

MILITARY OFFICERS ASSOCIATION OF AMERICA
ALAMO CHAPTER

P.O. Box 340497, Ft Sam Houston, TX 78234
MINUTES OF BOARD MEETING – Wednesday, 20 April 2022

The Meeting was called to order by Board Chair Barbara Ramsey at 10am. A quorum was present (min 50%) and acting throughout the meeting.

Attendees:

Board: Col Mac McDonald, Col Barbara Ramsey, LTC Robert Blake, LTC Bill Goforth, LtCol Ed Marvin

Staff: Col Brad Barnhart, Col Felix Santiago, Col Lisa Skopal, LtCol Kitty Meyers, MAJ Jim Cunningham.

Staff Absent: Col David Patrick, MAJ Mike Frankel

Board Absent: Col Frank Rohrbough, LTC Jim Finch.

Barbara Ramsey led the Pledge of Allegiance. Ed Marvin gave the invocation.

Old Business

- a) **Minutes:** The minutes from 20 January 2022 were reviewed and accepted as written. Bill Goforth made the motion to accept, seconded by Bob Blake. All were in favor.

President's Update:

Kitty provided an overview of Chapter business since the last Board meeting:

1. The application for the Five Star Level of Excellence Award has been submitted to MOAA national.
2. The recent Scholarship luncheon was an enormous success and pictures of Scholarship winners can be found on the chapter website.
3. Currently supporting the JROTC and ROTC award presentation ceremonies.
4. MOAA Vacations is hosting a Travel Show on May 15 at Ft Sam Golf Club to which all MOAA members in our catchment area will be invited as well as NCOA members and a recruiting table will be present. We are assisting in publicizing the event on our website, mass email and in The Lariat and we would receive a stipend if an Alamo Chapter member participated in any of the vacations offered.
5. 2022 Golf Tournament planning has started, and an official request has been submitted to Donegan & Burns to be the title sponsor again. Both the ARC and Blue Skies will also be approached.
6. Building update: A contract is required to be in place before any repairs can be made (one bathroom is out of order, and the door in the other sticks. The Air Force has deemed the building historical despite the Army's original written clause that the building has depreciated and has no book value. The last evaluation by the Corp of Engineers declares it needs \$975,000 to replace the building and although we would be just tenants and not owners it is a requisite that this specialized insurance be in place before a contract can be completed. Initial estimate is over \$7,000 per year with a \$5,000 deductible. It has been suggested that once the insurance is in place the Corps of Engineers would be instructed to re-evaluate and the price may well decrease and premium refunded.

a) Monthly Budget Report

Brad Barnhart reviewed the financials.

Educational Foundation

	January	February	March	April	May	June	July	August	September	October	November	December	YTD	2022 Budget	Variance	YTD 2021
Donations (prior month)	1,905.00	1,030.00	770.00										3,705.00		3,705.00	2,711.00
Donations - Checks	35.00	500.00	4,025.00										4,560.00		4,560.00	445.00
Donations - Online (Sq & PP)	175.00	150.00											325.00		325.00	250.00
The Big Give													-		-	-
Go Fund Me													-		-	-
Amazon Smile			16.63										16.63		16.63	13.64
Other/Dividend		0.12	9.55										9.67		9.67	28.98
MOAA Transition Grant													-		-	-
Golf Tournament													-		-	-
TOTAL INFLOW	2,115.00	1,680.12	4,821.18	-	-	-	-	-	-	-	-	-	8,616.30		8,616.30	3,448.62
OUTFLOWS																
Other																
Big Give Admin Fee													-		-	0
JROTC Medals													-		-	0
ROTC Admin													-		-	0
Scholarship Guest Lunches (40)			1,006.40										1,006.40		-	-
Golf Administration													-		-	-
Postage													-		-	-
PayPal Fee													-		-	0
Square Fee	6.58	5.55											12.13		12.13	6.58
Charity													-		-	0
Warrior & Family Support Ctr													-		-	-
MOAA Transition Grant													-		-	-
Total Outflow (Other & Charity)	6.58	5.55	1,006.40	-	-	-	-	-	-	-	-	-	1,018.53	\$ -	1,018.53	6.58
Scholarships																0
Col Torrey													-	\$ -	-	-
Gen Herring (JROTC)													-	\$ -	-	-
Col McCarthy (JROTC)													-	\$ -	-	-
Chapter (Jim & Cheryl Cunningham)													-	\$ -	-	-
Other (JROTC)			2,000										2,000.00	\$ -	2,000.00	-
ROTC Navy UT Austin			1,000										1,000.00	\$ -	1,000.00	-
ROTC Army UT Austin			1,000										1,000.00	\$ -	1,000.00	-
ROTC Air Force UT Austin			1,000										1,000.00	\$ -	1,000.00	-
ROTC Air Force Texas State			2,000										2,000.00	\$ -	2,000.00	-
ROTC Army Texas State			1,000										1,000.00	\$ -	1,000.00	-
ROTC Air Force UTSA (Ed & Ruby Marvin)			1,000										1,000.00	\$ -	1,000.00	-
ROTC Army UTSA			3,000										3,000.00	\$ -	3,000.00	-
ROTC Army UTSA													-	\$ -	-	-
ROTC Air Force UTSA			2,000										2,000.00	\$ -	2,000.00	-
ROTC Army St Mary's			1,000										1,000.00	\$ -	1,000.00	-
ROTC Army St Mary's													-	\$ -	-	-
ROTC Army Texas A&M Kingsville													-	\$ -	-	-
ROTC Army Texas A&M Corpus Christi													-	\$ -	-	-
ROTC Army Texas A&M Corpus Christi													-	\$ -	-	-
ROTC Army Rio Grande Valley													-	\$ -	-	-
ROTC Army Rio Grande Valley													-	\$ -	-	-
Total Scholarships	-	-	15,000.00	-	-	-	-	-	-	-	-	-	15,000.00	\$ -	15,000.00	-
TOTAL OUTFLOW	6.58	5.55	15,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16,018.53	\$ -	16,018.53	6.58
Decrease/Increase	2,108.42	1,674.57	(10,178.82)	-	-	-	-	-	-	-	-	-	(7,402.23)	\$ -	(7,402.23)	3,442.04

Fifteen of the 29 x \$1,000 scholarships distributed have been cashed. Account will show a deficit until 2022 Golf Tournament occurs.

Operations Inflows

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	YTD	2022 Budget	Variance	YTD 2021
Membership Dues																
MOAA National	360												\$360.00	\$ 200	\$160.00	5,955.00
Friends of the Chapter													\$0.00		\$0.00	-
Austin Chapter													\$0.00		\$0.00	-
New Surv Sp													\$0.00		\$0.00	-
New Retired	50.00		25.00										\$75.00	\$ 500	-\$425.00	325.00
New Active Duty		25.00											\$25.00	\$ 200	-\$175.00	25.00
New Former													\$0.00	\$ 50	-\$50.00	25.00
Renewal Surv Sp	250.00	225.00	250.00										\$725.00	\$ 750	-\$25.00	500.00
Renewal Retired	1,650.00	1,125.00	850.00										\$3,625.00	\$ 11,250	-\$7,625.00	2,780.00
Renewal Active Duty	150.00		25.00										\$175.00	\$ 100	\$75.00	50.00
Renewal Former	25.00	75.00	50.00										\$150.00	\$ 200	-\$50.00	25.00
Friends of the Chapter													\$0.00	\$ 100	-\$100.00	-
Total	\$ 2,485.00	\$ 1,450.00	\$ 1,200.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$5,135.00	\$ 13,350	-\$8,215.00	\$ 9,685.00
Non-Dues Revenue																
Golf Tournament													\$0.00	\$ 5,000	-\$5,000.00	-
Travel Awards													\$0.00	\$ 100	-\$100.00	-
Merchandise (Coins/Shirts)			65.00										\$65.00	\$ 250	-\$185.00	-
Advertising Lariat	2,970.00												\$2,970.00	\$ 4,000	-\$1,030.00	100.00
Corporate Partnership	\$ 450.00	\$ 100.00	\$ 350.00										\$900.00	\$ 1,000	-\$100.00	200.00
Donation Miscellaneous													\$0.00	\$ 1,000	-\$1,000.00	-
Donations to Chapter	1,375.00	1,240.00	485.00										\$3,100.00	\$ 7,500	-\$4,400.00	2,662.00
Donations to ACEF	1,030.00	770.00	420.00										\$2,220.00	\$ 7,000	-\$4,780.00	1,806.00
Social Events	458.00	882.00	2,748.40										\$4,088.40	\$ 16,750	-\$12,661.60	-
	\$ 6,283.00	\$ 2,992.00	\$ 4,068.40	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$13,343.40	\$ 42,600	-\$29,256.60	4,768.00
TOTAL INCOME	\$8,768.00	\$4,442.00	\$5,268.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,478.40	\$5,950	-\$13,471.60	\$ 14,453.00

Dues received make up more than a third of the budget and yet we are only at end of Quarter 1. Lisa Skopal doing a wonderful job working the Lariat advertising and Corporate Partnerships.

Operations Outflows – Office expenses are decreasing, and we are right on track with the budget, including the planned deficit.

Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	2022 Budget	Variance	YTD 2021
Copier Mntn Agreement													-	\$ 700	700.00	-
Square Service Fee	27.07	10.96	30.55										68.58	\$ 600	531.42	38.34
PayPal Service Fee	55.99	108.20	103.93										268.12	\$ 750	481.88	67.04
D&O Insurance													-	\$ 650	650.00	-
Dues & Subscription	1,039.60												1,039.60	\$ 2,000	960.40	1,245.60
Contractor Incentive													-	\$ 1,000	1,000.00	-
Independent Contr	1,820.00	1,820.00	1,820.00										5,460.00	\$ 21,840	16,380.00	4,270.80
Liability Insurance		487.00											487.00	\$ 500	13.00	487.00
Marketing													-	\$ -	-	-
Merchandise (Coins/Shirts)													-	\$ -	-	-
Office	9.08	300.57	154.49										464.14	\$ 3,000	2,535.86	306.83
Postage & Delivery		234.00											234.00	\$ 2,000	1,766.00	443.65
Social Events	78.00		3,252.52										3,330.52	\$ 16,340	13,009.48	-
Special Activities													-	\$ -	-	-
Telephone	162.87	162.87	162.87										488.61	\$ 2,000	1,511.39	321.90
Trans To ACEF	1,905.00	1,030.00	770.00										3,705.00	\$ 7,000	3,295.00	2,711.00
Volunteer Recognition													-	\$ -	-	-
Total Outflow	\$ 5,097.61	\$ 4,153.60	\$ 6,294.36	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0	0	15,545.57	\$ 58,380	42,834.43	9,892.16
Surplus/(Deficit)	3,670.39	288.40	(1,025.96)	-	-	-	-	-	-	0	0	0	2,932.83	(2,430.00)	5,362.83	4,560.84

Cash Balances – Jim Cunningham is working with RBFCU to align the CD's already in place with the correct 501 (c) 3. They require the ACEF bylaws for their records, and currently there is no chair to sign them. Motion was made to make Jim Cunningham interim chair, seconded by Bob Blake. Motion carried.

Educational Foundation	Jan	Feb	March	April	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
RBFCU													
Savings	\$ 10.00	\$ 10.00	\$ 10.00										
Money Market	\$37,837.76	\$ 37,022.59	\$ 14,336.87										
Checking	\$ 100.12	\$ 100.03	\$ 14,100.53										
Certificates	\$10,370.93	\$10,375.10	\$10,379.98										
Total	\$48,318.81	\$47,507.72	\$ 38,827.38	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Chapter Operations													
Broadway	\$22,228.06	\$ 22,480.70	\$ 21,490.50										
RBFCU CD's	\$17,034.79	\$17,039.23	\$17,044.16										
Total	\$39,262.85	\$39,519.93	\$ 38,534.66	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Social Events	Jan	Feb	March	April	May	June	July	Aug	Sep	Oct	Nov	Dec	YTD
Chapter													
Inflows	\$ 78.00	\$ 910.00	\$ 2,916.40	\$ 184.00			\$ -						\$ 4,088.40
Outflows	\$ 78.00	\$ 812.40	\$ 2,440.12										\$ 3,330.52
Variance	\$ -	\$ 97.60	\$ 476.28	\$ 184.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 757.88

4 Year Comparison

YTD	2019	2020	2021	2022
ACEF				
Inflows				
Donations	\$3,702	\$4,009	\$3,406	\$8,590
Other	\$0	\$0	\$43	\$26
Golf	\$0	\$0	\$0	\$0
TOTAL INFLOWS	\$3,702	\$4,009	\$3,435	\$8,616
Outflows				
Admin	\$200	\$200	\$9	\$1,019
Wounded Warrior	\$0	\$0	\$0	\$0
Scholarships \$\$	\$1,000	\$0	\$0	\$15,000
Scholarships #	16	23	20	\$29
TOTAL Outflows	\$1,200	\$200	\$9	\$16,019
Increase/(Decrease)	\$2,502	\$3,809	\$3,426	-\$7,402
Operations Inflows				
Dues	\$4,260	\$6,615	\$9,685	\$5,135
Non-Dues				

Advertising	\$6,070	\$597	\$300	\$3,935
Donations	\$1,285	\$1,975	\$5,585	\$3,100
Golf	\$0	\$0	\$0	\$0
Social Events	\$4,072	\$3,989	\$0	\$4,088
TOTAL Non-Dues	\$14,184	\$13,366	\$7,991	\$13,343
TOTAL INFLOWS	\$18,444	\$19,981	\$17,676	\$18,478

Operations Outflows

Contractor	\$4,740	\$4,271	\$4,271	\$5,460
Lariat	\$2,560	\$0	\$0	\$0
Office	\$3,487	\$2,707	\$2,467	\$2,816
Postage Office	\$252	\$364	\$444	\$234
Social Events	\$4,157	\$3,903	\$0	\$3,331
TOTAL OUTFLOWS	\$21,325	\$15,254	\$9,892	\$15,546
Increase/(Decrease)	-\$2,881	\$4,727	\$7,784	\$2,933

Golf

Inflows

Sponsorship	\$0	\$0	\$0	\$0
Donations	\$0	\$0	\$0	\$0
Total Inflows	\$0	\$760	\$0	\$0
Total Outflows	\$1,000	\$1,000	\$0	\$1,000
Increase/(Decrease)	-\$1,000	-\$240	\$0	-\$1,000

Reserves

Outreach/Education	\$27,233	\$34,208	\$42,632	\$38,827
Operations	\$30,523	\$30,034	\$31,606	\$38,535

b) Scorecard Update

Priority 1 – Membership & Retention

Felix Santiago reviewed the Membership Chart, 86% are dues paying members. 230 of the 900 we have now were gained in the last 24 months during pandemic times with little interaction so sees retention even better now things are opening up. Historically we have retained 40% of newcomers, and 80% for retirees. Renewals are distributed using electronic and written touch points and Felix also makes personal contact. Alamo Chapter is still one of the largest both in Texas and nationally.

Future recruitment opportunities include the Blanco Rotary Vaaler Creek Golf Tournament on May 9, MOAA's Travel show on May 15, two retiree appreciation days coming this fall, and JBSA FSH newcomer bimonthly events return to being "in-person" this month. Will also be partnering with NCOA where possible to expand recruiting. Working with MOAA to send out email blast to those in our catchment area encouraging them to join the chapter.

Ongoing recruitment includes using MOAA's NRT monthly reports. Encourage all Board members to solicit more Friends of the Chapter.
Still championing Soldiers' Angels by dropping off hundreds of pairs of socks for their Warm Feet campaign collected from the ARC and Blue Skies.

Priority 2 – Positive Financial Position

Lisa Skopal and her team are working the Lariat Advertising and Corporate Partnerships made more efficient by the electronic Media Kit. Working on a handout to place in the mailboxes of ARC and BST residents. Facebook like are increasing which will be integral in the push for the Big Give.

Kitty advised the Board Lisa has a new job title of VP Marketing & Development to assist in getting by the gatekeepers. Lisa advised she has a couple of medical events coming up and will be temporarily sidelines over the summer.

Priority 3 – Legislative Efforts

Jim Cunningham distributed the three main talking points for MOAA national's Advocacy in Action namely the Star Act, Mental Health provisions in NDAA and 4.6% military pay raise. TVCO will be meeting to select the priorities for the next Texas legislature. Waiting for the redrawing of the districts to be concluded before he can confirm his Legislative team members.

Priority 4 – Leadership Succession Planning

Continuing to push for committees and back up and reiterated that this will be her last term as President.

c) Golf Tournament

Kitty advised the planning for the 2022 Golf Tournament on Oct 28 has begun. The flyer has been updated and approved and being disseminated in search of sponsors.

Meeting adjourned at 11:45am.
Next scheduled Board Meeting – Aug 18th 10am.

Maj Mike Frankel USA, Secretary