

MILITARY OFFICERS ASSOCIATION OF AMERICA

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

Thursday March 5, 2020

Meeting was called to order by President Kitty Meyers at 1000 hrs. A quorum was present and acting throughout the meeting.

Attendees: CAPT Cora Bayle-Cox, COL Vaughn Caudill, Col Irene Collier, Col Peter Hunt, Col Stu Myers, Col David Patrick, Col Felix Santiago, Col Pete Schaub, LtCol Kathie Estrada, LtCol Kitty Meyers, LTC Stephan Porter, MAJ Jim Cunningham, Susie Tolman, Trish Meserve.

Invocation and pledge by Jim Cunningham

Secretary: Col David Patrick, USAF (Ret) – Minutes from the February meeting were reviewed and approved for filing.

Treasurer: Col Vaughn Caudill, USA (Ret) – Inflows looking good when comparing against a conservative budget. Donations after one month are already 25% of the budget, and ACEF donation are at 36%. Still needs work in the advertising area.

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

INFLOWS	January	February	March	April	May	June	July	August	September	Oct	Nov	Dec	YTD	2020 Budget	Variance
Donations	459.00	3,185.00											3,644.00	\$ 7,000.00	(3,356.00)
The Big Give													-	\$ 1,500.00	(1,500.00)
Other													-	\$ 450.00	(450.00)
Golf Tournament													-		
In													-		-
Out													-		-
Sub Total Golf	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ 20,000.00	(20,000.00)
TOTAL INFLOW	459.00	3,185.00	-	-	-	-	-	-	-	-	-	-	3,644.00	\$ 28,950.00	(25,306.00)
OUTFLOWS															
Other															
Big Give Admin Fee	200.00												200.00	\$ 400.00	(200.00)
JROTC Medals													-	\$ 450.00	(450.00)
ROTC Admin													-	\$ 400.00	(400.00)
Golf Administration													-	\$ 4,000.00	(4,000.00)
Charity															
Warrior & Family Support Ctr													-	\$ 6,400.00	(6,400.00)
MOAA Heritage													-	\$ 125.00	(125.00)
Total	200.00	-	-	-	-	-	-	-	-	-	-	-	200.00	\$ 11,775.00	(11,575.00)
Scholarships															
Col Torrey													-	\$ 500.00	(500.00)
JROTC													-	\$ 500.00	(500.00)
Gen Herring (JROTC)													-	\$ 500.00	(500.00)
Col McCarthy (JROTC)													-	\$ 500.00	(500.00)
Chapter (Jim & Cheryl Cunningham)													-	\$ 500.00	(500.00)
ROTC Navy UT Austin													-	\$ 1,000.00	(1,000.00)
ROTC Army UT Austin													-	\$ 1,000.00	(1,000.00)
ROTC Air Force UT Austin													-	\$ 1,000.00	(1,000.00)
ROTC Air Force Texas State													-	\$ 1,000.00	(1,000.00)
ROTC Air Force Texas State													-	\$ 1,000.00	(1,000.00)
ROTC Air Force UTSA (Ed & Ruby Marvin)													-	\$ 1,000.00	(1,000.00)
ROTC Army UTSA													-	\$ 1,000.00	(1,000.00)
ROTC Army UTSA													-	\$ 1,000.00	(1,000.00)
ROTC Army UTSA													-	\$ 1,000.00	(1,000.00)
ROTC Air Force UTSA													-	\$ 1,000.00	(1,000.00)
ROTC Air Force UTSA													-	\$ 1,000.00	(1,000.00)
ROTC Air Force UTSA													-	\$ 1,000.00	(1,000.00)
ROTC Army St Mary's													-	\$ 1,000.00	(1,000.00)
ROTC Army St Mary's													-	\$ 1,000.00	(1,000.00)
ROTC Army Texas A&M Kingsville													-	\$ 1,000.00	(1,000.00)
ROTC Army Texas A&M Corpus Christi													-	\$ 1,000.00	(1,000.00)
ROTC Army Rio Grande Valley													-	\$ 1,000.00	(1,000.00)
Total	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ 20,000.00	(20,000.00)
TOTAL OUTFLOW	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00	\$ 31,775.00	(31,575.00)
Decrease/Increase	259.00	3,185.00	-	-	-	-	-	-	-	-	-	-	3,444.00	\$ (2,825.00)	6,269.00

Definitely on track! Foundation is halfway to meeting the budget and still have 2 more solicitation notices to send this year, as well the Big Give, and donations sent in with renewal.

Operations (501(C)4)

Inflows:

	January	February	March	April	May	June	July	August	September	Oct	Nov	Dec	YTD	2020 Budget	Variance
Membership Dues															
MOAA National		2,975.00											\$2,975.00	\$ 2,500	\$475.00
Austin Chapter													\$0.00	\$ -	\$0.00
New Surv Sp													\$0.00	\$ -	\$0.00
New Retired	20.00	60.00											\$80.00	\$ 100	-\$20.00
New Active Duty													\$0.00	\$ -	\$0.00
New Former													\$0.00	\$ 100	-\$100.00
Renewal Surv Sp	340.00	120.00											\$460.00	\$ 800	-\$340.00
Renewal Retired	1,780.00	740.00											\$2,520.00	\$ 10,000	-\$7,480.00
Renewal Active Duty		20.00											\$20.00	\$ 100	-\$80.00
Renewal Former													\$0.00	\$ -	\$0.00
Total	\$ 2,140.00	\$ 3,915.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,055.00	\$ 13,600	-\$7,545.00
Non-Dues Revenue															
Golf Tournament													\$0.00	\$ 4,000	-\$4,000.00
Merchandise (Coins/Shirts)	51.00	46.00											\$97.00	\$ 1,500	-\$1,403.00
Advertising Lariat		100.00											\$100.00	\$ 12,000	-\$11,900.00
ROTC Medals													\$0.00	\$ -	\$0.00
Corporate Partnership		300.00											\$300.00	\$ 1,000	-\$700.00
Donations to Chapter	1,520.00	180.00											\$1,700.00	\$ 6,000	-\$4,300.00
Donations to ACEF	3,185.00	365.00											\$3,550.00	\$ 7,000	-\$3,450.00
Social Events	2,623.00	904.00											\$3,527.00	\$ 15,000	-\$11,473.00
Total	\$ 7,379.00	\$ 1,895.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$9,274.00	\$ 46,500	-\$37,226.00
TOTAL INCOME	\$9,519.00	\$5,810.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$15,329.00	\$ 60,100	-\$44,771.00

Again 50% of the dues budget has been met and 25% of overall income. Is optimistic budget will be exceeded.

Outflows:

Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	2020 Budget	Variance
Copier Mtn Agreement													-	\$ 575	\$75.00
Square Service Fee	66.58	32.40											96.98	\$ 550	451.02
PayPal Service Fee	66.73	37.70											104.43	\$ 800	695.57
D&O Insurance													-	\$ 655	655.00
Dues & Subscription	638.00	428.40											1,066.40	\$ 1,700	633.60
GT Contractor Incentive													-	\$ 1,500	1,500.00
Independent Contr	854.16	1,708.32											2,562.48	\$ 20,500	17,937.52
Liability Insurance		487.00											487.00	\$ 500	13.00
Marketing													-	\$ 750	750.00
Merchandise (Coins/Shirts)													-	\$ 1,500	1,500.00
Office	513.98	12.31											526.29	\$ 3,500	2,973.71
Postage & Delivery	86.80	276.80											363.60	\$ 1,500	1,136.40
Social Events	2,090.62	1,176.00											3,266.62	\$ 15,000	11,733.38
Special Activities													-	\$ 600	600.00
Telephone	129.92	141.42											271.34	\$ 1,800	1,528.66
Trans To ACEF	459.00	3,185.00											3,644.00	\$ 7,000	3,356.00
Volunteer Recognition													-	\$ 100	100.00
TOTAL OUTFLOWS	4,905.79	7,485.35	-	-	-	-	-	-	-	-	-	-	12,391.14	\$ 58,530	46,138.86
Surplus/(Deficit)	4,613.21	(1,675.35)	-	-	-	-	-	-	-	-	-	-	2,937.86	1,570.00	1,367.86

Cash Balances:

Educational Foundation	Jan	Feb	March	April	May	9-Jun-01	July	Aug	Sep	Oct	Nov	Dec	
RBFUCU													
Savings	\$ 5.00	\$ 5.00											
Money Market	\$20,493.56	\$ 23,687.44											
Checking	\$ 30.64	\$ 30.64											
Certificates	\$10,085.17	\$ 10,096.70											
Total	\$30,614.37	\$33,819.78	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Chapter Operations													
Broadway	\$12,536.37												
RBFUCU CD's	\$16,724.73	\$ 16,743.99											
Total	\$29,261.10	\$ 16,743.99	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Social Events	Jan	Feb	March	April	May	June	July	Aug	Sep	Oct	Nov	Dec	YTD
Inflow	1104	2035	432										\$3,571.00
Outgo	1106.62	1176											\$2,282.62
Variance	-\$2.62	\$859.00	\$432.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,288.38

The filing of the 990 has been completed. Note that the Alamo Chapter Educational Foundation is still showing on the IRS website as “The Outreach Account”. That will need to be changed when an amendment to the official name to include “MOAA” is submitted. Change is needed to comply with Big Give policies where we need the name recognition of MOAA. This action will be submitted to the Board for their approval at the next Board meeting.

Golf:

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	2020 YTD	2020 Budget
Income:														
Sponsorship													-	18,000.00
Donation													-	2,000.00
Entry Donation Warrior @\$150		150.00											150.00	3,000.00
Entry Fee Player (92 paid, 70% at \$140)		140.00											140.00	13,160.00
Super Tickets @ \$150		50.00											50.00	5,750.00
Total	\$ -	\$ 340.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$340.00	\$41,910.00
Expenses:														
Ron Inselmann	1,000.00												1,000.00	1,000.00
Green Fees 120 @ \$55													-	6,600.00
Awards Dinner 125 @ \$25													-	3,125.00
Lunch													-	1,500.00
Lessons													-	210.00
Catering Staff Tip													-	220.00
Banner													-	140.00
Cling for Beverage Carts													-	10.00
Hole Signage etc (16 @ \$20)													-	320.00
Acrylic Awards 7 " @ \$35													-	245.00
Acrylic Awards 5" @ \$18													-	90.00
Gift Certificates													-	1,560.00
Beverage Tokens 300 @ \$3.00													-	300.00
Gatorades													-	-
Hole in One Ins													-	400.00
Photographer													-	150.00
Goodie Bag Items (shirts, balls & Poker Chip)150@\$30													-	4,500.00
2nd Logo on Ball													-	120.00
Super Tickets													-	-
Shipping													-	500.00
Total	\$1,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$1,000.00	\$ 20,990.00
													Net Profit:	-\$660.00
													-20% MOAA	\$ (132.00)
													Balance:	\$ (528.00)
													(2019 \$8,125 each at 50%)	
													50%	Scholarship: \$ (264.00)
													50%	WFSC: \$ (264.00)

VP Membership: COL Felix Santiago, USA (Ret) – Reviewed chart and Membership stats. (See Appendix 1). Actual numbers are very fluid and change almost daily. Has sent personal emails to the retired officers on the deleted list this month asking them to consider renewing and if not, why not. Continuing to reach out to new members to encourage their friends to join.

Current membership stands at 1165 consisting of 287 Active Duty, 166 Surviving Spouses, 25 Former Military and 687 Retired.

Has written an article for the Retiree Council newsletter promoting both us and NCOA and will modify for the Lariat in April.

Has contacted recent volunteers who indicated a desire to assist in membership and the first meeting to organize a committee will be held on Fri March 13 from 11am to Noon.

Discussion centered on the merits of participation in the Newcomer, ETAP and TAP events at Lackland and Randolph.

VP Programs: Col David Patrick, USAF (Ret) – The February Happy Hour was very successful. Encouraged all team leaders to attend the chapter events. Program calendar for 2020 is now complete and will begin on 2021 in July. Will be holding a pre-briefing with General Garza for the March Scholarship Awards luncheon.

VP Legislative Affairs: Maj Jim Cunningham, USA (Ret) – Legislative activity for the state is slow. Donna Campbell did recently hold a hearing in Harlingen and took testimony on Veterans Courts, Suicides and Border security. Will be participating in Storming The Hill in March and MOAA “leave behind” informational sheet thanks the representatives for their work on the NDAA and includes future items to consider such as pay raise, lowering drug co-pays, cancelling the change of retiree medical care from MTF’s to civilian medical facilities, etc.

President: LtCol Kitty Meyers, USAF (Ret) – Attended a day long training for the Big Give with Lisa Skopal and Kathie Estrada will be providing marketing pieces to send out. The Big Give Kick Off event will be held at the Hemisphere Plaza on March 25 at noon – all encouraged to attend. Wear MOAA shirts and text Kitty on the day of and she’ll advise where the group will be located. Continuing to participate in the Military Spouses Professional Network, the MSEEZ, and Transition meetings. Will also be the guest speaker for the JBSA Military Women in History event on March 31.

Buddy Program Status: Considered part of the Action Plan Scorecard.

Scorecard:

Reviewed each action item and David will update scorecard for next week's Board meeting.

Staff Reports

Solitaires: (Open) - No report.

VP Personal Affairs: Col Stu Myers, USAF (Ret) / CAPT Cora Bayle Cox USN (Ret) – Stu advised there were no member passing's in February. Cora advised she attended the memorial services for two members who had passed in January. Cora's contact information will be included in the condolence letters. Survivor's Checklist is now complete and was compiled from a combination of a VA & Blue Skies of Texas lists, Info Vaughn Caudill had accumulated as well as new trends such as digital footprint. It will be distributed soon. David Patrick thought it useful for Cora to speak with Gail Joyce, the MOAA Surviving Spouse Committee Chair and will pass on her contact information.

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

VP Public Relations/Marketing: LtCol Kathie Estrada USAF (Ret) – Working on messaging for the Big Give and updating on the chapter Facebook page.

Editor: (Open) - No report.

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

Administration: Trish Meserve – 106 renewals for March back through December with 41 deletes from November. The list of December renewals that will soon receive their final-final request was provided. (See Appendix II). At the Happy Hour it was suggested a one-page Advertising piece be available that folks could give out to their service providers who may be inclined to advertise in the Lariat.

Historian: (Open) No report.

Chapter Affairs Officer: Col Irene Collier, USAF (Ret) – ARC satellite is creating interest with residents and also with CEO Steve Fuller. Janet Morgan is a very good host.

Transition Liaison Officer: LtCol Kitty Meyers, USAF (Ret) – Covered in President's report.

Scholarship/JROTC: Col Peter Hunt, USAF (Ret) – Winners were selected at the last meeting for JROTC and the Chapter Scholarship. Will send out the luncheon rsvp's and have them call the office. Two of the committee members are putting in many hours helping to organize this – namely Bob Pollock and Karen Currie. Will include Karen in the pre-briefing with General Garza.

Special Activities Representative: Susie Tolman, Surviving Spouse – No report.

Blue Skies of Texas Satellite Chapter Representative: LtCol Jim Conner, USAF (Ret) – Absent. No report.

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

Advertising Coordinator: Col Lisa Skopal, USAF (Ret) – Absent. No report.

Volunteer Coordinator: Col Pete Schaub – Advised new member Wayne Shaw is interested in Active Duty Liaison – Kitty has also received communication from an interested party.

Old Business: None

New Business: None

MEETING ADJOURNED at 11:37am.

Next Board Meeting – Thursday 12 Mar 10am

Next Staff Meeting – Thursday 2 April 10am

Next Golf Meeting – Monday 6 April 2pm

A handwritten signature in black ink, appearing to read 'David Patrick', written in a cursive style.

Col David Patrick, USAF (Ret), Secretary

APPENDIX 1

MOAA-AC MEMBERSHIP & RETENTION

□ Priority and Goals

- ✓ MOAA-AC Stated priority # 1 is to increase and retain membership
- ✓ Dec 2020 -- 10% gain/ Sustain 1200 (Gain + Retain)

□ Current Membership Stats (*Lariat report as of March 02, 2020*)

	<u>Ian</u>	<u>Feb</u>	<u>Mar</u>
✓ Active Duty-	279	286	287
✓ Surviving spouse-	163	167	166
✓ Former Mil-	26	25	25
✓ Retired-	<u>696</u>	<u>684</u>	<u>687</u>
✓ Total-	1164	1162	1165

□ New members & Renewals

- ✓ February 2020
 - + 14 new members
 - ✓ Newcomers' Outreach/Feb 7th: + 7
 - ✓ Military & Vet Expo/Feb 27th: + 7.
 - 60+ Renewals
 - 40 Deletions

□ Ongoing Focus

- ✓ Welcome, Renewal, Deletions emails
- ✓ Member support: *Membership Committee Meeting on 13 March.*
- ✓ Tracking mass expirations dates, Renewals, Follow-ups, and deletions
- ✓ Exploring expanding outreach opportunities: TAP, USO, Vet Job Fairs, etc.
- ✓ Articles: MOAA/NCOA at JBSA Retiree Newsletter & MOAA April Lariat.

March 5, 2020 Staff Meeting

APPENDIX II

TITLE	FIRST NAME	LAST NAME	ADDRESS1	CITY	ST	ZIP	BRANCH	HOME PHONE	MEMBER ST	E-MAIL ADDRESS
2LT	Enrique	Becerra	12109 Stone Garden	San Antonio	TX	78254	USA	(956) 266-2512	Active Duty N	enrique.m.becerra@outlook.com
Maj	Rama	Bhyravabhotla	217 Kensington Dr	Cibolo	TX	78108	USAF	(850) 890-4127	Retired	ramab1225@hotmail.com
CDR	Jerry	Birdsong	8239 Shallow Creek Dr	San Antonio	TX	78251	USN	(210) 288-5194	Retired	jerry.l.birdsong@gmail.com
MAJ	Glenda	Davila Cortes	28826 Shadowrock	San Antonio	TX	78260	USA	(787) 244-9265	Active Duty	glenda.davila@gmail.com
MAJ	Miguel	Deleon	3938 Gran Heights	San Antonio	TX	78259	USA	(210) 765-3577	Active Duty	mickster0974@yahoo.com
CDR	Ronald	DeWees	27151 Montana Pass	San Antonio	TX	78260	USN	(760) 902-8663	Active Duty	dtxm@yahoo.com
LTC	Joseph	Dinkins	7518 Parkwood Way	San Antonio	TX	78249	USA	(210) 877-0687	Retired	joseph.dinkins@satx.rr.com
MAJ	Myron	Dunford	6520 Ivy Misty	Schertz	TX	78154	USA	(210) 975-2076	Active Duty	dunford_myron@yahoo.com
Maj	Eric	Gardner	203 Redbird Song	San Antonio	TX	78253	USAF	(210) 244-8543	Active Duty	eric.gardner@att.net
Capt	John	Goodrich	5501 Legacy Oaks Pkwy #914	Schertz	TX	78154	USAF	(210) 274-8413	Active Duty	johnandlieu@yahoo.com
LtCol	Mac	Gough	1743 Oak Glen	New Braunfels	TX	78132	USAFR	(830) 624-2520	Retired	mac.gough@sbcglobal.net
Maj	Ryan	Haslam	3321 Orth Ave	Schertz	TX	78108	USAF	(571) 481-8416	Active Duty	ryan.haslam@us.af.mil
Capt	Michael	Hayhurst	86 Main Circle	Universal City	TX	78148	USA	(615) 424-0185	Active Duty	chaplainhayhurst@yahoo.com
CW4	Ricardo	Ibanez	14535 Rawhide Way	San Antonio	TX	78254	USA	(210) 952-4970	Retired	richy.ibanez@gmail.com
LTC	Paul	Kellerhals	2307 Stratford Grace	New Braunfels	TX	78130	USA	(830) 627-9265	Retired	pkellerhals@satx.rr.com
2LT	Ida	Leithhead	11755 Silver Field	Helotes	TX	78254	ARNG	(210) 286-3048	Active Duty N	idaleithhead@blueskiestx.org
LTC	Larry	Lindsay	30720 Leroy Scheel Rd	Bulverde	TX	78163	USA	(253) 988-2316	Active Duty	pamoulalover@gmail.com
MAJ	Brandon	Mace	25310 Lost Arrow	San Antonio	TX	78258	USAR	(210) 466-2628	Active Duty R	mace.brandon@gmail.com
MAJ	Donald	Norris	335 Forrest Trail	Universal City	TX	78148	USA	(210) 658-1910	Retired	dnorris41@gmail.com
LtCol	Maria	Orlikoski	2110 Chittim Pass Dr	San Antonio	TX	78232	USAF	(303) 317-7708	Active Duty R	morlikoski@hotmail.com
CW3	Billy	Ortiz	9503 Justice Lane	Converse	TX	78109	USA	(512) 762-3633	Active Duty R	billy_or@msn.com
Maj	Alex	Rangel	5922 McDavitt Rd	San Antonio	TX	78227	USAF	(210) 677-2800	Retired	aarangel@yahoo.com
CPT	Jaeson	Reese	242 Ridge Bluff	Cibolo	TX	78108	USA	(520) 678-2630	Retired	jaeson80@hotmail.com
Maj	Kenneth	Smid	418 DeSoto Dr	Universal City	TX	78148	USAF	(210) 326-6614	Retired	smid.ken@gmail.com
LT	Terry	Starkey	12611 Ponder Ranch	San Antonio	TX	78245	USN	(334) 324-2399	Active Duty	hm2doc1@yahoo.com
LTC	Orlando	Taylor	1530 NW Crossroads Apt 828	San Antonio	TX	78251	USA	(816) 529-9065	Active Duty	otaylor23@gmail.com
CPT	Le Roy	Torres	4450 Beechcraft Rd	Robstown	TX	78380	USA	(361) 877-0323	Retired	leroy.torres@me.com
Capt	Sharon	Williams	4630 Hershey Dr	San Antonio	TX	78220	USAF	(210) 557-7353	Active Duty	sr.srw10@gmail.com
LtCol	Vernon	Williams	3402 Edge View	San Antonio	TX	78259	USMC		Retired	vwilliams22@yahoo.com