

MILITARY OFFICERS ASSOCIATION OF AMERICA

ALAMO CHAPTER

P.O. Box 340497, Ft Sam Houston, TX 78234

MINUTES OF VIRTUAL BOARD MEETING – Thursday 10 September 2020

The Meeting was called to order by Board Chair Barbara Ramsey at 10:05am. 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 Bill Goforth, LtCol Ed Marvin.

Staff: Col Vaughn Caudill, Col Peter Hunt, Col David Patrick, Col Felix Santiago, LtCol Kitty Meyers, Maj Jim Cunningham, Trish Meserve.

Absent: LTC Jim Finch,

Invocation by Jim Cunningham

Pledge of Allegiance led by Kitty Meyers

Barbara Ramsey thanked everyone for participating in the new zoom virtual meeting method and managing a whole host of other changes brought about by the pandemic. Also conveyed condolences for the loss of former Board Member and community volunteer John Gibbs.

Old Business

Minutes: The minutes from 12 March 2020 were reviewed. Bill Goforth made a motion to accept the minutes as read, seconded by Ed Marvin. Minutes were unanimously approved and will be filed as a matter of Board record.

New Business

a) Levels of Excellence Award:

The chapter was again awarded a Five Star Levels of Excellence for 2019. Thanks to David Patrick, Felix Santiago and Trish Meserve and everyone else involved - too many to mention! Also, the chapter was awarded a \$2,500 grant for a Transition team to visit the underserved military personnel at five of the smaller bases in Texas that do not have any Transition resources. We must use the funds by April and hopefully HPCon Charlie will be reduced in the 1st or 2nd quarter next year to make it possible to do an in-person visit, otherwise we will set up something virtually.

b) Stakeholder's Report(aka Scorecard Review):

Priority 1 – To Increase and Retain Membership

Over the last 8 months the chapter has struggled to gain new members, but retention is good.

1.1 Membership committee has been discussing options on going forward.

1.2 Limited event capability due to the pandemic and newcomer orientations are currently virtual.

1.3 A PowerPoint slide is now being included in the presentation as well as a flyer and application form in their packets.

1.4 Warrior Games were cancelled and currently brainstorming other available options.

1.5 Now using MOAA's monthly Near Time Reports that list members who have moved into our area. We send emails to those accepting chapter emails and automatically add them to the membership by providing a free one-year subscription. Those not accepting chapter emails (yet!) are sent letters and an application form with an offer of a free year membership. The response has been good, and we have added over 400 members or a 38% increase, some of which have also sent in membership dues. Have submitted a request to MOAA national to include the Austin area zip codes in these reports they should be included in the next report.

Kitty Meyers thanked Felix Santiago and his team and advised all to view the latest membership chart on page 21 and the breakdown of the numbers on page 22.

Barbara Ramsey asked about use of geoaccess software to determine where the newcomers are coming from and how it will help in terms of retention. Felix responded our ability is limited to zip code sorts.

Priority 3 - Sustain Strong & Influential Legislative Efforts/Programs (Priority 2 Financials is next)

The Legislative team Jim Cunningham inherited from Bob Blake has not changed and they have been encouraged to continue contacting their assigned representatives.

At the Federal level, the MOAA Summer Storming is complete and was focused mainly on the NDAA.

At the local/state level we are monitoring topics for the 2021 legislative session. Texas is facing a \$5m deficit so much of the work during the next session will be protecting what we have rather than introducing anything new. The governor has asked all budgets to be reduced by 5.5%. Much will also depend upon the election results.

In response to a question from Bill Goforth Jim advised all to visit the MOAA website and complete the letters to send to local and federal representatives.

Priority 2 – Sustain a Positive Long-term Financial Position

2.1 Lisa Skopal is the lead on this, committee not yet formed.

2.2 Renewal and new advertising is currently a struggle because of the pandemic.

2.3 Vaughn Caudill to write an article for The Lariat explaining the pandemic impact on the chapter financials and how we need member donations more than ever. Barbara Ramsey suggested looking into joining up with Amazon for Amazon Smiles.

2.4 Will include information in the article on endowment possibilities.

Kitty Meyers advised she is working with Kathie Estrada and new member Linda Mitchell to enhance the chapter's social media presence. The GoFundMe campaign has brought in \$1170.39 so far. Today is also the last day for the Big Give both of which go to the ACEF.

c) Review of 2020 Financials

Alamo Chapter Educational Foundation Account (501(C)3)

INFLOWS	January	February	March	April	May	June	July	August	September	Oct	Nov	Dec	YTD	2020 Budget	Variance
Donations	459.00	3,185.00	365.00	255.00	265.00	711.00	250.00	600.00					6,090.00	\$ 7,000.00	(910.00)
Donation from General Garza				3,000.00									3,000.00	\$ -	3,000.00
The Big Give								395.39					395.39	\$ 1,500.00	(1,500.00)
Go Fund Me														\$ -	
Other														\$ 450.00	(450.00)
Golf Tournament															
In															
Out															
Sub Total Golf	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ 20,000.00	(20,000.00)
TOTAL INFLOW	459.00	3,185.00	365.00	3,510.00	265.00	711.00	250.00	995.39	-	-	-	-	6,485.39	\$ 28,950.00	(22,464.61)
Note: General Garza's \$3k is not included in this YTD total as already spent in 2020															
OUTFLOWS															
Other															
Big Give Admin Fee	200.00												200.00	\$ 400.00	(200.00)
JROTC Medals													-	\$ 450.00	(450.00)
ROTC Admin													-	\$ 400.00	(400.00)
Golf Administration															
Charity															
Warrior & Family Support Ctr													-	\$ 6,400.00	(6,400.00)
MOAA Heritage								125.00					125.00	\$ 125.00	-
Total	200.00	-	-	-	-	-	-	125.00	-	-	-	-	325.00	\$ 7,775.00	(7,450.00)
Scholarships															
Col Torrey					1,000								1,000.00	\$ 1,000.00	-
JROTC				1,000									1,000.00	\$ 1,000.00	-
JROTC								1,000					1,000.00	\$ 1,000.00	-
Gen Herring (JROTC)							1,000						1,000.00	\$ 1,000.00	-
Col McCarthy (JROTC)							1,000						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													-	\$ 1,000.00	(1,000.00)
ROTC Air Force Texas State				1,000									1,000.00	\$ 1,000.00	-
ROTC Air Force Texas State													1,000.00	\$ 1,000.00	-
ROTC Air Force UTSA (Ed & Ruby Marvin)					1,000								1,000.00	\$ 1,000.00	-
ROTC Army UTSA													-	\$ 1,000.00	(1,000.00)
ROTC Army UTSA													-	\$ 1,000.00	(1,000.00)
ROTC Army UTSA													-	\$ 1,000.00	(1,000.00)
ROTC Air Force UTSA					1,000								1,000.00	\$ 1,000.00	-
ROTC Air Force UTSA					1,000								1,000.00	\$ 1,000.00	-
ROTC Air Force UTSA													-	\$ 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													-	\$ 1,000.00	(1,000.00)
ROTC Army Rio Grande Valley													-	\$ 1,000.00	(1,000.00)
Total	-	-	-	4,000.00	7,000.00	3,000.00	-	1,000.00	-	-	-	-	15,000.00	\$ 23,000.00	(8,000.00)
TOTAL OUTFLOW	200.00	0.00	0.00	4,000.00	7,000.00	3,000.00	0.00	1,125.00	0.00	0.00	0.00	0.00	15,325.00	\$ 30,775.00	(15,450.00)
Decrease/Increase	259.00	3,185.00	365.00	(490.00)	(6,735.00)	(2,289.00)	250.00	(129.61)	-	-	-	-	(8,839.61)	\$ (1,825.00)	(7,014.61)

ACEF – The financials and budget will be revised to reflect cancellation of the social events and the golf tournament. Still have 8 scholarships left to clear the bank, Pete Hunt will follow up on those. Currently it does look as though we will only be able to give out 7 scholarships next year.

Operating Account – Inflow:

	January	February	March	April	May	June	July	August	September	Oct	Nov	Dec	YTD	2020 Budget	Variance
Membership Dues															
MOAA National		2,975.00			250.00								\$3,225.00	\$ 2,500	\$725.00
Austin Chapter													\$0.00	\$ -	\$0.00
New Surv Sp													\$0.00	\$ -	\$0.00
New Retired	20.00	60.00		20.00			20.00	40.00					\$160.00	\$ 100	\$60.00
New Active Duty							20.00	40.00					\$60.00	\$ -	\$60.00
New Former													\$0.00	\$ 100	-\$100.00
Renewal Surv Sp	340.00	120.00	60.00	60.00	60.00	60.00	60.00						\$760.00	\$ 800	-\$40.00
Renewal Retired	1,780.00	740.00	460.00	300.00	440.00	540.00	700.00	720.00					\$5,680.00	\$ 10,000	-\$4,320.00
Renewal Active Duty		20.00	20.00	20.00	40.00	20.00	20.00	40.00					\$180.00	\$ 100	\$80.00
Renewal Former			20.00		20.00								\$40.00	\$ -	\$40.00
Total	\$ 2,140.00	\$ 3,915.00	\$560.00	\$400.00	\$790.00	\$620.00	\$820.00	\$840.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10,105.00	\$ 13,600	-\$3,495.00
Non-Dues Revenue															
Golf Tournament													\$0.00	\$ -	\$0.00
Travel Awards					-	64.94							\$64.94	\$ -	\$64.94
Merchandise (Coins/Shirts)	51.00	46.00											\$97.00	\$ 1,500	-\$1,403.00
Advertising Lariat		100.00						2,970.00					\$3,070.00	\$ 12,000	-\$8,930.00
ROTC Medals													\$0.00	\$ -	\$0.00
Corporate Partnerships		\$ 300.00	\$ 100.00					\$ 100.00					\$500.00	\$ 1,000	-\$500.00
Donations to Chapter	1,520.00	180.00	275.00	320.00	426.00	125.00	455.00	390.00					\$3,691.00	\$ 6,000	-\$2,309.00
Donations to ACEF	3,185.00	365.00	3,255.00	265.00	711.00	225.00	935.39	1,153.95					\$10,095.34	\$ 7,000	\$3,095.34
Social Events	2,623.00	904.00	462.00										\$3,989.00	\$ 4,000	-\$11.00
	\$ 7,379.00	\$ 1,895.00	\$ 4,092.00	\$ 585.00	\$ 1,137.00	\$ 414.94	\$ 1,390.39	\$ 4,613.95	\$ -	\$ -	\$ -	\$ -	\$21,507.28	\$ 31,500	-\$9,992.72
TOTAL INCOME	\$9,519.00	\$5,810.00	\$4,652.00	\$985.00	\$1,927.00	\$1,034.94	\$2,210.39	\$5,453.95	\$0.00	\$0.00	\$0.00	\$0.00	\$31,612.28	\$ 45,100	-\$13,487.72

The estimated renewal income shows that we will be close to the budget, but only half on the advertising. Donations to Chapter Operations are running at 50% of budget. As a reminder the “donations to ACEF”, currently at \$10k+ is the money that is to be transferred to ACEF because of members submitting one check for both dues and donations and accounting runs through Quicken.

Operating Account – Outflow:

Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	2020 Budget	Variance
Copier Mntn Agreement				628.00									628.00	\$ 575	(53.00)
Square Service Fee	66.58	32.40			5.33	(17.50)	6.91	15.30					109.02	\$ 550	440.98
PayPal Service Fee	66.73	37.70		10.54	36.91	24.86	30.10	22.39					229.23	\$ 800	570.77
D&O Insurance								653.00					653.00	\$ 655	2.00
Dues & Subscription	638.00	428.40											1,066.40	\$ 1,700	633.60
GT Contractor Incentive													-	\$ 1,500	1,500.00
Independent Contr	854.16	1,708.32	1,708.32	1,708.32	1,708.32	1,708.32	1,708.32	1,708.32					12,812.40	\$ 20,500	7,687.60
Liability Insurance		487.00											487.00	\$ 500	13.00
Marketing													-	\$ 750	750.00
Merchandise (Coins/Shirts)													-	\$ 1,500	1,500.00
Office	513.98	12.31		600.71	106.24		14.58						1,247.82	\$ 3,500	2,252.18
Postage & Delivery	86.80	276.80				441.80		221.00					1,026.40	\$ 1,500	473.60
Social Events	2,090.62	1,176.00	636.60										3,903.22	\$ 4,000	96.78
Special Activities													-	\$ 600	600.00
Telephone	129.92	141.42	153.03	152.86	152.84	152.84	153.99	151.65					1,188.55	\$ 1,800	611.45
Trans To ACEF	459.00	3,185.00	365.00	3,255.00	265.00	711.00	250.00	935.39					9,425.39	\$ 7,000	(2,425.39)
Volunteer Recognition													-	\$ 100	100.00
Total Outflow	\$ 4,905.79	\$ 7,485.35	\$ 2,862.95	\$ 6,355.43	\$ 2,274.64	\$ 3,021.32	\$ 2,163.90	\$ 3,707.05	\$ -	\$ -	\$ -	\$ -	32,776.43	\$ 47,530	14,753.57
Surplus(Deficit)	4,613.21	(1,675.35)	1,789.05	(5,370.43)	(347.64)	(1,986.38)	46.49	1,746.90	-	-	-	-	(1,164.15)	(2,430.00)	1,265.85

Chapter’s expenses are very frugal so there is little or nothing that can be changed. Social events have been adjusted and a small deficit of approx \$1150 is projected.

Cash Balances:

Educational Foundation	Jan	Feb	March	April	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
RBFCU												
Savings	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00				
Money Market	\$20,493.56	\$23,687.44	\$24,062.60	\$ 1,822.40	\$ 2,089.09	\$ 5,301.78	\$ 5,553.62	\$ 3,866.06				
Checking	\$ 30.64	\$ 30.64	\$ 30.64	\$ 19,031.14	\$ 12,031.80	\$ 9,032.21	\$ 9,032.59	\$ 8,032.95				
Certificates	<u>\$10,085.17</u>	<u>\$10,096.70</u>	<u>\$10,110.02</u>	<u>\$10,122.92</u>	<u>\$10,136.28</u>	<u>\$10,149.21</u>	<u>\$10,162.59</u>	<u>\$10,176.00</u>				
Total	\$30,614.37	\$33,819.78	\$34,208.26	\$30,981.46	\$24,262.17	\$24,488.20	\$24,753.80	\$22,080.01	\$ -	\$ -	\$ -	\$ -
Chapter Operations												
Broadway	\$12,536.37	\$11,201.02	\$13,269.19	\$ 7,898.76	\$ 7,571.12	\$ 7,984.74	\$ 8,206.23	\$ 10,078.13				
RBFCU CD's	<u>\$16,724.73</u>	<u>\$16,743.99</u>	<u>\$16,764.61</u>	<u>\$16,784.58</u>	<u>\$16,804.83</u>	<u>\$16,824.45</u>	<u>\$16,844.75</u>	<u>\$16,865.07</u>				
Total	\$29,261.10	\$27,945.01	\$30,033.80	\$24,683.34	\$24,375.95	\$24,809.19	\$25,050.98	\$26,943.20	\$ -	\$ -	\$ -	\$ -

Vaughn Caudill included an addition sheet comparing inflows and expenditures from 2013 through 2019. It shows the consistency of the dollar amounts given away as scholarships. This year was an exception at \$23k. Kitty pointed out that we did have monies from the Austin area and General Garza had donated an additional \$3,000 to bring the \$500 scholarships up to \$1,000. The new Foundation Board will be responsible in setting the amount and the number of scholarships here on out. They need to set the long-term vision and how they balance the donation versus scholarships given. The Scholarship reserves were 31k in 2019 and now down to \$14k, below the recommended baseline.

As far as the operation inflows the advertising revenue has been steadily declining, and we do need to look at alternative revenues. Perhaps through social media experts. The reserves for the Operations account are also down and the chapter has been running on a deficit for the past 3 years.

The Chair recommended the exec staff come up with a plan to stop the erosion of the reserve accounts. Ed Marvin suggested the financial action plan should be Priority #1, not 3 as it is currently. Kitty Meyers pointed out that the decision to do away with the three-year option would have brought us back on an even keel this year had it not been for the pandemic. Barbara Ramsey will set up an additional Executive Board meeting to discuss the budgets and financials going forward. Kitty Meyers advised that the usual December planning session where the next year's budget is set is to be brought forward to October this year and once set will be brought before the Board for approval.

d)Scholarships Update: Peter Hunt opined 2020 was the best Scholarship year ever, not only because of the amount \$23k but because of the committee that stepped up to help. And that even despite the cancellation of the awards event. With three subcommittees we had shared the work and obtained more suggestions and opinions. The newly established Foundation Board will hopefully carry the momentum forward. There is more we can do, growing the membership and perhaps webinars to get the word out and thereby increase the donations. We must look at legislative impact too and not just be a matter of spending monies as it is received. Peter will be writing an article for The Lariat regarding the Scholarship Committee.

e)Alamo Chapter Foundation Board: Barbara Ramsey advised there have been several wonderful candidates step forward to assist and she plans to be more open on the expectations of the Board members. The current slate is attached (bios available upon request), See appendix 1. Mac McDonald made the motion to accept the current slate of ACEF Board members with Karen Currie as the Chair, and Frank Rohrbough seconded. Vote was unanimous.

f)Golf Tournament: Frank Rohrbough will be in touch with Ron Inselmann and discuss options at River Crossing for next fall – possible Friday Oct 15. Per Kitty, as the Foundation Board looks at ways to bring in money if Blues Skies wants to be the title sponsor again for the Golf Tournament perhaps the Board can look at the ARC to be the lead on another sponsored event.

g)Other: Ed Marvin pointed out that as we transition back to normalcy, we need to get everyone energized (both Board & membership), to become more involved. Also, the by-laws call for annual elections for the Board and its time we looked at that. He reminded us that the MOAA Annual Meeting will also be virtual this year on October 23 and encouraged all to listen in.

Meeting Adjourned at 12:35pm.

Next scheduled Board Meeting – Thursday Dec 10 at 10am



Col David Patrick USAF (Ret) Secretary

APPENDIX 1

Alamo Chapter Educational Foundation Board Nominees

Karen Currie, Col, USAF (Retired) Chair

Robert Akam, COL, USA (Retired) Director

Scott R. Bleichwehl, COL, USA (Retired) Director

Fernando X. Conejo, LTC, USA (Retired) Director

Peter Hunt, Col, USAF (Retired) Director

Bill Whiting, CAPT, USNR (Retired) Director