

Affiliate Council Meeting – HAI Anaheim – February 23, 2009

Meeting was called to order and welcomed by Pat Crippen who opened the discussion by introducing the ALEA staff members present, Steve Ingley, Dan Schwarzbach, Martin Jackson, Jim DiGiovanna, Nicole Gentile, and Jennifer Thornton and thanking them for the very successful ALEA reception for Affiliate members.

Pat asked Jennifer Thornton to read the Anti-Trust Statement.

Pat read the minutes from the last meeting and asked for all present to submit updated contact information where necessary.

Motion to adopt the reading of the minutes by Richard Bray, seconded Judy Smith, and followed by vote – all in favor.

Pat related that Affiliate Membership currently represents 291 companies and that the Canadian Region safety seminar date and location are yet to be determined. The Western Region seminar will be held at The Rio in Las Vegas, Sept 21-23, 2009.

Pat has been planning a quarterly newsletter but has been very busy. He requested an email from anyone in attendance with any suggestions for items to be included in the newsletter(s).

Dan Schwarzbach stated Bill Wilkins had resigned will not run again in July. No one will be appointed. Dan will perform duties until the ALEA National Conference. Martin Jackson will become the President of ALEA after the July BOD meeting and Dan will become the CFO.

Dan explained the decision of the ALEA Board to make changes in the membership classifications and to clean up the membership rules due to them being cumbersome and confusing.

There will be two classes of membership, Corporate and Individual (formerly the Professional Member classification). Individual members are permitted to serve on the Board of Directors. The Individual class of membership includes Public Safety Aviation units with Air Crew criteria. Operators of UAVs can now be included. By laws are in transition to reflect the changes.

Awards banquet – first year on Saturday had a good turnout of attendees, but last year did not. The 2009 Awards Banquet will be held on Friday night and events after banquet are open for vendor sponsorship.

Wednesday sneak peak 5PM – 7PM. Open opportunity for a sponsor. Floor hours are: Thursday 11 to 4, Friday 11 to 4. Classes - minor overlap on Thursday but no classes scheduled on Friday. There will be classes on Saturday.

Dan commented that the ALEA event Sunday evening was well received and reported 135 in attendance. Dan asked if the event should be continued in the future. Some observations from those present were that there is too much going on at HAI on the first night. Dan expressed his appreciation to the affiliate members and to Nicole.

Jim DiGiovanna discussed ALEAC Accreditation and said the on-line survey showed good feedback from members. Thursday at the National Conference will again present vendor tech /educational briefings from 11 to 4pm. Seven classrooms are available on-line. Jim asked that interested vendors go to the affiliate link for tech briefings, complete the form and submit to him as soon as possible. Jim will get back to the vendors on when their briefing will be scheduled.

On Friday, all classes will end at noon. Jim asked if there were any questions regarding briefings? None presented. Jim asked that vendors wanting briefings not send emails to him but apply on line onlyw.

Dan Schwarzbach - Luncheons at ALEA are open for purchase and will be served on the floor and not in the back of the Convention Center. Overall membership – no changes, static at around 3500 members. There was some general conversation about the impact of the current economic situation on aviation units. Some flight ops are actually increasing with new equipment while others are cutting back on purchases and flight hours.

Scott Hurst informed everyone that Scott Mcneil is no longer associated with Dallas Avionics.

Pat acknowledged Dan's service to ALEA.

Dan then commented that the ALEA is 38 years old and noted that over five years of hard work has been done in creating the ALEAC and the standards for the accreditation of airborne law enforcement units.

Jim DiGiovanna was pleased to announce that the ALEAC is now ready to accept applications from airborne law enforcement units for accreditation and that an announcement would be made on Monday at HAI on the ALEA booth. He expressed that it would be a milestone event for an aviation unit to be accredited with no single standard currently existing and that ALEAC offers an aviation unit an opportunity to enhance effectiveness and provide a single standard of safety for all U.S. ALE units.

Jim acknowledged Keith Johnson and stated that ALE accidents are down due to Keith's and the ALEA's efforts. ALEAC is taking it to the next level and Jim recognized vendors have a huge impact on this effort through support and collective partnership efforts. He would like to see vendors partnering with the ALEAC to move forward with accreditation by offering incentives/discounts to those accredited agencies who are vendors' customers as a way to show a true partnership. Jim expressed how this positively affects the entire industry when accidents are reduced and the skies are safer. Budgetary issues are closing some units and we can't have it be because of accidents. Accreditation will keep units alive and serving their fellow officers and citizens.

Jim is asking affiliate members to come out and offer financial support to their customers who want to be accredited and will be sending out additional information. Minimum \$5000 to maximum of \$9500 cost to an agency, depending upon size, for the accreditation process. Jim would like to like to see endorsements from the affiliate council to support this effort.

Jim explained the accreditation process in detail.

Ray Stanton, AIG Aviation - commented that AIG needs to know more about the program and criteria for certification. Jim responded that ALEA has been trying to work with insurance industry for years to recognize the benefit to underwriters and will discuss this with Ray on an individual basis.

Leonard Luke, Pilatus aircraft – stated he wouldn't be able to offer discounts publicly. Especially OEMs might offer extra training or something else, but to sign agreement to offer discounts very questionable; economically a bad time for this with vendors fighting to even attend conferences and seminars. Leonard said he doesn't feel that affiliates can support this suggestion.

Dan commented that he understands that reaction and asked that the attendees understand that ALEAC is a separate entity from ALEA.

Jim reiterated his hope that the affiliates would recognize the benefit wasn't concerned how the support or discount is given but should be based on what the customers need if the cost is too much for an agency. If an affiliate member could assist with the cost, it would be a significant benefit to the agency and to the ALEAC. Three agencies have signed up for accreditation.

Dan offered his opinion that maybe the vendor(s) assistance should not so much be given as a discount but as an incentive, training as an example, and simply saying the vendor is sponsoring this particular agency's accreditation.

Open discussion – all agree accreditation is a valid process but disagree on how vendor support should be given and that further discussions are warranted.

Pat asked what the vendors will get in return for sponsoring an aviation unit and Jim suggested an open to a list of vendors who support ALEAC accreditation and that signing on as a supporting vendor sends a huge message across the industry. A question was asked if there was any conflict with the ALEA Anti Trust Statement and Jim said it was addressed with legal and found to not be contrary to the statement.

Pat informed the attendees that the ALEA Board had approved a position of Affiliate Council Co-Representative and will mail out information. He asked that anyone interested submit a resume to him.

Pat commented that any helicopters coming into the convention center in Savannah needs to understand there could be some issues with doors and rotor blades and to be aware that in some cases the blades will have to come off in order to get the helicopters into the exhibit area.

Pat informed everyone that the ALEA Buyer's Guide will be limited to six names per vendor and that the ALEA directory will be limited to three names on the list. He asked that everyone please update the email addresses via the ALEA website.

Pat asked if there was any new business to be discussed. No comments. Any issues for discussion? None. The next meeting will be in Savannah, date to be determined.

Motion to adjourn by Dick Gilson and seconded by James Schroeder.

