

MILITARY OFFICERS ASSOCIATION OF AMERICA

ALAMO CHAPTER

P.O. Box 340497, Ft Sam Houston, TX 78234
MINUTES OF BOARD MEETING – Wednesday 10 January 2018

The Meeting was called to order by Chapter President Kitty Meyers at 1:00pm. A quorum was present (min 50%) and acting throughout the meeting.

Attendees:

Board: Col Mac McDonald, Col Barbara Ramsey, Col Frank Rohrbough, LTC Bill Goforth, LTC Jim Finch, LtCol Ed Marvin

Staff: Col Vaughn Caudill, Col David Patrick, LtCol Kitty Meyers, Trish Meserve

Unable to attend:

Board: n/a

Staff: Col Peter Hunt, LTC Bob Blake, Maj Jim Cunningham, Lt Rebekah Emery

Invocation and Pledge of Allegiance led by Kitty Meyers

Secretary: Col David Patrick, USAF (Ret)

The minutes from 11 October 2017 were reviewed and will be filed as a matter of chapter record.

Election of Officers:

Kitty Meyers requested nominations for the Board Chair and Vice Chair per the recently approved by-laws changing to accommodate separation of Board and Chapter.

Ed Marvin moved to nominate Barbara Ramsey as Board Chair, seconded by Jim Finch. Motion was unanimously approved.

Mac nominated Ed Marvin as Vice Chair, seconded by Jim Finch. Motion was unanimously approved.

Chair conducted remainder of meeting.

Additions to the Agenda:

1) MOAA Natl Chapter & Council Impact – Ed Marvin

“State of the Chapter” Reports

VP Operations: Col Peter Hunt, USAF (Ret) – absent. No report.

Ed Marvin opined successor planning is paramount and noted that Peter Hunt is in effect the next in line for the Chapter presidency. Kitty advised the immediate plans were to fill all open positions on the Chapter Leadership team and backfill with “buddy’s whenever possible. As Chairman Barbara Ramsey will contact Jim Doty regarding his removal from the Board due to non participation.

VP Administration: Lt Rebekah Emery, USA (Frmr) – absent. No report.

VP Programs: Col David Patrick, USAF (Ret)

David Patrick reviewed upcoming events. Swearing in of new officers and the presenting of 2 awards will be done at January luncheon. Bill Goforth offered to take photos. February is a Munch & Learn Happy Hour type event to encourage working or active duty members. Bill Goforth will re-blast the invite to his contacts. The 6 email blasts for each event include a thank you to the

attendees with a link to a survey by survey monkey. The March scholarship luncheon will be on a Wednesday as Ft Sam Golf Club was already booked and will feature Al Flowers as speaker – the longest serving military officer – over 47 years! General Buchanan has just been invited as a speaker for April’s luncheon now that astronaut Charles Duke has had to decline. Trying to stay 4-6 mos out on the schedule. August’s luncheon will be a little different as the location will be RBFCU headquarters in their auditorium. Featured speaker will be Pete Van der Putte from Dixie Flag and RBFCU will also give a presentation as well as pick up the tab for the boxed lunches! There will not be a Christmas Party this year but a luncheon with a choir. Bill Goforth will coordinate with Alamo Heights HS on that. Ed Marvin suggested the successful southside state champions drill team (John Jay) at a luncheon. David reiterated that all Board and staff members should attend and support all events. Ft Sam Golf has increased its prices so luncheon will increase to \$22 pre-reg and \$24 at the door beginning in March.

VP Membership: Maj Jim Cunningham, USA (Ret) (absent)

The Membership Chart was reviewed and noted it was way below goal. David Patrick suggested adding prior year’s number to compare. Discussion followed on the help (if any) MOAA national provided chapters for recruitment or retention. Jim Cunningham’s plan is also to work the satellite chapter on the coast and in the valley.

Treasurer: Col Vaughn Caudill, USA (Ret)

Outreach Fund received over \$9,000 in donations. It was noted that those renewing for 3 years will not be getting a renewal and thereby solicitation for donation. A new strategy may be incorporated here. Ed Marvin reminded all that RMD’s can be transferred directly to charitable causes with out being taxed as income. Year to date Outreach account gained almost \$1,000 – to be taken into account when decided on scholarships for next year.

Inflows: Dues collected do not cover the operating expenses so non dues income is always necessary especially as the next 2 years of the 3 year renewals has already been spent in 2017. Had a deficit of \$3883 from income vs expenses and realistically sees deficit in 2018 being \$10 -11 thousand. Expenses are as lean as they can be and doesn’t include the possibility of having to pay rent or utilities in the future. Bill Goforth opined most organizations are experiencing similar issues. Vaughn says needs to be watched carefully. David Patrick commented that more paying members are needed. Jim Finch encouraged bequests to be solicited perhaps with a newsletter article or a legacy partner.

Three Year review shows lack of advertising severely impacted 2017 budget.

Need to come up with a strategy to raise funds e.g. Fund raising luncheon or event; chapter membership options for corporations.

Outreach Account (Scholarship):

INCOME	January	February	March	April	May	June	July	August	September	Oct	Nov	Dec	YTD	2017 Budget	Variance
Donations	2,100.00	1,380.00	1,910.00	370.00	50.00	290.00	250.00	605.00	690.00	400.00	175.00	1,190.00	9,410.00	\$ 7,000.00	2,410.00
Other													-		-
Golf Tournament													-		-
In		225.00			1,000.00	10,590.00	3,535.00	6,370.00	7,040.00	500.00			29,260.00		29,260.00
Out				1,000.00		10,590.00	3,535.00	6,370.00	14,990.23		1,000.00		16,990.23		16,990.23
Sub Total Golf	-	225.00	-	(1,000.00)	1,000.00	10,590.00	3,535.00	6,370.00	(7,950.23)	500.00	(1,000.00)		12,269.77	\$ 15,000.00	(2,730.23)
TOTAL INCOME	2,100.00	1,605.00	1,910.00	(630.00)	1,050.00	10,880.00	3,785.00	6,975.00	(7,260.23)	900.00	(825.00)	1,190.00	21,679.77	\$ 22,000.00	(320.23)
OUTFLOWS															
Charity															
Warrior & Family Support Ctr											5,308.00		5,308.00	\$ 7,500.00	(2,192.00)
MOAA Heritage					125.00								125.00	\$ 125.00	-
Undesignated Charities														\$ 100.00	(100.00)
501 C 3 Application						25.00						275.00	300.00	\$ 850.00	(550.00)
Total	-	-	-	-	125.00	25.00	-	-	-	-	5,583.00	-	5,733.00	\$ 8,575.00	(2,842.00)
Scholarships															
Col Torrey					500.00								500.00	\$ 500.00	-
Gen Herring (JROTC)						500.00							500.00	\$ 500.00	-
Col McCarthy (JROTC)				500.00									500.00	\$ 500.00	-
Chapter						500.00							500.00	\$ 500.00	-
ROTC Army			8,000.00	1,000.00		1,000.00							10,000.00	\$ 10,000.00	-
ROTC Air Force			2,000.00										2,000.00	\$ 2,000.00	-
ROTC Air Force (Col Ed & Ruby Marvin)			1,000.00										1,000.00	\$ 1,000.00	-
Total	-	-	11,000.00	1,500.00	500.00	2,000.00	-	-	-	-	-	-	15,000.00	\$ 15,000.00	-
TOTAL OUTFLOW	0.00	0.00	11,000.00	1,500.00	625.00	2,025.00	0.00	0.00	0.00	0.00	5,583.00	0.00	20,733.00	\$ 23,575.00	(2,842.00)
Decrease/Increase	2,100.00	1,605.00	(9,090.00)	(2,130.00)	425.00	8,855.00	3,785.00	6,975.00	(7,260.23)	900.00	(6,408.00)	1,190.00	946.77	\$ (1,575.00)	2,521.77

Operations Account (Inflow):

	January	February	March	April	May	June	July	August	September	Oct	Nov	Dec	YTD	2017 Budget	Variance
Membership Dues															
MOAA National		40.00			50.00								\$90.00	\$ 1,000	-\$910.00
New Aux	15.00					15.00		40.00	15.00				\$85.00	\$ -	\$85.00
New Retired		15.00		55.00	40.00						40.00		\$150.00	\$ -	\$150.00
New Active Duty									15.00				\$15.00	\$ -	\$15.00
New Former													\$0.00	\$ -	\$0.00
Renewal Aux	295.00	370.00	105.00		85.00	45.00	55.00		80.00	110.00		70.00	\$1,215.00	\$ 1,200	\$15.00
Renewal Retired	2,505.00	2,320.00	840.00	520.00	1,075.00	755.00	1,040.00	1,535.00	1,085.00	1,170.00	610.00	585.00	\$14,040.00	\$ 8,000	\$6,040.00
Renewal Active Duty	80.00	125.00	205.00	40.00		40.00	40.00		55.00	130.00	40.00	40.00	\$795.00	\$ 700	\$95.00
Renewal Former			15.00			15.00			95.00	95.00	15.00		\$235.00	\$ 150	\$85.00
Total	\$ 2,895.00	\$ 2,870.00	\$ 1,165.00	\$ 615.00	\$ 1,250.00	\$ 855.00	\$ 1,135.00	\$ 1,670.00	\$ 1,250.00	\$ 1,505.00	\$ 705.00	\$ 695.00	\$ 16,625.00	\$ 11,050	\$ 5,575.00
Non-Dues Revenue															
CFC													\$0.00	\$ -	\$0.00
Travel Rewards													\$0.00	\$ 500	-\$500.00
Golf Tournament								2,553.95		100.00			\$2,653.95	\$ 3,000	-\$346.05
Merchandise (Coins/Shirts)		5.00	20.00	10.00	15.00					20.00			\$70.00	\$ 750	-\$680.00
JROTC Medals (Garza)		916.39											\$916.39	\$ 1,000	-\$83.61
Advertising Lariat	275.00	5,675.00	100.00	385.00	1,785.00	2,170.00	60.00						\$10,450.00	\$ 20,000	-\$9,550.00
Corporate Partnership	200.00	200.00	100.00			100.00					200.00	100.00	\$900.00	\$ 1,000	-\$100.00
Donations to Chapter	1,070.00	675.00	550.00	120.00	1,066.00	45.00	1,140.00	390.00	50.00	25.00	120.00	230.00	\$5,481.00	\$ 6,000	-\$519.00
Donations to Outreach	1,380.00	1,910.00	370.00	50.00	290.00	250.00	605.00	690.00	400.00	175.00	1,190.00	1,915.00	\$9,225.00	\$ 7,000	\$2,225.00
Social Events	1,280.00	1,060.00	990.00	940.00	1,110.00	2,788.00	120.00	804.00	378.00	840.00	2,829.00	2,032.00	\$15,171.00	\$ 15,000	\$171.00
Total	\$ 4,205.00	\$ 10,441.39	\$ 2,130.00	\$ 1,505.00	\$ 4,266.00	\$ 5,353.00	\$ 1,925.00	\$ 1,884.00	\$ 3,381.95	\$ 1,160.00	\$ 4,339.00	\$ 4,277.00	\$ 44,867.34	\$ 54,250	-\$9,382.66
TOTAL INCOME	\$ 7,100.00	\$ 13,311.39	\$ 3,295.00	\$ 2,120.00	\$ 5,516.00	\$ 6,208.00	\$ 3,060.00	\$ 3,554.00	\$ 4,631.95	\$ 2,665.00	\$ 5,044.00	\$ 4,972.00	\$ 61,492.34	\$ 65,300	-\$3,807.66

Operations Account (Outflow):

Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	2017 Budget	Variance
Bank Charge/Int													-	\$ 100	100.00
Board & Staff Mtg													-	\$ -	-
Building Costs (rent)													-	\$ -	-
Copier Mntn Agreement				472.00									472.00	\$ 450	(22.00)
Square Service Fee	36.83	42.55	23.41	19.98	32.36	16.33	64.36	138.34	88.50	18.24	26.76	22.91	530.57	\$ 475	(55.57)
PayPal Service Fee	28.26	27.22	8.08	34.94	63.67	39.60	31.77	65.69	41.44	25.47	76.51	35.35	478.00	\$ 400	(78.00)
D&O Insurance									653.00				653.00	\$ 675	22.00
Dues & Subscription	536.00	75.00			553.60								1,164.60	\$ 1,300	135.40
GT Contractor Incentive								1,100.00					1,100.00	\$ 650	(450.00)
Independent Contr	767.00	1,534.00	1,534.00	1,534.00	1,534.00	1,534.00	1,534.00	1,534.00	1,534.00	1,534.00	1,534.00	2,801.00	18,908.00	\$ 18,408	(500.00)
Lariat Postage	215.00			1,000.00							1,000.00		2,215.00	\$ 2,500	285.00
Lariat Printing	449.05	443.67	445.02	597.22	439.24	434.70	1,443.30	428.13	449.10	447.75	457.66	455.10	6,489.94	\$ 7,500	1,010.06
Liability Insurance		425.00											425.00	\$ 500	75.00
Marketing	871.92												871.92	\$ -	(871.92)
Membership Recruiting													-	\$ 100	100.00
Merchandise (Coins/Shirts)													-	\$ 500	500.00
Miscellaneous													-	\$ 100	100.00
Office	169.58	496.47	39.99	337.87	30.50	617.02	13.50	527.86	48.00	264.20	334.40	619.03	3,498.42	\$ 2,500	(998.42)
Personal Affairs													-	\$ -	-
Postage & Delivery		246.75			246.75	(80.40)	246.75		246.75	498.40			1,405.00	\$ 2,000	595.00
ROTC				269.48									269.48	\$ 400	130.52
JROTC Medals	916.39												916.39	\$ 1,000	83.61
Satellite Chapters													-	\$ 600	600.00
Social Events	1,066.32	1,054.98	1,214.40	840.95	912.60	3,147.92	-	873.24	286.00	52.00	1,509.15	3,646.62	14,604.18	\$ 15,000	395.82
Solitaires											62.45		62.45	\$ 100	37.55
Special Activities											135.83		135.83	\$ 600	464.17
Telephone	136.32	138.21	141.81	136.48	136.48	135.32	171.23	153.35		310.82	149.68	156.24	1,765.94	\$ 1,900	134.06
Trans To Outreach	2,100.00	1,380.00	1,910.00	370.00	50.00	290.00	250.00	605.00	690.00	400.00	175.00	1,190.00	9,410.00	\$ 7,000	(2,410.00)
Volunteer Recogn													-	\$ 100	100.00
TOTAL OUTFLOWS	7,292.67	5,863.85	5,316.71	5,612.92	3,999.20	6,134.49	3,754.91	4,325.61	5,136.79	3,550.88	5,461.44	8,926.25	65,375.72	\$ 64,858	(517.72)
Surplus/(Deficit)	(192.67)	7,447.54	(2,021.71)	(3,492.92)	1,516.80	73.51	(694.91)	(771.61)	(504.84)	(885.88)	(417.44)	(3,954.25)	(3,883.38)	442.00	(4,325.38)

Reserves:

Outreach	Jan	Feb	March	April	May	June	July	Aug	Sep	Oct	Nov	Dec			
RBFUCU															
Savings	\$ 7.90	\$ 7.90	\$ 7.90	\$ 7.90	\$ 7.90	\$ 7.90	\$ 7.90	\$ 7.90	\$ 7.90	\$ 7.90	\$ 7.90	\$ 7.90	\$ 7.90	\$ 7.90	\$ 7.90
Money Market	\$ 16,078.43	\$ 17,463.59	\$ 6,378.31	\$ 5,380.19	\$ 5,430.19	\$ 4,723.59	\$ 4,975.23	\$ 5,582.06	\$ 6,273.98	\$ 11,984.53	\$ 12,163.51	\$ 13,357.97	\$ 12,163.51	\$ 13,357.97	\$ 13,357.97
Checking	\$ 9.04	\$ 9.04	\$ 2,009.15	\$ 1,879.23	\$ 1,379.23	\$ 379.35	\$ 379.37	\$ 379.39	\$ 379.41	\$ 379.48	\$ 379.50	\$ 379.52	\$ 379.50	\$ 379.52	\$ 379.52
Certificates	\$ 9,623.00	\$ 9,631.77	\$ 9,641.48	\$ 9,650.89	\$ 9,650.89	\$ 9,670.05	\$ 9,679.80	\$ 9,689.56	\$ 9,699.02	\$ 9,708.81	\$ 9,718.29	\$ 9,718.29	\$ 9,718.29	\$ 9,718.29	\$ 9,718.29
Total	\$ 25,718.37	\$ 27,112.30	\$ 18,036.84	\$ 16,918.21	\$ 16,468.21	\$ 14,780.89	\$ 15,042.30	\$ 15,658.91	\$ 16,360.31	\$ 22,080.72	\$ 22,269.20	\$ 23,463.68	\$ 22,269.20	\$ 23,463.68	\$ 23,463.68
Chapter Operations															
Broadway	\$ 34,566.73	\$ 42,399.27	\$ 40,057.56	\$ 36,939.59	\$ 40,404.75	\$ 51,677.87	\$ 51,730.04	\$ 57,328.43	\$ 46,319.41	\$ 35,167.53	\$ 33,475.09	\$ 33,475.09	\$ 33,475.09	\$ 33,475.09	\$ 33,475.09
USAA	\$ 16,169.15	\$ 16,180.27	\$ 16,180.27	\$ 16,201.46	\$ 16,212.22	\$ 16,223.40	\$ 16,223.40	\$ 16,245.37	\$ 16,245.37	\$ 16,267.37	\$ 16,267.37	\$ 16,267.37	\$ 16,267.37	\$ 16,267.37	\$ 16,267.37
Total	\$ 50,735.88	\$ 58,579.54	\$ 56,237.83	\$ 53,141.05	\$ 56,616.97	\$ 67,901.27	\$ 67,953.44	\$ 73,573.80	\$ 62,564.78	\$ 51,434.90	\$ 49,742.46	\$ 49,742.46	\$ 49,742.46	\$ 49,742.46	\$ 49,742.46
Social Events															
Income	\$ 1,280.00	\$ 1,060.00	\$ 990.00	\$ 940.00	\$ 1,110.00	\$ 2,788.00	\$ 0.00	\$ 924.00	\$ 338.00	\$ 902.00	\$ 1,775.00	\$ 2,884.00	\$ 14,991.00	\$ 14,991.00	\$ 14,991.00
Outgo	\$ 1,066.32	\$ 1,054.98	\$ 1,214.40	\$ 840.95	\$ 912.60	\$ 3,147.92	\$ 0.00	\$ 873.24	\$ 338.00	\$ 940.00	\$ 1,509.15	\$ 2,706.62	\$ 14,604.18	\$ 14,604.18	\$ 14,604.18
Variance	\$ 213.68	\$ 5.02	-\$ 224.40	\$ 99.05	\$ 197.40	-\$ 359.92	\$ 0.00	\$ 50.76	\$ 0.00	-\$ 38.00	\$ 265.85	\$ 177.38	\$ 386.82	\$ 386.82	\$ 386.82

3 Year Comparison – Dec YTD

Outreach Account (Scholarship):

INCOME	2017	2016	2015
Donations	\$ 9,410.00	\$ 7,443.00	\$ 8,125.00
Other	\$ -	\$ -	\$ -
Golf Tournament			
In	\$29,260.00	\$ 27,391.00	\$ 30,437.00
Out	\$16,990.23	\$ 13,856.70	\$ 13,590.75
Sub Total Golf	\$12,269.77	\$ 13,534.30	\$ 16,846.25
TOTAL INCOME	\$21,679.77	\$ 20,977.30	\$ 24,971.25
OUTFLOWS			
Charity			
Wounded Warrior	\$ 5,308.00	\$ 8,550.00	\$ 10,625.00
MOAA Military Family Initiative	\$ 125.00	\$ 125.00	\$ -
Undesignated Charities		\$ 100.00	\$ 100.00
501 C3 Application	\$ 300.00		
Total	\$ 5,733.00	\$ 8,775.00	\$ 10,725.00
Scholarships			
Torrey	\$ 500.00	\$ 2,500.00	\$ 2,500.00
Gen Herring (JROTC #1)	\$ 500.00	\$ 500.00	\$ 2,500.00
McCarthy (JROTC #2)	\$ 500.00	\$ 500.00	\$ 2,500.00
Chapter	\$ 500.00	\$ 500.00	\$ 2,500.00
ROTC Army	\$10,000.00	\$ 9,000.00	\$ 1,000.00
ROTC Air Force (Marvin)	\$ 1,000.00	\$ 1,000.00	\$ 2,500.00
ROTC Air Force	\$ 2,000.00	\$ 1,000.00	\$ 500.00
Total	\$15,000.00	\$ 15,000.00	\$ 14,000.00
TOTAL OUTFLOW	\$20,733.00	\$ 23,775.00	\$ 24,725.00
Decrease/Increase	\$ 946.77	\$ (2,797.70)	\$ 246.25

Operations Account (Inflow):

Category	2017	2016	2015
Membership Dues			
MOAA National	\$ 90.00	\$ 530.00	\$ 5,065.00
New Aux	\$ 85.00	\$ 15.00	\$ 30.00
New Retired	\$ 150.00	\$ 70.00	\$ 45.00
New Active Duty	\$ 15.00	\$ 15.00	\$ -
New Former	\$ -	\$ 25.00	\$ -
Renewal Aux	\$ 1,215.00	\$ 1,060.00	\$ 1,955.00
Renewal Retired	\$14,040.00	\$ 10,795.00	\$ 8,745.00
Renewal Active Duty	\$ 795.00	\$ 505.00	\$ 695.00
Renewal Former	\$ 235.00	\$ 145.00	\$ 115.00
Total	\$16,625.00	\$ 13,160.00	\$ 16,650.00
Non-Dues Revenue			
Interest			
Trip Rewards	\$ -	\$ 373.80	\$ 87.17
Merchandise	\$ 70.00	\$ 185.00	\$ 133.00
JROTC Medals (Garza)	\$ 916.39	\$ -	\$ -
Advertising Lariat	\$10,450.00	\$ 18,985.00	\$21,220.00
Corporate Partnership	\$ 900.00	\$ 800.00	\$ 1,200.00
Donations to Chapter	\$ 5,481.00	\$ 6,315.00	\$ 5,023.00
Donations to Outreach	\$ 9,225.00	\$ 7,608.00	\$ 9,775.00
Golf Tournament	\$ 2,653.95	\$ 1,353.42	\$ 1,684.63
Social Events	\$15,171.00	\$ 14,450.81	\$14,168.16
Total	\$44,867.34	\$ 50,071.03	\$53,290.96
TOTAL INCOME	\$61,492.34	\$ 63,231.03	\$ 69,940.96

Operations Account (Outflow):

Category	2017	2016	2015
Bank Charge/Int	\$ -	\$ 56.80	\$ 0.26
Copier Mntn Agreement	\$ 472.00	\$ 429.00	\$ 390.00
Credit Card Fee Square	\$ 530.57	\$ 479.42	\$ 352.03
Credit Card Fee PayPal	\$ 478.00	\$ 350.90	\$ 386.18
D&O Insurance	\$ 653.00	\$ 667.00	\$ 618.00
Dues & Subscription	\$ 1,164.60	\$ 1,196.20	\$ 1,342.40
GT Contractor Incentive	\$ 1,100.00	\$ 650.00	\$ 500.00
Independent Contr	\$ 18,908.00	\$ 14,724.96	\$ 14,204.32
Lariat Postage	\$ 2,215.00	\$ 2,225.00	\$ 2,000.00
Lariat Printing	\$ 6,489.94	\$ 7,136.03	\$ 7,427.87
Liability Insurance	\$ 425.00	\$ 425.00	\$ 425.00
Marketing	\$ 871.92	\$ -	\$ -
Membership Recruiting	\$ -	\$ 125.00	\$ 37.00
Miscellaneous	\$ -	\$ -	\$ 1,091.55
Office	\$ 3,498.42	\$ 2,750.42	\$ 2,436.40
Personal Affairs	\$ -		\$ -
Postage & Delivery	\$ 1,405.00	\$ 1,937.50	\$ 1,727.10
ROTC	\$ 269.48	\$ 399.36	\$ 332.85
ROTC JR Medals	\$ 916.39	\$ -	\$ -
Satellite Chapters	\$ -	\$ -	\$ -
Social Events	\$ 14,604.18	\$ 15,531.49	\$ 14,930.16
Solitaires	\$ 62.45	\$ 52.35	\$ 65.45
Special Activities	\$ 135.83	\$ 500.00	\$ 1,200.00
Telephone	\$ 1,765.94	\$ 1,741.49	\$ 1,717.45
Trans To Outreach	\$ 9,410.00	\$ 7,443.00	\$ 8,125.00
Volunteer Recogn	\$ -		
TOTAL OUTFLOWS	\$65,375.72	\$58,820.92	\$59,309.02

President: LtCol Kitty Meyers - New Advertising Coordinator is now on board to increase the bottom line. Attached in Board packet is the media guide – encouraged all attendees to pass on contact info for potential advertisers or Corporate Partners..

MOAA National Updates: Barbara Ramsey – MOAA’s 2018 legislative goals are in Military Officer magazine (and the February Lariat. Discussions continuing on whether TriCare and VA Choice may be merged. The Secretary of the VA is asking for a budget adjustment to solve healthcare claims issues. The Military Blended Retirement System (BRS) training is being conducted to the military, currently serving military are being counseled about their options for the type of retirement options based on their years of service. Encouraged all to submit applications for MOAA Board vacancies coming up in October – deadline is March 31.

Discussions & Review:

a) Budget Approval

Budgeted for a \$12,000 deficit this year but with new Advertising Coordinator and early start on Golf Tournament expectations are good. Ed Marvin made motion to accept budget as planned, seconded by Jim Finch. Board voted unanimously to approved 2018 budget. See Appendix A.

b) Strategic Plan Update/Scorecard Review:

David Patrick reviewed the Scorecard for 2018. (See Appendix B).

c) Board Meeting Dates:

April TBD – 11th or 12th afternoon or evening meeting, perhaps in restaurant

Additions to Agenda:

1) Chapter & Council Impacts MOAA National

Alamo chapter is recognized all over the country and monies received from MOAA national dropping dramatically from 5065 in 2015 to 90 in 2017. Board should engage TCC and make MOAA national fully aware of the impact its decisions has on chapters – regional meeting formats as well as monetarily.

Meeting adjourned at 3:21pm.

NEXT BOARD MEETING – April TBD



Col David Patrick USAF (Ret) Secretary

**Appendix A
2018 Budget**

Outreach:

<u>INCOME</u>	2018 Budget
Donations	\$ 8,000
Other	
Golf Tournament	
In	
Out	
Sub Total Golf	\$ 15,000
TOTAL INCOME	\$ 23,000
<hr/>	
<u>OUTFLOWS</u>	
Charity	
Warrior & Family Support Ctr	\$ 7,500
MOAA Military Family Initiative	\$ 125
Undesignated Charities	\$ 100
501 (c)3 Application	\$ -
Total	\$ 7,725
<hr/>	
Scholarships	
Col Torrey	\$ 500
Gen Herring (JROTC)	\$ 500
Col McCarthy (JROTC)	\$ 500
MAJ Jim & Cheryl Cunningham (Chapter)	\$ 500
ROTC Army	\$ 10,000
ROTC Air Force	\$ 2,000
ROTC Air Force (Col Ed & Ruby Marvin)	\$ 1,000
Total	<u>\$ 15,000</u>
TOTAL OUTFLOW	\$ 22,725
Decrease/Increase	\$ 275

Inflows:

<u>Budget</u>	<u>2018</u>
Membership Dues	
MOAA National	\$ 500
New Surviving Spouse	\$ -
New Retired	\$ -
New Active Duty	\$ -
New Former	\$ -
Renewal Surviving Spouses	\$ 900
Renewal Retired	\$ 5,000
Renewal Active Duty	\$ 650
Renewal Former	\$ 200
Total	\$ 7,250
Non-Dues Revenue	
CFC	\$ -
Trip Reimbursements	\$ -
Golf Tournament	\$ 3,000
ROTC Medals (Garza)	\$ 1,000
Advertising Lariat	\$ 12,000
Corporate Partnership	\$ 1,000
Donations to Chapter	\$ 6,000
Donations to Outreach	\$ 8,000
Social Events	\$ 15,000
Total	\$ 46,000
TOTAL INCOME	\$ 53,250

Outflows:

<u>Category</u>	<u>2018</u>
Bank Charge/Int	\$ 50
Board & Staff Mtg	\$ -
Building Costs (rent)	\$ -
Copier Mntn Agreement	\$ 475
Square Service Fee	\$ 575
PayPal Service Fee	\$ 475
D&O Insurance	\$ 675
Dues & Subscription	\$ 1,200
Golf Tournament Admin	\$ 650
Independent Contr	\$ 19,460
Lariat Postage	\$ 2,500
Lariat Printing	\$ 7,000
Liability Insurance	\$ 450
Marketing	\$ 300
Membership Recruiting	\$ -
Merchandise (Coins, Shirts)	\$ -
Miscellaneous	\$ -
Office Supplies/Wbsite	\$ 3,200
Personal Affairs	\$ -
Postage Stamps	\$ 1,500
ROTC	\$ 300
ROTC Medals	\$ 1,000
Satellite Chapters	\$ 600
Social Events	\$ 15,000
Solitaires	\$ 75
Special Activities	\$ 600
Telephone	\$ 1,800
Trans To Outreach	\$ 7,000
Volunteer Recogn	\$ 100
TOTAL OUTFLOWS	\$ 64,985
	\$ (11,735)

**Appendix B
Strategic Plan Scorecard**

PRIORITY 1: Sustain Strong & Influential Legislative Efforts/Programs

Goal: Visit with every constituent legislator at least annually.

Action Items/Steps	Point Person(s)	Status
1.1 Legislative outreach teams continue to make visits to legislators; and invite legislators to our chapter functions. Visit reports to be included in The Lariat.	Robert Blake & Ed Marvin	.
1.2 Educate membership on how to advocate using Endeavor/CapWhiz.		

PRIORITY 2: Increase and Retain Membership

Goal: By Dec 31, 2018 grow Chapter membership to 1700.

Action Items/Steps	Point Person(s)	Status
2.1 Focus on “catchment area” targeted recruiting: <ul style="list-style-type: none"> • Use the MOAA ZIP code alignment list to target high military populated areas (Corpus, Del Rio & the Valley.) • Where feasible, visit these areas with goal of getting them to start new MOAA Chapter. 	Cunningham & Staff	
2.2 Include as a discussion topic at each staff meeting to study and recommend action steps on “how to get more chapter members involved”.	Meyers & Marvin	
2.3 Pursue automatic free membership for new residents at Blue Skies and ARC.	Cunningham & Patrick	
2.4 Fill staff vacancies, i.e., Secretary, President Elect, and a “Buddy” for each position.	Meyers & staff	
2.5 Create social media presence with Twitter and/or Facebook.	Poole	

PRIORITY 3: Conduct Top Quality Monthly Programs/Events

Goal: Events, overall, will be in the “black” with a focus on generating revenue; increase attendance to at least 100+ attendees/event.

Action Items/Steps	Point Person(s)	Status
3.1 Lock in all events with presenters at least 6-months in advance (ideally have an annual program calendar ready by Jan 1 of each year).	Patrick	
3.3 Administer a survey to all members asking for input and feedback on types, caliber, etc. of programs & events – sent to all attendees immediately following an event.	Patrick	

PRIORITY 4: Sustain Positive Financial Position

Goal: Sustain a budget and financials so expenses do not exceed income at the end of the year.

Action Items/Steps	Point Person(s)	Status
4.1 Establish Chapter Scholarships Outreach Foundation as a 501(c)(3); get “MOAA-Alamo Chapter” on approved Combined Federal Campaign agency list for donations and The Big Give and Giving Tuesday.	Jim Cunningham	Submitted to IRS Dec 2017.
4.2 Meet or exceed the Non- Dues Revenue budget of \$46,000. <ul style="list-style-type: none"> • Push <i>Lariat</i> advertising • Give PC Creative Services (<i>Lariat</i> printer & mailer agency) free ad space if they give a printing discount. 	Paredes	.
4.3 Solicit more corporate partners. <ul style="list-style-type: none"> • Use C of C mail lists. • Make “honorary” members. • Create, develop and implement advertising strategy to assist bottom line and membership. • Solicit partners to sponsor an event, lunch table, etc. • Encourage partners to exhibit at lunches, etc. 	Cunningham & Paredes Meyers & Poole	.
4.4 Evaluate the need for a dues increase in 2019.	Meyers & Staff	