03</u>
** General & Admin included the following:		
Tax preparation	725.00	675.00
Legal fees	-	-
Repairs - Other than Aircraft	350.00	350.00
General Office - Postage, printing, PO Box, Internet, ScheduleMaster, Website, bank fees	3,757.08	3,928.43
Total G&A	<u>\$4,832.08</u>	<u>\$4,953.43</u>

Variable (Hourly) Cost By Aircraft

	<u>N759MA</u>	<u>N5163S</u>	<u>N2388L</u>	<u>N80117</u>
Tach Hours	275.3	169.1	264.7	403.7
Hours Billed	260.9	179.9	305.1	484.8
Maintenance / Prize Hours	23.8	8.9	13.1	11.9
Revenue:	\$27,420.59	\$15,489.39	\$24,530.04	\$38,953.80
Variable Costs:				
Fuel	15,553.88	7,715.52	11,738.17	14,560.78
Maintenance Cost	17,763.79	4,533.33	18,326.75	7,426.12
Apportioned Maintenance Supplies	1,158.35	711.55	1,113.83	1,698.72
Engine Reserve	5,505.60	2,536.50	3,970.50	5,248.10
Total Variable Cost:	<u>39,981.62</u>	<u>15,496.90</u>	<u>35,149.25</u>	<u>28,933.72</u>
Net Contribution (Subsidy)	<u>(\$12,561.03)</u>	<u>(\$7.51)</u>	<u>(\$10,619.21)</u>	<u>\$10,020.08</u>
Cost Per Hour Billed 2015	\$153.24	\$86.14	\$115.21	\$59.68
Pre-Tax Billing Rate Per Hour	\$105.10	\$86.10	\$80.40	\$80.40
2018 Cost Per Billed Hour	\$153.24	\$86.14	\$115.21	\$59.68
2017 Cost Per Billed Hour	\$119.40	\$128.75	\$142.89	\$137.36
2016 Cost Per Billed Hour	\$93.60	\$76.18	\$83.69	\$66.78
2015 Cost Per Billed Hour	\$107.92	\$61.08	\$71.40	\$58.23
2014 Cost Per Billed Hour	\$114.32	\$78.66	\$79.90	

Upgrade/Replace Contribution Analysis

	<u>2018</u>	<u>2017</u>	
Contribution - Fixed	\$42,540.55	\$28,695.03	
Contribution - Variable	(\$13,167.67)	(\$52,189.83)	
Total Upgrade/Replace Contribution	<u>\$29,372.88</u>	<u>(\$23,494.80)</u>	
Upgrades: <i>(Engines Not Included)</i>			
2018 - ADSB All Aircraft	(21,212.00)		
2017 - N5163S Interior		(11,222.82)	
Net Contribution	<u>\$8,160.88</u>	<u>(\$34,717.62)</u>	
Contribution History	Contribution	Net Contribution	Hours Flown
2018 ADSB - All Aircraft	29,372.88	\$8,160.88	1,230.70
2017 N5163S Interior	(\$23,494.80)	(\$34,717.62)	977.50
2016 88L Card Compass; N80117 Paint Repair, ELT	14,532.89	\$7,657.45	1,339.50
2015 (N80117 Purch replace 34H)	15,195.32	(\$41,677.63)	1,495.70
2014 (Sim, 9MA ELT, 63S WAAS Upgrd)	33,704.02	13,617.32	1,588.80
2013 (Purchase 9MA, 34H Transponder)	19,236.28	(70,167.36)	1,301.70
2012			1,539.10
Last 6 Years	\$88,546.59	(\$117,126.96)	

2018 RESERVES ANALYSIS

<u>Engine Reserves - Estimated</u>	<u>Hrs Total</u>	<u>Rate</u>	<u>Reserve</u>
N759MA - Based on Runout - \$40k	2,000.00	20.00	40,000.00
N2388L - Based on Time from TopOH \$30k	1,565.00	15.00	23,475.00
N80117 - Based on 2000 from New Engine 08/2017	548.00	13.00	7,124.00
N5163S - Based on 2000 from - 2017 rebuild	287.00	15.00	4,305.00
Total Reserve Estimated at Year End 2018			\$ 74,904.00
Cash & Receivables Available at Year End 2018 (adjusted for Payables Outstanding)			\$ 104,622.19
Net Available for Upgrade / Contingency			\$ 29,718.19
2019-20 Committed Upgrades or Reserve Use:			
N759MA Engine Rebuild			\$ 40,000.00

Treasurers Proposal:

- We have recovered to a much healthier financial position, Engine reserves are covered and additional reserves are available, not large but they are growing again.
- We will likely need to act on 9MA's engine – decide and schedule the work
- **Proposed upgrades:**
 - Engine monitors with recording functions to monitor the health of our engines, cost would be approx. \$2k-\$4k per aircraft Total \$8k-\$16k and this is very doable.
 - We have a radio with a problematic display (KX-155A), maybe it's time for a replacement rather than another band-aid on an old radio...
 - In all we should be safe with \$15k-\$20k in upgrades over the next year as long as maintenance costs do not spike.

Items Up for Vote

- Approval of 2018 Annual Meeting Minutes
- Election of Officers
 - John Eyre – President
 - Scott Glassmyer – Vice President
 - Alan DeWitt – Treasurer
 - Tim Vader – Secretary
 - Florin Botezatu – Maintenance Officer
 - Richard Neville – Safety Officer

Maintenance Officer's Report



MAINTENANCE

Major Maintenance

Maintenance	Completion	Cost
ADS-B	Nov	\$21,212
117		
100 hr	July	3,716.04
88L		
Annual	Dec	10,892.11
New Seatbelts	Dec	1,545.00
9MA		
100 hr	Jun	2,641.20
Annual	Nov	11,137.15
AI & DG OH		1,116.00
63S		
Annual	May	1,910.96

Highlights

- Annual lists available

Safety



- **Club Safety Form**
- **Local Airspace**
- **ADS-B Information**

Valley Fliers Safety Form

Required whenever damage occurs to any club property: airplane, simulator, computer

Form available on the website.

VALLEY FLIERS 1402 Auburn Way North, #223 Auburn WA 98002				Flight safety report Accident, serious incident and occurrence report form			
PLACE AND TIME OF OCCURRENCE							
Place of occurrence (town, airport)			Date	Time	<input type="checkbox"/> LMT <input type="checkbox"/> UTC		
REPORTER'S PERSONAL DETAILS							
Name		Age	Street Address				
Telephone (s)			City	State	ZIP		
FLIGHT EXPERIENCE (estimate if accurate information not available)							
Experience on Aircraft type		Flight time last 90 days		Total Flight Experience			
AIRCRAFT							
Tail Number (Registration)			Type of Aircraft				
Schedule Master squawks			Noted preflight discrepancies				
HISTORY OF FLIGHT							
Departed From		Time	Landed at		Time		
Destination	No. of crew	No of Pax	Phase of Flight at time of occurrence				
Nature of Flight			Airspace Class <input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C <input type="checkbox"/> D <input type="checkbox"/> E <input type="checkbox"/> F <input type="checkbox"/> G				
Flight Rules <input type="checkbox"/> VFR <input type="checkbox"/> IFR							
METEOROLOGICAL INFORMATION							
Surface wind (direction/speed)		Wind <input type="checkbox"/> Steady <input type="checkbox"/> Gusty <input type="checkbox"/> Variable		Light conditions <input type="checkbox"/> Daylight <input type="checkbox"/> Dusk <input type="checkbox"/> Dark			
Visibility	Clouds and cloud base	Temperature	Condition <input type="checkbox"/> VMC <input type="checkbox"/> IMC	Weather <input type="checkbox"/> Icing <input type="checkbox"/> Clear <input type="checkbox"/> Turbu- <input type="checkbox"/> Mist Lence <input type="checkbox"/> Fog <input type="checkbox"/> Thunder <input type="checkbox"/> Mist <input type="checkbox"/> Inversion		Precipitation <input type="checkbox"/> Rain <input type="checkbox"/> Light <input type="checkbox"/> Snow <input type="checkbox"/> Mod <input type="checkbox"/> Hail <input type="checkbox"/> Heavy	
Vertical Visibility		Dewpoint					
AIRPORT / RUNWAY / TAXIWAY CONDITIONS							
Airport code	Runway # and Length	Active NOTAMs / TFRs?	Type of surface <input type="checkbox"/> Asphalt <input type="checkbox"/> Grass <input type="checkbox"/> Gravel <input type="checkbox"/> Sand		Surface condition <input type="checkbox"/> Wet <input type="checkbox"/> Dry		

OCCURRENCE INFORMATION	
 	
Injuries to persons	
Damage to aircraft	
Probable cause	
Is there anything you noted that could have prevented the incident?	
Reported by	
<input type="checkbox"/> Pilot-in-Command <input type="checkbox"/> Air Traffic Control <input type="checkbox"/> Safety Officer <input type="checkbox"/> Other	
Responsibility	
<input type="checkbox"/> Accepts full responsibility for repairs <input type="checkbox"/> Does not accept full responsibility for repairs (may result in Safety committee review)	
Other pertinent information	

Name and Date	Signature
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Complete all pertinent sections of this form. If a Valley Fliers Board member feels clarification is needed you may be contacted for that information. Any additional information will be placed on a separate document and attached to this signed form.

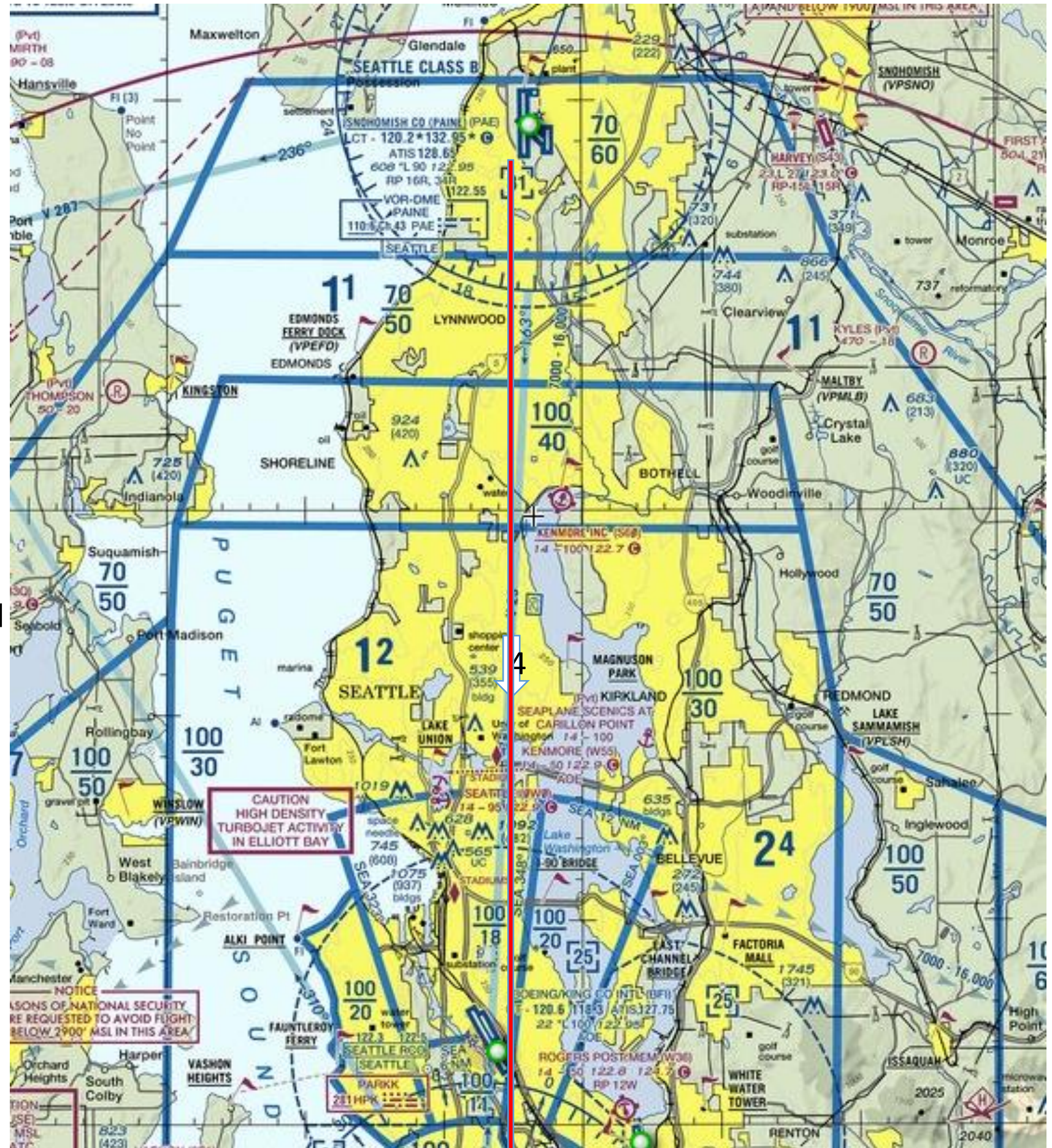
Note: A drawing of the incident may be placed on the back of this form or photos can be attached

Mail completed document and all attachments to:
Valley Fliers
Attn: Safety Officer
1402 Auburn Way North, #223
Auburn WA 98002

Local Airspace

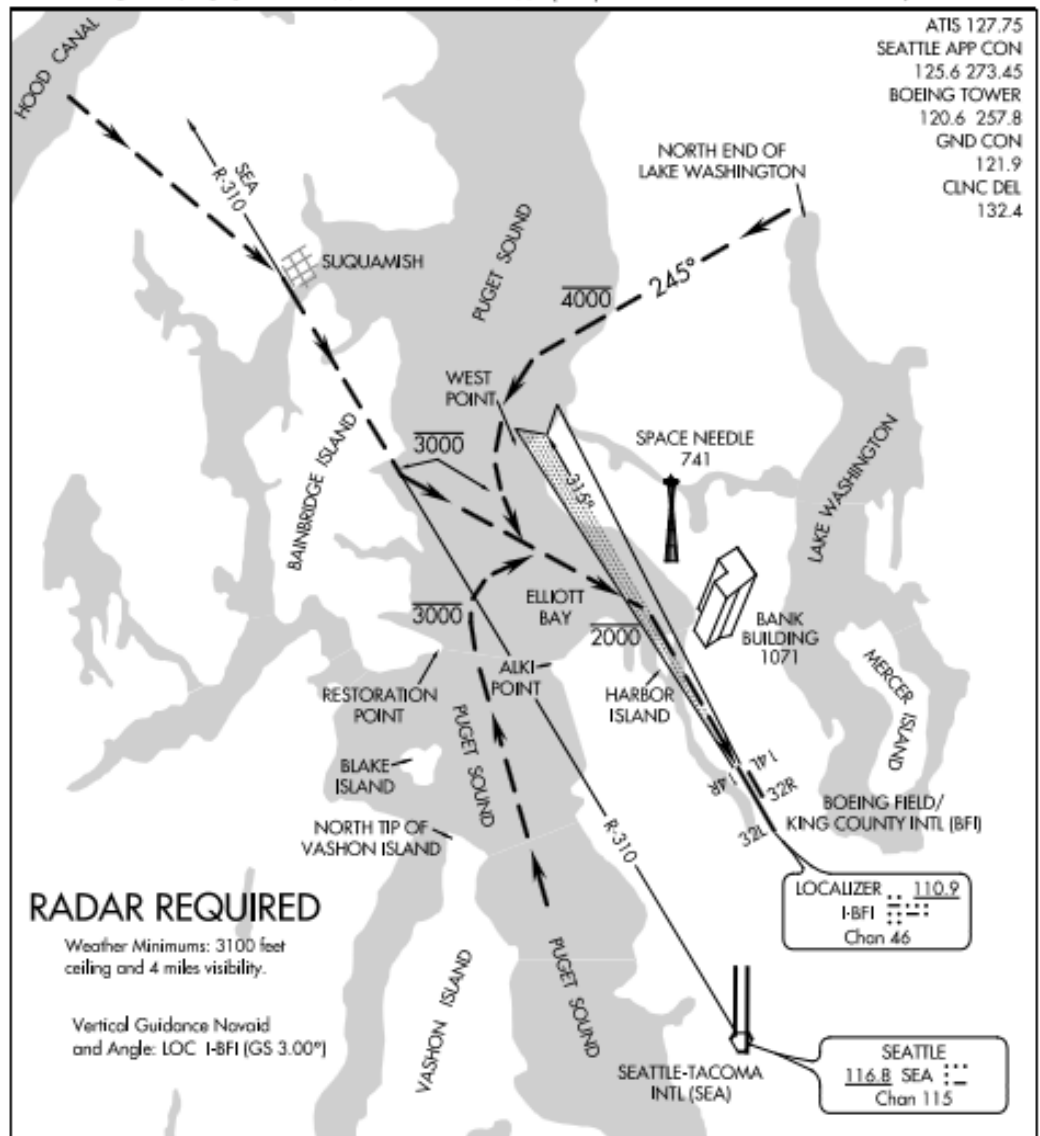
Paine
Boeing
Sea-Tac

Expect jet traffic below
Class B between PAE and
north end of Lake
Washington and over
Puget Sound for VFR and
IFR approaches to BFI



Example Approaches into BFI

Amdt 4 18144
HARBOR VISUAL RWY 14R AL-384 (FAA)
 BOEING FIELD/KING COUNTY INTL (BFI)
 SEATTLE, WASHINGTON



RADAR REQUIRED
 Weather Minimums: 3100 feet ceiling and 4 miles visibility.
 Vertical Guidance Nonvoid and Angle: LOC I-BFI (GS 3.00°)

HARBOR VISUAL APPROACH RWY 14R
 Expect radar vectors from the Northwest, over the Hood Canal on the SEA R-310; from the North and Northeast, to the north end of Lake Washington; from the Southwest, South and Southeast, to Puget Sound abeam the north tip of Vashon Island. When cleared for the Harbor Visual Approach Runway 14R, proceed via the depicted routes over the middle of Puget Sound and Elliott Bay to Harbor Island and complete a straight in visual approach to Boeing Field/King County Intl Airport (BFI). Adherence to the recommended altitudes is strongly recommended to reduce the incidence of TCAS alarms. Visual approaches to Seattle-Tacoma Intl Airport (SEA) may be conducted simultaneously through Elliott Bay. It is essential that all aircraft remain in the center of Elliot Bay for noise abatement.

HARBOR VISUAL RWY 14R 47°32'N - 122°18'W SEATTLE, WASHINGTON
 Amdt 4 24MAY18 BOEING FIELD/KING COUNTY INTL (BFI)

SEATTLE, WASHINGTON AL-384 (FAA) 18144

APP CRS 135°	Rwy Idg 9120	RNAV (RNP) Z RWY 14R		
	TDZE 18	BOEING FIELD/KING COUNTY INTL (BFI)		
	Apt Elev 22			
GPS and RF required. Inap table does not apply to RNP 0.30 DA. For inap MALSF, increase RNP 0.15 DA Cat D visibility to 1 1/4 mile. For uncompensated Baro-VNAV systems, procedure NA below -6°C (22°F) or above 54°C (130°F).		MALSF	MISSED APPROACH: Climb on track 135° to cross OCEZE at or below 1500 then climb to 6400 on track 123° to BLAKO and hold, continue climb-in-hold to 6400.	
ATIS 127.75	SEATTLE APP CON 119.2 284.7	BOEING TOWER 120.6 257.8	GND CON 121.9	CINC DEL 132.4



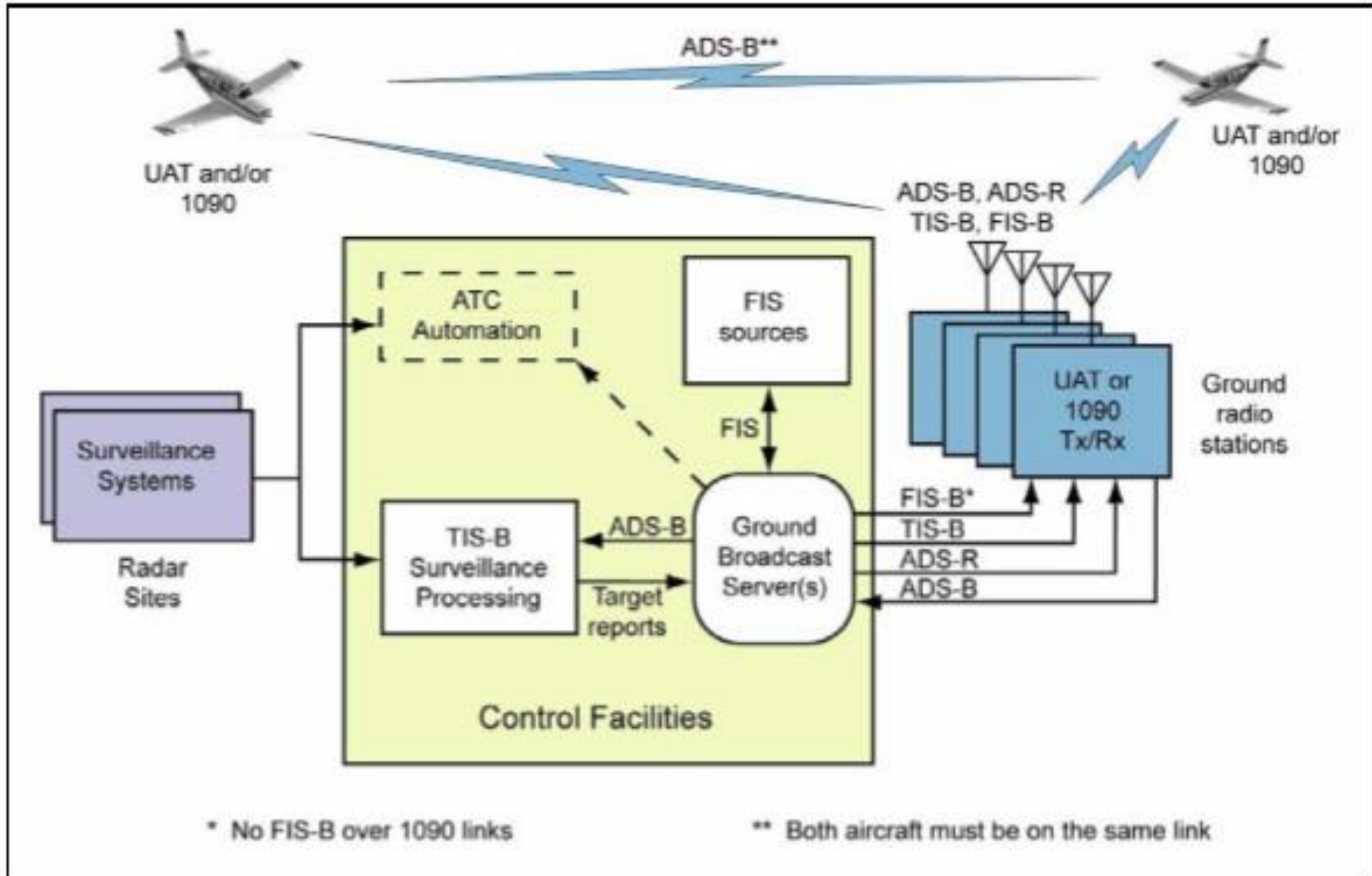
ELEV 22	TDZE 18		
JAMRO 2100		COMMB 1700	ORABE 1024
GP 3.00° TCH 30		OCEZE 1500	BLAKO 6400
2.4 NM		2.1 NM	3 NM
CATEGORY	A	B	C
RNP 0.15 DA	542-1 1/2		524 (600-1 1/2)
RNP 0.30 DA	742-2 1/2		724 (800-2 1/2)

AUTHORIZATION REQUIRED

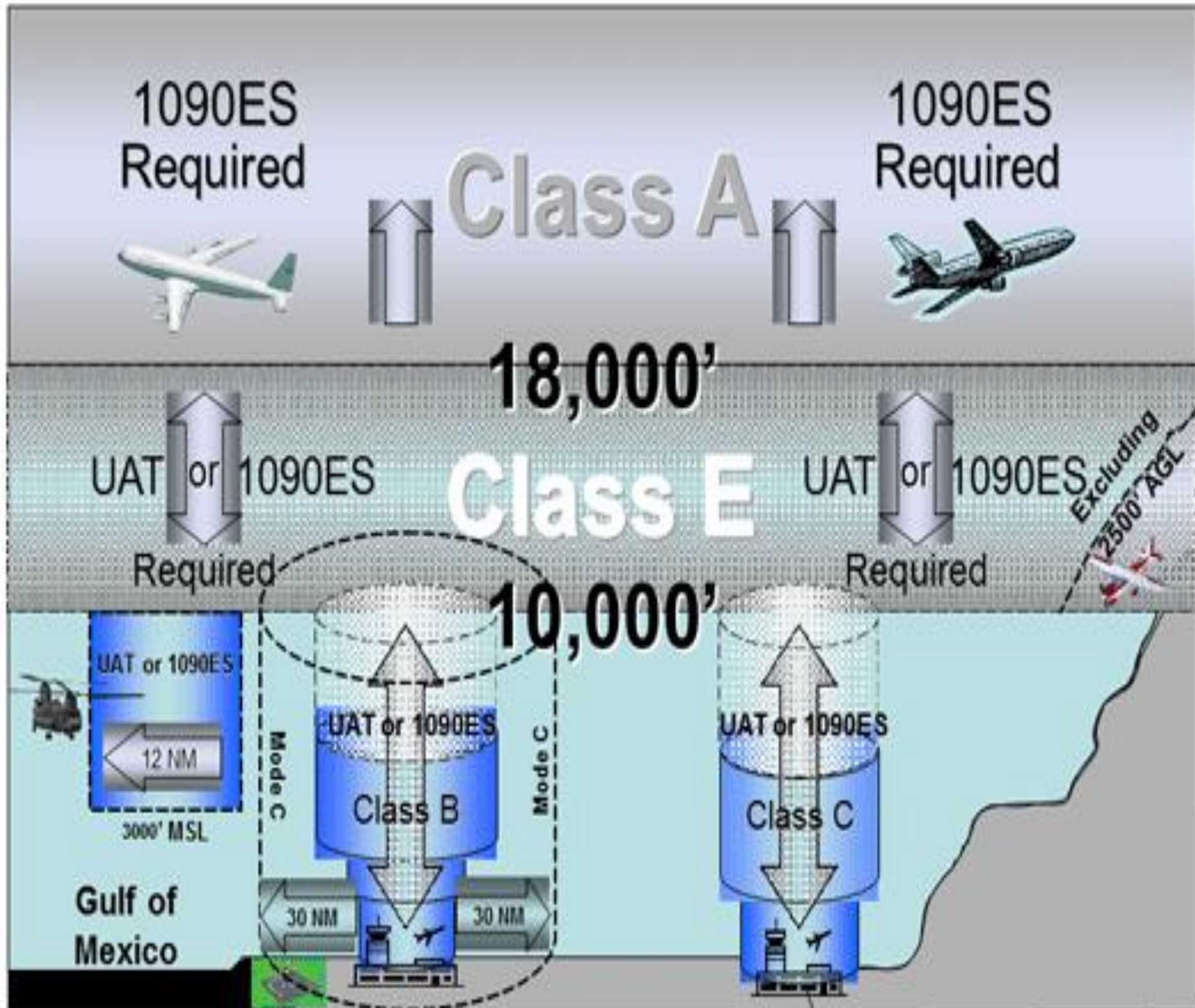
SEATTLE, WASHINGTON Amdt 1 14SEP17
 BOEING FIELD/KING COUNTY INTL (BFI)
 47°32'N-122°18'W **RNAV (RNP) Z RWY 14R**

ADS-B Information

ADS-B, ADS-R, TIS-B and FIS-B Broadcast Architecture



ADS-B Airspace



GTX 345 Features

- Transmits on 1090 mhz with extended squitter (1090ES)
- ADS-B IN and ADS-B OUT capability
- Designed to operate in ALT mode on ground and in the air
- Dual band (1090 and 975 mhz) ADS-B In traffic display and alert (TIS-B)
- Flight Information Service (FIS-B) display
- Bluetooth interface
- Altitude deviation alert
- Count-up and Count-down, flight and trip timers
- Density and pressure altitude display



ON Powers on, disables altitude reporting.

ALT Powers on, enables altitude reporting.

VFR Changes to the preprogrammed squawk code for VFR.

OFF Powers off.

SBY Powers on or changes into standby mode.

IDNT Activates the Ident function.

Valley Fliers - Things To Know

- **Prior to taxi, check that the Flight ID matches exactly the aircraft ID entered on the flight plan.**
- **Keep transponder in the ALT mode on ground and in the air.**
- **Problem with GNS 430 position processing means a problem with ADS-B transmission.**
- Reading the GTX 345 Pilot Guide is recommended.
- ATC knows who you are and where you live.
- Most aircraft with transponder problems will be treated as airworthiness issues instead of a pilot deviation.
- OK to fly in Canada or other international destinations.
- Ground radio station inoperative or out of range ATC may not see you or may not get required ADS-B information. Transponder may not receive traffic (TIS-B) or flight (FIS-B) information.
- Compassion flights (e.g. Angle Flight): If using compassion flight call-sign, then the GTX 345 Flight ID must be changed to the compassion flight call-sign. **Valley Fliers configuration does not allow the pilot to change the Flight ID so all flight plans should use the aircraft N number.**

GTX 345 Transponder No Fly Error Messages



Figure 7-1 ADS-B 1090 Failed Screen



Figure 7-2 ADS-B 1090 and Transponder Failed Screen

ADS-B References

Advisory Circular 90-114A, change 1, Automatic Dependent Surveillance-Broadcast Operations.

Aeronautical Information Manual - Automatic Dependent Surveillance Broadcast (ADS-B) Services.

14 CFR 91.215 ATC transponder and altitude reporting equipment and use.

14 CFR 91.225 Automatic Dependent Surveillance Broadcast (ADS-B) Out equipment and use.

14 CFR 91.227 Automatic Dependent Surveillance Broadcast (ADS-B) Out equipment performance requirements.

<https://www.faa.gov/nextgen/equipadsb/>

GTX 345 Pilot Guide

FAA Flight Plan Filing guide

(https://www.faa.gov/about/office_org/headquarters_offices/ato/service_units/air_traffic_services/flight_plan_filing/)

Instructional Video on ICAO Flight Plans

(https://www.youtube.com/embed/HICFU9_DaMM?rel=0&vq=hd720&autoplay=1)

Door Prizes