#### MILITARY OFFICERS ASSOCIATION OF AMERICA

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

## Thursday, 5 September 2024

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

**Attendees:** Col Brian Afflerbaugh, Col Brad Barnhart, Col Peter Hunt, Col Pete Schaub, Lt Col Kathie Estrada, Lt Col Kitty Meyers, LTC Aimee Schumacher, MAJ Jim Cunningham, MAJ Joe Lendo.

Invocation by and pledge led by Kitty Meyers.

**Secretary:** The minutes from 8 August were approved for filing.

**Treasurer:** Col Brad Barnhart – MACEF - Inflows: Donations are coming in strong and are expected to meet budget before the end of the year.

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

MACEF is finishing the year strong. Individual donations have exceeded the expected income for the year by almost \$4,000 and expenses are about where we expected. As it stands today, they have almost \$6K that could be invested in the new endowment fund and still distribute the same number of scholarships next year.

INCOME	2023		2024												
	November	December	January	February	March	April	May	June	July	August	September	October	FY24 YTD	FY24 Budget	Variance
Donations (Transfers from Operations)	920.00	1,095.00	660.00	745.00	1,160.00	315.00	650.00	390.00	725.00	2,180.00			8,840.00	\$ 4,500.00	4,340.00
Donations (Checks)	1,561.00	1,290.00	125.00	575.00	165.00	600.00	250.00	300.00	5,705.00	3,200.00			13,771.00	\$ 2,000.00	11,771.00
Donations (Online)	350.00	775.00	650.00	100.00	24.00	25.00		526.00	1,842.45	632.22			4,924.67	\$ 700.00	4,224.67
Dividend	27.54	48.79	44.71	49.92	39.82	8.70	54.34	52.65	60.42	26.31			413.20		413.20
MajGen Dave Garza JROTC Donation				10.000.00									10.000.00	\$ 10,000.00	-
Foundation Fundraising														\$ 20,000.00	(20,000.00
Golf Tourney Proceeds Scholarships	5.389.96												5.389.96	\$ 5,000.00	389.96
Golf Tourney Proceeds for USO WFSC	6,829.96												6,829.96		6,829.96
Chapter Operations donation from GT	3,054.98												3,054.98		3,054.98
TOTAL INCOME	18,133.44	3,208.79	1,479.71	11,469.92	1,388.82	948.70	954.34	1,268.65	8,332.87	6,038.53	-	-	53,223.77	42,200.00	11,023.77
OUTFLOWS															
Expenses															
Office Supplies / Postage			392.20					886.21					1,278.41		778.41
Awards Luncheon						1,115.10							1,115.10		(1,384.90
PayPal Fee	11.10	5.32	16.88		1.18			16.18	51.40	9.64			111.70		91.70
Square Fee		28.04	3.65	3.65	5.40	1.03			8.90	14.45			65.12	\$ 20.00	45.12
Outreach													-		
USO WFSC			6,830.00										6,830.00	\$ -	6,830.00
Leadership Development Initiatives															
ROTC Leadership Development					1,000	2,000							3,000.00	\$ 4,000.00	(1,000.00
JROTC Scholarships															
Gen Herring * "Let's Go" Cadet Kilic					1,000								1,000.00	\$ 1,000.00	-
Col McCarthy * "Let's Go" Cadet Birkner						1,000							1,000.00	\$ 1,000.00	-
Susie Tolman * "Let's Go" Cadet Garcia					1,000								1,000.00	\$ 1,000.00	-
MajGen Dave & Carrie Garza "Let's Go"					5,000	2,000	1,000	1,000					.,	\$ 9,000.00	-
Chapter Scholarship Progam													-		
Col Torrey Minnie Piper Clearing House					1,000								1.000.00	\$ 1,000.00	-
Chapter Dep * (Jim & Cheryl Cunningham)					1,000		1,000							\$ 1,000.00	-
													-		
ROTC Scholarship Program													-		
ROTC AF * (Ed & Ruby Marvin) Cadet Vallo	r						1,000							\$ 1,000.00	-
ROTC Scholarships					13,000	4,000	1,000						18,000.00	\$ 18,000.00	-
Endowment Distribution														\$ 2,160.00	(2,160.00
TOTAL OUTFLOWS	11.10	33.36	7.242.73	3.65	22.006.58	10.116.13	4.000.00	1.902.39	60.30	24.09	0.00	0.00	45,400,33	\$ 42,200,00	3.200.33

Pete Hunt asked when the available amount for next year's scholarships will be determined – likely during the MACEF meeting on Tuesday.

## Operations (501(C)4)

#### Inflows:

For Chapter Operations, income is ahead of schedule for the year. Membership renewals are doing well, need to keep focus on retired member renewals. Corporate Sponsorships and Advertising are carrying the load as donations to the Chapter are down this year. The golf tournament income could also have an impact on reaching the expected income, as well as the expected solicitation push towards the end of the year.

	January	February	March	April	May	June	July	August	Sept		Oct	Nov	Dec	YTD	2024 Bud	lget	Variance
Membership Dues																	
MOAA National	585.00													\$585.00	\$	-	\$585.00
Austin Chapter														\$0.00	\$	-	\$0.00
New Surv Sp	25.00													\$25.00	\$	-	\$25.00
New Retired	25.00	75.00	50.00	100.00		75.00		75.00						\$400.00	\$	500	-\$100.00
New Active Duty			25.00											\$25.00	\$	100	-\$75.00
New Former			25.00											\$25.00	\$	-	\$25.00
New FOC														\$0.00	\$	50	-\$50.00
Renewal Surv Sp	50.00	275.00	150.00	25.00		75.00		100.00						\$675.00	\$	750	-\$75.00
Renewal Retired	950.00	1,200.00	575.00	670.00	450.00	675.00	775.00	675.00						\$5,970.00	\$ 9,	000	-\$3,030.00
Renewal Active Duty	100.00	25.00			75.00		50.00							\$250.00	\$	100	\$150.00
Renewal Former				25.00		75.00	25.00	25.00						\$150.00	\$	100	\$50.00
Renewal FOC	50.00	25.00						25.00						\$100.00	\$	75	\$25.00
Total	\$ 1,785.00	\$ 1,600.00	\$ 825.00	\$ 820.00	\$ 525.00	\$ 900.00	\$ 850.00	\$ 900.00	\$ -	\$	-	\$ -	\$ -	\$8,205.00	\$ 10,	675	-\$2,470.00
Non-Dues Revenue																	
Golf Tournament														\$0.00	\$ 5,	000	-\$5,000.00
Travel Awards			41.94											\$41.94			\$41.94
Merchandise (Coins/Shirts)	112.00	46.00	30.00		100.00	60.00		120.00						\$468.00	\$	500	-\$32.00
Advertising Lariat	275.00	275.00	275.00	3,245.00	4,070.00									\$8,140.00	\$ 5,	000	\$3,140.00
Corporate Partnership	\$ 100.00	\$ 700.00	\$ 500.00	\$ 500.00	\$ 1,100.00									\$2,900.00	\$ 2,	000	\$900.00
Donations to Chapter	760.00	1,455.00	520.00	805.00	275.00	792.00	2,740.00	1,065.00						\$8,412.00	\$ 13,	845	-\$5,433.00
Donations to MACEF	740.00	1,160.00	315.00	755.00	390.00	725.00	2,180.00	660.27						\$6,925.27	\$ 7,	000	-\$74.73
Social Events	1,434.00	1,372.00	912.00	2,415.10	1,377.00	576.00	816.00	1,548.00						\$10,450.10	\$ 12,	500	-\$2,049.90
Total	\$ 3,421.00	\$ 5,008.00	\$ 2,593.94		\$ 7,312.00	\$ 2,153.00	\$ 5,736.00	\$ 3,393.27	\$ -	\$	-	\$ -	\$ -	\$37,337.31		845	-\$8,507.69
TOTAL INCOME	\$5,206.00	\$6,608.00	\$3,418.94	\$8,540.10	\$7,837.00	\$3,053.00	\$6,586.00	\$4,293.27	\$0.0	10	\$0.00	\$0.00	\$0.00	\$45,542.31	\$ 56,	520	-\$10,977.69

## **Expenses:**

For expenses, office supply costs are running higher than expected to include ink and postage, which could also be impacted by the end of year donation letters, but the overall expenses are in-line with the budget.

	Jan	<u> </u>	Feb	Mar	Apr	May	Jun	<u>Jul</u>	Aug	Sep	Oct	Nov	Dec	YTD	2024 B	udget	Variance
Bank Charge														-	\$	-	-
Copier Mntn Agreement					691.00									691.00	\$	691	-
PayPal Service Fee	95.	98	81.26	84.13	127.33	152.40	93.88	128.81	108.39					872.18	\$ 1	,000	127.82
Square Service Fee	28.	2	77.52	20.39	35.19	28.18	35.38	45.89	75.76					347.03	\$	700	352.97
D&O Insurance									709.00					709.00	\$	685	653.00
Dues & Subscription	243.	)5 1	1,063.80			766.57								2,073.42	\$ '	,369	(703.93
Contractor Incentive														-	\$	-	-
Independent Contr	2,001.0	66 2	2,001.66	2,001.66	2,001.66	2,001.66	2,001.66	2,001.66	2,001.66					16,013.28	\$ 24	,020	8,006.72
Liability Insurance			487.00											487.00	\$	487	-
Marketing														-	\$	-	-
Merchandise (Coins/Shirts)							498.21							498.21	\$	-	(498.21
Office	973.	33	526.54	312.38	72.33	113.96	592.97	990.27	310.97					3,893.25	\$ 3	3,668	(225.74
Postage & Delivery	358.	0				682.35		682.35	440.55					2,163.95	\$ 3	3,000	836.05
Social Events	2,036.	00 1	1,108.80	2,116.00	1,012.00	220.00	1,280.00	841.20						8,614.00	\$ 12	2,500	3,886.00
Special Activities									2,008.00					2,008.00	\$	-	(2,008.00
Telephone	115.	59	115.59	115.59	115.48	124.40	115.48	217.48	136.88					1,056.49	\$ '	,400	343.51
Trans to MACEF	660.	00	745.00	1,160.00	315.00	650.00	390.00	725.00	2,180.00					6,825.00	\$ 7	,000	175.00
Volunteer Recognition														-			
TOTAL Outflow	\$ 6,513.	3 \$ 6	6,207.17	\$ 5,810.15	\$ 4,369.99	\$ 4,739.52	\$ 5,007.58	\$ 5,632.66	\$ 7,971.21	\$ -	\$ -	\$ -	\$ -	\$46,251.81	\$ 56	5,520	-\$10,268.19
0 1 1/0 5 11		=0	****	** ** **		** *** **	******	*****		***				4700 50			4700 5
Surplus/(Deficit)	-\$1,307	53	\$400.83	-\$2,391.21	\$4,170.11	\$3,097.48	-\$1,954.58	\$953.34	-\$3,677,94	\$0.0	\$0.00	\$0.00	\$0.0	-\$709.50	)	\$0.00	-\$709.50

## **Cash Balances:**

No major concerns as the cash balances are strong.

MACEF	Jan	Feb	March	April	May		Jun		Jul	Aug	Sep	Oct	Nov	Dec	
RBFCU															
Savings	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$	10.00	\$	10.00	\$ 10.00					
Money Market	\$ 28,742.59	\$ 39,757.22	\$ 6,121.64	\$ 5,953.87	\$ 5,977.28	\$	7,202.58	\$ 1	3,430.19	\$ 19,468.72					
Checking	\$ 172.02	\$ 168.38	\$ 13,336.20	\$ 5,336.54	\$ 2,222.88	\$	145.51	\$	145.52	\$ 121.44					
Certificates	\$ 10,839.84	\$ 10,874.46	\$ 10,917.35	\$ 10,960.33	\$ 11,004.92	\$	11,048.25	\$ 1	1,093.20	\$ 11,138.33					
Total	\$ 39,764.45	\$ 50,810.06	\$ 30,385.19	\$ 22,260.74	\$ 19,215.08	\$	18,406.34	\$ 2	4,678.91	\$ 30,738.49	\$ -	\$ -	\$ -	\$ -	
Chapter Operations															
Broadway	\$ 13,062.13	\$ 13,462.96	\$ 11,071.75	\$ 15,241.86	\$ 19,514.34	\$	14,890.23	\$ 1	8,686.57	\$ 20,833.63					
RBFCU CD #1-3	\$ 17,738.73	\$ 17,792.25	\$ 17,849.64	\$ 17,906.72	\$ 17,976.92	\$	18,045.12	\$ 1	8,115.86	\$ 18,186.87					
RBFCU CD #4	\$ 15,102.53	\$ 15,160.01	\$ 15,221.68	\$ 15,281.61	\$ 15,343.78	\$	15,404.19	\$ 1	5,466.86	\$ 15,529.78					
Total	\$ 30,800.86	\$ 31,255.21	\$ 28,921.39	\$ 33,148.58	\$ 37,491.26	\$	48,339.54	\$ 5	2,269.29	\$ 54,550.28	\$ -	\$ -	\$ -	\$ -	
Social Events	Jan	Feb	March	April	May	П	June		July	Aug	Sep	Oct	Nov	Dec	YTD
Chapter															
Inflows	\$ 2,196.00	\$ 1,090.00	\$ 2,511.10	\$ 1,128.00	\$ 1,443.00	\$	1,008.00			\$ 2,044.00	\$ 320.00				\$11,740.10
Outflows	\$ 2,186.00	\$ 958.80	\$ 2,116.00	\$ 1,012.00	\$ 1,280.00	\$	841.20			\$ 2,008.00					\$10,402.00
Variance	\$ 10.00	\$ 131.20	\$ 395.10	\$ 116.00	\$ 163.00	\$	166.80	\$	-	\$ 36.00	\$ 320.00	\$ -	\$ -	\$ -	\$ 1,338.10

#### Golf:

On track for everything except for players – now up to 66 but looking for 100 players. Encouraged all to find participants.

		May	June	July	Aug	Sept	Oct	Nov	Dec	2024 YTD	2024 Budget	Variance
ncome:												
Sponso	rship				3,250.00					3,250.00	30,000.00	26,750.00
Donatio			-	25.00						25.00	1,500.00	1,475.00
Entry D	onation Warrior \$125	125.00	1,000.00	1,375.00	250.00					2,750.00	1,875.00	(875.00
Entry Fe	ee Player \$125	750.00	250.00	1,125.00	1,875.00					4,000.00	13,000.00	9,000.00
Super T	ickets @ \$50	300.00	100.00	300.00	450.00					1,150.00	5,000.00	3,850.00
Silent A	uction									-	2,000.00	2,000.00
	Total	\$1,175.00	\$ 1,350.00	\$ 2,825.00	\$ 5,825.00	\$ -	\$ -	\$ -	\$ -	\$11,175.00	\$53,375.00	\$42,200.0
Expenses	<b>:</b>											
	ees incuding lunch & di	nner 120 @	\$67							-	8,040.00	8,040.00
	tras: Drink Tix 240 @		<b>40</b> .							_	720.00	720.00
	Dinner included	ψ0.00								-	720.00	720.00
	e Cart 2 @ \$100									-	200.00	200.00
	Room Deposit									_	200.00	200.00
	Prizes (16 x \$100, 4 x \$	50) (24)								-	3.000.00	3,000.00
	t (20%)?	00) (Z+)								-	0,000.00	0,000.00
	Signage									-	150.00	150.00
	Beverage Carts									<u> </u>	30.00	30.00
	nage etc (20 @\$25)									-	500.00	500.00
Hole in										-	276.00	276.00
		0	Ф 2 00F 00					-				270.00
	Bag Items 150 @ \$25.5		\$ 3,825.00							3,825.00	3,825.00 760.00	-
	Bag Items 36 dz Balls (	@18.50										252.00
	ickets 100 @ 8.50		405.05							-	850.00	850.00
Shipping			195.25							195.25	300.00	104.75
Photogr										-	250.00	250.00
Staff Tip										-	200.00	200.00
Golf Pro	Consultant									-	1,000.00	1,000.00
-	Total	\$ -	\$ 4,020.25	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,020.25	\$ 20,101.00	\$ 13,870.75
									Net:	\$7,154.75	\$33,274.00	\$26,119.2
									-20% MOAA:	\$ 1,430.95	\$ 6,654.80	
									Balance:	\$5,723.80	\$26,619.20	
								18	-9=9 Warriors:	\$0.00		
									Balance:			
	2019 \$8,125 each									, , , , , , , , , , , , , , , , , , , ,		
	2021 \$12,600 each						50%		Scholarship:	\$ 2,861.90		
	2022 Sch \$7384.54, W	FSC \$9634 !	54				3070			\$ -	(donated by cl	napter)
	2023: Sch 5389.96, WF									\$ 2,861.90	,	1/
	2020. OON 0000.00, WI	0020.00								Ψ 2,001.90		
							50%		WFSC:	\$ 2,861.90		
							3070		VV1 3C.	\$0.00		
										\$ 2,861.90		

**VP Membership:** Lt Col Kathie Estrada, USAF (Ret) – Upcoming recruiting events include a Heroes event at Mission Park, the bi-monthly orientation, and two Retiree Appreciation days at BAMC and Randolph. Kathie needs volunteers to help man these events, especially BAMC. Please contact her if you can assist. Covid and flu shots will be given out, as well as new ID cards.

Listing of members who will soon receive the Final Final dues call is included – please reach out if you know any of the names.

**VP Programs:** Col David Patrick, USAF (Ret) (absent) /Col Brian Afflerbaugh, USAF (Ret). Sept 26<sup>th</sup> luncheon at Blue Skies West is with Col Shark Garland. No luncheon event in October because of the Golf Tournament, and the November program with Todd Speers will be a good one. He has some good stories about his work in Central America. The December luncheon is earlier than usual because of Christmas and has no speaker, just the Alamo Heights Youth Choir.

Response to the survey was about 25%, higher than usual. Food was again commented upon but for being good and too much of it. Other topics included evening events, and a change in the podium location and these will be discussed off line.

Kathie mentioned she wanted to invite the Sept speaker to participate in an event at 0300 BBQ in Blanco where veterans receive free meals on veterans Day at 5pm.

**VP Legislative Affairs:** Maj Jim Cunningham, USA (Ret) – 17 National Guardsman have died on the border. House Veterans Affairs committee had their first meeting to discuss the benefits. Have received 7 claims to date and they are investigating their line of duty to see if it is workers comp related or insurance related.

At national level MOAA is encouraging all to make use of the Quorum program to inundate the representatives with your voice, especially regarding the Richard Starr Act.

**VP Marketing and Development:** Col Lisa Skopal USAF (Ret) – (absent) Her emailed report reads - no change from July/August financials in the Lariat and Corporate Sponsorship accounts. However, confirmed one of the Corporate Sponsors plans to renew their sponsorship in Sept (LeBorne Insurance), so there will be additional income in the Corporate Sponsorship account of at least \$250 for Sept.

For the MOAA Golf Tournament the ARC will be a sponsor at the Gold Level (\$2500). Still contacting potential Corporate Sponsors for the Golf Tournament.

**Scholarships and Leadership Development:** Col Peter Hunt, USAF (ret) – Appreciated the inclusion of the call for scholarship members in the September Lariat. Need to include a Scholarship corner each month. Will set a date for the kick-off meeting likely beginning October and may meet monthly. Met with Brad Freeman (MACEF Board Chair) to discuss new ideas for the Scholarship luncheon.

**President:** Lt Col Kitty Meyers, USAF (Ret) – Golf tournament needs golfers. Participated in TCC (Texas Council of Chapters) zoom call where the main topic was state and federal legislative initiatives and the gearing up for the 2025 session and the Advocacy in Action event in Washington DC.

Aimee and Kitty attended the MOAA leadership webinar. They are still working on the membership portal is still not open. We have been asked if we can be a beta tester.

## Scorecard 2024

Priority 1: Planning meeting coming up in October and if anyone had ideas for the financials – budget items, saving money etc., please advise. Nothing additional on membership.

Priority 2: Nothing additional.

Priority 3: Nothing additional.

Priority 4: Focusing on staffing of the chapter, especially looking to recruit a new Scholarship chair so they can go through this last cycle with Pete before he moves up north. Do have 2 folks "in training" Brian for VP Programs and Aimee for President Elect, but Kitty encouraged everyone to work on the committees, especially legislative in order to have a chapter member represent each of our congressperson in our wide catchment area. Need members for Volunteer committee also to help Pete in getting volunteers out to assist where needed.

#### Staff Reports

**VAC/VGSAA Rep:** Maj Jim Cunningham, USA (Ret) – Nothing on the VAC.

**Retiree Council JBSA**: Maj Jim Cunningham, USA (Ret) – Kathie mentioned the upcoming Retiree Days at BAMC and Randolph. Recently emceed a very successful Town Hall with at least 250 people physically present and many more on the Face Book livestream. The speakers provided a lot of information and there were many resources tables.

Need volunteers to help man the tables at the BMAC RAD on Oct 19 from 7:30 to noon, with over 9,000 people expected to attend, and a big recruitment event for us. Also need volunteers at the smaller Randolph RAD on Nov  $2^{nd}$  from 8-11am.

JBSA representative and chapter member Donna Balderston is now a member of the Army Chief of Staff Retiree Council in Washington DC.

**Transition Liaison Officer:** Lt Col Kitty Meyers, USAF (Ret) – Continuing to assist folks with their resumes, and have participated in zoom meetings with the JBSA Transition Alliance team.

**Blue Skies of Texas Satellite Chapter Rep:** Col Dan Van Syoc, USAF (Ret) - Dan has been helping Brian with the September luncheon. Trish will be out of town that day so Aimee volunteered to man the registration table.

**Volunteer Coordinator:** Col Pete Schaub, USAF (Ret) – Pete dropped off the many coats, blankets etc., to Soldiers' Angels that were collected at the August luncheon for their Warm Winter drive. Should receive a thank you letter with a valuation in it.

Food distribution drive is coming up on Sept 19<sup>th</sup> and will distribute details once received. A greater participation is hoped for this time, will send out an email blast through Constant Contact.

**VP Public Relations/Marketing:** (Open) – Looking for a combined public relations, social media and assistant webmaster to assist current webmaster and perhaps take over when Bill retires. Wilson, our server host, is retiring soon and replacing that aspect of the website may incur additional costs unless we can find another one who can volunteer. Meanwhile Kathie advised she is willing to help in public relations with press releases. Send her photos of any event you may attend. Aimee volunteered to build and monitor a LinkedIn page.

**Editor:** LTC Aimee Schumacher USA (Ret) – Do need more pictures for the Lariat. Kitty advised the chapter won the Five Star award for both The Lariat and the chapter website again this year! Received feedback from the judges about needing more photos in both.

**Administration:** Trish Meserve – The number of renewals for the month of September will be 195 of which 131 are to be mailed. 46 folks are slated to be deleted for non payment. Already have 26 registered for the September event at Blue Skies. Received the updated big fake check from our Corporate Partner Xpert Media. Submitted the annual validation report to JBSA San Antonio requesting approval to continue as a private organization on post.

Do need a volunteer to check the obits on a regular basis – will send Kitty database to compare.

#### **New Business:**

**1. Planning Meeting** – Need ideas for scorecard action items on Oct 3. Will also work on budget that day. Proposing to combine the morning and afternoon planning & budget meetings into one continuous meeting – consensus was OK with this as long as lunch was brought in – cost to be shared by attendees.

#### **MEETING ADJOURNED AT 10:51AM**

Next MACEF Board Mtg – Sept 10, 2pm Next Golf meeting Tues Sept 19, 1pm Next Staff Meeting – Oct 3, 10am (Planning Meeting) Next Chapter Board Meeting – Nov 14, 10am

Kathuys a Megus

Lt Col Kitty Meyers, USAF (Ret)