

MILITARY OFFICERS ASSOCIATION OF AMERICA

ALAMO CHAPTER

P.O. Box 340497, Ft Sam Houston, TX 78234

MINUTES OF BOARD MEETING - Wednesday, 10 April 2013

The Meeting was called to order by President Jim Cunningham at 10:00 hrs. A quorum was present and acting throughout the meeting.

Attendees: COL Vaughn Caudill, Col Mac McDonald, Col David Patrick, Col Frank Rohrbough, LTC Jim Finch, LTC Randy Hoff, LtCol Ed Marvin, LTC Chaplain James Taylor, MAJ Jim Cunningham, Susie Tolman and Trish Meserve.

Unable to attend: Col Lisa Skopal, LTC Bill Goforth, LTC John Gibbs, LTC Jim Webb.

Invocation given by Chaplain Taylor and Pledge of Allegiance led by Jim Cunningham.

Secretary: Col David Patrick

Minutes from 15 January 2013 were accepted as modified and will be filed as a matter of chapter record.

Exec VP: LTC Bill Goforth

Absent. Plans to produce membership survey are underway.

VP Administration: LTC Jim Webb

Absent. Jim Cunningham advised the JROTC program has gained about 10 additional high schools for the award presentations. Schedule is being regularly sent out for those to volunteer as presenters. He and Jim Webb recently met with the 5th Army ROTC Brigade with the aim of becoming more involved in their JROTC activities.

VP Programs: (Open)

New VP Programs, LTC Jerry Gonzales, now has full time employment. Speaker for April will be from the Freedom House, a care and research center for Dementia and Alzheimer's. May 16 is the Scholarship luncheon likely MG Chuck Rodriguez from Texas A&M San Antonio. Together with St Mary's he is heavily involved with ROTC. June 27th is the 2nd Cruising Into The Summer Celebration – a popular event last year. August 22 meeting will be at the ARC. September 13 is the Golf Tournament at River Crossing in Spring Branch. Sept 19 is a luncheon at Ft Sam Golf Club with hopefully Sheriff Pamerleau. This year's Christmas Dinner Dance will be at the Ft Sam Golf Club – more centrally located. Ed Marvin advised the Parr Club is needing more business. Jim Cunningham to look at holding Oktoberfest there.

VP Membership: LTC Randy Hoff

Membership chart displays the typical negative dip in the non renewals for January. Typically pick up more members towards the end of the year with Job Fairs and Retiree Days. Give Me Ten Program is over, resulting in the Alamo Chapter being 4th in the nation for recruits, and 1st in Texas for which the chapter received \$1,000 from MOAA national. A new recruiting program is underway, basic involves limited benefits and an email newsletter, but for each one signed up the chapter received \$10. It will take time to see the benefits of the new program. Ed Marvin to take the chapter's comments and issues to the Chapter & Council Affairs meeting in Washington next week. Obtaining more emails would be the key. Jim Cunningham advised the Army Retiree Council recommended the newsletter Army Echo find contact DFAS for all the military member email addresses.

Current list of viable email addresses received from MOAA national was 192, and a welcome to the chapter letter has been emailed. Those declining the offer of local chapter membership will

not be added to the membership roster. Jim spoke with Barry Wright re the low number of email addresses and was told by the legal department that national members have to “opt in” if they want their email address disclosed. Many feel this is contrary to most marketing operations. MOAA national should also emphasize the receipt of local information rather than recruitment if one opts in.

Appreciation goes to Frank Rohrbough for recruiting members of the classes he hosts 3-4 times a year. The chapter Recruitment team has quietly grown and along with Randy Hoff now consists of Frank Rohrbough, Mac McDonald, David Padden, and David Patrick. Membership is gaining interest by Active Duty personnel now that sequestration is affecting them personally. The Alamo Chapter remains #1 in Texas for recruitment and #4 in the nation.

Treasurer: Col Vaughn Caudill

Reviewed 1st quarter financials. Doing better on membership income from National than from local members! Planning on including an envelope and for donations in the Membership Directory (July Lariat). It was suggested Board members would find it useful to compare current and 3 year’s prior financials. The chapter is now a member of the Greater San Antonio Chamber of Commerce which will bring benefits in marketing and PR. Chapter is participating in the Military Affairs Committee and Got Your Six week along with Alliance for Veterans & Family. 2012 Form 990 has been mailed to the IRS.

Outreach Account (Scholarship):

<u>INCOME</u>	<u>January</u>	<u>February</u>	<u>March</u>	<u>YTD</u>	<u>2013 Budget</u>	<u>Variance</u>
Donations	-	2,413.72	-	2,413.72	\$ 6,000.00	(3,586.28)
Other		1,000.00		1,000.00		1,000.00
Golf Tournament						-
In				-	\$ 13,000.00	(13,000.00)
Out			600.00	600.00	\$ 4,000.00	(3,400.00)
Sub Total Golf	-	-	(600.00)	(600.00)	\$ 9,000.00	(9,600.00)
TOTAL INCOME	-	3,413.72	(600.00)	2,813.72	\$ 15,000.00	(12,186.28)
OUTFLOWS						
Charity						
Wounded Warrior				-	\$ 4,150.00	(4,150.00)
Red Cross				-	\$ 500.00	(500.00)
Undesignated Charities				-	\$ 100.00	(100.00)
Total	-	-	-	-	\$ 4,750.00	(4,750.00)
Scholarships						
Torrey 1K					\$ 2,000.00	(2,000.00)
Torrey 2K					\$ 2,000.00	(2,000.00)
Gen Herring (JROTC #1)					\$ 2,000.00	(2,000.00)
McCarthy (JROTC #2)					\$ 2,000.00	(2,000.00)
Marvin (Chapter)					\$ 2,000.00	(2,000.00)
Total	-	-	-	-	\$ 10,000.00	(10,000.00)
TOTAL OUTFLOW	0.00	0.00	0.00	0.00	\$ 14,750.00	(14,750.00)
Decrease/Increase	-	3,413.72	(600.00)	2,813.72	\$ 250.00	2,563.72

Operations Account (Income):

	January	February	March	YTD	2013 Budget	Variance
Membership Dues						
MOAA National	3,180.00			\$3,180.00	\$ 1,500	\$1,680.00
New Aux				\$0.00	\$ 30	-\$30.00
New Retired		23.97	-	\$23.97	\$ 60	-\$36.03
New Active Duty			25.00	\$25.00	\$ -	\$25.00
New Former			-	\$0.00	\$ 30	-\$30.00
Renewal Aux	524.32	554.21	85.00	\$1,163.53	\$ 1,400	-\$236.47
Renewal Retired	3,602.64	1,284.45	195.00	\$5,082.09	\$ 7,500	-\$2,417.91
Renewal Active Duty	201.91		40.00	\$241.91	\$ 500	-\$258.09
Total	\$ 7,508.87	\$ 1,862.63	\$345.00	\$9,716.50	\$ 11,020	-\$1,303.50
Non-Dues Revenue						
Interest				\$0.00	\$ -	\$0.00
Shirt Sales				\$0.00	\$ -	\$0.00
Merchandise				\$0.00	\$ -	\$0.00
Advertising/Lariat		4,800.00		\$4,800.00	\$ 17,000	-\$12,200.00
Corporate Partnership	100.00	96.35	100.00	\$296.35	\$ 1,500	-\$1,203.65
Donations to Chapter	1,090.85	1,146.70	725.00	\$2,962.55	\$ 3,000	-\$37.45
Donations to Outreach	2,340.47	2,284.50	1,295.00	\$5,919.97	\$ 6,000	-\$80.03
Social Events	759.15	1,188.52	720.00	\$2,667.67	\$ 12,500	-\$9,832.33
Total	\$ 4,290.47	\$ 9,516.07	\$ 2,840.00	\$16,646.54	\$ 40,000	-\$23,353.46
TOTAL INCOME	\$11,799.34	\$11,378.70	\$3,185.00	\$26,363.04	\$ 51,020	-\$24,656.96

Operations Account (Outflow):

Category	January	February	March	YTD	2013 Budget	Variance
Bank Charge/Int	184.97			184.97	\$ 50	(134.97)
Board & Staff Mtg		39.74		39.74	\$ -	(39.74)
Credit Card Losses Square	28.66	26.33		54.99	\$ -	(54.99)
Credit Card Losses PayPal	-	11.88		11.88	\$ -	(11.88)
D&O Insurance				-	\$ 500	500.00
Dues & Subscription	450.00	50.00	25.00	525.00	\$ 1,250	725.00
Focus/Advisory Groups				-	\$ 50	50.00
Independent Contr	1,112.50	1,125.00	1,125.00	3,362.50	\$ 13,500	10,137.50
Lariat Postage	190.00	1,000.00		1,190.00	\$ 3,000	1,810.00
Lariat Printing	592.85	616.54	747.91	1,957.30	\$ 8,200	6,242.70
Liability Insurance		425.00		425.00	\$ 450	25.00
Marketing				-	\$ 100	100.00
Membership Recruiting		25.00	25.00	50.00	\$ 300	250.00
Miscellaneous				-	\$ 50	50.00
Office	383.50	131.11	(87.26)	427.35	\$ 2,300	1,872.65
PayPal/Square Charges			12.31			
Personal Affairs				-	\$ -	-
Postage & Delivery		180.00	93.75	273.75	\$ 1,250	976.25
ROTC				-	\$ 200	200.00
Social Events	748.00	795.00	781.80	2,324.80	\$ 12,500	10,175.20
Solitaires				-	\$ 125	125.00
Special Activities				-	\$ 600	600.00
Telephone	257.15	134.24	134.24	525.63	\$ 1,400	874.37
Trans To Outreach		3,413.72		3,413.72	\$ 6,000	2,586.28
Volunteer Recogn				-	\$ 100	100.00
TOTAL OUTFLOWS	3,947.63	7,973.56	2,857.75	14,778.94	\$ 51,925	37,146.06
Surplus/(Deficit)	7,851.71	3,405.14	327.25	11,584.10	(905.00)	12,489.10

Reserves:

RESERVE BALANCES	31-Jan-13	28-Feb-13	31-Mar-13
Outreach			
RBFCU			
Savings	\$306.17	\$ 306.17	\$ 306.17
Money Market	\$14,728.23	\$18,731.98	\$18,735.67
Checking	\$800.20	\$ 213.92	\$ 213.92
Certificates	<u>\$9,243.21</u>	<u>\$ 9,249.63</u>	<u>\$ 9,256.09</u>
Total	\$25,077.81	\$28,501.70	\$28,511.85
Chapter Operations			
Broadway	\$18,558.10	\$21,684.54	\$21,411.79
USAA	<u>15,686.29</u>	<u>\$15,686.29</u>	<u>\$15,725.33</u>
Total	\$34,244.39	\$37,370.83	\$37,137.12

Exec VP Operations: Bill Goforth

Absent. Jim advised Bill is working on the chapter survey.

President: Jim Cunningham

Has been lobbying the state legislature on behalf of Texas Coalition of Veterans Organizations and MOAA-AC. There are currently 80 bills being considered that pertain to Veterans, including property tax waiver for surviving spouses, veteran owned minority businesses, amount of property tax exemption for disabled veterans, the Hazelwood act, veterans lottery fund. Full details can be found on the chapter website under the legislative tab. Texas is one of the most veteran friendly states and is the only one with a Veterans Commission. Jim will be in Washington from 17th-27th participating in the Retiree Council meeting.

National MOAA Updates

MOAA Board Member: Ed Marvin

Advised that the chapter and Council Affairs committee at the national level is working hard to increase chapter membership. Over the last several years the membership at the national level has been growing nicely, however the chapter level membership has been eroding. In fact the national growth is increasing at a 10:1 ration over the chapter level. Given this data national is working very hard to do all they can to improve chapter membership which would include the new membership model of basic premium and life membership and also the recruiting plan for 2013. Further advised he would be participating in Storming The Hill program again this year. The basic objective this year is to debunk the myth that the communications coming from the department of Defense are not completely candid. We need to make sure the people's representatives understand what the situation really is. It is further noted that there is a pilot program that is being worked on that would allow the national MOAA people to help more in the problems that the VA is having so far as processing claims.

Discussions & Review:

a) Strategic Plan Update:

David Patrick briefly reviewed the latest updates to the Plan's action items.

Priority 1: Jim Finch will approach Col Campbell regarding the setting up of a recruitment table in SAMMC Cafeteria. Frank Rohrbough suggested encouraging the unit commanders to publicly support membership in MOAA.

Priority 2: Little progress made due to lack of volunteer staff.

Priority 3: Replacement for Mavis has not yet been found.

Priority 4: Monthly meetings have been established with AUSA and AFA. Chapter is helping to support a panel of Vietnam veterans in conjunction with St Mary's ROTC. Anyone interesting in attending to contact Jim. Chapter has joined the Greater Chamber of Commerce.

Priority 5: Need more advertising to meet the budget.

- b) **Golf Tournament:** Committee led by Frank Rohrbough is making major changes to expand the tournament with a view to greatly increase the amount donated. Ron Inselmann has been hired as a tournament coordinator for \$600. He has located a sponsor to pay for the box lunches, and also has Harley Davidson as a sponsor. Flyer needs to be finalized and permission has been obtained to use the Warrior & Family Support Center's logo. Golf meeting to follow the Board meeting. Split may be reduced from 50/50 to enhance the marketing. Mac McDonald proposed the new split be 70/30 WFSC/Scholarship Fund, seconded by Susie Tolman. Approved.
- c) **Other:** Both Jim Finch and Vaughn Caudill have been interviewed through a Judson School project and their interviews are now located in the Library of Congress. Need suggestions for Board members and staff members as part of the succession planning.

Meeting adjourned at 12:09pm.

NEXT BOARD MEETING – 14 August 2013 at the Chapter office at 10:00am.



Col David Patrick USAF (Ret) Secretary