

MILITARY OFFICERS ASSOCIATION OF AMERICA
ALAMO CHAPTER

P.O. Box 340497, Ft Sam Houston, TX 78234
MINUTES OF BOARD MEETING – Thursday 10 June 2021

The Meeting was called to order at the Quarry Golf Club 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, Col Frank Rohrbough, LTC Robert Blake, LTC Jim Finch, LTC Bill Goforth,
Staff: Col Felix Santiago, LtCol Kitty Meyers, Trish Meserve.
Absent: LtCol Ed Marvin

Barbara Ramsey welcomed all. Condolences were offered to Jim Finch for the recent loss of his wife, Lila.

Old Business

a) Minutes: The minutes from 18 March 2021 were reviewed and accepted as written.

New Business

Kitty Meyers, Chapter President, provided an update on the chapter activities:

MOAA Grant: The \$2000 for the Texas Transition Tour was completed and another grant applied for and received was to be used for the Red, White & You Job Fair but Alamo Workforce Solutions has changed it to a much smaller event, so the chapter in discussions with other community partners may work on something else.

Transition Assistance: Work is being done in conjunction with Hiring Our Heroes and the Veterans & Military Families supported by the Starbucks Foundation. Kitty holds a regular question-and-answer session “Kitty’s Corner” for Transitioning military. Also attends weekly meetings with the JBSA Transition Alliance group on Tuesdays, and the Chamber’s Military Spouse Economic Employment Zone to focus on encouraging employers to hire military spouses.

Volunteer Opportunities: Hopeful that the Warrior Games will be in San Antonio in 2022.

Advocacy: Jim Cunningham and Kitty are committee members for the TVC’s Veterans Advisory Committee that meets quarterly, as well as being on the Homeless Veterans sub committee.

Awards: Advised chapter website as well as the chapter newsletter The Lariat had won the MOAA Communications award.

Chapter Administration: Jim Cunningham and Kitty Meyers are in discussions with the Air Force Contracting folks regarding the renewal of the building lease and trying to dissuade them from including a requirement for building insurance and utilities. Kitty will be taking the lead during Jim’s convalescence. Advised it best not to use the office for meetings until the lease is approved, as well as the biennial recertification of being a Private Organization on Post has been approved. Barbara opined if expenses were to be incurred it may not be necessary to keep the building, but Bill Goforth advised it would be beneficial to keep a footprint on Ft Sam and strive a balance between Zoom and in-person.

Chapter Events: Continuing to be virtual, but August could be the first in-person event. Location is planned for The Petroleum Club as the prices at Ft Sam Golf Club are prohibitive.

Chapter Personnel: Constantly recruiting to fill the empty positions and we now have a new editor – LtCol Juliet Chelkowski, USMC (Ret) who is also working in Corporate Communications at USAA.

a) Monthly Budget Report

Kitty Meyers reviewed the financials.

ACEF - Peter Hunt has done a fantastic job with the Scholarship program. Only 2 checks have not yet been cashed. Note quarterly deposit from Amazon Smile – encouraged all to participate using Alamo Chapter Outreach as the benefactor.

INFLOWS	January	February	March	April	May	YTD	2021 Budget	Variance
Donations (prior month)	1,280.00	820.00	611.00	375.00	197.50	3,283.50		3,283.50
Donations - Checks	345.00	100.00				445.00		445.00
Donations - Online (Sq & PP)	175.00		75.00	500.00	96.80	846.80		846.80
The Big Give						-		-
Go Fund Me						-		-
Amazon Smile		13.64			5.57	19.21		19.21
Other/Dividend	10.06	9.47	9.45	4.93	3.21	37.12		37.12
MOAA Transition Grant						-		-
Golf Tournament						-		-
In						-		-
Out						-		-
Sub Total Golf	-	-	-	-	-	\$ -	\$ -	-
TOTAL INFLOW	1,810.06	943.11	695.45	879.93	303.08	4,612.42	\$ -	4,612.42
OUTFLOWS								
Other								
Big Give Admin Fee						-		-
JROTC Medals						-		-
ROTC Admin						-		-
Golf Administration						-		-
Postage						-		-
PayPal Fee			1.75			1.75		1.75
Square Fee	6.58		1.03	17.65		25.26		25.26
Charity								
Warrior & Family Support Ctr						-		-
MOAA Heritage						-		-
Total Outflow (Other & Charity)	6.58	-	2.78	-	-	9.36	\$ -	9.36
Scholarships								
Col Torrey						-	\$ 1,000.00	(1,000.00)
Gen Herring (JROTC)				1,000		1,000.00	\$ 1,000.00	-
Col McCarthy (JROTC)						-	\$ 1,000.00	(1,000.00)
Chapter (Jim & Cheryl Cunningham)				1,000		1,000.00	\$ 1,000.00	-
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				1,000		1,000.00	\$ 1,000.00	-
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				1,000		1,000.00	\$ 1,000.00	-
ROTC Army UTSA				1,000		1,000.00	\$ 1,000.00	-
ROTC Air Force UTSA				1,000		1,000.00	\$ 1,000.00	-
ROTC Army St Mary's				1,000		1,000.00	\$ 1,000.00	-
ROTC Army St Mary's				1,000		1,000.00	\$ 1,000.00	-
ROTC Army Texas A&M Kingsville				1,000		1,000.00	\$ 1,000.00	-
ROTC Army Texas A&M Corpus Christi				1,000		1,000.00	\$ 1,000.00	-
ROTC Army Texas A&M Corpus Christi				1,000		1,000.00	\$ 1,000.00	-
ROTC Army Rio Grande Valley				1,000		1,000.00	\$ 1,000.00	-
ROTC Army Rio Grande Valley					1,000	1,000.00	\$ 1,000.00	-
Total Scholarships	-	-	-	15,000.00	3,000.00	18,000.00	\$ 20,000.00	(2,000.00)
TOTAL OUTFLOW	6.58	0.00	2.78	15,000.00	3,000.00	18,009.36	\$ 20,000.00	(1,990.64)
Decrease/Increase	1,803.48	943.11	692.67	(14,120.07)	(2,696.92)	(13,396.94)	\$ (20,000.00)	6,603.06

Operations Inflows – Focusing on recruitment to increase membership renewal proceeds. There will likely not be a repeat of the MOAA national incentive award as their program has changed drastically. Also focusing on advertising, Lisa Skopal and her team are doing a phenomenal job.

	January	February	March	April	May	YTD	2021 Budget	Variance
Membership Dues								
MOAA National		5,955.00				\$5,955.00	\$ 3,500	\$2,455.00
Austin Chapter						\$0.00		\$0.00
New Surv Sp						\$0.00		\$0.00
New Retired	150.00	75.00	100.00	25.00		\$350.00	\$ 260	\$90.00
New Active Duty			25.00			\$25.00		\$25.00
New Former		25.00				\$25.00	\$ 40	-\$15.00
Renewal Surv Sp	250.00	200.00	50.00	50.00	25.00	\$575.00	\$ 1,000	-\$425.00
Renewal Retired	1,245.00	590.00	945.00	550.00	670.00	\$4,000.00	\$ 12,000	-\$8,000.00
Renewal Active Duty	25.00	25.00		25.00		\$75.00	\$ 100	-\$25.00
Renewal Former	25.00			25.00	25.00	\$75.00	\$ 200	-\$125.00
Total	\$ 1,670.00	\$ 6,870.00	\$1,120.00	\$675.00	\$720.00	\$11,080.00	\$ 17,100	-\$6,020.00
Non-Dues Revenue								
Job Fair Acct Closure			2,922.97			\$2,922.97	\$ -	\$2,922.97
Golf Tournament						\$0.00	\$ 4,000	-\$4,000.00
Travel Awards						\$0.00		\$0.00
Merchandise (Coins/Shirts)				60.00		\$60.00	\$ 500	-\$440.00
Advertising Lariat		100.00		2,970.00		\$3,070.00	\$ 3,000	\$70.00
ROTC Medals	300.00					\$300.00		\$300.00
Corporate Partnership	\$ 100.00		\$ 100.00	\$ 200.00	\$ 200.00	\$600.00	\$ 500	\$100.00
Donations to Chapter	1,410.00	737.00	515.00	257.50	450.00	\$3,369.50	\$ 5,000	-\$1,630.50
Donations to ACEF	820.00	611.00	375.00	197.50	435.00	\$2,438.50	\$ 7,000	-\$4,561.50
Social Events						\$0.00	\$ 7,500	-\$7,500.00
	\$ 2,630.00	\$ 1,448.00	\$ 3,912.97	\$ 3,685.00	\$ 1,085.00	\$12,760.97	\$ 27,500	-\$14,739.03
TOTAL INCOME	\$4,300.00	\$8,318.00	\$5,032.97	\$4,360.00	\$1,805.00	\$23,840.97	\$ 44,600	-\$20,759.03

Operations Outflows – The telephone landline has been replaced with a cell phone to cut costs and provide greater accessibility. Will need to order more coins soon with a redesign to comply with JBSA Private Organizations on Post requirements.

Category	Jan	Feb	Mar	Apr	May	YTD	2021 Budget	Variance
Copier Mntn Agreement				691.00		691.00	\$ 630	(61.00)
Square Service Fee	9.44	14.03	14.87	5.86	66.67	110.87	\$ 250	139.13
PayPal Service Fee	29.19	14.21	23.64	18.56	17.27	102.87	\$ 500	397.13
D&O Insurance						-	\$ 655	655.00
Dues & Subscription	676.00	569.60			112.57	1,358.17	\$ 1,850	491.83
Contractor Incentive						-	\$ 1,500	1,500.00
Independent Contr	854.16	1,708.32	1,708.32	1,708.32	1,708.32	7,687.44	\$ 20,500	12,812.56
Liability Insurance		487.00				487.00	\$ 500	13.00
Marketing						-	\$ 250	250.00
Merchandise (Coins/Shirts)						-	\$ 1,500	1,500.00
Office	306.83			477.11		783.94	\$ 2,500	1,716.06
Postage & Delivery	166.80	276.85		296.85		740.50	\$ 1,500	759.50
Social Events						-	\$ 7,500	7,500.00
Special Activities						-	\$ 600	600.00
Telephone	(4.80)	163.35	163.35	163.41	163.41	648.72	\$ 1,300	651.28
Trans To ACEF	1,280.00	820.00	611.00	375.00	197.50	3,283.50	\$ 7,000	3,716.50
Volunteer Recognition						-	\$ 100	100.00
Total Outflow	\$ 3,317.62	\$ 4,053.36	\$ 2,521.18	\$ 3,736.11	\$ 2,265.74	15,894.01	\$ 48,635	32,740.99
Surplus/(Deficit)	982.38	4,264.64	2,511.79	623.89	(460.74)	7,946.96	(4,035.00)	11,981.96

Cash Balances – Bill Goforth queried the drop in the Money Market balance from March to April - it was due to the Scholarships being distributed.

Educational Foundation	Jan	Feb	March	April	May	
RBFCU						
Savings	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	
Money Market	\$30,725.30	\$ 31,667.41	\$ 32,360.08	\$ 10,722.36	\$ 11,025.78	
Checking	\$ 5.00	\$ 5.02	\$ 5.00	\$ 4,005.34	\$ 2,005.13	
Certificates	<u>\$10,240.93</u>	<u>\$ 10,250.80</u>	<u>\$ 10,261.73</u>	<u>\$ 10,272.33</u>	<u>\$ 10,283.29</u>	
Total	\$40,976.23	\$41,928.23	\$ 42,631.81	\$ 25,000.03	\$ 23,319.20	
Chapter Operations						
Broadway	\$ 7,276.80	\$ 11,541.44	\$ 14,634.59	\$ 15,072.96	\$ 17,926.39	
RBFCU CD's	<u>\$16,945.39</u>	<u>\$ 16,957.82</u>	<u>\$ 16,971.59</u>	<u>\$ 16,984.65</u>	<u>\$ 16,990.65</u>	
Total	\$24,222.19	\$ 28,499.26	\$ 31,606.18	\$ 32,057.61	\$ 34,917.04	

Note: Broadway Balance beginning in May includes \$2,000 MOAA grant for Red, White & You Job Fair.

b) Scorecard Update

Priority 1 – Membership & Retention - Felix Santiago advised membership has been sustained despite Covid. This year's goal is to increase the number of paying members. MOAA national strives for 65% and we are on a par with that.

1.1 & 1.2 Continue to pursue recruiting opportunities. Newcomer orientations are twice a month virtually but may return to in person in August. Average of 20% of the newcomers are officers and each receives a recruitment package/message. First in person event was held this week at Trinity University for Army National Guard. Many are already MOAA members and include many nonlocals but did pick up a few local members.

1.3 & 1.4 Limited by COVID restrictions.

1.5 Strongly promoting Soldier's Angels in the chapter newsletter and via the Volunteer Coordinator's messaging.

1.6 Using the recruitment reports provide by MOAA national membership has increased by over 200. The reports contain names of MOAA members who have relocated to our catchment area. Those with emails are automatically added and sent a welcome email. Those without emails are sent a letter and an application form.

1.7 Awaiting Board decision.

Membership chart was reviewed. Have net loss of 58 members since January 1st. They are contacted at least 6 times via a combination of emails and letters and Felix does contact them individually also. The satellite coordinators at the ARC and Blue Skies do assist when any of their residents are up for renewal.

Priority 2 – Positive Financial Position – Kitty advised Advertising Team is continually looking for new sponsors and assistance would be welcomed from all Board members by either discussing with a potential sponsor themselves or providing contact information for the team.

All action items are being worked.

Priority 3 – Legislative Efforts – Kitty advised the recent legislative session has been challenging with COVID restrictions, but at least one military relevant item is sitting on the governor's desk for his signature pertaining to the licensing requirements of military and their spouses when relocating from out of state.

c) Golf Tournament

Frank Rohrbough advised teams are beginning to register and the committee is soliciting local companies for door prizes and goody bag items. The River Crossing LGA ladies (Michelle & Pauline) are assisting in the effort and have already picked up quite a few prizes.

Col Cuellar's comments regarding the Warrior & Family Support Center was investigated and its mission will remain, just the administration of it will be passed from the DoD to the USO. There is much work to be done and since the building's pipes burst during the February freeze and communications will be ongoing as to where donations might be needed.

Miguel from the Quarry Golf Club gave us an overview of the set up on the day of the tournament.

The decision on the distribution of the Golf proceeds will be deferred pending more information on the WFSC restructuring and needs.

The warriors who will be invited to play in the tournament will come from the Soldier's Recovery Unit (formerly the Warrior Battalion).

d) By Law Revisions

Bill Goforth will set up a committee with at least 2 Board members and 2 staff members to go through all changes needed and suggested and present them to the Board no later than the September Board meeting so they can then be distributed and voted upon by the membership at the Annual Business Meeting in November.

Meeting Adjourned at 11:50am.

Next scheduled Board Meeting – TBD



Col David Patrick USAF (Ret) Secretary