

MILITARY OFFICERS ASSOCIATION OF AMERICA

ALAMO CHAPTER

P.O. Box 340497, Ft Sam Houston, TX 78234
MINUTES OF BOARD MEETING – Wednesday 12 August, 2015

The Meeting was called to order by President Jim Cunningham at 10:00 hrs. A quorum was present (min 50%) and acting throughout the meeting.

Attendees: BG Jim Doty, Col Mac McDonald, Col David Patrick, COL Barbara Ramsey, LTC Jim Finch, LTC Randy Hoff, LtCol Ed Marvin, LTC (Chap) James Taylor, MAJ Jim Cunningham, Susie Tolman and Trish Meserve.

Unable to attend: MG Charles Honore, COL Vaughn Caudill, CAPT Bill Knehans, Col Frank Rohrbough, LTC John Gibbs, LTC Bill Goforth, LTC Jim Webb.

Invocation by Chaplain Taylor, and Pledge of Allegiance by Jim Cunningham.

Additions to the Agenda: None

Secretary: Col David Patrick

The Minutes from 9 April 2015 were reviewed and will be filed as a matter of chapter record.

VP Administration: LTC Jim Webb

Absent. Per Jim Cunningham Peter Hunt & Jim Webb have successfully completed another JROTC and ROTC awards season with 120+ high schools and 5 ROTC university units. Work begins now on seeking out any additional units not in our database and interfacing with the Senior Instructors and having them identify scholarship candidates based on need. The Scholarship Committee will be guided by their recommendations. Instructors are being advised on both the chapter and MOAA national scholarships.

VP Programs: (Open)

Dinner Dance at Petroleum Club was again very successful. Chapter is breaking even on the social events. Upcoming events include luncheon at ARC on Aug 27, Golf Tournament at River Crossing Golf Club on Sept 11, Oktoberfest Oct 23, Annual Business Meeting & luncheon Nov 19 and Christmas Part at Ft Sam Golf Club on Dec 4. Future speakers could include the new 3 star IMCOM commander, or David Petersen.

VP Membership: LTC Randy Hoff

Reviewed Membership chart (320 Active Duty, 187 Auxiliary, 32 Former, 815 Retired totaling 1354). Approx 274 are awaiting processing. Recruiting venues continue to shrink, Extravaganza is now quarterly. Retiree Appreciation Day scheduled for Oct 3, Red White & You Job Fair Nov 12. Thanked Dave Padden and Mac McDonald for their assistance at recruiting events. Nationally Alamo Chapter is still 3rd overall in recruitment numbers.

Treasurer: Col Vaughn Caudill

Absent. Financials from Q2 2015 and the 3 Year July YTD Comparison were reviewed. The generosity of chapter members is amazing with a great response from the July solicitation for Operating Account funds. Solicitations sent three times a year, the next being in December. The new Advertising Coordinator is doing a great job regarding retention of existing advertising and approaching potential new ones.

Outreach Account (Scholarship):

INCOME	January	February	March	April	May	June	July	August	September	Oct	Nov	Dec	YTD	2015 Budget	Variance
Donations	375.00	5,055.00	485.00	285.00	210.00	375.00	313.00						7,086.00	\$ 7,000.00	98.00
Other															
Golf Tournament															
In	5,000.00	5,000.00				1,540.00	2,615.00						14,155.00		14,155.00
Out			1,000.00										1,000.00		1,000.00
Sub Total Golf	5,000.00	5,000.00	(1,000.00)	-	-	1,540.00	2,615.00	-	-	-	-	-	13,155.00	\$ 14,000.00	(845.00)
TOTAL INCOME	10,375.00	10,055.00	(515.00)	285.00	210.00	1,915.00	2,928.00	-	-	-	-	-	20,253.00	\$ 21,000.00	(747.00)
OUTFLOWS															
Charity															
Wounded Warrior														\$ 9,000.00	(9,000.00)
Red Cross														\$ -	-
Undesignated Charities														\$ 200.00	(200.00)
VA Hospice														\$ -	-
Total	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ 9,200.00	(9,200.00)
Scholarships															
Col Torrey														\$ 2,500.00	(2,500.00)
Gen Herring (JROTC)														\$ 2,500.00	(2,500.00)
Col McCarthy (JROTC)														\$ 2,500.00	(2,500.00)
LtCol & Mrs. Marvin (Chapter)							2,500.00						2,500.00	\$ 2,500.00	-
ROTC Army #1														\$ 1,000.00	
LtCol & Mrs. Marvin (Chapter)														\$ 2,500.00	
Torrey Runner Up							500.00						500.00	\$ 500.00	-
Total	-	-	-	-	-	-	3,000.00	-	-	-	-	-	3,000.00	\$ 3,000.00	(11,000.00)
TOTAL OUTFLOW	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	0.00	3,000.00	\$ 23,200.00	(20,200.00)
Decrease/Increase	10,375.00	10,055.00	(515.00)	285.00	210.00	1,915.00	(72.00)	-	-	-	-	-	17,253.00	\$ (2,200.00)	19,453.00

Operations Account (Inflow):

	January	February	March	April	May	June	July	August	September	Oct	Nov	Dec	YTD	2015 Budget	Variance
Membership Dues															
MOAA National		5,015.00	50.00										\$5,065.00	\$ 3,000	\$2,065.00
New Aux					15.00								\$15.00	\$ -	\$15.00
New Retired				15.00		15.00							\$30.00	\$ -	\$30.00
New Active Duty													\$0.00	\$ -	\$0.00
New Former													\$0.00	\$ -	\$0.00
Renewal Aux	460.00	190.00	45.00	30.00	75.00	45.00	960.00						\$1,805.00	\$ 1,200	\$605.00
Renewal Retired	2,595.00	955.00	455.00	310.00	525.00	520.00	15.00						\$5,375.00	\$ 9,000	-\$3,625.00
Renewal Active Duty	70.00	15.00	25.00	40.00	105.00	25.00	30.00						\$310.00	\$ 800	-\$490.00
Renewal Former				25.00			40.00						\$65.00	\$ -	\$65.00
Total	\$ 3,125.00	\$ 6,175.00	\$575.00	\$420.00	\$720.00	\$605.00	\$1,045.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$12,665.00	\$ 14,000	-\$1,335.00
Non-Dues Revenue															
CFC														\$ -	\$ -
Trip Rewards					87.17								\$87.17	\$ 1,000	-\$912.83
Golf Tournament													\$0.00	\$ 1,300	\$ -
Shirt Sales													\$0.00	\$ -	\$0.00
Merchandise	5.00		5.00	55.00									\$65.00	\$ -	\$65.00
Advertising Lariat		6,500.00		5,500.00			6,500.00						\$18,500.00	\$ 19,000	-\$500.00
Corporate Partnership		100.00	400.00	100.00	100.00		100.00						\$800.00	\$ 1,500	-\$700.00
Donations to Chapter	1,260.00	405.00	765.00	123.00	215.00	50.00	1,170.00						\$3,988.00	\$ 6,000	-\$2,012.00
Donations to Outreach	5,055.00	485.00	285.00	210.00	375.00	313.00	150.00						\$6,873.00	\$ 7,000	-\$127.00
Social Events	1,200.00	1,120.00	1,490.00	780.00	1,324.00	2,693.00	60.00						\$8,667.00	\$ 16,000	-\$7,333.00
Total	\$ 7,520.00	\$ 8,610.00	\$ 2,945.00	\$ 6,768.00	\$ 2,101.17	\$ 3,056.00	\$ 7,980.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$38,980.17	\$ 51,800	-\$12,819.83
TOTAL INCOME	\$10,645.00	\$14,785.00	\$3,520.00	\$7,188.00	\$2,821.17	\$3,661.00	\$9,025.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$51,645.17	\$ 65,800	-\$14,154.83

Operations Account (Outflow):

Category	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	2015 Budget	Variance
Bank Charge/Int				0.26									0.26	\$ 100	99.74
Board & Staff Mtg														\$ -	\$ -
Building Costs (rent)														\$ 2,400	\$ -
Copier Mntn Agreement							390.00						390.00	\$ 400	10.00
Square Service Fee	15.62	18.13	11.56	2.56	21.95	34.48	30.43						134.73	\$ 300	165.27
PayPal Service Fee	28.00	8.59	20.99	15.96	23.39	66.33	9.58						172.84	\$ 500	327.16
D&O Insurance														\$ 600	600.00
Dues & Subscription	726.00	50.00				566.40							1,342.40	\$ 1,200	(142.40)
Focus/Advisory Groups														\$ -	\$ -
Independent Contr	595.84	1,191.68	1,191.68	1,191.68	1,191.68	1,191.68	1,191.68						7,745.92	\$ 14,300	6,554.08
Lariat Postage				1,000.00									1,000.00	\$ 3,000	2,000.00
Lariat Printing	490.35	486.55	485.96	482.58	652.35	644.08	1,973.53						5,215.40	\$ 8,500	3,284.60
Liability Insurance		425.00											425.00	\$ 500	75.00
Marketing														\$ 1,000	1,000.00
Membership Recruiting				37.00									37.00	\$ 100	63.00
Miscellaneous														\$ 100	100.00
Office			402.36	27.00	80.53	221.34	432.29						1,163.52	\$ 2,300	1,136.48
Personal Affairs														\$ -	\$ -
Postage & Delivery	148.85	197.85			98.00		393.85						838.55	\$ 1,750	911.45
ROTC					332.85								332.85	\$ 350	17.15
Satellite Chapters														\$ 300	300.00
Social Events	942.60		2,500.92		942.60	350.00	3,310.42						8,046.54	\$ 16,000	7,953.46
Solitaires							65.45						65.45	\$ 100	34.55
Special Activities														\$ 1,200	1,200.00
Telephone	119.90	251.09	124.03	120.72	125.81	120.80	147.13						1,009.48	\$ 1,800	790.52
Trans To Outreach	375.00	5,055.00	485.00	285.00	210.00	375.00	313.00						7,098.00	\$ 7,000	(98.00)
Volunteer Recogn														\$ 100	100.00
TOTAL OUTFLOWS	3,442.16	7,683.89	5,222.50	3,162.76	3,679.16	3,570.11	8,257.36	-	-	-	-	-	35,017.94	\$ 63,900	28,882.06
Surplus/(Deficit)	7,202.84	7,101.11	(1,702.50)	4,025.24	(857.99)	90.89	767.64	-	-	-	-	-	16,627.23	\$ 1,900.00	14,727.23

Reserves:

	Jan	Feb	March	April	May	June	July	Aug	Sep	Oct	Nov	Dec	
Outreach													
RBFCU													
Savings	\$307.42	\$ 307.47	\$ 307.47	\$ 307.57	\$ 307.62	\$ 307.67	\$ 307.72						
Money Market	\$19,184.22	\$ 24,244.34	\$ 24,729.34	\$ 25,026.73	\$ 25,243.13	\$ 25,624.37	\$ 16,942.76						
Checking	\$232.69	\$ 232.70	\$ 231.70	\$ 232.72	\$ 232.73	\$ 232.74	\$ 6,232.94						
Certificates	\$ 9,427.50	\$ 9,427.50	\$ 9,442.72	\$ 9,450.46	\$ 9,457.96	\$ 9,465.72							
Total	\$19,724.33	\$34,212.01	\$ 34,696.01	\$ 35,009.74	\$ 35,233.94	\$ 35,622.74	\$ 32,949.14	\$ -	\$ -	\$ -	\$ -	\$ -	
Chapter Operations													
Broadway	\$37,356.81	\$47,394.94	\$49,617.26	\$46,348.25	\$45,340.52	\$46,997.41	\$50,406.05						
USAA	15,934.43	\$15,944.04	\$15,944.04	\$15,944.04	\$15,971.66	\$15,971.66	\$15,990.62						
Total	\$53,291.24	\$63,338.98	\$65,561.30	\$62,292.29	\$61,312.18	\$62,969.07	\$66,396.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Job Fair In		\$2,467.95	\$10,003.48	150	0								
Job Fair Out		\$4,530.93	\$4,928.66	7594.77	52								
Balance to be transferred		\$2,062.98	\$5,074.82	97.74	0								
Social Events													
Income	\$1,240.00	\$1,040.00	\$1,470.00	\$840.00	\$780.00	\$3,237.00	\$0.00	\$60.00					\$8,667.00
Outgo	\$942.60	\$833.52	\$1,667.40	\$0.00	\$942.60	\$3,660.42	\$0.00						\$8,046.54
Variance	\$297.40	\$206.48	-\$197.40	\$840.00	-\$162.60	-\$423.42	\$0.00	\$60.00	\$0.00	\$0.00	\$0.00	\$0.00	\$620.46

3 Year Comparison – March YTD

Outreach Account (Scholarship):

INCOME	2015 YTD	2014 YTD	2013 YTD
Donations	\$ 7,098.00	\$ 7,003.00	\$ 6,293.22
Other		\$ 5,000.00	\$ 1,000.00
Golf Tournament			
In	\$13,155.00	\$ 2,875.00	\$10,125.00
Out	\$ 1,000.00	\$ 1,000.00	\$ 600.00
Sub Total Golf	\$12,155.00	\$ 1,875.00	\$ 9,525.00
TOTAL INCOME	\$19,253.00	\$13,878.00	\$16,818.22
OUTFLOWS			
Charity			
Wounded Warrior	\$ -	\$ -	\$ -
Red Cross	\$ -	\$ -	\$ 100.00
Undesignated Charities	\$ -	\$ -	\$ 200.00
Total	\$ -	\$ -	\$ 300.00
Scholarships			
Torrey 2K	\$ -	\$ -	\$ 2,000.00
Torrey Runner Up	\$ 500.00	\$ -	\$ 2,000.00
Gen Herring (JROTC #1)	\$ -	\$ -	\$ 2,000.00
McCarthy (JROTC #2)	\$ -	\$ 2,500.00	\$ 2,000.00
Marvin (Chapter)	\$ 2,500.00	\$ -	\$ 2,000.00
Marvin (Chapter)	\$ -	\$ -	\$ 1,000.00
JROTC	\$ -	\$ -	\$ 2,000.00
Total	\$ 3,000.00	\$ 2,500.00	\$13,000.00
TOTAL OUTFLOW	\$ 3,000.00	\$ 2,500.00	\$13,300.00

Operations Account (Inflow):

	<u>2015 YTD</u>	<u>2014 YTD</u>	<u>2013 YTD</u>
Membership Dues			
MOAA National	\$ 5,065.00	\$ 4,120.00	\$ 3,180.00
New Aux	\$ 15.00	\$ -	\$ -
New Retired	\$ 30.00	\$ 90.00	\$ 36.28
New Active Duty	\$ -	\$ 25.00	\$ 25.00
New Former	\$ -	\$ -	\$ -
Renewal Aux	\$ 1,805.00	\$ 1,035.00	\$ 1,373.53
Renewal Retired	\$ 5,375.00	\$ 7,235.00	\$ 7,172.09
Renewal Active Duty	\$ 310.00	\$ 355.00	\$ 586.91
Renewal Former	\$ 65.00	\$ -	\$ 25.00
Total	\$12,665.00	\$ 12,860.00	\$12,398.81
Non-Dues Revenue			
Interest	\$ -	\$ -	\$ -
Trip Rewards	\$ 87.17	\$ 1,457.80	\$ -
Shirt Sales	\$ -	\$ -	\$ 100.00
Merchandise	\$ 65.00	\$ 201.00	\$ 214.00
Advertising Lariat	\$18,500.00	\$ 12,090.00	\$15,870.00
Corporate Partnership	\$ 800.00	\$ 400.00	\$ 496.35
Donations to Chapter	\$ 3,988.00	\$ 4,355.00	\$ 4,517.55
Donations to Outreach	\$ 6,873.00	\$ 5,572.00	\$ 7,743.22
Golf Tournament	\$ -	\$ -	
Social Events	\$ 8,667.00	\$ 9,228.00	\$ 6,834.67
Total	\$38,980.17	\$ 33,303.80	\$35,775.79
TOTAL INCOME	\$51,645.17	\$ 46,163.80	\$48,174.60

Operations Account (Outflow):

Operations - Outflow - July			
<u>Category</u>	<u>2015 YTD</u>	<u>2014 YTD</u>	<u>2013 YTD</u>
Bank Charge/Int	\$ 0.26	\$ 63.78	\$ 71.47
Board & Staff Mtg	\$ -	\$ 200.00	\$ 39.74
Copier Mntn Agreement	\$ 390.00	\$ 390.00	\$ 390.00
Credit Card Fee Square	\$ 134.73	\$ 133.72	\$ 136.22
Credit Card Fee PayPal	\$ 172.84	\$ 145.97	\$ 43.28
D&O Insurance	\$ -	\$ -	\$ -
Dues & Subscription	\$ 1,342.40	\$ 552.00	\$ 1,058.20
Focus/Advisory Groups	\$ -	\$ -	\$ -
Independent Contr	\$ 7,745.92	\$ 7,529.08	\$ 7,862.50
Lariat Postage	\$ 1,000.00	\$ 2,200.00	\$ 2,190.00
Lariat Printing	\$ 5,215.40	\$ 3,283.84	\$ 5,831.95
Liability Insurance	\$ 425.00	\$ 425.00	\$ 425.00
Marketing	\$ -	\$ 828.58	\$ -
Membership Recruiting	\$ 37.00	\$ 25.00	\$ 125.00
Miscellaneous	\$ -	\$ -	\$ 100.00
Office	\$ 1,163.52	\$ 929.91	\$ 1,001.65
Personal Affairs	\$ -	\$ -	\$ -
Postage & Delivery	\$ 838.55	\$ 1,042.78	\$ 569.70
ROTC	\$ 332.85	\$ 316.25	\$ 187.35
Satellite Chapters	\$ -	\$ 216.10	\$ -
Social Events	\$ 8,046.54	\$ 9,740.91	\$ 3,843.00
Solitaires	\$ 65.45	\$ 35.10	
Special Activities	\$ -	\$ -	\$ -
Telephone	\$ 1,009.48	\$ 942.09	\$ 1,083.08
Trans To Outreach	\$ 7,098.00	\$ 7,003.00	\$ 7,293.22
Volunteer Recogn	\$ -	\$ -	\$ -
TOTAL OUTFLOWS	\$35,017.94	\$36,003.11	\$32,251.36

Exec VP Operations: Bill Goforth
Absent. No report

President: Jim Cunningham

MVCC has received its 501 (c) 3 status, and is chaired by Freddy Valenzuela. Jim is secretary and David Patrick is on the Advisory Board. Its mission is to bring together other VSOs to collaborate for the good of the military. It appears the VA is also planning a similar program to MVCC for the San Antonio area.

Working with TIP (Transition Information Program) to provide elective classes for transitioning into the civilian world. Next class is Sept 10 on JBSA FSH at the Community Center.

Attended TCC Meeting Friday and Saturday in Waco. TCC received a 5 Star rating from MOAA national. Community Blueprint was discussed. Chapter catchment area within Texas will be reviewed pending realignment. May look at new or satellite chapters in McAllen and Corpus Areas rather than including in the Alamo chapter. Austin and San Antonio to divide the Kerrville chapter members. Next TCC Face to Face to be held in San Antonio in January with Alamo Chapter as host.

Representing the chapter in SACAC organization that works with the Army Recruiting Command. They organize the Alamo Bowl as well as an annual dinner for all the new military recruits and their families.

Has been appointed as sponsor of the local Navy recruiting office on Potranco Rd.

Working with the 5th Army that covers all ROTC and JROTC units in the region (Oklahoma, Texas, Arkansas).

Working on resurrecting the Ft Sam Houston Retiree Council – the army has the only paid RSO, those in Navy and Air Force are volunteer positions.

Alamo Chapter will be well represented at MOAA regional meeting in September in Kansas City by Jim Cunningham, Bill Goforth, Kitty Meyers, Peter Hunt and Bob Blake attending.

Has been appointed as Chairman of the Military Sub Committee for the City Planning Committee SA40.

MOAA National Updates:

Barbara Ramsey: Tricare is in a holding pattern. Priorities have shifted on housing – it appears everything is currently on the table and at risk. Changes to the Tricare Pharmacy are still ongoing.

Ed Marvin: MOAA wants to give an emphasis to satellite chapters rather than creating new ones. Norb Ryan due to retire soon and a search committee is looking for his successor. Board election will be held next year so members wanting to be considered should be polishing their resume. Emphasis being placed on MOAA's Heritage Society Foundation, and the Voices program is being reviewed

Discussions & Review:

a) Strategic Plan Update:

David Patrick reviewed the latest updates to the 2015 Scorecard. See appendix A.

b) Legislative Update:

The Hazelwood will be a hot item in the next session, and an interim committee will likely be set up. The TVCO will attempt to educate congress on how best to handle it.

Position papers are available for all our local representatives on the MOAA national websites.

c) Golf Tournament:

Tournament is coming together. Ed Marvin mentioned Tournament Title sponsor, Randolph-Brooks Federal Credit was recently voted as one of the 3 best credit unions in the nation.

d) Relocation of Office Space:

No update from Broadway Bank or Corps of Engineers.

Meeting adjourned at 11:53am. NEXT BOARD MEETING – Tuesday, November 10, 2015 at 1:30pm.

Col David Patrick USAF (Ret) Secretary

Appendix A
Action Scorecard

Priority 1: Increase and Retain Membership & Key Volunteers

MOAA-AC must retain, recruit and serve a broad based and diversified membership – as well as key volunteers -- while being respectful of the past yet focused on the future. The current membership is aging which requires more attention given to potential members from the Active Duty, Guard, Reserve, Retired and those who hold or have ever held a warrant of commission -- as well as spouses of members.

Goals: Strategic 3-5 year goal is to have 2000 members. Tactical goal is to have 1700 members by Dec 31, 2015. Also, by Dec 31, 2015 to have all key volunteer staff positions filled.

Action Items/Steps	Point Person(s)	Status
1.1 Focus recruiting at : <ul style="list-style-type: none"> • SAAMC • BX/PX • IMCOM pre-command course • Friday night Happy Hour at JBSA-Randolph Parr Club 	Randy Hoff & Staff	April 2015: Work in progress. August 2015: Kitty Meyers, Goodwill, is having a table at the next IMCOM event – she will also promote MOAA-AC membership.
1.2 Advertise in JBSA Base Newspapers.	Fernando Carreon	April 2015: Completed. Research by Fernando Carreon determined advertising too expensive for our budget.
1.3 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. 	Jim Cunningham & Staff	April 2015: Work in progress. August 2015: Still on the to-do list.
1.4. Outreach via a Chapter “Speakers Bureau” approach to “military/veteran connected” organizations who have regular meetings with guest speakers, i.e., commanders calls, Rotary, Kiwanis, etc.	Cunningham & Staff	April 2015: Work in progress. August 2015: Kitty Meyers speaking at Sonterra Rotary club about Goodwill – will work in a MOAA-AC pitch.

1.5 Take advantage of “recruiting blasts” that MOAA will send out (2/year) for Chapters.	Randy Hoff	April 2015: Work in progress. August 2015: Randy will do.
1.6 Investigate the opportunity to partner with JBSA Transition Offices to conduct “career transition” brown bag lunches to target transitioning officers <ul style="list-style-type: none"> Contact MOAA Director, Transition Center to secure support and funding 	Bill Goforth & David Patrick	April 2015: Work in progress. August 2015: The chapter is heavily involved in working with JBSA in conducting quarterly Transition Information Programs(TIP) for transitioning and retiring military and families. Will keep this tasking on the radar for future possibilities.
1.7 Recruit volunteers for key staff positions <ul style="list-style-type: none"> Concentrate efforts to recruit spouses of members for these positions, i.e., advertised in the <i>Lariat</i>, special email blast, make pitch at luncheons, etc. 	Jim Cunningham & Staff	April 2015: Work in progress – although two key positions (public relations/marketing and advertising) recently filled. August 2015: Continue to work this through our Chapter “Find a Buddy” efforts.
1.8 Setup welcome process so new residents of Blue Skies and the Army Residence Community automatically become members of the Alamo Chapter and receive a welcome letter, etc.	Blue Skies: Bill Knehans ARC: ???	April 2015: Partially completed. Being accomplished at Blue Skies thanks to Bill Knehans. Work in progress at ARC. August 2015: Working well at Blue Skies because of the leadership of Bill Knehans but nothing happening at the ARC. Need to find an involved leader there.

Priority 2: Develop Leadership Team Succession

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The long term continued existence of MOAA-AC as a successful entity and a “5-Star” Chapter depends on the presence of future leaders to operate the organization. To do this requires a “plan of succession” for at least the two top leadership positions in the Chapter – the President and the Executive Vice President, Operations – and, where possible, the entire senior leadership team.

Goal: Have a seamless and effective leadership transition every election year.

Action Items/Steps	Point Person(s)	Status
2.1 By January 31, 2015 appoint a Task Force to develop a succession plan. <ul style="list-style-type: none"> Task Force will include staff and board members. 	Jim Cunningham & Bill Goforth	April 2015: Work in progress. August 2015: Task Force (Marvin, Ramsey, Webb and Patrick) met and drafted a plan. Will be presented to staff at Sept meeting and then to the Board.
2.2 By July 1, 2015 have a leadership Succession Plan in place.	Succession Task Force	April 2015: Work in progress. August 2015: See above 2.1 status.

Priority 3: Build & Sustain Community Partnerships

There are ample opportunities for outreach, partnerships, networking and collaboration in this community. MOAA-AC must aggressively pursue, cultivate and nurture specific value-added relationships in the community -- to advance its vision -- to include sponsorships, branding opportunities and endorsement of a worthwhile cause or charity.

Goal: Take the lead to expand relationships with other similar organizations in the Greater San Antonio Area.

Action Items/Steps	Point Person(s)	Status
3.1 Be the catalyst in the community to arrange regular meetings with the leaders in counterpart organizations, i.e., AUSA, AFA, etc. to discuss mutual opportunities and issues.	Jim Cunningham, Bill Goforth and Executive team.	April 2015: Continue to be successful in this area as evidenced by recent joint luncheon with the SA mayoral panel. August 2015: No meetings held this quarter.
3.2 Continue to actively support and be involved with active military and veteran related organizations, i.e., the Military and Veterans Community Collaborative (MVCC); the Employer Support for the Guard & Reserve (ESGR) and the Employment Initiative Program (EIP); Chamber of Commerce Military Affairs Committee, etc.	Jim Cunningham, David Patrick & Executive Team	April 2015: Completed/ongoing. Cunningham, Patrick and Meyers actively involved in military & veteran related organizations in several leadership roles. August 2015: No change. MOAA-AC continues to be a leader in the military and veteran community movement.
3.3 Expand our "email blast list" to include other veteran related organizations, C of C, potential corporate partners, etc.	Trish Meserve and David Patrick	April 2015: Work in progress. August 2015: Still being worked.

Priority 4: Increase Revenue

It is imperative that MOAA-AC generate and sustain diverse revenue sources to fund budgeted programs and activities. Long term growth and expansion as well as the success of all other priority issues are dependent on this one priority.

Goal: Sustain a budget and monitor the financials so expenses never exceed income at the end of the year.

Action Items/Steps	Point Person(s)	Status
4.1 Secure \$19,000 in <i>Lariat</i> advertising. <ul style="list-style-type: none"> Focus on small to medium businesses. Look at the "church bulletin model" with a page of business card size advertising. Ask PenFed to advertise with us since they are a MOAA partner. 	Trish Meserve & Leadership Team	April 2015: On track to reaching \$19,000 goal. New advertising coordinator securing new advertisers. August 2015: We are at \$18,500 now and should reach our goal.
4.2 Get "MOAA-Alamo Chapter" on approved Combined Federal Campaign agency list for donations.	Trish Meserve & David Patrick	April 2015: Patrick inquiry with United Way indicated organization must be a 501(c)(3) in order to participate in CFC. Cunningham to set up 501(c)(3) for "Scholarships" so we can participate. August 2015: Still pursuing 501(c)(3) status for MOAA-Ac Scholarships.
4.3 Look at "MOAA Best Practices" for ideas to increase non-dues revenue.	David Patrick	April 2015: Work in progress. August 2015: Will continue to keep working this.
4.4 Solicit more corporate partners <ul style="list-style-type: none"> Use C of C mail lists. 	Jim Cunningham, Trish Meserve & David Patrick	April 2015: Work in progress. August 2015: Will continue to keep working this.
4.5 Pursue joint marketing campaign mail outs, i.e. follow the Air Force Village (Blue Skies) model previously used.	Jim Cunningham, Trish Meserve & David Patrick	April 2015: Work in progress. August 2015: Cunningham, Carreon and Patrick had lunch at Blue Skies with the CEO, Marketing and PR directors. Blue Skies committed to supporting us in the <i>Lariat</i> advertising, golf tournament

Priority 5: Sustain Strong & Influential Legislative Efforts/Program

In order to be a powerful voice supporting MOAA national initiatives at the local and state levels, MOAA-AC's legislative outreach must be organized at the grassroots level to achieve and sustain maximum influence in shaping relevant government policy.

Goal: Visit with every constituent legislator at least annually.

Action Items/Steps	Point Person(s)	Status
5.1 Build the "legislative outreach team" by identifying and training key constituent chapter representatives for each of the five districts to make visits.	Robert Blake & Ed Marvin	April 2015: Work in progress. August 2015: Visits have been made to a good number of national and state legislators.
5.2 Take the lead to hold a joint session with, perhaps, AUSA, etc. to have a panel to hear from the San Antonio Mayoral candidates.	Robert Blake	April 2015: Completed with Mar 26 th luncheon.