

MILITARY OFFICERS ASSOCIATION OF AMERICA

ALAMO CHAPTER

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

MINUTES OF BOARD MEETING - MONDAY, 12 NOVEMBER 2012

The Meeting was called to order by President Jim Cunningham at 0930 hrs. A quorum was present and acting throughout the meeting.

Attendees: COL Vaughn Caudill, Col Mac McDonald, Col David Patrick, Col Frank Rohrbough, Col Lisa Skopal, LTC Bill Goforth, LTC Jim Finch, LTC John Gibbs, LTC Randy Hoff, LtCol Ed Marvin, MAJ Jim Cunningham, Susie Tolman and Trish Meserve.

Unable to attend: LTC Jim Webb.

Invocation given by Ed Marvin and Pledge of Allegiance led by Jim Cunningham.

Secretary: Col David Patrick

Minutes from 15 August 2012 were accepted as written and will be filed as a matter of chapter record.

Exec VP: LTC Bill Goforth

Planning on surveying the membership regarding programs, locations etc as an opportunity for new ideas. Could use free Survey Monkey or The Lariat or hand out at events. Will use free lunch drawing as an incentive to complete the survey and will provide summary article in The Lariat.

VP Administration: LTC Jim Webb (absent)

Jim C reported that awarding the Gold Bars may be incentivized by MOAA to encourage awardees signing up for at least the basic membership level.

The number of schools in the catchment area for JROTC awards will remain the same for 2013. Need increased marketing efforts for the JROTC scholarships.

VP Programs: (Open)

New VP Programs will be LTC Jerry Gonzales who will manage the position along with a full time job. Planning session to formulate next year's programs will be Dec 6.

Decision has been made to incorporate smiley faces on the nametags of newcomers and those who haven't attended in a while to bring a more personal touch to the events. Jim Finch suggested Board members can call folks returning the surveys to see if they have anything further to add, another personal touch. General discussion was held on the merits of the type of function.

VP Membership: LTC Randy Hoff

GMT programs for 2013 will be modified but nothing has been received in writing to date, and it will be difficult to estimate revenues.

The Alamo Chapter remains #1 in Texas for recruitment and #5 in the nation. Chapter received \$1,960 this year from MOAA national in incentives and paid out \$410 submitting the paid applications. Thanks the Board's support for their assistance – Mac McDonald for helping with Extravaganza and Frank Rohrbough with the Air Force training classes.

Jim Cunningham and David Patrick were invited to Randolph AFB to speak about MOAA.

Lisa Skopal asked about recruiting at Lackland and Guard & Reserve units. Previously discouraged by JAG but budget cuts may allow future job training efforts to include MOAA.

Jim Cunningham advised he has met with General McQueen, deputy commander of Army North. They aim to become more involved with organizations within the local community and is

beginning to see MOAA as a good liaison partner. Jim has also talked with General Wong at SAMMC and he seems interested in what MOAA can do for them also. MOAA national has begun a cover wrap campaign and we have just received the first list of 40 members who are interested in joining the chapter.

Treasurer: Col Vaughn Caudill

Jim Cunningham presented a check to the Red Cross for \$381 - the remaining budgeted amount left for the year.

Vaughn advised the chapter needs to spend the scholarship money received, so for 2013 there will be approx \$10,000 available. Could add another scholarship, increase the current ones or donate more to outreach. Need to increase marketing of the scholarships.

The financial report was reviewed and it appears non renewal is an issue as well as social events, but advertising is doing well. Also noted that the transfers made from the Operating to Outreach should be accounted for in the Outflows. As this hadn't been done to date we may end the year in a deficit position.

Outreach Account (Scholarship):

INCOME	July	August	September	Oct	YTD	2012 Budget	Variance
Donations	-	283.10		455.00	5,526.12	\$ 5,000.00	526.12
Other					-		-
Golf Tournament							-
In	350.00	5,050.00	7,425.00		13,075.00	\$ 11,000.00	2,075.00
Out		150.00	3,782.57		3,932.57	\$ 4,500.00	(567.43)
Sub Total Golf	350.00	4,900.00	3,642.43	-	9,142.43	\$ 6,500.00	2,642.43
TOTAL INCOME	350.00	5,483.10	11,207.57	455.00	22,533.69	\$ 11,500.00	11,033.69
OUTFLOWS							
Charity							
Wounded Warrior					-	\$ 2,925.00	(2,925.00)
Red Cross		119.00			119.00	\$ 500.00	(381.00)
Undesignated Charities					75.00	\$ 100.00	(25.00)
Total	-	119.00	-	-	194.00	\$ 3,525.00	(3,331.00)
Scholarships							
Torrey			1,000.00		1,000.00	\$ 2,000.00	(1,000.00)
Gen Herring (JROTC #1)		2,000.00			2,000.00	\$ 2,000.00	-
McCarthy (JROTC #2)					-	\$ 2,000.00	(2,000.00)
Marvin (Chapter)			2,000.00		2,000.00	\$ 2,000.00	-
Total		2,000.00	3,000.00	-	5,000.00	\$ 8,000.00	(3,000.00)
TOTAL OUTFLOW	0.00	2,119.00	3,000.00	0.00	5,194.00	\$ 11,525.00	(6,331.00)
Decrease/Increase	350.00	3,364.10	8,207.57	455.00	17,339.69	\$ (25.00)	17,364.69

Operations Account (Income):

	<u>July</u>	<u>August</u>	<u>September</u>	<u>Oct</u>	<u>YTD</u>	<u>2012 Budget</u>	<u>Variance</u>
Membership Dues							
MOAA National	1,130.00				\$3,474.00	\$ 2,000	\$1,474.00
New Aux					\$15.00		\$15.00
New Retired	15.00			15.00	\$30.00	\$ 200	-\$170.00
New Active Duty					\$0.00		\$0.00
New Former					\$14.32	\$ -	\$14.32
Renewal Aux		15.00		30.00	\$1,327.60	\$ 1,200	\$127.60
Renewal Retired	444.32	277.94	228.47	391.81	\$7,224.71	\$ 9,000	-\$1,775.29
Renewal Active Duty	25.00	15.00	69.32	55.00	\$308.29	\$ 1,000	-\$691.71
Total	\$484.32	\$307.94	\$297.79	\$491.81	\$11,263.92	\$ 13,400	-\$2,136.08
Non-Dues Revenue							
Interest					\$0.00	\$ -	\$0.00
Shirt Sales					\$0.00	\$ 150	-\$150.00
Merchandise					\$0.00	\$ 100	-\$100.00
Advertising/Lariat	1,080.00				\$15,870.00	\$ 14,000	\$1,870.00
Corporate Partnership	100.00		100.00		\$500.00	\$ 1,500	-\$1,000.00
Donations to Chapter	5.00	23.97		65.50	\$2,818.70	\$ 2,250	\$568.70
Donations to Outreach	108.10	45.00	410.00	153.05	\$5,444.17	\$ 650	\$4,794.17
Social Events	20.00	937.45	635.35		\$8,724.41	\$ 12,500	-\$3,775.59
Total	\$ 1,313.10	\$ 1,006.42	\$ 1,145.35	\$ 218.55	\$33,357.28	\$ 31,150	\$2,207.28
TOTAL INCOME	\$1,797.42	\$1,314.36	\$1,443.14	\$710.36	\$44,621.20	\$ 44,550	\$71.20

Operations Account (Outflow):

<u>Category</u>	<u>July</u>	<u>August</u>	<u>September</u>	<u>Oct</u>	<u>YTD</u>	<u>2012 Budget</u>	<u>Variance</u>
Bank Charge/Int	(13.00)	15.00	63.10	(40.00)	38.60	\$ 100	61.40
Board & Staff Mtg					-	\$ 50	50.00
D&O Insurance		477.00			477.00	\$ 500	23.00
Dues & Subscription	463.20	44.00			557.20	\$ 575	17.80
Focus/Advisory Groups					-	\$ 50	50.00
Independent Contr	1,100.00	1,100.00	1,100.00	1,100.00	10,450.00	\$ 13,200	2,750.00
Lariat Postage	1,000.00			800.00	2,800.00	\$ 2,800	-
Lariat Printing	1,867.73	403.92	767.00	583.09	7,143.87	\$ 8,000	856.13
Liability Insurance					425.00	\$ 450	25.00
Marketing					-	\$ 200	200.00
Membership Recruiting	115.00	50.00	450.00	120.00	1,490.00	\$ 700	(790.00)
Miscellaneous					-	\$ 100	100.00
Office	341.93	227.28		185.00	1,961.46	\$ 1,800	(161.46)
Personal Affairs					-		-
Postage & Delivery		91.75		183.50	821.25	\$ 1,000	178.75
ROTC					-	\$ 250	250.00
Social Events	64.00		681.00	795.00	8,710.71	\$ 12,500	3,789.29
Solitaires					-	\$ 125	125.00
Special Activities					-	\$ 50	50.00
Telephone	226.31	112.15	116.54	129.17	1,137.46	\$ 1,200	62.54
Volunteer Recogn					-	\$ 100	100.00
TOTAL OUTFLOWS	5,165.17	2,521.10	3,177.64	3,855.76	36,012.55	\$ 43,750	7,737.45
Surplus/(Deficit)	(3,367.75)	(1,206.74)	(1,734.50)	(3,145.40)	8,608.65	\$ 800	7,808.65

President: Maj Jim Cunningham – Met with General McQueen to discuss Army North finding jobs for its departing soldiers. Has introduced him to various entities in the area that can help with this. Has invited him to the Mega VIP job fair (Veterans Information Program) at the Tri-Point center on Saturday from 9-1pm.

National MOAA Updates

Ed Marvin – MOAA Board Member: Accepted the Chapter's Five Star banner awarded by Admiral Abbott at the recent MOAA Board meeting – it will be presented again by Ed at the Annual Business Meeting. Pat Shecter received the Chairman's Award at the meeting. Attendance was affected by Hurricane Sandy, and the Career Fair was cancelled but the rest of the meetings were outstanding. Texas now has five directors on the national Board. Biggest challenge will be recruitment, but Chapter & Council Affairs will be forming a Strategic Plan in April focusing on retention.

New recruitment will be optimized by new levels of membership and passing the membership lists onto chapters to recruit from.

Investment return is currently a difficult issue.

MOAA will be marketing their Gold Bar program directly to the schools and notify them of their availability.

Discussions & Review:

- a) **Strategic Plan Update:** David Patrick briefly reviewed the latest updates of the Plan's action items. Summarized that 3 of the priorities have had their successes (Membership, Partnership and Revenue), whereas Tailor-made Events has stagnated with limited resources and Volunteers is on an even keel.
- b) **Legislative Update:** Jim Cunningham advised the three main issues remained – 1) Resubmitting the recognition for service disabled veteran owned businesses that is already provided federally but not by the state. 2) Evaluating the % discount given to the property tax bills for the disabled. 3) Also studying how the state can help women veterans. Federally as regards housing and daycare. Advised all of the TVC meeting in Austin on 11-13 Feb, followed by the Q1 meeting of the TCC the evening of the 13th and the Advocating in Austin to be held the following day.
- c) **Golf Tournament:** Frank Rohrbough reported the tournament had a lower than expected turnout of wounded warriors. But with raffle and less paid out in green fees the donation will be greater this year. Half the players were from River Crossing in Spring Branch and they have asked to hold the tournament at their course next year. Pros could be a potentially much larger event but cons won't get the draw from Ft Sam, and the JBSA command may not be happy with one of its tenants holding an offsite event. Frank to discuss with River Crossing and will report back at the next Board meeting

Notable dates:

- 1) Decoration of the VA Hospice Ward on Nov 27 at 9am
- 2) Chapter Christmas Party Dinner Dance on Dec 7 at Parr Club

Meeting adjourned at 12:10pm. NEXT BOARD MEETING – 16 January 2013 at the Chapter office at 9:30am.



Col David Patrick USAF (Ret) Secretary