

MILITARY OFFICERS ASSOCIATION OF AMERICA

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

Thursday, 4 January 2024

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

Attendees: Col Brian Afflerbaugh, Col Peter Hunt, Col David Patrick, Lt Col Kathie Estrada, Lt Col Kitty Meyers, Col Dan Van Syoc, MAJ Jim Cunningham, Trish Meserve.

Invocation and pledge by Jim Cunningham.

Secretary: The minutes from 7 December 2023 meeting were approved for filing.

Treasurer: Col Brad Barnhart – Absent. Report provided read as follows:

2023 was an amazing year with a profit of over \$7400! We were in the black primarily due to Lisa's amazing work with Advertising and Corporate Sponsors -- together over \$10,000 above expected income. Our Donations to the Chapter also topped \$18,000, more than double expected income. Our cash balances remain strong, and Jim opened a new CD for \$15,000 at Div Rate 4.79%, APY 4.9%. I will work with Trish to see if there are savings in the Office expenses we can achieve in 2024. And per the Board's request, we updated the FY2024 budget with just slight increases in the Advertising and Corporate Sponsorship.

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

	January	February	March	April	May	June	July	August	September	October	November	December	YTD	2023 Budget	Variance	YTD 2022
Donations (prior month)				466.00	275.00	300.00	610.00	380.00	590.00	565.00	920.00	1,095.00	7,426.00		7,426.00	9,591.00
Donations - Checks	810.00	1,200.00	215.00		425.00	100.00	25.00	430.00	125.00		1,561.00	1,290.00	14,281.00		14,281.00	6,660.00
Donations - Online (Sq & PP)	275.00	50.00	10,000.00				50.00	100.00	200.00		350.00	775.00	1,575.00		1,575.00	1,396.00
Amazon Smile/Big Give		100.00			25.27								47.14		47.14	38.91
Other/Dividend		21.87		13.11	13.11	14.14	15.05	16.15	16.73		27.54	48.79	209.55		209.55	2,699.67
Golf Tournament		0.01	44.92								15,274.90		15,274.90			17,019.08
													-			
TOTAL INFLOW	1,085.00	1,371.88	10,259.92	479.11	738.38	414.14	700.05	926.15	931.73	565.00	18,133.44	3,208.79	38,813.59		23,538.69	37,404.66
OUTFLOWS																
Other																
Bank Fee																29
Big Give Fee																399.24
Golf Administration																-
PayPal Fee		3.38					1.94		3.38		11.10	5.32	25.12		25.12	18.35
Square Fee								3.08	3.65			28.04	34.77		34.77	27.49
Charity																-
Warrior & Family Support Ctr			9,634.54										9,634.54		9,634.54	-
Total Outflow (Other & Charity)	-	3.38	9,634.54	-	-	-	1.94	3.08	7.03	-	11.10	33.36	9,694.43	\$ -	9,694.43	445.08
Scholarship Program																
JROTC Admin & Awards Luncheon		731.50	959.64				606.95						2,298.09	\$ 2,000.00	298.09	2,422.87
ROTC Leadership Development				\$ 3,000									3,000.00	\$ 3,000.00		
Col Torrey			1,000										1,000.00	\$ 1,000.00	-	-
Chapter (Jim & Cheryl Cunningham)					1,000								1,000.00	\$ 1,000.00	-	-
Gen Herring (JROTC) "Let's Go"							1,000						1,000.00	\$ 1,000.00	-	-
Col McCarthy (JROTC) "Let's Go"			1,000										1,000.00	\$ 1,000.00	-	-
Susie Tolman (JROTC) "Let's Go"					1,000								1,000.00	\$ 1,000.00	-	-
MajGen Dave & Carrie Garza "Let's Go"			3,000	3,000			1,000						7,000.00	\$ 7,000.00	-	-
ROTC			7,000	8,000	3,000								18,000.00	\$ 17,000.00	1,000.00	29,000.00
ROTC Ed & Ruby Marvin			1,000										1,000.00	\$ 1,000.00	-	-
Total Scholarship Program	-	731.50	13,959.64	14,000.00	5,000.00	1,000.00	1,606.95	-	-	-	-	-	36,298.09	\$ 35,000.00	1,298.09	31,867.95
TOTAL OUTFLOW	0.00	734.88	23,594.18	14,000.00	5,000.00	1,000.00	1,608.89	3.08	7.03	0.00	11.10	33.36	45,992.52	\$ 35,000.00	10,992.52	31,867.95
Decrease/Increase	1,085.00	637.00	(13,334.26)	(13,520.89)	(4,261.62)	(585.86)	(908.84)	923.07	924.70	565.00	18,122.34	3,175.43	(7,178.93)	\$ (35,000.00)	27,821.07	5,536.71

Operations (501(C)4)

Inflows:

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	YTD	2023 Budget	Variance	YTD 2022
Membership Dues																
MOAA National	330												\$330.00	\$ -	\$330.00	410.00
Austin Chapter													\$0.00	\$ -	\$0.00	-
New Surv Sp											25.00		\$25.00	\$ 25	\$0.00	25.00
New Retired	75.00	50.00	75.00	25.00		100.00	25.00	75.00	50.00	25.00		25.00	\$550.00	\$ 500	\$50.00	250.00
New Active Duty		25.00			50.00							25.00	\$100.00	\$ 100	\$0.00	100.00
New Former													\$0.00	\$ 50	-\$50.00	75.00
New FOC		25.00											\$25.00	\$ -	\$25.00	-
Renewal Surv Sp	200.00	175.00	125.00		50.00	100.00	50.00		25.00	150.00	50.00	25.00	\$950.00	\$ 1,000	-\$50.00	1,150.00
Renewal Retired	1,575.00	900.00	675.00	400.00	650.00	700.00	900.00	900.00	1,000.00	1,000.00	900.00	775.00	\$10,375.00	\$ 11,250	-\$875.00	10,625.00
Renewal Active Duty	75.00	25.00	25.00	25.00	25.00	25.00		75.00	25.00				\$300.00	\$ 100	\$200.00	575.00
Renewal Former			25.00	25.00	25.00	75.00	25.00					25.00	\$200.00	\$ 100	\$100.00	425.00
Renewal FOC											25.00		\$25.00	\$ 75	-\$50.00	25.00
Total	\$ 2,255.00	\$ 1,200.00	\$ 925.00	\$ 475.00	\$ 800.00	\$ 1,000.00	\$ 1,000.00	\$ 1,050.00	\$ 1,100.00	\$ 1,175.00	\$ 1,025.00	\$ 875.00	\$12,855.00	\$ 13,200	-\$345.00	\$ 13,635.00
Non-Dues Revenue																
Golf Tournament													\$0.00	\$ 5,000	-\$5,000.00	4,254.77
Travel Awards					10.00								\$10.00		\$10.00	15.00
Merchandise (Coins/Shirts)	30.00	60.00		60.00	25.00	30.00		180.00	60.00		50.00	90.00	\$585.00	\$ 250	\$335.00	475.00
Advertising Lariat	3,245.00	375.01	275.00	275.00	275.00	275.00	275.00	1,895.00	275.00	2,255.00	275.00	275.00	\$9,970.01	\$ 4,000	\$5,970.01	6,765.00
Corporate Partnership	\$ 750.00		\$ 350.00	\$ 250.00	\$ 750.00		\$ 500.00	\$ 1,000.00		\$ 250.00	\$ 100.00	\$ 500.00	\$4,450.00	\$ 1,000	\$3,450.00	3,300.00
Donations to Chapter	1,450.00	610.00	356.00	350.00	345.00	555.00	5,573.00	3,085.00	830.00	365.00	1,767.00	2,740.00	\$18,026.00	\$ 7,500	\$10,526.00	11,676.00
Donations to MACEF	1,200.00	215.00	466.00	275.00	300.00	610.00	380.00	590.00	565.00	920.00	1,095.00	660.00	\$7,276.00	\$ 7,000	\$276.00	8,086.00
Social Events	2,334.00	1,434.00	1,820.00	1,054.00	1,408.00	288.00	574.00	1,644.00	772.00	280.00	2,451.00	2,582.00	\$16,641.00	\$ 12,500	\$4,141.00	12,626.40
	\$ 9,009.00	\$ 2,694.01	\$ 3,267.00	\$ 2,264.00	\$ 3,113.00	\$ 1,758.00	\$ 7,302.00	\$ 8,394.00	\$ 2,502.00	\$ 4,070.00	\$ 5,738.00	\$ 6,847.00	\$56,958.01	\$ 37,250	\$19,708.01	47,198.17
TOTAL INCOME	\$11,264.00	\$3,894.01	\$4,192.00	\$2,264.00	\$3,113.00	\$2,758.00	\$8,302.00	\$9,444.00	\$3,602.00	\$5,245.00	\$6,763.00	\$7,722.00	\$69,813.01	\$ 50,450	\$19,363.01	\$ 60,833.17

Outflows:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	2023 Budget	Variance	YTD 2022
Bank Charge						13.58				17.19			30.77	\$ -	(30.77)	
Copier Mntn Agreement				691.00									691.00	\$ 700	9.00	691.00
PayPal Service Fee	176.54	81.30	106.57	118.92	95.57	62.45	92.85	147.40	122.86	116.50	226.23	158.26	1,505.45	\$ 750	(755.45)	1,166.52
Square Service Fee	43.05	22.39	25.98	20.98	25.02	13.61	31.57	81.32	117.72	108.85	33.75	86.17	610.41	\$ 600	(10.41)	600.34
D&O Insurance								685.00					685.00	\$ 650	653.00	653.00
Dues & Subscription	717.00	544.25										108.24	1,369.49	\$ 1,500	130.51	1,352.17
Contractor Incentive												1,500.00	1,500.00	\$ -	(1,500.00)	1,500.00
Independent Contr	953.33	1,906.66	1,906.66	1,906.66	1,906.66	1,906.66	1,906.66	1,906.66	1,906.66	1,906.66	1,906.66	2,859.99	22,879.92	\$ 22,880	0.08	21,840.00
Liability Insurance		487.00											487.00	\$ 500	13.00	487.00
Marketing					111.25	(111.25)							-	\$ 400	400.00	-
Merchandise (Coins/Shirts)										1075.06			1,075.06	\$ 1,000	(75.06)	-
Office	110.95	528.14	275.24		418.13	595.85	775.42	675.63	12.41	348.44	392.85	319.95	4,453.01	\$ 3,000	(1,453.01)	4,344.29
Postage & Delivery	302.10	317.20	2.15	1.30	317.20	317.20	332.30	398.30	341.30		796.60	28.05	3,153.70	\$ 1,750	(1,403.70)	1,616.90
Social Events	1,742.36	-	974.00	4,048.82	1,206.00	879.20	-	1,118.00	1,110.00		1,452.76	2,424.32	14,955.46	\$ 12,500	(2,455.46)	12,628.47
Special Activities		-			86.00		(86.00)						-	\$ -	-	-
Telephone	153.24	153.24	153.24	305.74	-	76.63	114.71	114.71	114.71	115.03	150.86	115.58	1,567.69	\$ 2,000	432.31	1,865.52
Trans to MACEF	810.00	1,200.00	215.00	466.00	275.00	300.00	610.00	380.00	590.00	565.00	920.00	1,095.00	7,426.00	\$ 7,000	(426.00)	11,171.00
Volunteer Recognition													-	\$ -	-	-
TOTAL Outflow	\$ 5,008.57	\$ 5,240.18	\$ 3,658.84	\$ 7,559.42	\$ 4,440.83	\$ 4,053.93	\$ 3,777.51	\$ 5,507.02	\$ 4,315.66	\$ 4,252.73	\$ 5,879.71	\$ 8,695.56	\$62,389.96	\$ 55,230	\$7,159.96	59,916.21
Surplus/(Deficit)	\$6,255.43	-\$1,346.17	\$533.16	-\$5,295.42	-\$1,327.83	-\$1,295.93	\$4,524.49	\$3,936.98	-\$713.66	\$992.27	\$883.29	-\$973.56	\$7,423.05	-\$4,780.00	\$12,203.05	\$ 916.96

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	\$ 10.00	
Money Market	\$ 38,163.05	\$ 31,776.57	\$ 8,085.85	\$ 8,564.41	\$ 9,303.93	\$ 9,717.98	\$ 10,418.50	\$ 10,964.65	\$ 11,896.36	\$ 28,324.85	\$ 30,824.85	\$ 31,503.32	
Checking	\$ 100.01	\$ 9,734.72	\$ 21,041.22	\$ 6,046.77	\$ 3,041.40	\$ 2,041.49	\$ 432.63	\$ 429.27	\$ 422.26	\$ 200.03	\$ 200.03	\$ 197.02	
Certificates	\$ 10,461.62	\$ 10,475.66	\$ 10,503.06	\$ 10,533.62	\$ 10,565.29	\$ 10,596.03	\$ 10,627.89	\$ 10,659.84	\$ 10,694.23	\$ 10,766.20	\$ 10,766.20	\$ 10,802.96	
Total	\$ 48,734.68	\$ 51,996.95	\$ 39,640.13	\$ 25,154.80	\$ 22,920.62	\$ 22,365.50	\$ 21,489.02	\$ 22,063.76	\$ 23,022.85	\$ 39,301.08	\$ 41,801.08	\$ 42,513.30	
Chapter Operations													
Broadway	\$ 28,074.70	\$ 25,836.46	\$ 26,369.62	\$ 21,549.20	\$ 20,996.37	\$ 19,714.02	\$ 24,238.51	\$ 34,030.49	\$ 35,006.83	\$ 51,800.70	\$ 29,337.39	\$ 13,363.83	
RBFCU CD #1-3	\$ 17,199.91	\$ 17,233.77	\$ 17,271.33	\$ 17,308.52	\$ 17,352.10	\$ 17,394.38	\$ 17,438.19	\$ 17,482.11	\$ 17,524.72	\$ 17,570.06	\$ 17,624.40	\$ 17,681.71	
RBFCU CD #4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,041.34	
Total	\$ 45,274.61	\$ 43,070.23	\$ 43,640.95	\$ 38,857.72	\$ 38,348.47	\$ 37,108.40	\$ 41,676.70	\$ 51,512.60	\$ 52,531.55	\$ 69,370.76	\$ 46,961.79	\$ 46,086.88	
Social Events													
Chapter													
Inflows	\$ 2,136.00	\$ 1,128.00	\$ 1,964.00	\$ 964.00	\$ 1,138.00	\$ 1,030.00	\$ -	\$ 1,858.00	\$ 1,150.00		\$ 1,357.00	\$ 2,668.00	\$ 15,393.00
Outflows	\$ 1,742.36	\$ 974.00	\$ 2,606.08	\$ 1,442.74	\$ 1,206.00	\$ 897.20	\$ -	\$ 1,118.00	\$ 1,110.00		\$ 1,452.76	\$ 2,424.32	\$ 14,973.46
Variance	\$ 393.64	\$ 154.00	\$ (642.08)	\$ (478.74)	\$ (68.00)	\$ 132.80	\$ -	\$ 740.00	\$ 40.00	\$ -	\$ (95.76)	\$ 243.68	\$ 419.54

VP Membership: COL Felix Santiago, USA (Ret) – Absent.

Felix is working on building membership team and will be assisted by Kathie.

Report submitted from Felix by email:

The Military Officers Association of America – Alamo Chapter is not a part of the department of defense or any of its components and it has no governmental status.

As reflected in the December staff reporting, the Alamo Chapter member population remained stable throughout the year in terms of net membership numbers as well as paid memberships. We started the year with 895 formally affiliated members and ended with 873. Nevertheless, we must depict that the membership recruitment and retention processes were far from stable as the patterns for the number of losses/deletions surpassed the large number of new members. The national MOAA recruitment tracker reflected the Chapter had 328 new members recruited achieving top recruiting status among all national MOAA Chapters. The closest national chapters in recruiting numbers were the NW Arkansas Chapter with 147 and the Cape Canaveral Chapter with 129. Our pattern of continuing aggressive recruiting is attributed to NRT listing invitations and MOAA voucher program utilization. These monthly labor-intensive processes are only possible because of the solid administrative support of Trish, unequaled by any other national Chapter.

Our goal of paid memberships from our realistic potential pool was achieved by over 80% throughout the year (579 paid members in Jan 2023 and 526 at the end of Dec). Although the Active-Duty population remained the lowest paid category of current members due to their transitory nature, last year increased from a historically 10% to over 17%. Approximately 3,000 MOAA National members in the area are linked to the Alamo Chapter and seem to view themselves as members, seemingly from a misconception that membership in the national MOAA entitles affiliation with the Chapter. Over 4300 MOAA members in the Alamo Chapter's area are in a no-contact listing by profile account default. We intend to work arduously this year to gain traction with the integration of those listed in our rolls by clarifying the terms, requesting formal paid status, or pursuing formal deletion from our rolls. Similarly, we intend to pursue national blast messaging with the MOAA national members in the no-contact listing.

Monthly Membership Stats Notes:

As reflected on page 11, at the onset of 2024 we reflect a 2% gain for new members (871 versus 854) primarily from MOAA NRT-Recruiting listing integration and limited individual gains from our members' interactions or chapter's outreach and engagement platforms. While there was a growth in every category, the active-duty population increased by nearly 10%. As depicted in the chart, the paid membership status remained the same as at the end of November. Thus, our paid membership status derived from a potential paid member population remains between 82-83% (after recognizing the over 90/Life members population and a historical 10-20% active duty paid member potential).

Page 12 depicts the members who were sent the "final-final" renewal notification email before moving to deletion. There are 13 members of which 11 were gains from the NRT-R process, 7 of which for a 6-month membership period. 10 are Retired members, one Surviving Spouse, a Former Member, and an Active-Duty member.

Quick MOAA National Comments:

There will be a Monthly MOAA national Chapter Leader Virtual Roundtable on Jan. 25 at 7 p.m. Eastern for a discussion on compliance and legal topics. On Feb. 3, Capt. Frank J. Michael, USN (Ret) CCA will conduct a meeting with the Texas Council of Chapters virtually.

VP Programs: Col David Patrick, USAF (Ret) – Working on January luncheon and confirmation of the February Happy Hour speaker. Brian to take over the sending out the survey and sending the results and rating sheet to Trish prior to the staff meetings.

VP Legislative Affairs: Maj Jim Cunningham, USA (Ret) – No additional report.

VP Marketing and Development: Col Lisa Skopal, USAF (Ret) – Absent – Report submitted is as follows: I will begin working hard on new (and existing) Corporate Sponsors for 2024 budget once I return from my "cruise". I volunteered to increase my budget by \$1000 (doesn't matter either Advertising or Corporate Sponsorship) so that we don't have a deficit budget for 2024 (per Board Chairman).

President: Lt Col Kitty Meyers, USAF (Ret) – Planning and preparation for General Kelly's visit in January are all consuming and ongoing.

Scorecard 2024

Priority #1 – Increase & Retain Membership

1.1 Sustain visibility of membership R/R activities as well as continuing to expand contact venues. (Status: Ongoing-Yellow)

- Intend to request member participation into a new to-be-established M-Committee of which there are three members already.... Felix Santiago, Kathie Estrada, and of course, thank you... Jim Cunningham. An email call-out will be made for a meeting in early February.
- Enclosed is the MFRC Schedule for the bi-monthly FTSH newcomers' orientations and JBSA standard events to enable the Staff to sign up as desired.
- This month's exhibits will be this upcoming Friday 5 January to be supported by Jim Cunningham and January 19th by Felix Santiago.

1.2 Continue to instill an organizational culture that encourages members to own the R/R processes. (Ongoing-Yellow)

- This month's biggest impact on the Chapter's culture will be LtGen Kelly's scheduled engagement with the Chapter.
- Engage NRT-integrated members to enhance their voice by becoming paid members.

1.3. Explore, evaluate, and coordinate the execution of initiatives that may enhance Membership and retention. (ongoing Yellow)

- Determine support for the Scholarship Committee's ROTC events/engagements.
- The Chapter has sent a call-out and membership applications within the ROTC scholarship packets to encourage CADRE as well as junior and senior cadets.
- Partnering with NCOA at the Newcomers Orientation and consistent communication exchanges. Soldiers' Angels activities continue to be advertised in the Chapter's Lariat.
- Continue to engage existing MOAA members in the area (individual contacts, email blasts, NRT processes, etc.) to become chapter members.

Priority #2 – Sustain A Positive Long-term Financial Position

Nothing additional

Priority #3 – Strong & Influential Legislative Efforts & Programs

Encouraged all to view MOAA website for the advocacy and to submit letters to their representatives through the Quorum Program.

Priority #4 – Succession Planning

The most urgent priority will be Priority #4 Succession Planning. Kitty and David to get together to discuss script. Recruitment opportunities for staff members could include Retiree Council, MLP speed dating event and ETAP if an entry point could be found.

Staff Reports

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

VAC/VGSAA Rep: Maj Jim Cunningham, USA (Ret) – Next VAC meeting is yet to be scheduled.

Army Chief of Staff's Retiree Council Washington DC & JBSA Retirees Council: COL Felix Santiago, USA (Ret) – Felix submitted the following report:

- Partnering with the Army's local Recruiting Brigade on Veteran/Retired members' support for recruiting young Americans and educating the community on military service.
- Lackland Retiree Appreciation Day to be conducted in March, date TBD.
- Felix's final 4th year in the CSA Retired Soldier Council, recall to active-duty April 14th.

Historian: (Open) No report.

Transition Liaison Officer: Lt Col Kitty Meyers, USAF (Ret) – Continuing with Transition Counseling, and working Transition with the JBSA Alliance team.

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

Scholarship/JROTC: Col Peter Hunt, USAF (Ret) – The Awards packets to the JROTC units were mailed yesterday. Scholarship application deadline is Jan15, and scoring will take place on Jan 25th. Has a backup speaker lined up for Scholarship Awards luncheon in case Gen Feinstein is unable. Currently planning the scholarship luncheon details. Will order 18 reserved/table number stands, ask John Franklin to be the photographer.

Pete to research MOAA Foundation grants to fund the Leadership Development projects and provide requisites and deadline info to Kitty.

Blue Skies of Texas Satellite Chapter Representative: Col Dan Van Syoc, USAF (Ret) – Will sent reminder to BST members regarding Gen Kelly visit on Jan 11th and meet with Lori regarding coordination of the event – parking coffee etc.

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

Volunteer Coordinator: Col Pete Schaub, USAF (Ret) – Absent. No report.

Surviving Spouse Coordinator: LTC Martin Garcia, USA (Ret) – Absent. No report.

VP Personal Affairs: CAPT Cora Bayle Cox, USN (Ret) – Absent. No report.

VP Public Relations/Marketing: LtCol Kathie Estrada USAF (Ret) – Suggested a press release for Scholarship luncheon to increase awareness level in the community. Jim to contact Sig Christenson, and also to ask if there is a TV reporter who is military friendly.

Administration: Trish Meserve – January renewals consist of 149, of which 125 are to be mailed. 14 are slated to be deleted.

Old Business:

1. January 11th luncheon with General Kelly. Current count for Jan luncheon is 85. Will procure heaters and VIP parking. Kathie to be a greeter.
Plan is to meet at BST at 8:45am with Gen Kelly and Gen Jones, Dan, Kitty and Jim. First 15 mins will be with Gen Jones followed by 9-10:30 mtg with BST residents, wrapping up at 10:15 to be at FSGC by 11am. Then after luncheon gather at chapter office at 1pm for a 1:30 to 2:30 meeting with staff sharing information on the chapter's history, relationship with JBSA (Transition Alliance, Retiree Council), and catchment area. Staff will provide 2-minute summary on their department - Pete and Lisa unable to attend so will provide one page description. Then open conversations with Gen Kelly.
2. Jim to copy or archive the presentations currently in the Zoom app to reduce the space requirement.

New Business:

1. 2024 Budget – conditionally approved by the Board providing it is amended to a zero-deficit budget. Brad recommended the following changes:
 - Increased Donations Income from 10,000 to 13,845 (still conservative, 2023 donations were over 18,000)
 - Increased Advertising Income from 4,000 to 5,000 (2023 actuals were 9,970)
 - Increased Corporate Sponsorship Income from 1,000 to 2,000 (2023 actuals were 4,450)

- Decreased Copier Mx from 700 to 691
- Decreased D&O Ins from 700 to 685
- Decreased Dues and Subscriptions from 1500 to 1369.49
- Decreased Liability Ins from 500 to 487
- Decreased Office expenses from 4500 to 3667.51 (this one is my only concern, but we can review this month to see if we can find savings over last year)

David made a motion to approve the revised budget, seconded by Jim Cunningham. Motion passed unanimously as long as Lisa is OK with her part of the increase.

Inflows		Outflows	
	<u>2024 Budget</u>		<u>2024 Budget</u>
Membership Dues		Bank Fee	
MOAA National	\$0.00	Copier Mntn Agreement	\$691.00
Austin Chapter	\$0.00	PayPal Service Fee	\$1,000.00
New Surv Sp	\$0.00	Square Service Fee	\$700.00
New Retired	\$500.00	D&O Insurance	\$685.00
New Active Duty	\$100.00	Dues & Subscription	\$1,369.49
New Former	\$0.00	Contractor Incentive	
New FOC	\$50.00	Independent Contr	\$24,020.00
Renewal Surv Sp	\$750.00	Liability Insurance	\$487.00
Renewal Retired	\$9,000.00	Marketing	
Renewal Active Duty	\$100.00	Merchandise	
Renewal Former	\$100.00	(Coins/Shirts)	
Renewal FOC	\$75.00	Office	\$3,667.51
Total	\$10,675.00	Postage & Delivery	\$3,000.00
Non-Dues Revenue		Social Events	\$12,500.00
Golf Tournament	\$5,000.00	Special Activities	
Travel Awards	\$0.00	Telephone	\$1,400.00
Merchandise		Trans to ACEF	\$7,000.00
(Coins/Shirts)	\$500.00	Volunteer Recognition	
Advertising Lariat	\$5,000.00	TOTAL Outflow	\$56,520.00
Corporate Partnership	\$2,000.00		
Donations to Chapter	\$13,845.00	Surplus/(Deficit)	\$0.00
Donations to ACEF	\$7,000.00		
Social Events	\$12,500.00		
Total	\$45,845.00		
TOTAL INCOME	\$56,520.00		

MEETING ADJOURNED at 11.28pm.

Next Foundation Board (MACEF) Meeting – Tuesday Jan 12 at 2pm

Next Scholarship Meeting – Thursday Jan 25 at 1pm

Next Staff Meeting – Thursday Feb 1 at 10am

Next Chapter Board Meeting – Thursday Feb 15 at 10am

Next Golf meeting TBD



Col David Patrick, USAF (Ret)

The Military Officers Association of America – Alamo Chapter is not a part of the department of defense or any of its components and it has no governmental status.