

# MILITARY OFFICERS ASSOCIATION OF AMERICA

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

MINUTES OF STAFF MEETING (Hybrid – Zoom & In-Person)

Thursday March 3, 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 Joe Morgan, Col David Patrick, Col Lisa Skopal, Lt Col Kathie Estrada, LTC Martin Garcia, Lt Col Kitty Meyers, Maj Mike Frankel, Trish Meserve.

Invocation and pledge by Kitty Meyers.

**Secretary:** Maj Mike Frankel – (Absent) The minutes from February 3, 2022 meeting were approved for filing.

**Treasurer:** Col Brad Barnhart – (Absent) Brad had previously reviewed the financial reports from February and January. He reported the following: Everything looks good overall. A couple items of note:

- Membership renewals and donations to Ops are ahead of budget, looking very good.
- We are behind on the income from the socials, can we expand the advertising?
- Ops expenses are on the mark.

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

	January	February	March	April	May	June	July	August	September	October	November	December	YTD	2022 Budget	Variance	YTD 2021
Donations (prior month)	1,905.00	1,030.00											2,935.00		2,935.00	2,100.00
Donations - Checks	35.00	500.00											535.00		535.00	445.00
Donations - Online (Sq & PP)	175.00	150.00											325.00		325.00	175.00
The Big Give													-		-	-
Go Fund Me													-		-	-
Amazon Smile													-		-	13.64
Other/Dividend		0.12											0.12		0.12	19.53
MOAA Transition Grant													-		-	
Golf Tournament													-		-	
<b>TOTAL INFLOW</b>	<b>2,115.00</b>	<b>1,680.12</b>	-	-	-	-	-	-	-	-	-	-	<b>3,795.12</b>		<b>3,795.12</b>	<b>2,753.17</b>
<b>OUTFLOWS</b>																
Other																
Big Give Admin Fee													-		-	0
JROTC Medals													-		-	0
ROTC Admin													-		-	
Golf Administration													-		-	
Postage													-		-	
PayPal Fee													-		-	0
Square Fee	6.58	5.55											12.13		12.13	6.58
Charity																0
Warrior & Family Support Ctr													-		-	
MOAA Transition Grant													-		-	
<b>Total Outflow (Other &amp; Charity)</b>	<b>6.58</b>	<b>5.55</b>	-	-	-	-	-	-	-	-	-	-	<b>12.13</b>	<b>\$ -</b>	<b>12.13</b>	<b>6.58</b>
Scholarships																0
Col Torrey													-	\$ -	-	-
Gen Herring (JROTC)													-	\$ -	-	-
Col McCarthy (JROTC)													-	\$ -	-	-
Chapter (Jim & Cheryl Cunningham)													-	\$ -	-	-
ROTC Navy UT Austin													-	\$ -	-	-
ROTC Army UT Austin													-	\$ -	-	-
ROTC Air Force UT Austin													-	\$ -	-	-
ROTC Air Force Texas State													-	\$ -	-	-
ROTC Army Texas State													-	\$ -	-	-
ROTC Air Force UTSA (Ed & Ruby Marvin)													-	\$ -	-	-
ROTC Army UTSA													-	\$ -	-	-
ROTC Army UTSA													-	\$ -	-	-
ROTC Air Force UTSA													-	\$ -	-	-
ROTC Army St Mary's													-	\$ -	-	-
ROTC Army St Mary's													-	\$ -	-	-
ROTC Army Texas A&M Kingsville													-	\$ -	-	-
ROTC Army Texas A&M Corpus Christi													-	\$ -	-	-
ROTC Army Texas A&M Corpus Christi													-	\$ -	-	-
ROTC Army Rio Grande Valley													-	\$ -	-	-
ROTC Army Rio Grande Valley													-	\$ -	-	-
<b>Total Scholarships</b>	<b>-</b>	<b>-</b>	-	-	-	-	-	-	-	-	-	-	<b>-</b>	<b>\$ -</b>	<b>-</b>	<b>-</b>
<b>TOTAL OUTFLOW</b>	<b>6.58</b>	<b>5.55</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>12.13</b>	<b>\$ -</b>	<b>12.13</b>	<b>6.58</b>
Decrease/Increase	2,108.42	1,674.57	-	-	-	-	-	-	-	-	-	-	3,782.99	\$ -	3,782.99	2,746.59

## Operations (501(C)4)

### Inflows:

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	YTD	2022 Budget	Variance	YTD 2021
<b>Membership Dues</b>																
MOAA National	360												\$360.00	\$ 200	\$160.00	5,955.00
Friends of the Chapter													\$0.00		\$0.00	-
Austin Chapter													\$0.00		\$0.00	-
New Surv Sp													\$0.00		\$0.00	-
New Retired	50.00												\$50.00	\$ 500	-\$450.00	225.00
New Active Duty		25.00											\$25.00	\$ 200	-\$175.00	-
New Former													\$0.00	\$ 50	-\$50.00	25.00
Renewal Surv Sp	250.00	225.00											\$475.00	\$ 750	-\$275.00	450.00
Renewal Retired	1,650.00	1,125.00											\$2,775.00	\$ 11,250	-\$8,475.00	1,835.00
Renewal Active Duty	150.00												\$150.00	\$ 100	\$50.00	50.00
Renewal Former	25.00	75.00											\$100.00	\$ 200	-\$100.00	25.00
Friends of the Chapter													\$0.00	\$ 100	-\$100.00	-
<b>Total</b>	\$ 2,485.00	\$ 1,450.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$3,935.00	\$ 13,350	-\$9,415.00	\$ 8,565.00
<b>Non-Dues Revenue</b>																
Golf Tournament													\$0.00	\$ 5,000	-\$5,000.00	
Travel Awards													\$0.00	\$ 100	-\$100.00	-
Merchandise (Coins/Shirts)													\$0.00	\$ 250	-\$250.00	-
Advertising Lariat	2,970.00												\$2,970.00	\$ 4,000	-\$1,030.00	100.00
Corporate Partnership	\$ 450.00	\$ 100.00											\$550.00	\$ 1,000	-\$450.00	100.00
Donation Miscellaneous													\$0.00	\$ 1,000	-\$1,000.00	
Donations to Chapter	1,375.00	1,240.00											\$2,615.00	\$ 7,500	-\$4,885.00	2,147.00
Donations to ACEF	1,030.00	770.00											\$1,800.00	\$ 7,000	-\$5,200.00	1,731.00
Social Events	458.00	882.00											\$1,340.00	\$ 16,750	-\$15,410.00	-
	\$ 6,283.00	\$ 2,992.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$9,275.00	\$ 42,600	-\$33,325.00	4,078.00
<b>TOTAL INCOME</b>	\$8,768.00	\$4,442.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$13,210.00	\$ 55,950	-\$42,740.00	\$ 12,643.00

### Outflows:

Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	2022 Budget	Variance	YTD 2021
Copier Mntn Agreement													-	\$ 700	700.00	
Square Service Fee	27.07	10.96											38.03	\$ 600	561.97	23.47
PayPal Service Fee	55.99	108.20											164.19	\$ 750	585.81	43.40
D&O Insurance													-	\$ 650	650.00	-
Dues & Subscription	1,039.60												1,039.60	\$ 2,000	960.40	1,245.60
Contractor Incentive	-												-	\$ 1,000	1,000.00	
Independent Contr	1,820.00	1,820.00											3,640.00	\$ 21,840	18,200.00	2,562.48
Liability Insurance		487.00											487.00	\$ 500	13.00	487.00
Marketing													-	\$ -	-	-
Merchandise (Coins/Shirts)													-	\$ -	-	-
Office	9.08	300.57											309.65	\$ 3,000	2,690.35	306.83
Postage & Delivery		234.00											234.00	\$ 2,000	1,766.00	443.65
Social Events	78.00												78.00	\$ 16,340	16,262.00	-
Special Activities													-	\$ -	-	-
Telephone	162.87	162.87											325.74	\$ 2,000	1,674.26	158.55
Trans To ACEF	1,905.00	1,030.00											2,935.00	\$ 7,000	4,065.00	2,100.00
Volunteer Recognition													-	\$ -	-	-
<b>Total Outflow</b>	\$ 5,097.61	\$ 4,153.60	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0	0	0	9,251.21	\$ 58,380	49,128.79	7,370.98
<b>Surplus/(Deficit)</b>	3,670.39	288.40	-	-	-	-	-	-	-	0	0	0	3,958.79	(2,430.00)	6,388.79	5,272.02

### Cash Balances:

Educational Foundation	Jan	Feb	March	April	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
RBFCU													
Savings	\$ 10.00	\$ 10.00											
Money Market	\$37,837.76	\$37,022.59											
Checking	\$ 100.12	\$ 100.03											
Certificates	\$10,370.93	\$10,375.10											
<b>Total</b>	\$48,318.81	\$47,507.72	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Chapter Operations													
Broadway	\$22,228.06	\$22,480.70											
RBFCU CD's	\$17,034.79	\$17,039.23											
<b>Total</b>	\$39,262.85	\$39,519.93	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Social Events</b>	Jan	Feb	March	April	May	June	July	Aug	Sep	Oct	Nov	Dec	YTD
Chapter													
Inflows	\$ 78.00	\$ 910.00	\$ 352.00				\$ -						\$ 1,340.00
Outflows	\$ 78.00												\$ 78.00
Variance	-	\$ 910.00	\$ 352.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,262.00

**VP Membership:** COL Felix Santiago, USA (Ret) – Absent. Provided the following report:

The Alamo Chapter's member population declined slightly presumably due to continuing pandemic limitations for in-person recruitment and retention initiatives. Such limitations for greater interaction with the members appear to influence disposition for renewal.

This month's Membership Chart numbers show stability in the Surviving Spouses (143) as well as in the Former Officers (29) categories and a small gain in the active-duty members' category (+3); nevertheless, 16 retirees opted not to renew their Chapter membership. The net loss of 1.4% (13 members) within the Chapter

population does indicate a stability point, despite the non-traditional drain within the mentioned normally high-retention retiree population.

The member deletions for the Year 2022 currently stand at 26, where 38% are from the NRT recruitment gains last year. Again, unfortunately, 22 out of 26 deletions, during this early stage of the year, were retirees. Of those retirees, 3 were Blue Skies residents.

As we worked toward our yearly goal **for Paid memberships** (the National MOAA standard is 65%), the Chapter had a decrease of 1.6% (-10 members) for 65% paying members from the total population (907). However, the Chapter achieved 81% paid memberships when considering that 177 are non-paying permanent members (over 90 and Life memberships). Furthermore, of the remaining 129 potential payers, there is a high likelihood that 34 active-duty members will not become paid members, thus for a current **85% paid memberships** (594/696 Realistic pool).

The Chapter pursues an aggressive electronic and hard-copy correspondence renewal campaign. However, one of the **best practices** for recruiting and retention is instilling a mindset and an organizational culture where **Every member is a recruiter**. Please encourage every member to bring in at least one new member or motivates other members to continue to enhance our **Voice by strengthening our numbers**.

**VP Programs:** Col David Patrick, USAF (Ret) – Speaker at the recent Happy Hour, Donna Campbell, gave a good nonpartisan presentation and was well received. Reviewed program ratings. Note the addition of #8, a value for money question which was included here and will be in future surveys. Note this item received the lowest score. Will be interesting to see the response to this item pertaining to this month's luncheon at the Golf Club. Staffing is still an issue.

Kitty advised MOAA Vacations will be organizing a free marketing event on May 15 at 2pm & 5pm at the Golf Club. A couple of cruise lines will also be on hand to promote their trips.

**VP Legislative Affairs:** Maj Jim Cunningham, USA (Ret) – Absent. His submitted report reads as follows: The state electorate has just experienced the pains of new legislation passed by the 87<sup>th</sup> Session of the legislature to protect us against voter fraud. Hundreds or thousands of seniors and handicapped were unable to vote in the primary elections because of new confusing requirements for getting a paper ballot. Many who could end up trying to physically go to the polls, however the end result was that Primary voting across the state was abysmal.

It appears that the governor's race will be between Beto O'Rourke and Greg Abbott. There will be some runoff elections notably in the Attorney Generals position and in US Congressional District 15, which covers a great part of the Alamo Chapters territory.

At the federal level, MOAA has identified some 14 areas that we should be concerning ourselves with during this coming year. I am not going to list them, but you can see them on the MOAA.org website.

Due to continued restrictions at the National Capital, MOAA will again conduct an Advocacy In Action program of contacting our representatives from April 1 through 29 via Zoom and when they come home during the Congressional Spring break from April 11-22<sup>nd</sup>, to ask them to support the following issues during the coming second session:

- Support the Major Richard Star Act (concurrent receipt for combat-injured servicemembers)
- Reduce TRICARE Mental Health Copayments
- Enact a 4.6% Military Pay Raise in the FY 2023 National Defense Authorization Act (NDAA)

More information will be coming out about this effort as we get closer to April, but the effort for Texas will be organized through our Texas Council with support from our Chapters. Hopefully, we will have several members of the Alamo Chapter who can help us in the effort.

Lastly, if you need to vote in the runoff elections please do and plan on voting yourself and encouraging others to vote in the General election.

**VP Marketing and Development:** Col Lisa Skopal, USAF (Ret) – The advertising team of three has started working the contacts and is needing more hard copy marketing packets. Lisa is currently working 7 prospects and getting good responses. Met with the Advertising committee members last week (via zoom) and will be meeting every month. They have set specific goals for numbers of contacts each month and the annual budget

goals. Cora has agreed to fill in if Lisa is called to work out of state again. Currently meeting budget by over 50% towards our annual goal of Advertising (\$4000) and Corporate Sponsorship (\$1000). Expect to meet (exceed) our goal for 2022.

**President:** Lt Col Kitty Meyers, USAF (Ret) – Will be attending the TCC meeting in Waco tomorrow.

**Scorecard:**

All priorities were discussed, and David will update the scorecard accordingly.

**Staff Reports**

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

**VAC/VGSAA Rep:** Maj Jim Cunningham, USA (Ret) – Absent. No report.

**Army Chief of Staff's Retiree Council Washington DC & JBSA Retirees Council:** COL Felix Santiago, USA (Ret) – Absent. No report.

**Historian:** (Open) No report.

**Chapter Affairs Officer:** Col Irene Collier, USAF (Ret) – Absent.

**Transition Liaison Officer:** Lt Col Kitty Meyers, USAF (Ret) – Continuing to participate in Chamber meetings and provide in person counseling. JBSA Alliance is strong with 58 folks, helped the Spouse Military Network organize their January panel event. The Hiring Our Heroes event will be August 4-5.

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

**Scholarship/JROTC:** Col Peter Hunt, USAF (Ret) – JROTC & ROTC Awards Program on track. Still experiencing issues with new vendor for certificates. May end up printing ourselves. Scholarship Awards committee meeting today to finalize luncheon tasks. Met recently with luncheon speaker General Garza who had donated \$5,000 for JROTC Scholarships. He donated an additional \$4,000 upon hearing we had 9 applicants!

**Blue Skies of Texas Satellite Chapter Representative:** Lt Col Tom Carter, USAF (Ret) – Absent. In support of Soldiers' Angels sock drive, Blue Skies of Texas West and East have each set up a large box for sock collection. There are already dozens of socks donated and collection will continue through the end of the drive on March 31, 2022. A final count of the total collected will be reported and suitable arrangements made for formal turn-in of socks to Soldiers' Angels.

**ARC Satellite Chapter Representative:** Col Joe Morgan, USAF (Ret) – Advised Covid restrictions were still in place. Working with the Dining Room manager regarding the April luncheon, max attendees will be 96. Have boxes place about campus for the Soldiers' Angels sock drive.

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

**Surviving Spouse Coordinator:** LTC Martin Garcia – Currently working on gathering materials and meeting with relevant folks to provide contacts/assistance as needed.

**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) – Issues with the hacking the Facebook page have been attended to. Posting something every couple of days and the history items appear to be popular. Working with the Blanco Rotary Club's Golf Tournament at the Vaaler Creek Golf Course on May 9<sup>th</sup>.

**Administration:** Trish Meserve – Renewals this month are 130 of which 93 are to be mailed. 15 members are to be deleted. Luncheon sign ups are currently at 9. MOAA's NRT report has produced 34 new members to be automatically added to the roster for a 3-month period and 36 letters inviting current MOAA members to join have been mailed.

**MEETING ADJOURNED at 11:12am.**

Next Staff Meeting – Thur Apr 7 3 2022 at 10am

Next Board Meeting – TBD

Next Golf Tournament Planning Cmte - TBD



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LtCol Kathryn Meyers, USAF (Ret), President