

MILITARY OFFICERS ASSOCIATION OF AMERICA ALAMO CHAPTER

P.O. Box 340497, Ft Sam Houston, TX 78234
MINUTES OF BOARD MEETING – Thursday 16 Sept 2021

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

Attendees:

Board: Col Barbara Ramsey, Col Frank Rohrbough, LTC Robert Blake, LTC Jim Finch, LTC Bill Goforth, LtCol Ed Marvin

Staff: Col David Patrick, Col Felix Santiago, LtCol Kitty Meyers, MAJ Jim Cunningham, Trish Meserve.

Absent: Col Mac McDonald,

Barbara Ramsey welcomed all. Condolences were offered to Barbara for the recent loss of her mother.

Invocation and pledge were conducted by Ed Marvin.

Old Business

a) **Minutes:** The minutes from 10 June 2021 were reviewed and accepted as written. Ed Marvin made the motion to accept, seconded by Bob Blake. All were in favor.

New Business

a) Monthly Budget Report.

Kitty Meyers & David Patrick reviewed the financials due to the absence of chapter Treasurer, Brad Barnhart.

Operations Inflows

	January	February	March	April	May	June	July	August	YTD	2021 Budget	Variance
Membership Dues											
MOAA National		5,955.00					50.00	50.00	\$6,055.00	\$ 3,500	\$2,555.00
Austin Chapter									\$0.00		\$0.00
New Surv Sp									\$0.00		\$0.00
New Retired	150.00	75.00	100.00	25.00		75.00		25.00	\$450.00	\$ 260	\$190.00
New Active Duty			25.00			25.00			\$50.00		\$50.00
New Former		25.00							\$25.00	\$ 40	-\$15.00
Renewal Surv Sp	250.00	200.00	50.00	50.00	25.00	95.00	25.00	75.00	\$770.00	\$ 1,000	-\$230.00
Renewal Retired	1,245.00	590.00	945.00	550.00	670.00	675.00	675.00	1,525.00	\$6,875.00	\$ 12,000	-\$5,125.00
Renewal Active Duty	25.00	25.00		25.00		25.00			\$100.00	\$ 100	\$0.00
Renewal Former	25.00			25.00	25.00	50.00		50.00	\$175.00	\$ 200	-\$25.00
Total	\$ 1,670.00	\$ 6,870.00	\$1,120.00	\$675.00	\$720.00	\$945.00	\$750.00	\$1,725.00	\$14,500.00	\$ 17,100	-\$2,600.00
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				1,620.00	\$4,690.00	\$ 3,000	\$1,690.00
ROTC Medals	300.00								\$300.00		\$300.00
Corporate Partnership	\$ 100.00		\$ 100.00	\$ 200.00	\$ 200.00	\$ 200.00		\$ 100.00	\$900.00	\$ 500	\$400.00
Donations to Chapter	1,410.00	737.00	515.00	257.50	450.00	425.00	540.00	437.00	\$4,771.50	\$ 5,000	-\$228.50
Donations to ACEF	820.00	611.00	375.00	197.50	435.00	705.00	380.00	462.00	\$3,985.50	\$ 7,000	-\$3,014.50
Social Events									\$0.00	\$ 7,500	-\$7,500.00
	\$ 2,630.00	\$ 1,448.00	\$ 3,912.97	\$ 3,685.00	\$ 1,085.00	\$ 1,330.00	\$ 920.00	\$ 2,619.00	\$17,629.97	\$ 27,500	-\$9,870.03
TOTAL INCOME	\$4,300.00	\$8,318.00	\$5,032.97	\$4,360.00	\$1,805.00	\$2,275.00	\$1,670.00	\$4,344.00	\$32,129.97	\$ 44,600	-\$12,470.03

On track to exceed budget thanks to MOAA influx for recruitment and Felix Santiago's push with membership recruitment and retention. Likewise with advertising & corporate partnerships Lisa Skopal and her team are doing a phenomenal job despite the

limitations with COVID-19. Working on the annual solicitation letters for both Operations and the Educational Foundation.

Operations Outflows – Keeping costs low wherever we can. 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	Jun	Jul	Aug	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	69.83	109.68	69.49	359.87	\$ 250	(109.87)
PayPal Service Fee	29.19	14.21	23.64	18.56	17.27	77.01	38.02	158.05	375.95	\$ 500	124.05
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	1,708.32	1,708.32	854.16	11,958.24	\$ 20,500	8,541.76
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			107.68	1,054.38	1,946.00	\$ 2,500	554.00
Postage & Delivery	166.80	276.85		296.85			261.85	866.85	1,869.20	\$ 1,500	(369.20)
Social Events								25.09	25.09	\$ 7,500	7,474.91
Special Activities									-	\$ 600	600.00
Telephone	(4.80)	163.35	163.35	163.41	163.41	163.41	163.32	163.32	1,138.77	\$ 1,300	161.23
Trans To ACEF	1,280.00	820.00	611.00	375.00	197.50	435.00	705.00	380.00	4,803.50	\$ 7,000	2,196.50
Volunteer Recognition									-	\$ 100	100.00
Total Outflow	\$ 3,317.62	\$ 4,053.36	\$ 2,521.18	\$ 3,736.11	\$ 2,265.74	\$ 2,453.57	\$ 3,093.87	\$ 3,571.34	25,012.79	\$ 48,635	23,622.21
Surplus/(Deficit)	982.38	4,264.64	2,511.79	623.89	(460.74)	(178.57)	(1,423.87)	772.66	7,117.18	(4,035.00)	11,152.18

Cash Balances – Signatories need to be updated on all account to include Brad.

Educational Foundation	Jan	Feb	March	April	May	Jun	Jul	Aug
RBFCU								
Savings	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.01	\$ 5.01	\$ 5.01
Money Market	\$30,725.30	\$ 31,667.41	\$ 32,360.08	\$ 10,722.36	\$ 11,025.78	\$ 11,167.11	\$ 11,880.71	\$ 12,265.20
Checking	\$ 5.00	\$ 5.02	\$ 5.00	\$ 4,005.34	\$ 2,005.13	\$ 2,005.20	\$ 1,000.06	\$ 5.03
Certificates	\$10,240.93	\$ 10,250.80	\$ 10,261.73	\$ 10,272.33	\$ 10,283.29	\$ 10,293.91	\$ 10,304.89	\$ 10,315.89
Total	\$40,976.23	\$41,928.23	\$ 42,631.81	\$ 25,000.03	\$ 23,319.20	\$ 23,471.23	\$ 23,190.67	\$ 22,591.13
Chapter Operations								
Broadway	\$ 7,276.80	\$ 11,541.44	\$ 14,634.59	\$ 15,072.96	\$ 17,926.39	\$ 21,667.82	\$ 23,569.93	\$ 33,609.59
RBFCU CD's	\$16,945.39	\$ 16,957.82	\$ 16,971.59	\$ 16,984.65	\$ 16,990.65	\$ 16,996.44	\$ 17,002.44	\$ 17,008.44
Total	\$24,222.19	\$ 28,499.26	\$ 31,606.18	\$ 32,057.61	\$ 34,917.04	\$ 38,664.26	\$ 40,572.37	\$ 50,618.03
Note: Broadway Balance beginning in May includes \$2,000 MOAA grant for Red, White & You Job Fair.								

Alamo Chapter Educational Foundation – Peter Hunt is building his committee for next year's Scholarship awards. It was noted the Amazon Smile amount could be improved!

INFLOWS	January	February	March	April	May	June	July	August	YTD	2021 Budget	Variance
Donations (prior month)	1,280.00	820.00	611.00	375.00	197.50	435.00	705.00	380.00	4,803.50		4,803.50
Donations - Checks	345.00	100.00							445.00		445.00
Donations - Online (Sq & PP)	175.00		75.00	500.00					750.00		750.00
The Big Give									-		-
Go Fund Me									-		-
Amazon Smile		13.64			5.57			5.88	25.09		25.09
Other/Dividend	10.06	9.47	9.45	4.93	3.21	3.13	5.20	0.94	46.39		46.39
MOAA Transition Grant									-		-
Golf Tournament									-		-
In									-		-
Out									-		-
Sub Total Golf	-	-	-	-	-	-	-	-	\$ -	\$ -	-
TOTAL INFLOW	1,810.06	943.11	695.45	879.93	206.28	438.13	710.20	386.82	6,044.89	\$ -	6,044.89
OUTFLOWS											
Other											
Big Give Admin Fee						200.00			200.00		200.00
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		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				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	-	1,000.00	1,000.00	20,000.00	\$ 20,000.00	-
TOTAL OUTFLOW	6.58	0.00	2.78	15,000.00	3,000.00	0.00	1,000.00	1,000.00	20,009.36	\$ 20,000.00	9.36
Decrease/Increase	1,803.48	943.11	692.67	(14,120.07)	(2,793.72)	438.13	(289.80)	(613.18)	(13,964.47)	\$ (20,000.00)	6,035.53

b) Scorecard Update

Priority 1 – Membership & Retention - Felix Santiago advised membership retention is being fought aggressively by Trish sending out renewal letters and emails and by Felix sending personal emails. The priority is a balancing act between achieving small gains and the unavoidable losses due to death and PCS of the active duty. The membership chart shows a net gain of 6 for a total of 1306 members. The goal is to emphasize paid memberships, the biggest block being from the retired folks, and in January we had 696 retired and in August we have 885. The % of paying members aligns with MOAA national at 65.5%.

1.1 Challenges continue as the opportunities are limited due to COVID.

1.2 Facing similar limitations. A slide about us is included in their orientation presentation and over 2,000 service members have been exposed to this media. If a member of MOAA national, they will also be reached via the NRT reports produced by MOAA as they move into our area and submit a change of address.

1.3 Younger members are participating in the ad hoc committees and chapter activities.

1.4 The recent luncheon at the Petroleum Club was a welcome get together.

1.5 Soldier's Angels is now a standard inclusion in The Lariat.

1.6 The NRT reports provide by MOAA national has increased membership by 552 (42%). Hopefully we will retain them after their free 3-month trial period despite little in person action.

1.7 Awaiting Board decision.

Barbara asked if the satellite chapters were bringing in new members and Felix advised that Jim & Dottie Connor at Blue Skies and Joe & Janet Morgan at the ARC were integral in membership retention.

Priority 2 – Positive Financial Position – Kitty Meyers pointed out the budget has been exceeded on Non-Dues Revenue for Corporate Partnerships and Lariat Advertising. Hopefully all will contribute to the upcoming Big Give on Sept 23.

Priority 3 – Legislative Efforts – Jim Cunningham advised the recent legislative session contained very little that affected the military. A couple of items include one that will be put to a vote in November, namely the Ad Valorem benefit should be passed to the spouses of those killed in action, and another easing the restrictions on state medical licenses and certifications for PCS-ing military and their spouses. A full list can be found on the chapter website.

Will be attending the MOAA annual meeting with Kitty in October to receive the Level of Excellence Awards.

c) By Law Revisions

Lengthy discussions on various points concluded deleting the last sentence in Article II Section H and to have an option for a Corporate Friend of the Chapter and an Individual Friend of the chapter priced accordingly (CP at \$100 and Individual at \$25). Additionally, Article VII Section D the last sentence should replace the first "President" with "Chairman of the Board". The rest of the proposed highlighted amendments were acceptable.

Ed Marvin made a motion to accept all the changes highlighted in addition to the recent amendment. Bob Blake seconded. All were in favor. David to put together a recap for The Lariat that will be voted upon at the November Annual meeting.

d) Golf Tournament

Frank Rohrbough advised the player capacity had been reached, indicating a move to the Quarry will be a successful one. Meetings will be held bi-weekly through the end of September and then weekly thereafter.

There is no title sponsor this year, but Lisa and her team are still working hard to bring in more sponsors.

e) Other

i) Per Kitty a mass email will be going out to all regarding the Big Give

ii) Per Felix The Retiree Appreciate Day will be held via Zoom on Saturday Oct 30

iii) Per Jim Cunningham the proposed December TCC meeting has been cancelled due to COVID concerns.

Meeting Adjourned at 11:24am.
Next scheduled Board Meeting – TBD

A handwritten signature in black ink, appearing to read "David Patrick", written over a horizontal line.

Col David Patrick USAF (Ret) Secretary