

MILITARY OFFICERS ASSOCIATION OF AMERICA

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

MINUTES OF VIRTUAL STAFF MEETING

Thursday November 12, 2020

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

Attendees: COL Vaughn Caudill, Col Pete Hunt, Col Felix Santiago, Col Pete Schaub, Col Lisa Skopal, LtCol Jim Conner, LtCol Kitty Meyers, MAJ Jim Cunningham, Trish Meserve.

Invocation and pledge by Jim Cunningham.

Secretary: Col David Patrick, USAF (Ret) – Absent. Minutes from the September 3rd Zoom virtual meeting were reviewed and approved for filing.

Treasurer: Col Vaughn Caudill, USA (Ret) – The Alamo Chapter Educational Foundation has received \$5000 from Blue Skies and \$5000 from General Garza. Trish to move these two amounts to another line item to allow the budget variance of member donations to be clearer.

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 (prior month)	459.00	3,185.00	365.00	255.00	265.00	711.00	250.00	600.00	5,815.00	890.00			12,795.00	\$ 7,000.00	5,795.00
Donation from General Garza				3,000.00						5,000.00			5,000.00	\$ -	5,000.00
Donations online (Sq & PP)										220.00			220.00	\$ -	-
The Big Give										846.00			846.00	\$ 1,500.00	(654.00)
Go Fund Me								395.39	338.95				734.34	\$ -	-
Other													-	\$ 450.00	(450.00)
MOAA Transition Grant										2,500.00			-	\$ -	-
Golf Tournament													-	\$ -	-
In													-	\$ -	-
Out													-	\$ -	-
Sub Total Golf	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	-
TOTAL INFLOW	459.00	3,185.00	365.00	3,765.00	265.00	711.00	250.00	995.39	6,153.95	6,956.00	-	-	19,595.34	\$ 8,950.00	10,645.34
Note: General Garza's \$3k is not included in this YTD total as already spent in 2020, neither is MOAA Grant of \$2,500 as is not part of Scholarships															
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													-	\$ -	-
PayPal Fee													-	\$ -	-
Square Fee										8.00			8.00	\$ -	8.00
Charity															
Warrior & Family Support Ctr													-	\$ -	-
MOAA Heritage								125.00					125.00	\$ 125.00	-
Total	200.00	-	-	-	-	-	-	125.00	-	8.00	-	-	333.00	\$ 1,375.00	(1,042.00)
Scholarships															
Col Torrey					1,000								1,000.00	\$ 1,000.00	-
JROTC				1,000									1,000.00	\$ 1,000.00	-
JROTC								1,000					1,000.00	\$ 1,000.00	-
Gen Herring (JROTC)						1,000							1,000.00	\$ 1,000.00	-
Col McCarthy (JROTC)						1,000							1,000.00	\$ 1,000.00	-
Chapter (Jim & Cheryl Cunningham)				1,000									1,000.00	\$ 1,000.00	-
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				1,000									1,000.00	\$ 1,000.00	-
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										1,000			1,000.00	\$ 1,000.00	-
ROTC Army UTSA										1,000			1,000.00	\$ 1,000.00	-
ROTC Army UTSA													-	\$ 1,000.00	(1,000.00)
ROTC Air Force UTSA					1,000								1,000.00	\$ 1,000.00	-
ROTC Air Force UTSA					1,000								1,000.00	\$ 1,000.00	-
ROTC Air Force UTSA													-	\$ 1,000.00	(1,000.00)
ROTC Army St Mary's					1,000								1,000.00	\$ 1,000.00	-
ROTC Army St Mary's					1,000								1,000.00	\$ 1,000.00	-
ROTC Army Texas A&M Kingsville				1,000									1,000.00	\$ 1,000.00	-
ROTC Army Texas A&M Corpus Christi									1,000				1,000.00	\$ 1,000.00	-
ROTC Army Rio Grande Valley									1,000				1,000.00	\$ 1,000.00	-
Total	-	-	-	4,000.00	7,000.00	3,000.00	-	1,000.00	3,000.00	3,000.00	-	-	21,000.00	\$ 23,000.00	(2,000.00)
TOTAL OUTFLOW	200.00	0.00	0.00	4,000.00	7,000.00	3,000.00	0.00	1,125.00	3,000.00	3,008.00	0.00	0.00	21,333.00	\$ 24,375.00	(3,042.00)
Decrease/Increase	259.00	3,185.00	365.00	(235.00)	(6,735.00)	(2,289.00)	250.00	(129.61)	3,153.95	3,948.00	-	-	(1,737.66)	\$ (15,425.00)	13,687.34

Operations (501(C)4) Inflows:

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	YTD	2020 Budget	Variance
Membership Dues															
MOAA National		2,975.00			250.00								\$3,225.00	\$ 2,500	\$725.00
Austin Chapter													\$0.00	\$ -	\$0.00
New Surv Sp													\$0.00	\$ -	\$0.00
New Retired	20.00	60.00		20.00			20.00	40.00	100.00				\$260.00	\$ 100	\$160.00
New Active Duty							20.00	40.00		20.00			\$80.00	\$ -	\$80.00
New Former									20.00				\$20.00	\$ 100	-\$80.00
Renewal Surv Sp	340.00	120.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00			\$880.00	\$ 800	\$80.00
Renewal Retired	1,780.00	740.00	460.00	300.00	440.00	540.00	700.00	720.00	820.00	600.00			\$7,100.00	\$ 10,000	-\$2,900.00
Renewal Active Duty		20.00	20.00	20.00	40.00	20.00	20.00	40.00	20.00	20.00			\$220.00	\$ 100	\$120.00
Renewal Former			20.00		20.00				80.00	20.00			\$140.00	\$ -	\$140.00
Total	\$ 2,140.00	\$ 3,915.00	\$560.00	\$400.00	\$790.00	\$620.00	\$820.00	\$840.00	\$1,100.00	\$720.00	\$0.00	\$0.00	\$11,925.00	\$ 13,600	-\$1,675.00
Non-Dues Revenue															
Golf Tournament													\$0.00	\$ -	\$0.00
Travel Awards					-	64.94							\$64.94	\$ -	\$64.94
Merchandise (Coins/Shirts)	51.00	46.00											\$97.00	\$ 1,500	-\$1,403.00
Advertising Lariat		100.00						2,970.00					\$3,070.00	\$ 12,000	-\$8,930.00
ROTC Medals													\$0.00	\$ -	\$0.00
Corporate Partnership		\$ 300.00	\$ 100.00					\$ 100.00		\$ 100.00			\$600.00	\$ 1,000	-\$400.00
Donations to Chapter	1,520.00	180.00	275.00	320.00	426.00	125.00	455.00	390.00	390.00	803.00			\$4,884.00	\$ 6,000	-\$1,116.00
Donations to ACEF	3,185.00	365.00	3,255.00	265.00	711.00	225.00	935.39	1,153.95	1,736.60	940.85			\$12,772.79	\$ 7,000	\$5,772.79
Social Events	2,623.00	904.00	462.00										\$3,989.00	\$ 4,000	-\$11.00
	\$ 7,379.00	\$ 1,895.00	\$ 4,092.00	\$ 585.00	\$ 1,137.00	\$ 414.94	\$ 1,390.39	\$ 4,613.95	\$ 2,126.60	\$ 1,843.85	\$ -	\$ -	\$25,477.73	\$ 31,500	-\$6,022.27
TOTAL INCOME	\$9,519.00	\$5,810.00	\$4,652.00	\$985.00	\$1,927.00	\$1,034.94	\$2,210.39	\$5,453.95	\$3,226.60	\$2,563.85	\$0.00	\$0.00	\$37,402.73	\$ 45,100	-\$7,697.27

Inflows: Received \$720 total in dues but if retention rate for retirees is at 90% per Felix's calculations, we will be below budget. Lisa advised she was currently working 2-3 advertising leads to assist on the Inflow situation.

Outflows:

Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	2020 Budget	Variance
Copier Maint Agreement				628.00									628.00	\$ 575	(\$53.00)
Square Service Fee	66.58	32.40			5.33	(17.50)	6.91	15.30	17.08	2.05			128.15	\$ 550	\$421.85
PayPal Service Fee	66.73	37.70		10.54	36.91	24.86	30.10	22.39	11.74	19.14			260.11	\$ 800	\$539.89
D&O Insurance								653.00					653.00	\$ 655	2.00
Dues & Subscription	638.00	428.40							484.90				1,551.30	\$ 1,700	148.70
Contractor Incentive										1000			1,000.00	\$ 1,500	500.00
Independent Contr	1,708.32	1,708.32	1,708.32	1,708.32	1,708.32	1,708.32	1,708.32	1,708.32	1,708.32	1708.32			17,083.20	\$ 20,500	\$3,416.80
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		600.71	106.24		14.58		352.54	458.54			2,058.90	\$ 3,500	1,441.10
Postage & Delivery	86.80	276.80				441.80		221.00		720.4			1,746.80	\$ 1,500	(246.80)
Social Events	2,090.62	1,176.00	636.60										3,903.22	\$ 4,000	96.78
Special Activities													-	\$ 600	600.00
Telephone	129.92	141.42	153.03	152.86	152.84	152.84	153.99	151.65	151.65	343.16			1,683.36	\$ 1,800	116.64
Trans To ACEF	459.00	3,185.00	365.00	3,255.00	265.00	711.00	250.00	935.39	1,153.95	1736			12,315.34	\$ 7,000	(5,315.34)
Volunteer Recognition													-	\$ 100	100.00
Total Outflow	\$ 5,759.95	\$ 7,485.35	\$ 2,862.95	\$ 6,355.43	\$ 2,274.64	\$ 3,021.32	\$ 2,163.90	\$ 3,707.05	\$ 3,880.18	5987.61	0	0	43,498.38	\$ 47,530	4,031.62
Surplus/(Deficit)	3,759.05	(1,675.35)	1,789.05	(5,370.43)	(347.64)	(1,986.38)	46.49	1,746.90	(653.58)	-3423.76	0	0	(6,095.65)	(2,430.00)	(3,665.65)

October had over \$3,000 deficit and currently at \$6k+ for the year.

Cash Balances:

Educational Foundation	Jan	Feb	March	April	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
RBFCU												
Savings	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00		
Money Market	\$20,493.56	\$23,687.44	\$24,062.60	\$1,822.40	\$2,089.09	\$5,301.78	\$5,553.62	\$3,866.06	\$9,902.38	\$16,852.05		
Checking	\$ 30.64	\$ 30.64	\$ 30.64	\$19,031.14	\$12,031.80	\$9,032.21	\$9,032.59	\$8,032.95	\$5,033.22	\$7,036.43		
Certificates	\$10,085.17	\$10,096.70	\$10,110.02	\$10,122.92	\$10,136.28	\$10,149.21	\$10,162.59	\$10,176.00	\$10,188.99	\$10,414.43		
Total	\$30,614.37	\$33,819.78	\$34,208.26	\$30,981.46	\$24,262.17	\$24,488.20	\$24,753.80	\$22,080.01	\$25,129.59	\$23,893.48	\$ -	\$ -
Chapter Operations												
Broadway	\$12,536.37	\$11,201.02	\$13,269.19	\$7,898.76	\$7,571.12	\$7,984.74	\$8,206.23	\$10,078.13	\$9,343.57	\$3,595.66		
RBFCU CD's	\$16,724.73	\$16,743.99	\$16,764.61	\$16,784.58	\$16,804.83	\$16,824.45	\$16,844.75	\$16,865.07	\$16,884.76	\$16,904.63		
Total	\$29,261.10	\$27,945.01	\$30,033.80	\$24,683.34	\$24,375.95	\$24,809.19	\$25,050.98	\$26,943.20	\$26,228.33	\$20,500.29	\$ -	\$ -

Is concerned with Operations account cash flow for early next year – will get larger chunk of dues in February, advertising in March & May and Golf Tournament not until October.

VP Membership: COL Felix Santiago, USA (Ret) – Membership has been able to stay above the 1400 mark. Did lose 23 in the last month and personal emails have been sent to them encouraging them to reconsider. Despite the losses the membership total remains 23% above the Jan 1 numbers.

Working with the Military Family Readiness Center their virtual meetings have provided over 1100 service members a MOAA-AC flyer giving exposure and potential memberships to the officers. Member deletions are done for many reasons – not necessarily a desire not to belong.

As an organization we must continue to identify, seek meaningful engagement and recognize the diverse membership segments, e.g. over 90 population, young generations, etc. Meaningful interaction with our members will enhance our recruitment and retention rates. Current membership stands at 1434 consisting of 388 Active Duty, 177 Surviving Spouses, 52 Former Military and 818 Retired.

VP Programs: Col David Patrick, USAF (Ret) – Absent. David has lined up the first 6 months of next year – locations are booked but depending on the COVID-19 status they may also remain virtual.

VP Legislative Affairs: Maj Jim Cunningham, USA (Ret) – Following the elections there will be some new representatives. The speaker of the house will need to be chosen to replace the incumbent retiring one, and after that the new chair of the Veterans Committee will be chosen. The legislative session will concentrate on how best to spend the reduced amount of money available without dipping into the Rainy-Day fund.

Will review committee members in the chapter to see where changes will need to be made.

President: LtCol Kitty Meyers, USAF (Ret) – The Red, White & You Hiring Fair was a highly successful virtual event. 1295 job seekers logged on and 131 employers. Kitty, David and Stephan oversaw the Veterans Resources Office. Received very positive responses from participants. Kitty was nominated by Workforce Solutions Alamo for the Community/non-profit project of the year category and was selected as a recipient of the 2020 Alamo Area Council of Governments (ACOG) Regional Awards. Kitty thanked everyone for their contributions to the chapter and how their connections impact the community.

Scorecard:

Priority One: Discussion revolved around the addition of “Especially Paid Memberships” addition – general consensus was the it was already implied paid memberships are better than free and that although it was an internal document (but accessible on the chapter website) it would take away from the less tangible benefits of being a member. Recommendation is for the additional wording to be removed.

Similarly, the discussion of the change to the Goal increasing paid memberships from 65-70% to 75% resulted in changing “increase” to emphasize and removing the % number.

Priority Two: Removing 2.4 which was already covered in Priority One was unanimously agreed to. Lengthy discussed on 2.9 (Increasing Dues from \$20 to \$25) resulted in a close vote to remove this action for the time being. A dues increase is an option and will be considered again during the year. Following this staff decision, it will be provided as input to the Board at a regular formal Board meeting.

Staff Reports

Editor: (Open) - No report.

VAC/VGSAA Rep: MAJ Jim Cunningham, USA (Ret) – Participated in a zoom meeting. Nominations for VOYA are due January 1 and the awards ceremony slated for April 21.

Historian: (Open) No report.

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

Transition Liaison Officer: LtCol Kitty Meyers, USAF (Ret) – Covered Red, White & You Job Fair in President’s report.

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

Scholarship/JROTC: Col Peter Hunt, USAF (Ret) – The ACEF Board is experiencing some issues and remains Chairperson-less. Will set up another Scholarship Committee meeting on Dec 10 or 11.

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

Blue Skies of Texas Satellite Chapter Representative: LtCol Jim Conner, USAF (Ret) – The current COVID 19 restrictions continue. There are no active cases of COVID-19 among the residents.

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

Advertising Coordinator: Col Lisa Skopal, USAF (Ret) – Thanked Pete Schaub for steering volunteers her way in order to form an Advertising Committee. Trish to make up more advertising packet for their use. Will be emphasizing Corporate Partnerships. Has a couple of prospects in the works.

Volunteer Coordinator: Col Pete Schaub – Nothing to report.

Solitaires: (Open) - No report.

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) – Absent. No report.

Administration: Trish Meserve – 126 renewals for September through November 16 deleted from July. Final Final email has been sent to 14 members who have not paid their August renewal – see Appendix A.

The mass mailing of solicitation letters is now complete and to date November is seeing donations of \$1,250 for ACEF and \$1,445 for Operations.

ACEF now has its own PayPal and Square accounts to continue the separation of income

MEETING ADJOURNED at 11:38am.

Next Staff Meeting – Thurs 3 Dec 10am

Next Board Meeting – TBD



Col David Patrick, USAF (Ret), Secretary

Appendix A

TITLE	FIRST NAME	LAST NAME	ADDRESS1	CITY	ST	ZIP	BRANCH	HOME PHONE	MEMBER	E-MAIL ADDRESS
COL	Gary	Carlson	31556 Tres Lomas	Bulverde	TX	78163	USA	(210) 403-0488	Retired	hillcountrycarlsons@gmail.com
Col	Timothy	Conway	284 Brookhollow	New Braunfels	TX	78132	USMC	(830) 226-7482	Retired	conwaytcc@gmail.com
LT	Kristine	Dietrich	103 Oak Hill Dr	New Braunfels	TX	78132	USN	(210) 844-3744	Active Du	kristine.dietrich@att.net
LtCol	Robert	Eccleston	267 Nancy Dr	Canyon Lake	TX	78133	USAF	(210) 617-8805	Retired	eccleston.bob@gmail.com
LTC	Richard	Holzmann	10814 Antares Forest	San Antonio	TX	78239	USA	(210) 646-8493	Retired	raholzmann4445@sbcglobal.net
Mrs.	Rebecca	Hood	2614 Montebello	San Antonio	TX	78259	USA	(210) 410-3956	Surv Spo	chhoodmd@yahoo.com
LtCol	Lori	Largen	24616 Ripple Way	San Antonio	TX	78266	USAF	(210) 688-5123	Retired	lori.largen@verizon.net
Maj	Robert	Laroche	18 Sweetwood	San Antonio	TX	78254	USAF	(210) 670-5880	Retired	larochebob@sbcglobal.net
Maj	Keith	Nelson	1125 Vicki Lynn Dr	Schertz	TX	78154	USAF	(210) 658-6127	Former	beareken@swbell.net
COL	Joseph	Paulino	214 Roan Hunt	San Antonio	TX	78258	USA	(210) 998-0076	Retired	joseph.paulino44@gmail.com
MAJ	Walter	Prescher	230 W. Sunset Rd Apt 1417	San Antonio	TX	78209	USA	(210) 499-0781	Retired	wprescher@satx.rr.com
Col	James	Reed	23522 Enchanted View	San Antonio	TX	78260	USAF	(210) 248-9881	Active Du	jdmjreed@gmail.com
LTC	Larry	Ritter	244 Rosewood Dr	Lavernia	TX	78121	USA	(210) 885-6520	Retired	larryraynsatx@yahoo.com
LT	Halley	Simpson	8910 Cowsert Lane	San Antonio	TX	78266	USN	(210) 867-0750	Retired	winsamsa@aol.com