

# MILITARY OFFICERS ASSOCIATION OF AMERICA

ALAMO CHAPTER  
P. O. Box 340497 Ft Sam Houston, Texas 78234  
(210) 228-9955  
MINUTES OF STAFF MEETING  
Thursday April 7, 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 Lisa Skopal, Lt Col Kathie Estrada, Lt Col Kitty Meyers, MAJ Jim Cunningham, Maj Mike Frankel, Trish Meserve.

Invocation and pledge by Jim Cunningham.

**Secretary:** Maj Mike Frankel – The minutes from March 3, 2022 meeting were approved for filing.

**Treasurer:** Col Brad Barnhart – (Absent) Brad advised via email he had reviewed the March financials. He reported the following: Based on what I see in the financials, we are off to a good start. Considering we are 1/4 of the way through the year, we are ahead of schedule for membership income and on-track for the other revenue. We are also spending less than expected, especially in office expenses and postage. No concerns with cash balances.

## 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	770.00										3,705.00		3,705.00	2,711.00
Donations - Checks	35.00	500.00	4,025.00										4,560.00		4,560.00	445.00
Donations - Online (Sq & PP)	175.00	150.00											325.00		325.00	250.00
The Big Give													-		-	-
Go Fund Me													-		-	-
Amazon Smile			16.63										16.63		16.63	13.64
Other/Dividend		0.12	9.55										9.67		9.67	28.98
MOAA Transition Grant													-		-	-
Golf Tournament													-		-	-
<b>TOTAL INFLOW</b>	<b>2,115.00</b>	<b>1,680.12</b>	<b>4,821.18</b>	-	-	-	-	-	-	-	-	-	<b>8,616.30</b>		<b>8,616.30</b>	<b>3,448.62</b>
<b>OUTFLOWS</b>																
Other																
Big Give Admin Fee													-		-	0
JROTC Medals													-		-	-
ROTC Admin													-		-	0
Scholarship Guest Lunches (40)			1,006.40										1,006.40		-	-
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>1,006.40</b>	-	-	-	-	-	-	-	-	-	<b>1,018.53</b>	\$ -	<b>1,018.53</b>	<b>6.58</b>
Scholarships																0
Col Torrey													-	\$ -	-	-
Gen Herring (JROTC)													-	\$ -	-	-
Col McCarthy (JROTC)													-	\$ -	-	-
Chapter (Jim & Cheryl Cunningham)													-	\$ -	-	-
Other (JROTC)			2,000										2,000.00	\$ -	2,000.00	-
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										1,000.00	\$ -	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	\$ -	3,000.00	-
ROTC Army UTSA													-	\$ -	-	-
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 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>	-	-	15,000.00	-	-	-	-	-	-	-	-	-	15,000.00	\$ -	15,000.00	-
<b>TOTAL OUTFLOW</b>	<b>6.58</b>	<b>5.55</b>	<b>15,000.00</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>16,018.53</b>	\$ -	<b>16,018.53</b>	<b>6.58</b>
Decrease/Increase	2,108.42	1,674.57	(10,178.82)	-	-	-	-	-	-	-	-	-	(7,402.23)	\$ -	(7,402.23)	3,442.04

Office supply expenses for Scholarship and JROTC have not been totally tabulated. 15 of the 29 scholarships were cashed in March, and the checks to those unable to attend the awards luncheon have been mailed.

## 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		25.00										\$75.00	\$ 500	-\$425.00	325.00
New Active Duty		25.00											\$25.00	\$ 200	-\$175.00	25.00
New Former													\$0.00	\$ 50	-\$50.00	25.00
Renewal Surv Sp	250.00	225.00	250.00										\$725.00	\$ 750	-\$25.00	500.00
Renewal Retired	1,650.00	1,125.00	850.00										\$3,625.00	\$ 11,250	-\$7,625.00	2,780.00
Renewal Active Duty	150.00		25.00										\$175.00	\$ 100	\$75.00	50.00
Renewal Former	25.00	75.00	50.00										\$150.00	\$ 200	-\$50.00	25.00
Friends of the Chapter													\$0.00	\$ 100	-\$100.00	-
<b>Total</b>	<b>\$ 2,485.00</b>	<b>\$ 1,450.00</b>	<b>\$ 1,200.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$5,135.00</b>	<b>\$ 13,350</b>	<b>-\$8,215.00</b>	<b>\$ 9,685.00</b>
<b>Non-Dues Revenue</b>																
Golf Tournament													\$0.00	\$ 5,000	-\$5,000.00	-
Travel Awards													\$0.00	\$ 100	-\$100.00	-
Merchandise (Coins/Shirts)			65.00										\$65.00	\$ 250	-\$185.00	-
Advertising Lariat	2,970.00												\$2,970.00	\$ 4,000	-\$1,030.00	100.00
Corporate Partnership	\$ 450.00	\$ 100.00	\$ 350.00										\$900.00	\$ 1,000	-\$100.00	200.00
Donation Miscellaneous													\$0.00	\$ 1,000	-\$1,000.00	-
Donations to Chapter	1,375.00	1,240.00	485.00										\$3,100.00	\$ 7,500	-\$4,400.00	2,662.00
Donations to ACEF	1,030.00	770.00	420.00										\$2,220.00	\$ 7,000	-\$4,780.00	1,806.00
Social Events	458.00	882.00	2,748.40										\$4,088.40	\$ 16,750	-\$12,661.60	-
	<b>\$ 6,283.00</b>	<b>\$ 2,992.00</b>	<b>\$ 4,068.40</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$13,343.40</b>	<b>\$ 42,600</b>	<b>-\$29,256.60</b>	<b>\$ 4,768.00</b>
<b>TOTAL INCOME</b>	<b>\$8,768.00</b>	<b>\$4,442.00</b>	<b>\$5,268.40</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>\$18,478.40</b>	<b>\$55,950</b>	<b>-\$37,471.60</b>	<b>\$ 14,453.00</b>

### 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	30.55										68.58	\$ 600	531.42	38.34
PayPal Service Fee	55.99	108.20	103.93										268.12	\$ 750	481.88	67.04
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	1,820.00										5,460.00	\$ 21,840	16,380.00	4,270.80
Liability Insurance		487.00											487.00	\$ 500	13.00	487.00
Marketing													-	\$ -	-	-
Merchandise (Coins/Shirts)													-	\$ -	-	-
Office	9.08	300.57	154.49										464.14	\$ 3,000	2,535.86	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			3,252.52										3,252.52	\$ -	(3,252.52)	-
Telephone	162.87	162.87	162.87										488.61	\$ 2,000	1,511.39	321.90
Trans To ACEF	1,905.00	1,030.00	770.00										3,705.00	\$ 7,000	3,295.00	2,711.00
Volunteer Recognition													-	\$ -	-	-
<b>Total Outflow</b>	<b>\$ 5,097.61</b>	<b>\$ 4,153.60</b>	<b>\$ 6,294.36</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>15,545.57</b>	<b>\$ 58,380</b>	<b>42,834.43</b>	<b>9,892.16</b>
<b>Surplus/(Deficit)</b>	<b>3,670.39</b>	<b>288.40</b>	<b>(1,025.96)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2,932.83</b>	<b>(2,430.00)</b>	<b>5,362.83</b>	<b>4,560.84</b>

### Cash Balances:

Educational Foundation	Jan	Feb	March	April	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
<b>RBFCU</b>													
Savings	\$ 10.00	\$ 10.00	\$ 10.00										
Money Market	\$37,837.76	\$37,022.59	\$ 14,336.87										
Checking	\$ 100.12	\$ 100.03	\$ 14,100.53										
Certificates	\$10,370.93	\$10,375.10	\$ 10,379.98										
<b>Total</b>	<b>\$48,318.81</b>	<b>\$47,507.72</b>	<b>\$ 38,827.38</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	
<b>Chapter Operations</b>													
Broadway	\$22,228.06	\$22,480.70	\$ 21,490.50										
RBFCU CD's	\$17,034.79	\$17,039.23	\$ 17,044.16										
<b>Total</b>	<b>\$39,262.85</b>	<b>\$39,519.93</b>	<b>\$ 38,534.66</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	
<b>Social Events</b>													
<b>Chapter</b>													
Inflows	\$ 78.00	\$ 910.00	\$ 2,916.40	\$ 184.00			\$ -						\$ 4,088.40
Outflows	\$ 78.00	\$ 812.40	\$ 2,440.12										\$ 3,330.52
Variance	\$ -	\$ 97.60	\$ 476.28	\$ 184.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 757.88

**VP Membership:** COL Felix Santiago, USA (Ret) – Membership chart shows 87 Active Duty, 143 Surviving Spouse, 29 Former, 674 Retired for a total membership of 933. This year has seen a 3% increase in membership and the number of dues paying members has also been increased demonstrating a stabilizing

trend in membership. MOAA's NRT report from last month will provide us with 16 automatic adds and 14 invitations that have been mailed. A few familiar names appeared on the Final Final Email renewal list, and renewal will be encouraged.

As restrictions are relaxing on post, the newcomer orientations will be held in person instead of virtually, allowing for increased recruitment opportunities.

**VP Programs:** Col David Patrick, USAF (Ret) – (absent). David provided the latest program calendar and survey results from the Scholarship awards luncheon. Speaker David Garza's presentation provided great messaging and valuable tools for the awardees. He also interacted very personably with each winner. Overall impression was an excellent event. April's event will be at the ARC, the MOAA national travel show will be on May 15 and for this a mass email will be sent by MOAA to all officers in our catchment area and we hope to be able to set up a recruiting table there too, alongside Viking & Celebrity cruise lines. It was decided to change the annual June dinner dance to a Happy Hour given the uncertain times and a possible virus resurgence. It was noted the August luncheon maybe be better at Ft Sam Golf course rather than RBFCU to accommodate the speaker and any active-duty folks who may wish to attend. September's could be at RBFCU.

**VP Legislative Affairs:** Maj Jim Cunningham, USA (Ret) – At the end of the last session interim charges were produced for the legislators to review before the next session, but the majority are not relevant to the military. These will be studied and priorities set in conjunction with the TCVO. There are many new members of congress who have never been in the military, and this will involve extensive educational efforts. MOAA national's Advocacy in Action to be held in April and the three main talking points (Star Act, Mental Health Care Co-Pays, and Pay Raise) will be submitted to members of congress for them to review during their hiatus.

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

**President:** Lt Col Kitty Meyers, USAF (Ret) – Currently working on Level of Excellence Award submission, and needs inputs from those contacted.

Had requested the ARC and Blue Skies set up collection boxes for Soldiers' Angels sock drive and managed to drop off 2 huge bags. Need to find similar outreach activities to increase the connectivity between chapter members.

Jim advised he and Kitty are continuing to meet with JBSA leadership regarding the office building lease. Insuring the total value of the building is a requirement and Jim is currently working with a couple of brokers to obtain quotes.

### **Scorecard:**

#### Priority 1 (Felix)

- 1.1 Newcomer briefings will resume in person beginning next week.
- 1.2 Continuing to work on resuming participation at the ETAPS. Will be meeting with the JBSA Retiree Council next week.
- 1.3 & 1.4 – No change, but progress may be made now that JBSA restrictions are being reduced.
- 1.5 Ongoing in the support of Soldiers' Angels.
- 1.6 Continuing to work the NRT reports received from MOAA national regarding recruitment.
- 1.7 No new FOC's acquired.
- 1.8 Advertising recruitment incentives for current members (free renewal with 3 new paid members)

#### Priority 2 (Lisa)

- 2.1 Team is in place and working the contacts. Cora working on 7, Joe 8.
- 2.2 Electronic packet working well as an introduction and then followed up.

- 2.3 Currently have 2 x Level 2 Corporate Partners, plus one that will increase to Level 2 once business is off the ground.
- 2.4 Soliciting Lariat Advertising is much more difficult.
- 2.5 Signed up Javier Bocanegra and Jovi LaBorne as Corporate Partners.
- 2.6 Working with Kathie to produce a flyer for the ARC and Blue Skies for the Big Give promotion.
- 2.7 Will highlight scholarship winners using their submitted bios and pics on the chapter Facebook page.
- 2.8 Continually monitoring.

Felix mentioned Ancira is giving away monies to non-profits, will investigate the details of eligibility.

Priority 3 (Jim)

Nothing additional, continuing to work on building the committee and needs to prepare Lariat articles.

Priority 4

4.1 Ongoing

4.2 No change

4.3 No change

### **Staff Reports**

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

**VAC/VGSAA Rep:** Maj Jim Cunningham, USA (Ret) – Meeting set for next week.

**Army Chief of Staff's Retiree Council Washington DC & JBSA Retirees Council:** COL Felix Santiago, USA (Ret) – JBSA meeting next week.

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

**Chapter Affairs Officer:** Col Irene Collier, USAF (Ret) – Absent. No report.

**Transition Liaison Officer:** Lt Col Kitty Meyers, USAF (Ret) – Continuing to participate in Chamber meetings and provide in person counseling.

**Active-Duty Liaison Officer:** Rachel Johnson, LT, USCG – Absent. No report. Felix provided updated email address.

**Scholarship/JROTC:** Col Peter Hunt, USAF (Ret) – JROTC & ROTC Awards Program schedule being updated daily. Packets with medals being stuffed and mailed today.

**Blue Skies of Texas Satellite Chapter Representative:** Lt Col Tom Carter, USAF (Ret) – Absent.

**ARC Satellite Chapter Representative:** Col Joe Morgan, USAF (Ret) – Absent. Janet reported the upcoming luncheon is on track. All guests will be required to wear masks and undergo temperature checks. Joe will check on procedures for parking and advise. The gate will be notified of all MOAA people, and they can direct everyone where to go.

**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. Cora advised via email she continues to follow up with her decedent affair and health care inquiry cases.

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

**VP Public Relations/Marketing:** LtCol Kathie Estrada USAF (Ret) – Advised a recruiting table can be set up at 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 total 100 of which 81 are to be mailed. 33 members are to be deleted. George Frecsko, submitter of the monthly Volunteer Hours for many, many years has resigned due to ill health. We wish him all the best in his upcoming surgery.

**MEETING ADJOURNED at 11:13am.**

Next Board Meeting – Weds Apr 20 10am

Next Staff Meeting – Thur May 5 2022 10am

Next Golf Tournament Planning Cmte – Mon May 9 1:30pm



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Maj Mike Frankel, USA, Secretary