

MILITARY OFFICERS ASSOCIATION OF AMERICA

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

MINUTES OF STAFF MEETING (Via Zoom)

Thursday February 2, 2023

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

Attendees: Col Peter Hunt, Col David Patrick, COL Felix Santiago, Col Lisa Skopal, Lt Col Kathie Estrada, Lt Col Kitty Meyers, MAJ Jim Cunningham, Trish Meserve.

Pledge and invocation by Kitty Meyers.

Secretary: LTC Mike Frankel – Absent. (Teaching) The minutes from January 5, 2023 meeting were approved for filing.

Treasurer: Col Brad Barnhart – Absent. Brad's report was submitted via email:
A solid first month of membership receipts and a great job on re-upping advertising. No surprises on the expense side. The 990s have been successfully filed for both 501C3 & 501C4.

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)	810.00												810.00		810.00	9,591.00
Donations - Checks	275.00												275.00		275.00	6,660.00
Donations - Online (Sq & PP)													-		-	1,396.00
Amazon Smile													-		-	38.91
Other/Dividend													-		-	2,699.67
Golf Tournament													-		-	17,019.08
													-		-	
TOTAL INFLOW	1,085.00	-	-	-	-	-	-	-	-	-	-	-	1,085.00		1,085.00	37,404.66
OUTFLOWS																
Other																
Bank Fee																
Big Give Fee																399.24
Golf Administration													-		-	-
PayPal Fee													-		-	23.18
Square Fee													-		-	38.44
Charity																
Warrior & Family Support Ctr													-		-	-
Total Outflow (Other & Charity)	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	(3,000.00)	460.86
Scholarship Program																
JROTC Admin & Awards Luncheon													-	\$ 2,000.00	(2,000.00)	2,422.87
ROTC Leadership Development													-	\$ 3,000.00		
Col Torrey													-	\$ 1,000.00	(1,000.00)	1,000.00
Chapter (Jim & Cheryl Cunningham)													-	\$ 1,000.00	(1,000.00)	1,000.00
Gen Herring (JROTC)													-	\$ 1,000.00	(1,000.00)	1,000.00
Col McCarthy (JROTC)													-	\$ 1,000.00	(1,000.00)	1,000.00
Susie Tolman (JROTC)													-	\$ 1,000.00		
														\$ 1,000.00		
MajGen Dave & Carrie Garza "Let's Go"													-	\$ 7,000.00	(7,000.00)	7,000.00
ROTC													-	\$ 18,000.00	(18,000.00)	18,000.00
Total Scholarship Program	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ 35,000.00	(35,000.00)	29,000.00
TOTAL OUTFLOW	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$ 35,000.00	(33,000.00)	31,883.73
Decrease/Increase	1,085.00	-	-	-	-	-	-	-	-	-	-	-	1,085.00	\$ (35,000.00)	34,085.00	5,520.93

Peter explained the budget that was decided upon by Kitty, David and Brad. Overall, the Scholarship budget for 2023 is \$35k. General Garza has pledged to increase his contribution to \$10,000 for JROTC scholarships. This includes \$10k JROTC scholarships (McCarthy, Herring, Tolman and 7 more), \$18k ROTC Scholarships, \$1k Torrey Scholarship, \$1k Chapter scholarship, \$2k for program administration (mailing and luncheon costs of winners and their plus one) and \$3k in leadership development (funding activities at ROTC events). General Garza has renamed his donation as "Major General David & Carrie Garza Let's Go Scholarships".

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	-
Austin Chapter													\$0.00	\$ -	\$0.00	-
New Surv Sp													\$0.00	\$ 25	-\$25.00	-
New Retired	75.00												\$75.00	\$ 500	-\$425.00	150.00
New Active Duty													\$0.00	\$ 100	-\$100.00	-
New Former													\$0.00	\$ 50	-\$50.00	-
Renewal Surv Sp	200.00												\$200.00	\$ 1,000	-\$800.00	250.00
Renewal Retired	1,575.00												\$1,575.00	\$ 11,250	-\$9,675.00	1,245.00
Renewal Active Duty	75.00												\$75.00	\$ 100	-\$25.00	25.00
Renewal Former													\$0.00	\$ 100	-\$100.00	25.00
Friends of the Chapter													\$0.00	\$ 75	-\$75.00	-
Total	\$ 2,255.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,255.00	\$ 13,200	-\$10,945.00	\$ 1,695.00
Non-Dues Revenue																
Golf Tournament													\$0.00	\$ 5,000	-\$5,000.00	-
Travel Awards													\$0.00	\$ -	\$0.00	-
Merchandise (Coins/Shirts)	30.00												\$30.00	\$ 250	-\$220.00	-
Advertising Lariat	3,245.00												\$3,245.00	\$ 4,000	-\$755.00	-
Corporate Partnership	750.00												\$750.00	\$ 1,000	-\$250.00	100.00
Donations to Chapter	1,450.00												\$1,450.00	\$ 7,500	-\$6,050.00	1,410.00
Donations to ACEF	1,200.00												\$1,200.00	\$ 7,000	-\$5,800.00	1,120.00
Social Events	2,334.00												\$2,334.00	\$ 12,500	-\$10,166.00	-
	\$ 9,009.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,009.00	\$ 37,250	-\$28,241.00	2,630.00
TOTAL INCOME	\$11,264.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$11,264.00	\$ 50,450	-\$39,186.00	\$ 4,325.00

Felix noted that the membership dues income is off to a good start with totals amounting to 14-15% of the entire year's budget.

Outflows:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	2023 Budget	Variance	YTD 2022
Copier Mntn Agreement													-	\$ 700	700.00	-
PayPal Service Fee	176.54												176.54	\$ 750	573.46	29.19
Square Service Fee	43.05												43.05	\$ 600	556.95	9.44
D&O Insurance													-	\$ 650	650.00	-
Dues & Subscription	717.00												717.00	\$ 1,500	783.00	676.00
Contractor Incentive													-	\$ -	-	-
Independent Contr	953.33												953.33	\$ 22,880	21,926.67	1,708.32
Liability Insurance													-	\$ 500	500.00	-
Marketing													-	\$ 400	400.00	-
Merchandise (Coins/Shirts)													-	\$ 1,000	1,000.00	-
Office	110.95												110.95	\$ 3,000	2,889.05	306.83
Postage & Delivery	302.10												302.10	\$ 1,750	1,447.90	166.80
Social Events	1,742.36												1,742.36	\$ 12,500	10,757.64	-
Special Activities													-	\$ -	-	-
Telephone	153.24												153.24	\$ 2,000	1,846.76	(4.80)
Trans to ACEF	810.00												810.00	\$ 7,000	6,190.00	1,280.00
Volunteer Recognition													-	\$ -	-	-
TOTAL Outflow	\$ 5,008.57	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,008.57	\$ 55,230	-\$50,221.43	4,171.78
Surplus/(Deficit)	\$6,255.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,255.43	-\$4,780.00	\$11,035.43	153.22

Cash Balances:

Educational Foundation	Jan	Feb	March	April	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
RBFCU													
Savings	\$ 10.00												
Money Market	\$ 38,163.05												
Checking	\$ 100.01												
Certificates	\$ 10,461.62												
Total	\$ 48,734.68	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Chapter Operations													
Broadway	\$ 28,074.70												
RBFCU CD's	\$ 17,199.91												
Total	\$ 45,274.61	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Social Events	Jan	Feb	March	April	May	June	July	Aug	Sep	Oct	Nov	Dec	YTD
Chapter													
Inflows	\$ 2,136.00	\$ 198.00											\$ 2,334.00
Outflows	\$ 1,742.36												\$ 1,742.36
Variance	\$ 393.64	\$ 198.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 591.64

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.

VP Membership: COL Felix Santiago, USA (Ret) – Membership chart shows Active Duty at 78, Surviving Spouses at 129, Former at 33, Retired at 613 and Friends of the Chapter at 5. The Alamo Chapter is currently at 858 members which reflects a 4% loss from last month which is consistent with previous months. A greater loss occurred in the dues paying members which may be explained by them moving to the Lifer category but still have 84% paying members, again consistent with past numbers. Looking forward to improving the numbers in 2023. In discussions with General Evans it was suggested MOAA-AC needs to become more visible on the installation, either in the Post newsletter or in conjunction with other volunteer organizations on post. Will also advise this point at the upcoming TCC meeting. General Evans is also giving consideration to being an Active Duty member on either the Chapter of the ACEF Board, but as he will be retiring he will assist in looking at other Active Duty personnel for this role. David wondered if Leah Garton, who will be joining as a friend of the chapter, might be able to help in spreading the word about MOAA-AC on post. Felix will also be talking to the PAO of the 502nd.

Encouraged all to contact the names on the Final Final Email to retain their membership. Felix to also contact the list of soon to be deleted folks.

Kitty advised she met with Tom Carter and discussed his role as the Blue Skies contact.

David asked if a person turning 90 received any communication from the chapter regarding this milestone and that they will be transitioned into the Lifer category and not need to pay dues any longer. It was decided David would craft a letter to be sent immediately following their 90th birthday.

Suggested we include the video link to MOAA's message encouraging members to join their local chapters in the NRT letter & email.

VP Programs: Col David Patrick, USAF (Ret) – According to the program ratings the last luncheon was a home run. The Survey Monkey program we use has changed its parameters and since January we can only see the first 10 responses for free, would need to pay a premium \$228 a year to access them all. Another budget item to be decided upon is Zoom. TCC has indicated they would no longer pay the \$150. A motion was made by David, seconded by Felix to pay the premium on both. All approved.

MOAA's Travel Show event in on May 3-4 is being worked. Might be advantageous to have a Zoom call between MOAA Travel's John Brenneman, David, Kitty, Tom Carter and Janet Morgan to make sure all are on the same page. Need to decide on the marketing strategy.

VP Legislative Affairs: Maj Jim Cunningham, USA (Ret) – Committee Chairs have just been named at the state level. Ginger Simonson at TCC is working on the annual Advocacy trip to Austin on March 15 & 16. There are three general topics that will be presented, a) improving transition support, b) improving mental health services and reducing suicides, c) improving the quality of life and economic conditions for vulnerable veterans and their spouses. Regarding the Hazlewood Act there is a movement from A&M and UT to get it permanently funded by the state.

Federally, bills that were pending in the 117th Congress are now being refiled for the 118th Congress, including the Major Starr Act. Has contacted some of the newcomers in preparation for future discussions.

MOAA Advocacy campaign is scheduled for April 24-27 in Washington DC. T

His legislative Committee had gained a couple of members and working on more.

Kitty advised the submittal for the Communications Award has been done and now working on the Levels of Excellence Award. One new criterion is for all staff to be registered for the Advocacy Quorum website. Will distribute instructions to each Board and staff member.

VP Marketing and Development: Col Lisa Skopal, USAF (Ret) – Nothing additional.

President: Lt Col Kitty Meyers, USAF (Ret) – TCC Zoom meeting on Saturday. The Volunteer of the Year Award is now due and following a vote the nomination will be Brad Barnhart.

Kitty continues to work with the chamber and tomorrow will be giving a speech to the Women's Leadership Initiative at the Grand Hyatt on lessons learned from her career.

David asked about the vetting materials for prospective Board members and noted that Ed is to approve the recommended changes which should occur Tuesday.

Scorecard:

David reviewed the scorecard and will update the form with the latest inputs from Felix and Lisa.

Priority 1 – Increase and Retain Membership:

- 1.1 A quarterly calendar is maintained, and key highlights briefed at Staff or Board meetings. Efforts to reestablish a functioning supportive membership committee are ongoing.
- 1.2 The Chapter actively participates as one of the community partners in the bimonthly MFRC FSH newcomers' briefings. Potential participation will be sought at the proposed quarterly retired military town hall meetings. Participation at other military community events is equally pursued.
- 1.3 Supportive efforts are ongoing for the upcoming Scholarship Committee's luncheon as well as an ROTC support event.
- 1.4 Continue to emphasize a communication strategy of individual ownership of the membership recruiting and retention efforts. NRT-R listings continue to be critical continuing of Chapter exposure to MOAA members in the community.
- 1.5 The Chapter actively supports the USO's WFSC and Soldiers Angels' activities are featured in all Chapters newsletters. The National and local NCOA representatives often partner with MOAA-AC Staff on recruiting initiatives.
- 1.6 Key initiatives listed continue to be explored. A Free-renewals initiative for active recruiters is an ongoing program. A congratulatory letter with Life membership status will be sent to members reaching 90 years of age as part of a supportive retention initiative. Senior Active-Duty members will be encouraged to join the Chapters' boards. Birthday recognition continues to be published in the Chapter's Lariat newsletter.

Priority 2 – Sustain a Positive Long Term Financial Position:

- 2.1 Ongoing. Still recruiting additional volunteers for our marketing and advertising committee.
- 2.2 Ongoing. Kathie and I will be meeting to discuss any further updates to e-mail and Facebook messages
- 2.3 Talking to current sponsors for opportunities on sponsoring luncheon/Happy Hour events. Also coordinating higher level sponsors to ensure there is no overlap of sponsors on setting up tables at various luncheons/Happy Hours
- 2.4 Well on our way to meeting (exceeding) 2023 budget goals. Also exploring other fund-raising ideas to increase revenue.

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) – Meeting via Zoom at the end of February and in person at the Pentagon in April. There are 3 new nominated members, one being from our chapter. Will keep us posted.

Historian: (Open) No report.

Transition Liaison Officer: Lt Col Kitty Meyers, USAF (Ret) – Continuing with the Alliance and the one on one counseling. Job Fair in Castroville wasn't well attended. Bexar County's Veterans Center Director, Keith Wilson, is very hyped about making the 2023 Red, White & You job fair a success.

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

Scholarship/JROTC: Col Peter Hunt, USAF (Ret) – 133 awards packages have been mailed to area High Schools, now awaiting the information of their awards ceremonies so we can find presenters. Scholarship applications received are 14 for JROTC has 14 and 3 for the Cunningham Chapter Scholarship, and the deadline isn't until Feb 10). Pete has scheduled a call with the ROTC 5th brigade to verify the College contact

information of the units and the names of their winners. Next scholarship meeting will be Feb 23 to review the scholarship applications. Need names of winners and their plus ones in earlier than usual per the Golf Course's deadline – now 1 week prior to the event, but will still try for two weeks prior. Winners and their plus ones will have assigned seating (to be dispersed among MOAA members) and each will be met by a greeter and escorted to their table. Greeters will be stationed at the door and likely will be identified by special addition to their name tag. This year we will not need a specific meal choice as it is soup and sandwiches. David Patrick and Peter to meet up with speaker General Walsh during the first week of March to go over the day's schedule. Kathie asked if a call for presenters could be disseminated to Blue Skies and to the ARC. Peter will write up a notice for The Lariat that Kathie can use also. Kathie would need the information by the last week of February. Kathie will also contact Morningside Ministries as there are many military folks there who might like to be a presenter.

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 – Absent. No report.

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 additional to report. Kathie suggested looking at Teams in place of Zoom. It was suggested Teams might be a good alternative to Zoom, and Kitty to look into it.

Administration: Trish Meserve – Renewals this month total 148 of which 131 are to be mailed. 19 members are to be deleted for nonpayment. Attendees so far signed up is 23. Amazon Smile program is ending.

Old Business:

None

New Business:

None

MEETING ADJOURNED at 11:37am.

Next Staff Meeting – Thursday Mar 2 at 10am

Next Board Meeting – Wednesday May 17 at 10am



LTC Mike Frankel, USA, Secretary