

MILITARY OFFICERS ASSOCIATION OF AMERICA

ALAMO CHAPTER
P. O. Box 340497 Ft Sam Houston, Texas 78234
(210) 228-9955
MINUTES OF STAFF MEETING

Thursday December 1, 2022

Meeting was called to order by Chapter President, Kitty Meyers. A quorum was present and acting throughout the meeting.

Attendees: Col Peter Hunt, COL Felix Santiago, Col David Patrick, Lt Col Kathie Estrada, LTC Mike Frankel, LTC Martin Garcia, Lt Col Kitty Meyers, MAJ Jim Cunningham, Trish Meserve.

Pledge and invocation by Jim Cunningham.

Secretary: LTC Mike Frankel – The minutes from October 1, 2022 meeting were approved for filing. November's meeting was a planning session for 2023. Mike to produce a memo regarding the Annual General Meeting.

Treasurer: Col Brad Barnhart – Brad's report was submitted via email. ACEF - we will have over \$24K in income after the golf tourney distribution which aligns with the plan for 25 scholarships next year (and still \$30K in the bank).ACEF is way ahead of last year.

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

ACEF 501 (C) 3 / Outreach	January	February	March	April	May	June	July	August	September	October	November	December	YTD	YTD 2021
Donations (prior month)	1,905.00	1,030.00	770.00	420.00	-	939.00	210.00	680.00	647.00	615.00	635.00		7,851.00	7,915.53
Donations - Checks	35.00	500.00	4,025.00					200.00	100.00		250.00		5,110.00	1,355.00
Donations - Online (Sq & PP)	175.00	150.00		526.00			20.00			100.00	275.00		1,246.00	1,100.00
The Big Give									1399.24	1,200.00			2,599.24	5,143.50
Go Fund Me													-	1,296.50
Amazon Smile			16.63		11.68						10.60		38.91	36.34
Other/Dividend		0.12	9.55	4.65	0.47	4.31	4.32	4.52	3.52	12.58	12.50		56.54	53.78
MOAA Transition Grant													-	
Golf Tournament													-	
													-	
TOTAL INFLOW	2,115.00	1,680.12	4,821.18	950.65	12.15	943.31	234.32	884.52	2,149.76	1,927.58	1,183.10	-	16,901.69	16,900.65
OUTFLOWS														
Other														
Bank Fee				24.00			5.00							
Big Give Admin Fee							200.00		199.24				399.24	200
JROTC Medals														
ROTC Admin					246.48	587.99							834.47	0
Scholarship Guest Lunches (40)			1,006.40										1,006.40	
Golf Administration													-	
Postage							582.00						582.00	
PayPal Fee				14.97					3.38				18.35	12.85
Square Fee	6.58	5.55		1.03			1.07			3.35	9.91		27.49	25.26
														0
Charity														
Warrior & Family Support Ctr													-	
MOAA Transition Grant													-	
Total Outflow (Other & Charity)	6.58	5.55	1,006.40	40.00	246.48	587.99	783.07	-	202.62	3.35	9.91	-	2,867.95	238.11
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
Other (JROTC)			2,000	2,000	2,000	1,000							7,000.00	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									2,000.00	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	1,000.00
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 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 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	4,000.00	6,000.00	2,000.00	1,000.00	-	-	-	1,000.00	-	29,000.00	20,000.00
TOTAL OUTFLOW	6.58	5.55	15,040.00	4,246.48	6,246.48	2,587.99	1,783.07	0.00	202.62	3.35	1,009.91	0.00	31,867.95	20,238.11
Decrease/Increase	2,108.42	1,674.57	(10,218.82)	(3,295.83)	(6,234.33)	(1,644.68)	(1,548.75)	884.52	1,947.14	1,924.23	173.19	-	(14,966.26)	(3,337.46)

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Operations (501(C)4) Inflows:

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	YTD	2022 Budget	Variance	YTD 2021
Membership Dues																
MOAA National	360							50.00					\$410.00	\$ 200	\$210.00	6,105.00
Friends of the Chapter													\$0.00		\$0.00	50.00
Austin Chapter													\$0.00		\$0.00	-
New Surv Sp							25.00						\$25.00			-
New Retired	50.00		25.00	25.00	25.00		75.00	25.00		25.00			\$250.00	\$ 500	-\$250.00	500.00
New Active Duty		25.00		25.00	25.00					25.00			\$100.00	\$ 200	-\$100.00	75.00
New Former							50.00	25.00					\$75.00	\$ 50	\$25.00	25.00
Renewal Surv Sp	250.00	225.00	250.00		75.00	25.00	25.00	100.00	75.00		100.00		\$1,125.00	\$ 750	\$375.00	995.00
Renewal Retired	1,650.00	1,125.00	850.00	650.00	525.00	475.00	950.00	875.00	475.00	1,075.00	1,050.00		\$9,700.00	\$ 11,250	-\$1,550.00	9,675.00
Renewal Active Duty	150.00		25.00	125.00			50.00	75.00	25.00	50.00	25.00		\$525.00	\$ 100	\$425.00	200.00
Renewal Former	25.00	75.00	50.00	75.00	50.00	25.00	25.00		25.00	50.00	25.00		\$425.00	\$ 200	\$225.00	325.00
Friends of the Chapter										25.00			\$25.00	\$ 100	-\$75.00	-
Total	\$ 2,485.00	\$ 1,450.00	\$ 1,200.00	\$ 900.00	\$ 700.00	\$ 525.00	\$ 1,200.00	\$ 1,150.00	\$ 600.00	\$ 1,250.00	\$ 1,200.00	\$ -	\$12,635.00	\$ 13,350	-\$715.00	\$ 17,950.00
Non-Dues Revenue																
Golf Tournament													\$0.00	\$ 5,000	-\$5,000.00	6,300.59
Travel Awards				15.00									\$15.00	\$ 100	-\$85.00	-
Merchandise (Coins/Shirts)			65.00	30.00	30.00		60.00	30.00	90.00		30.00		\$335.00	\$ 250	\$85.00	280.00
Advertising Lariat	2,970.00				2,670.00	75.00		150.00		350.00	275.00		\$6,490.00	\$ 4,000	\$2,490.00	4,690.00
Corporate Partnership	\$ 450.00	\$ 100.00	\$ 350.00		\$ 200.00	\$ 900.00			\$ 500.00	\$ 250.00	\$ 450.00		\$3,200.00	\$ 1,000	\$2,200.00	900.00
Donation Miscellaneous													\$0.00	\$ 1,000	-\$1,000.00	1,000.00
Donations to Chapter	1,375.00	1,240.00	485.00	624.00	98.00	315.00	1,895.00	456.00	599.00	435.00	2,384.00		\$9,906.00	\$ 7,500	\$2,406.00	9,496.50
Donations to ACEF	1,030.00	770.00	420.00	380.00	179.00	210.00	650.00	647.00	615.00	635.00	1,740.00		\$7,276.00	\$ 7,000	\$276.00	13,723.00
Social Events	458.00	882.00	2,748.40	809.00	1,590.00	527.00	204.00	2,100.00	1,008.00	308.00	980.00		\$11,614.40	\$ 16,750	-\$5,135.60	3,662.00
	\$ 6,283.00	\$ 2,992.00	\$ 4,068.40	\$ 1,858.00	\$ 4,767.00	\$ 2,027.00	\$ 2,809.00	\$ 3,383.00	\$ 2,812.00	\$ 1,978.00	\$ 5,859.00	\$ -	\$38,836.40	\$ 42,600	-\$3,763.60	40,052.09
TOTAL INCOME	\$8,768.00	\$4,442.00	\$5,268.40	\$2,758.00	\$5,467.00	\$2,552.00	\$4,009.00	\$4,533.00	\$3,412.00	\$3,228.00	\$7,059.00	\$0.00	\$51,471.40	\$ 55,950	-\$4,478.60	\$ 58,002.09

For Ops, we are ahead on Dues income and slightly behind on non-dues income, but that's without the golf income of \$4200 which will more than cover the difference.

Outflows:

Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	2022 Budget	Variance	YTD 2021
Copier Mntn Agreement				691.00									691.00	\$ 700	9.00	691.00
Square Service Fee	27.07	10.96	30.55	18.06	19.52	15.02	49.32	175.53	59.15	112.71	42.58		560.47	\$ 600	39.53	681.01
PayPal Service Fee	55.99	108.20	103.93	65.72	80.76	43.46	74.50	239.42	119.80	85.04	98.94		1,075.76	\$ 750	(325.76)	691.89
D&O Insurance								653.00					653.00	\$ 650	(3.00)	653.00
Dues & Subscription	1,039.60				112.57	200.00							1,352.17	\$ 2,000	647.83	1,358.17
Contractor Incentive	-												-	\$ 1,000	1,000.00	-
Independent Contr	1,820.00	1,820.00	1,820.00	1,820.00	1,820.00	1,820.00	1,820.00	1,820.00	1,820.00	1,820.00	3,320.00		21,520.00	\$ 21,840	320.00	18,791.68
Liability Insurance		487.00											487.00	\$ 500	13.00	487.00
Marketing													-	\$ -	-	-
Merchandise (Coins/Shirts)													-	\$ -	-	-
New Computer										282.90	535.47		818.37	\$ -	(818.37)	-
Office	9.08	300.57	154.49	346.54	39.12	17.13	1,207.30	156.00	28.77	574.01	481.21		3,314.22	\$ 3,000	(314.22)	3,487.29
Postage & Delivery		234.00			292.00	582.00	(395.30)			302.10	602.10		1,616.90	\$ 2,000	383.10	3,043.75
Social Events	78.00		3,252.52	760.00			2,229.40	1,506.46		1,650.00	1,554.34		11,030.72	\$ 16,340	5,309.28	2,426.35
Special Activities													-	\$ -	-	-
Telephone	162.87	162.87	162.87	152.41	152.73	152.73	153.30	153.30	153.30	153.04	153.05		1,712.47	\$ 2,000	287.53	1,628.33
Trans To ACEF	1,905.00	1,030.00	770.00	420.00	380.00	939.00	210.00	680.00	647.00	1,815.00	635.00		9,431.00	\$ 7,000	(2,431.00)	15,065.50
Volunteer Recognition													-	\$ -	-	-
Total Outflow	\$ 5,097.61	\$ 4,153.60	\$ 6,294.36	\$ 4,273.73	\$ 2,896.70	\$ 3,769.34	\$ 5,348.52	\$ 5,383.71	\$ 2,828.02	\$ 6,794.80	7422.69	0	54,263.08	\$ 58,380	4,116.92	49,004.97
Surplus/(Deficit)	3,670.39	288.40	(1,025.96)	(1,515.73)	2,570.30	(1,217.34)	(1,339.52)	(850.71)	583.98	-3566.8	-363.69	0	(2,791.68)	(2,430.00)	(361.68)	8,997.12

Expenses look good, and even with the unexpected computer purchase of \$838 and Contractor Incentive paid, we should be about \$1500-2000 in the positive for the year.

Cash Balances:

Educational Foundation	Jan	Feb	March	April	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
RBFCU													
Savings	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00		
Money Market	\$37,837.76	\$37,022.59	\$ 14,336.87	\$ 12,771.55	\$ 12,161.68	\$ 15,016.88	\$ 14,468.05	\$ 15,352.55	\$ 16,004.04	\$ 17,928.19	\$ 19,090.83		
Checking	\$ 100.12	\$ 100.03	\$ 14,100.53	\$ 10,076.47	\$ 4,076.30	\$ 2,076.42	\$ 1,071.50	\$ 1,071.50	\$ 1,178.42	\$ 1,081.82	\$ 100.00		
Certificates	\$10,370.93	\$10,375.10	\$ 10,379.98	\$ 10,384.70	\$ 10,389.58	\$ 10,394.30	\$ 10,399.18	\$ 10,400.15	\$ 10,400.15	\$ 10,415.61	\$ 10,430.59		
Total	\$48,318.81	\$47,507.72	\$38,827.38	\$33,242.72	\$26,637.56	\$27,497.60	\$25,948.73	\$26,834.20	\$27,592.61	\$29,435.62	\$29,631.42	\$ -	
Chapter Operations													
Broadway	\$22,228.06	\$22,480.70	\$ 21,490.50	\$ 19,974.77	\$ 23,417.64	\$ 22,200.30	\$ 20,991.82	\$ 31,506.11	\$ 46,220.09	\$ 51,273.29	\$ 39,377.41		
RBFCU CD's	\$17,034.79	\$17,039.23	\$ 17,044.16	\$ 17,049.05	\$ 17,055.27	\$ 17,061.29	\$ 17,067.51	\$ 17,073.73	\$ 17,079.76	\$ 17,089.14	\$ 17,125.18		
Total	\$39,262.85	\$39,519.93	\$38,534.66	\$37,023.82	\$40,472.91	\$39,261.59	\$38,059.33	\$48,579.84	\$63,299.85	\$68,362.43	\$56,502.59	\$ -	
Social Events													
Chapter													
Inflows	\$ 78.00	\$ 902.00	\$ 2,924.40	\$ 736.00	\$ 1,721.00	\$ 653.00	\$ -	\$ 1,572.00	\$ 1,740.00	\$ -	\$ 1,120.00	\$ 168.00	\$11,614.40
Outflows	\$ 78.00	\$ 812.40	\$ 2,440.12	\$ 760.00	\$ 1,536.40	\$ 693.00	\$ -	\$ 1,506.46	\$ 1,650.00	\$ -	\$ 1,554.34	\$ -	\$11,030.72
Variance	\$ -	\$ 89.60	\$ 484.28	\$ (24.00)	\$ 184.60	\$ (40.00)	\$ -	\$ 65.54	\$ 90.00	\$ -	\$ (434.34)	\$ 168.00	\$ 583.68

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Golf:

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	2022 YTD	2022 Budget	Variance	2021 Actual	
Income:																	
Sponsorship								2,500.00	10,650.00	4,500.00	2,500.00		20,150.00	30,000.00	9,850.00	26,125.00	
Donation							250.00	25.00	600.00	100.00			975.00	1,500.00	525.00	1,440.00	
Entry Donation Warrior @\$150							900.00	2,240.00	600.00	300.00			4,040.00	3,000.00	(1,040.00)	2,550.00	
Entry Fee Player							1,260.00	5,650.00	1,080.00	250.00			8,240.00	14,000.00	5,760.00	13,060.00	
Super Tickets @ \$50							400.00	950.00		1,650.00	800.00		3,800.00	5,000.00	1,200.00	5,000.00	
Silent Auction										1,820.00	(300.00)		1,520.00				
Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,810.00	\$ 11,365.00	\$ 12,930.00	\$ 8,620.00	\$ 3,000.00	\$ -	\$38,725.00	\$53,500.00	\$16,295.00	\$48,175.00	
Expenses:																	
Green Fees 100 @ \$55											5,500.00		5,500.00	6,380.00	880.00	6,380.00	
Quarry Golf Club Extras											597.00		597.00	750.00	153.00	672.00	
Lunch (Donated)											-		-	-	-	-	
Awards Dinner 105 @ \$28 (105 @\$22 + 20% gratuity)											2,941.40		2,941.40	3,744.00	802.60	4,034.40	
Banquet Room Clean Up Fee											250.00		250.00	250.00	-	250.00	
Player Prizes (16 x \$100, 4 x \$75, 4 x \$50)											\$ 2,100.00		2,100.00	3,000.00	900.00	2,900.00	
Discount (20%)											\$ (420.00)		(420.00)	(600.00)	(180.00)	(580.00)	
Banner/Signage \$179											179.00		179.00	179.00	-	149.00	
Cling for Beverage Carts											-		-	12.00	12.00	8.00	
Hole Signage etc (4 @\$25)											100.00		100.00	450.00	350.00	374.00	
Hole in One Ins											425.00		425.00	425.00	-	395.00	
Goodie Bag Items 150@\$21.50							\$ 2,580.00				645.00		3,225.00	3,225.00	-	630.00	
Super Tickets 80 @ 7.50											600.00		600.00	862.50	262.50	795.00	
Shipping							338.96				164.79		503.75	175.00	(328.75)	167.15	
Photographer											250.00		250.00	250.00	-	250.00	
Quarry Staff Tip											200.00		200.00	200.00	-	200.00	
Golf Pro Consultant	1,000.00										-		1,000.00	1,000.00	-	-	
Total	\$ 1,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,918.96	\$ -	\$ -	\$ -	\$ 13,532.19	\$ -	\$ 17,451.15	\$ 20,302.50	\$ 2,851.35	\$ 16,624.55	
													Net:	\$21,273.85	\$33,197.50		\$31,550.45
													-20% MOAA:	\$ 4,254.77			\$ 6,310.09
													Balance:	\$17,019.08			\$ 25,240.36
													27-12=15 Warriors:	\$2,250.00			
													Balance:	\$14,769.08			
							(2019 \$8,125 each, 2021 \$12,600 each)										
											50%		Scholarship:	\$ 7,384.54			\$ 12,620.18
											50%		WFSC:	\$ 7,384.54			\$ 12,620.18
														\$2,250.00			
														\$ 9,634.54			

VP Membership: COL Felix Santiago, USA (Ret) – Membership chart shows 91 Active Duty, 143 Surviving Spouse, 41 Former, 653 Retired for a total membership of 932. The Chapter's population increased by 5% due mainly to recruitment efforts at the Retiree Appreciation Day events and the NRT report. Work will be done to retain the number of deletions and this month's renewals. The Final Email addressees is made up of 68% NRT recruits.

Had the opportunity to review the presentations online from the recent MOAA national annual meeting and learned that a chapter recruiting video is in the works.

VP Programs: Col David Patrick, USAF (Ret) – David advised the best speaker had the smallest turn out for whatever reason. The Ft Sam Golf Club continues to be challenged by understaffing though survey results and comments indicate that food and service are trending the right way.

The deadline for the submission of the headcount is being more rigidly adhered to so the last day to pre-register must be brought forward by 8 days. Felix will share these results with Colonel Miller.

The event schedule for 2023 is already building with LTG Evans, Army North Commander in January, Happy Hour in February with speaker USO Executive Director Heather Krauss. A golf proceeds check will be presented to her. Deb Humphreys, and possibly Bettye Geurin Burns, Golf Tournament title sponsor, will be at the March scholarship awards luncheon.

From the two mass email blasts that MOAA allows to be sent out per chapter it was decided to do one for the Golf Tournament and the other for an equivalent large event – perhaps a travel show at both the ARC and BST. Felix will arrange for Ft Sam to send out notifications to its distro list for the January luncheon with General Evans, Army North Commander.

VP Legislative Affairs: Maj Jim Cunningham, USA (Ret) – Following the mid terms Jim is actively contacting the new congressmen. There are 140 bills already pre-filed that affect veterans and their families. Reviewing chapter membership database for match ups with local congressmen for the chapter's legislative committee. Encouraged all to re sign up for the Advocacy Action Center on the MOAA website, especially as the Levels of Excellence criteria will be adapted to include this tool. The link to do so is not easy to find and Jim is to contact Victoria to discuss improving it.

VP Marketing and Development: Col Lisa Skopal, USAF (Ret) – See scorecard update.

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President: Lt Col Kitty Meyers, USAF (Ret) – Continuing to represent the chapter at upcoming TCC meeting and General Evans Holiday Party.

Received word that Board Chair Barbara Ramsey is resigning due to health reasons effective immediately. Ed Marvin, Vice Chair will lead next week's meeting.

Scorecard:

The priorities will remain the same for 2023.

Priority 1 Membership (Felix Santiago)

Has created themes to recruit and retain memberships. MOAA awards grants for community outreach, Peter Hunt to research the application criteria.

Priority 2 Positive Financials (Lisa Skopal)

Have combined some of the existing action steps with a goal of income exceeding expenses over a three-year period.

Priority 3 Legislative (Jim Cunningham)

Will continue developing a committee and providing legislative updates.

Priority 4 Leadership Succession (All)

Will hold a brainstorming session and review chapter database for potential leaders and approach them.

Staff Reports

Editor: Lt Col Juliet Chelkowski, USMC (Ret) - No report.

VAC/VGSAA Rep: Maj Jim Cunningham, USA (Ret) – No additional comments.

Army Chief of Staff's Retiree Council Washington DC & JBSA Retirees Council: COL Felix Santiago, USA (Ret) – The three recently held Retiree Appreciation Days were attended by approx. 4,000 people. Planning is beginning for the 2023 event. The Army has bought the rights to the slogan "Soldier For Life".

Historian: (Open) No report.

Transition Liaison Officer: Lt Col Kitty Meyers, USAF (Ret) – JBSA Transition Alliance is meeting weekly via Zoom and quarterly in person. The spouse of BG Driggers (JBSA and 502nd Air Base Wing Commander) is very involved in the engagement and transition of military spouses and will be a key speaker at an upcoming event. Currently working on a job fair happening in Castroville.

Active-Duty Liaison Officer: Rachel Johnson, LT, USCG – Absent. No report.

Scholarship/JROTC: Col Peter Hunt, USAF (Ret) – Scholarship Strategy scheduled for this afternoon with seven volunteers. Will be deciding on the criteria for the Chapter Scholarship and whether to include a needs-based option for the Torrey scholarship. Awards packets to JROTC will occur in January and will prepare materials for posting on the chapter website.

Will allocate \$3k for ROTC events and at least \$25k in scholarships.

Blue Skies of Texas Satellite Chapter Representative: Lt Col Tom Carter, USAF (Ret) – Absent. No report.

ARC Satellite Chapter Representative: Col Joe Morgan, USAF (Ret) – Absent. No report.

Volunteer Coordinator: Col Pete Schaub – Absent. No report.

Surviving Spouse Coordinator: LTC Martin Garcia – Has not received any inquiries in the past month.

VP Personal Affairs: Col Stu Myers, USAF (Ret) / CAPT Cora Bayle Cox USN (Ret) – Absent. No report.

Chaplain: Chaplain LTC James Taylor, USA (Ret) – Absent. No report.

VP Public Relations/Marketing: LtCol Kathie Estrada USAF (Ret) – Nothing to report.

Administration: Trish Meserve – Renewals this month total 174 of which 101 are to be mailed. 26 members are to be deleted for nonpayment. The one remaining scholarship check that was reissued has now been cashed. Broadway Bank (where the Operations checking account is held) is closing the Ft Sam location and the search begins for a convenient alternative branch.

Old Business:

1. Building Inspection – two inspections by the Corps of Engineers have been completed.

New Business:

1. 2023 Budget was reviewed and approved for submission to the Board next week.

MEETING ADJOURNED at 11:23am.

Next Board Meeting – Thursday Dec 8 10am

Next Staff Meeting – Thursday Jan 5 at 10am

LTC Mike Frankel, USA, Secretary