

MILITARY OFFICERS ASSOCIATION OF AMERICA

ALAMO CHAPTER
P. O. Box 340497 Ft Sam Houston, Texas 78234
(210) 228-9955
MINUTES OF STAFF MEETING
Thursday August 3, 2023

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

Attendees: Col Brad Barnhart, Col Peter Hunt, Col David Patrick, Col Felix Santiago, Col Lisa Skopal, LTC Terry Duran, Lt Col Kathie Estrada, Lt Col Kitty Meyers, Col Dan Van Syoc, MAJ Jim Cunningham, Trish Meserve.

Invocation and pledge by Jim Cunningham.

Introductions were made for the first-time attendees Dan Van Syoc and Terry Duran.

Secretary: The minutes from June 1, 2023 meeting were approved for filing. David Patrick has taken over as interim secretary.

Treasurer: Col Brad Barnhart – Currently halfway through the fiscal year and YTD should be about 60% of the budget. Donations to the Education Foundation appear to be falling short, but should improve following the annual request for both ACEF and Operations that will be sent out in November.

Membership renewals for Operations are also a lagging but overall picture is good, especially the Advertising and Corporate Partnership revenues. The recent solicitation letter for Operations has so far produced over \$5,500, with another \$985 to be deposited.

Outflows – Office expenses are high but \$632 was for Constant Contact annual pre-payment.

Cash Balance: Operations is strong, ACEF has \$10k tied up in CD's and cashing those will depend on the balance at the end of the year.

Felix opined members were more likely to donate to an educational purpose than operations. Terry mentioned East Central HS uses a web portal, Snap! Raise, to raise funds for his JROTC unit. Lisa and Terry to discuss merits of the program.

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 | 1,200.00 | 215.00 | 466.00 | 275.00 | 300.00 | 610.00 | | | | | | 3,876.00 | | 3,876.00 | 5,274.00 |
| Donations - Checks | 275.00 | 50.00 | 10,000.00 | | 425.00 | 100.00 | 25.00 | | | | | | 10,875.00 | | 10,875.00 | 4,560.00 |
| Donations - Online (Sq & PP) | | 100.00 | | | | | 50.00 | | | | | | 150.00 | | 150.00 | 871.00 |
| Amazon Smile | | 21.87 | | | 25.27 | | | | | | | | 47.14 | | 47.14 | 28.31 |
| Other/Dividend | | 0.01 | 44.92 | 13.11 | 13.11 | 14.14 | 15.05 | | | | | | 100.34 | | 100.34 | 23.42 |
| Golf Tournament | | | | | | | | | | | | | - | | - | - |
| | | | | | | | | | | | | | - | | - | - |
| TOTAL INFLOW | 1,085.00 | 1,371.88 | 10,259.92 | 479.11 | 738.38 | 414.14 | 700.05 | - | - | - | - | - | 15,048.48 | | 15,048.48 | 10,756.73 |
| | | | | | | | | | | | | | | | | |
| OUTFLOWS | | | | | | | | | | | | | | | | |
| Other | | | | | | | | | | | | | | | | |
| Bank Fee | | | | | | | | | | | | | | | | 29 |
| Big Give Fee | | | | | | | | | | | | | | | | 200.00 |
| Golf Administration | | | | | | | | | | | | | | | | - |
| PayPal Fee | | 3.38 | | | | | 1.94 | | | | | | 5.32 | | 5.32 | 14.97 |
| Square Fee | | | | | | | | | | | | | - | | - | 14.23 |
| 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 | - | - | - | - | - | 9,639.86 | \$ - | 9,639.86 | 229.2 |
| 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 | | | 8,000 | 8,000 | 3,000 | | | | | | | | 19,000.00 | \$ 18,000.00 | 1,000.00 | 27,000.00 |
| 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 | 29,652.07 |
| TOTAL OUTFLOW | 0.00 | 734.88 | 23,594.18 | 14,000.00 | 5,000.00 | 1,000.00 | 1,608.89 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 45,937.95 | \$ 35,000.00 | 10,937.95 | 29,652.07 |
| Decrease/Increase | 1,085.00 | 637.00 | (13,334.26) | (13,520.89) | (4,261.62) | (585.86) | (908.84) | - | - | - | - | - | (30,889.47) | \$ (35,000.00) | 4,110.53 | (18,895.34) |

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.

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 | 360.00 |
| Austin Chapter | | | | | | | | | | | | | \$0.00 | \$ - | \$0.00 | - |
| New Surv Sp | | | | | | | | | | | | | \$0.00 | \$ 25 | -\$25.00 | 25.00 |
| New Retired | 75.00 | 50.00 | 75.00 | 25.00 | | 100.00 | 25.00 | | | | | | \$350.00 | \$ 500 | -\$150.00 | 200.00 |
| New Active Duty | | 25.00 | | | 50.00 | | | | | | | | \$75.00 | \$ 100 | -\$25.00 | 75.00 |
| New Former | | | | | | | | | | | | | \$0.00 | \$ 50 | -\$50.00 | 50.00 |
| New FOC | | 25.00 | | | | | | | | | | | \$25.00 | \$ - | \$25.00 | - |
| Renewal Surv/Sp | 200.00 | 175.00 | 125.00 | | 50.00 | 100.00 | 50.00 | | | | | | \$700.00 | \$ 1,000 | -\$300.00 | 850.00 |
| Renewal Retired | 1,575.00 | 900.00 | 675.00 | 400.00 | 650.00 | 700.00 | 900.00 | | | | | | \$5,800.00 | \$ 11,250 | -\$5,450.00 | 6,225.00 |
| Renewal Active Duty | 75.00 | 25.00 | | 25.00 | 25.00 | 25.00 | | | | | | | \$200.00 | \$ 100 | \$100.00 | 350.00 |
| Renewal Former | | | 25.00 | 25.00 | 25.00 | 75.00 | 25.00 | | | | | | \$175.00 | \$ 100 | \$75.00 | 325.00 |
| Renewal FOC | | | | | | | | | | | | | \$0.00 | \$ 75 | -\$75.00 | - |
| Total | \$ 2,255.00 | \$ 1,200.00 | \$ 925.00 | \$ 475.00 | \$ 800.00 | \$ 1,000.00 | \$ 1,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$7,655.00 | \$ 13,200 | -\$5,545.00 | \$ 8,460.00 |
| Non-Dues Revenue | | | | | | | | | | | | | | | | |
| Golf Tournament | | | | | | | | | | | | | \$0.00 | \$ 5,000 | -\$5,000.00 | - |
| Travel Awards | | | | | 10.00 | | | | | | | | \$10.00 | \$ - | \$10.00 | 15.00 |
| Merchandise (Coins/Shirts) | 30.00 | 60.00 | | 60.00 | 25.00 | 30.00 | | | | | | | \$205.00 | \$ 250 | -\$45.00 | 185.00 |
| Advertising Lariat | 3,245.00 | 375.01 | 275.00 | 275.00 | 275.00 | 275.00 | 275.00 | | | | | | \$4,995.01 | \$ 4,000 | \$995.01 | 5,715.00 |
| Corporate Partnership | \$ 750.00 | | \$ 350.00 | \$ 250.00 | \$ 750.00 | | \$ 500.00 | | | | | | \$2,600.00 | \$ 1,000 | \$1,600.00 | 2,000.00 |
| Donations to Chapter | 1,450.00 | 610.00 | 356.00 | 350.00 | 345.00 | 555.00 | 5,573.00 | | | | | | \$9,239.00 | \$ 7,500 | \$1,739.00 | 6,032.00 |
| Donations to ACEF | 1,200.00 | 215.00 | 466.00 | 275.00 | 300.00 | 610.00 | 380.00 | | | | | | \$3,446.00 | \$ 7,000 | -\$3,554.00 | 3,639.00 |
| Social Events | 2,334.00 | 1,434.00 | 1,820.00 | 1,054.00 | 1,408.00 | 288.00 | 574.00 | | | | | | \$8,912.00 | \$ 12,500 | -\$3,588.00 | 7,218.40 |
| | \$ 9,009.00 | \$ 2,694.01 | \$ 3,267.00 | \$ 2,264.00 | \$ 3,113.00 | \$ 1,758.00 | \$ 7,302.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$29,407.01 | \$ 37,250 | -\$7,842.99 | 24,804.40 |
| TOTAL INCOME | \$11,264.00 | \$3,894.01 | \$4,192.00 | \$2,264.00 | \$3,113.00 | \$2,758.00 | \$8,302.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$37,062.01 | \$ 50,450 | -\$13,387.99 | \$ 33,264.40 |

Outflows:

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sept | Oct | Nov | Dec | YTD | 2023 Budget | Variance | YTD 2022 |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------|--------|--------|--------|--------|-------------|-------------|--------------|-------------|
| 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 | | | | | | 734.20 | \$ 750 | 15.80 | 532.56 |
| Square Service Fee | 43.05 | 22.39 | 25.98 | 20.98 | 25.02 | 13.61 | 31.57 | | | | | | 182.60 | \$ 600 | 417.40 | 170.50 |
| D&O Insurance | | | | | | | | | | | | | - | \$ 650 | 650.00 | - |
| Dues & Subscription | 717.00 | 544.25 | | | | | | | | | | | 1,261.25 | \$ 1,500 | 238.75 | 1,352.17 |
| Contractor Incentive | | | | | | | | | | | | | - | \$ - | - | - |
| Independent Contr | 1,906.66 | 1,906.66 | 1,906.66 | 1,906.66 | 1,906.66 | 1,906.66 | 1,906.66 | | | | | | 13,346.62 | \$ 22,880 | 9,533.38 | 12,740.00 |
| Liability Insurance | 487.00 | | | | | | | | | | | | 487.00 | \$ 500 | 13.00 | 487.00 |
| Marketing | | | | | 111.25 | (111.25) | | | | | | | - | \$ 400 | 400.00 | - |
| Merchandise (Coins/Shirts) | | | | | | | | | | | | | - | \$ 1,000 | 1,000.00 | - |
| Office | 110.95 | 528.14 | 275.24 | | 418.13 | 595.85 | 775.42 | | | | | | 2,703.73 | \$ 3,000 | 296.27 | 2,074.23 |
| Postage & Delivery | 302.10 | 317.20 | 2.15 | 1.30 | 317.20 | 317.20 | 332.30 | | | | | | 1,589.45 | \$ 1,750 | 160.55 | 712.70 |
| Social Events | 1,742.36 | - | 974.00 | 4,048.82 | 1,206.00 | 879.20 | - | | | | | | 8,850.38 | \$ 12,500 | 3,649.62 | 6,319.92 |
| Special Activities | | - | | | 86.00 | | (86.00) | | | | | | - | \$ - | - | - |
| Telephone | 153.24 | 153.24 | 153.24 | 305.74 | - | 76.63 | 114.71 | | | | | | 956.80 | \$ 2,000 | 1,043.20 | 1,099.78 |
| Trans to ACEF | 810.00 | 1,200.00 | 215.00 | 466.00 | 275.00 | 300.00 | 610.00 | | | | | | 3,876.00 | \$ 7,000 | 3,124.00 | 5,654.00 |
| Volunteer Recognition | | | | | | | | | | | | | | | | |
| TOTAL Outflow | \$ 5,961.90 | \$ 5,240.18 | \$ 3,658.84 | \$ 7,559.42 | \$ 4,440.83 | \$ 4,040.35 | \$ 3,777.51 | \$ - | \$ - | \$ - | \$ - | \$ - | \$34,679.03 | \$ 55,230 | -\$20,550.97 | 31,833.86 |
| Surplus/(Deficit) | \$5,302.10 | -\$1,346.17 | \$533.16 | -\$5,295.42 | -\$1,327.83 | -\$1,282.35 | \$4,524.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$2,382.98 | -\$4,780.00 | \$7,162.98 | \$ 1,430.54 |

Cash Balances:

| Educational Foundation | Jan | Feb | March | April | May | Jun | Jul | Aug | Sept | Oct | Nov | Dec | YTD |
|---------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|------|------|------|------|-------------|
| RBFCU | | | | | | | | | | | | | |
| Savings | \$ 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 | | | | | | |
| Checking | \$ 100.01 | \$ 9,734.72 | \$ 21,041.22 | \$ 6,046.77 | \$ 3,041.40 | \$ 2,041.49 | \$ 432.63 | | | | | | |
| Certificates | \$ 10,461.62 | \$ 10,475.66 | \$ 10,503.06 | \$ 10,533.62 | \$ 10,565.29 | \$ 10,596.03 | \$ 10,627.89 | | | | | | |
| Total | \$ 48,734.68 | \$ 51,996.95 | \$ 39,640.13 | \$ 25,154.80 | \$ 22,920.62 | \$ 22,365.50 | \$ 21,489.02 | \$ - | \$ - | \$ - | \$ - | \$ - | |
| Chapter Operations | | | | | | | | | | | | | |
| Broadway | \$ 28,074.70 | \$ 25,836.46 | \$ 26,369.62 | \$ 21,549.20 | \$ 20,996.37 | \$ 19,714.02 | \$ 24,238.51 | | | | | | |
| RBFCU CD's | \$ 17,199.91 | \$ 17,233.77 | \$ 17,271.33 | \$ 17,308.52 | \$ 17,352.10 | \$ 17,394.38 | \$ 17,438.19 | | | | | | |
| Total | \$ 45,274.61 | \$ 43,070.23 | \$ 43,640.95 | \$ 38,857.72 | \$ 38,348.47 | \$ 37,108.40 | \$ 41,676.70 | \$ - | \$ - | \$ - | \$ - | \$ - | |
| Social Events | | | | | | | | | | | | | |
| Chapter | | | | | | | | | | | | | |
| Inflows | \$ 2,136.00 | \$ 1,128.00 | \$ 1,964.00 | \$ 964.00 | \$ 1,138.00 | \$ 1,030.00 | \$ - | \$ 552.00 | | | | | \$ 8,912.00 |
| Outflows | \$ 1,742.36 | \$ 974.00 | \$ 2,606.08 | \$ 1,442.74 | \$ 1,206.00 | \$ 897.20 | \$ - | \$ (419.52) | | | | | \$ 8,448.86 |
| Variance | \$ 393.64 | \$ 154.00 | \$ (642.08) | \$ (478.74) | \$ (68.00) | \$ 132.80 | \$ - | \$ 971.52 | \$ - | \$ - | \$ - | \$ - | \$ 463.14 |

VP Membership: COL Felix Santiago, USA (Ret) – Membership chart shows a total membership of 835; Active Duty at 84, Surviving Spouses at 135, Former at 27, Retired at 584 and Friends of the Chapter at 5. There are 11 members on the “Final-Final” email list. The core support of the chapter comes from Retirees, 10% are Active Duty and transitory in nature. Turnover since the last meeting in June was 4%. The main goal is to improve the number of paid memberships. Since the beginning of the year there have been over 500 members recruited, making the chapter the lead recruiter in the MOAA system but it also does have the largest turnover due to being Military City, USA.

VP Programs: Col David Patrick, USAF (Ret) – The excellent survey ratings indicated the June speaker at the Happy Hour was very well received. Requested Jim confirm with the August speaker. Completed negotiations with Blue Skies on the luncheon costs for the September meeting.

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Program planning for 2024 is underway.

Felix surfaced the idea of recording the speakers at each event and posting them on the chapter website. This may aid in membership retention as a common phrase runs along the lines of not being able to attend the social events diminishing “What’s in it for me”.

VP Legislative Affairs: Maj Jim Cunningham, USA (Ret) – The revised property tax bill that resulted from the special session will be voted upon in November. Legislative results will be published in a future newsletter article.

Currently setting up an advisory committee for the TVCO.

A third special session may be in the works to deal with the subject of school vouchers.

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

President: Lt Col Kitty Meyers, USAF (Ret) – The Foundation Board will be meeting on August 15 to cover strategic items, including renaming to include MOAA, revisiting the bylaws and choosing a Board chair. Will be attending the Texas Council of Chapters (TCC) zoom meeting on Saturday, along with Jim and Felix. Other events/meetings to put the MOAA-AC organization “out there” include the upcoming Chamber Commander’s reception.

Reminded all of the upcoming elections, need a President Elect, Secretary and Membership Chair. Kathie Estrada will head up the Nomination Committee.

Scorecard:

Priority 1 – Increase and Retain Membership:

Pending notes from Felix.

Priority 2 – Sustain a Positive Long Term Financial Position:

2.1 - ongoing

2.2 - ongoing

2.3 - Met with Kathie Estrada to develop a proposed Gold Level Corporate Sponsorship. Putting together an e-mail to propose benefits of being a Gold Level Sponsor. We aren’t sure whether there can be more than one Gold Level Sponsor and will ask leadership how that will work if there are more than one. New level will include a bundled package, advertising, writing articles for Lariat, luncheon opportunities for a table set-up and an infomercial at a luncheon. Will be sending the e-mail to David and Kitty for their input.

2.4 - Have 3 verbal commitments of Corporate Sponsorship levels renewals at level 2, \$250. Will have a new Corporate Sponsorship for August at level 2, \$250, Legal Shield.

Priority 3 – Strong & Influential Legislative Efforts & Programs

3.1 Developing chapter member outreach to representatives is a work in progress.

3.2 Completed – HB 90 passed and no change to Hazlewood Act this session.

3.3 Monitoring legislation, i.e. NDAA is ongoing.

3.4 Lariat article is work in progress.

Priority 4 – Leadership Succession Planning

Continuing the search to find back up folks for all positions, including those up for election this year.

Staff Reports

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

VAC/VGSAA Rep: Maj Jim Cunningham, USA (Ret) – VAC meeting was held on July 18th via Zoom to introduce new VAC lead person Melissa Gomez.

Army Chief of Staff’s Retiree Council Washington DC & JBSA Retirees Council: COL Felix Santiago, USA (Ret) – Soldier For Life apparel now available at AAFES.

Historian: (Open) No report.

Transition Liaison Officer: Lt Col Kitty Meyers, USAF (Ret) – Continuing regular Transition Counseling, working Transition with the JBSA Alliance team. Coordinated Veterans Resource Village at yesterday's Hiring Our Heroes job fair which was very well attended.

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

Scholarship/JROTC: Col Peter Hunt, USAF (Ret) – Will be scheduling a strategy meeting for the Scholarship Committee for end September beginning October. Need to decide if expansion into the Austin area for High Schools will be initiated.

Blue Skies of Texas Satellite Chapter Representative: Col Dan Van Syoc, USAF (Ret) – Will work on getting information into the Road Runner and Friday Flyer BST newsletters. Will also be attending the resident council meetings.

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) – Will assist at the JBSA Randolph Retiree Appreciation Day on Sept 9.

Administration: Trish Meserve – There will be 132 renewals notices distributed in August, 120 of which are letters. 9 members are slated to be deleted for nonpayment.

Sign up so far for August luncheon is 33.

Provided update on building work orders.

Added Celebrate America's Military dates to the calendar (Oct 31st to Nov 18th), our Golf Tournament will also be publicized in their marketing outreach.

Old Business:

1. Challenge Coin – approval received via Private Orgs, Jim to request quote from his South Korean contact and also from local vendors.

New Business: (None)

MEETING ADJOURNED at 12:10pm.

Next Foundation Board Meeting – Tuesday Aug 15 at 2pm

Next Chapter Board Meeting – Thursday Aug 17 at 10am

Next Staff Meeting – Thursday Sept 7 at 10am



Col David Patrick, USAF (Ret)