



Executive Committee Meeting

Teleconference
25 October 2017

Minutes

The following members of the Executive Committee were present: President, Lt. Col. Donald L. Stockton; Immediate Past President, Col. James R. Sweeney II; Army Vice President, LTC Beverley Houghton; Army Executive Committeemen, LTC Milton D. Houghton, COL Stanley G. Remer; and LTC William B. Pentecost, Jr.; Naval Services Vice President, CAPT Robert H. Carmack; Naval Services Junior Vice President, CWO2 Cynthia E. Oliver; Naval Services Executive Committeemen, CAPT Rickey D. Thomas and LtCol Alexander Henegar; Air Force Vice President, CMSgt Shane P. Smith; Air Force Junior Vice President, SSgt April D. Hill; Air Force Executive Committeeman, Lt. Col. Layne Wroblewski; and Executive Director, Mr. Jeffrey E. Phillips.

Appointed national officers present were: Judge Advocate, LTC Terry Benshoof; Treasurer, Col. Robin Pfeil; and Public Relations Officer, CAPT Henry Plimack. Also in attendance were: Chairman, DNCM, COL Judi Davenport; ROA STARs Foundation chairman, Col. Margaret Cope; representing SmithBucklin, Mr. Sunny Patel; and national staff members, Ms. Lani Burnett, Mr. Rothrock, Ms. Susan Lukas, and Ms. Diane Markham.

Elected and appointed officers absent were: Army Junior Vice President, CPT Jason E. Tolbert; Air Force Executive Committeemen, Col. David Anderson and Col. Brenda Gardner; and Chaplain, COL Sherman Reed.

Ms. Markham, recording secretary, called roll. With a quorum being in attendance, President Stockton called the meeting to order at 7:05 p.m.

President's Remarks

President Stockton thanked everyone for being on the call. He said he is very positive on how the financials look. We are well within budget – revenue is ahead of projections, expenses are below projections, cashflow looks good and donations have been good.

Financial Update

Mr. Patel reported that, year-to-date operating revenue is at \$1.42M, which represents 52% of our overall budgeted operating revenue. Operating expenses are at approximately \$1.3M, which represents 48% of the overall budgeted operating expense. Bottom line net income for operations is currently at \$126K.

Mr. Patel said that the FY18 5+7 forecast shows a forecast of \$2.73M in operating revenue and operating expenses of \$2.61M, which means a forecasted operating surplus of approximately \$113K. Non-operating forecasts show a surplus of \$40K. The overall the projected bottom line based on ROA's 5+7 forecast shows a surplus of \$153K.

Development

Mr. Carlson said that Global Thinking is ROA's direct mail vendor. They are on time and on target for the fall campaign, which should drop on 2 November. The campaign is comprised of three different mailings and two emails going out to members throughout the Fall season. He said he has been doing an analysis of the donor database. Mr. Carlson said that he is working on launching an annual giving society. It will start at \$1,000 and be called the Pershing Society.

Legislation

Mr. Rothrock reported that the current legislation session is winding down. He said the biggest piece of legislation he is tracking is the National Defense Authorization Act (NDAA). ROA has several pieces of legislation within that bill along with the Military Coalition. The NDAA is now in House-Senate conference. Once it clears conference committee, we will know more what is in it.

Mr. Rothrock said that ROA participated, by invitation, in a roundtable with the House Veterans Affairs Committee. ROA has been very active in the Healthcare Core Act. ROA submitted legislative language and technical corrections, all of which were accepted. ROA attended a Veterans Affairs Committee hearing and submitted a statement of support for the legislation. The chairman of the committee expressed his appreciation for ROA's support of the bill.

Industry Affairs

Mr. Phillips announce a "reawakening" of the ROA Industry Partners program. The program will be kicked off with a Meet the Chiefs event on 13 December. President Stockton encouraged everyone to attend if they are able.

Insurance & Financial Services

Ms. Burnett reported that the ROA/Marsh affinity program 2010 agreement expired in June 2015. A renewal agreement issued by Mercer was received but to date has not been finalized due to disagreement on several provisions included in the document. As a result, Mercer will not offer ROA any new or enhanced products and therefore, ROA is not able to strengthen and reenergize the affinity program, which impacts revenue. The Insurance and Financial Services Committee will meet to discuss best options e.g. RFP, negotiating acceptable terms with Mercer, to resolve this issue.

ROA STARs Foundation

Colonel Cope reported that the Foundation continues to work on the Reserve Kids School Kit. They will be moving it into additional states. She said there is no budget for a Spring gala, so one will most likely not take place. Colonel Cope said the foundation has appointed four additional people to the board. Ms. Markham asked that minutes of the board meetings be sent to national headquarters.

Rebate Checks

President Stockton reported that term dues rebate checks in the amount of approximately \$39,000 are set to go out within the week to the 13 Departments who have qualified. Mr. Phillips said that other departments are working hard to become qualified. National is assisting departments in the process.

Approval of Minutes

Ms. Markham asked the committee for approval of the September 27, 2017 committee minutes.

Upon a properly made motion by Chief Mast Sergeant Smith, seconded by Colonel Remer, and upon a majority vote, it was resolved to adopt the September 27, 2017 minutes as presented and amended.

Life Dues Rebates

President Stockton asked the committee to consider the funding source for the life dues rebates.

Colonel Sweeney made a motion to amend the action previously taken by the ExCom during the July 21, 2017, meeting by striking reference to the source of funding as follows: "...it was resolved to pay to Departments the dues rebates reasonably determined to be owed to them, ~~taken pro rata from the Reserve Contingency Fund for term dues rebate and from the Life Fund for Life dues rebate, ...~~". A two-thirds vote is required to pass a motion amending a previous decision. The motion failed in a vote of 7 yes, 6 no.

The committee vigorously discussed the merits and disadvantages of drawing from the Life Fund vs the Reserve Contingency Fund to pay the balance owed to Departments for life dues rebates.

Upon a properly made motion by Colonel Sweeney, seconded by Chief Master Sergeant Smith, and upon a majority vote, it was resolved to amend the budget to pay the dues rebates pro rata from the Reserve Contingency Fund for term dues rebate and from the Life Fund for life dues rebate, as provided for in the action taken by the ExCom on July 21, 2017.

ExCom Resignation

President Stockton announced that John Rothrock has resigned from the Executive Committee so that he can focus on his new duties as ROA Director, Legislation and Military Policy. President Stockton charged the Naval Services ExCom members with making a recommendation on a replacement for decision during the next ExCom call.

Appointments

President Stockton said he had received a recommendation that Jeff Phillips be appointed to the ROA STARs Foundation Board.

Upon a properly made motion by Lieutenant Colonel B. Houghton, seconded by Lieutenant Colonel Pentecost, and upon a unanimous vote, it was resolved to appoint Jeffrey E. Phillips to the ROA STARs Foundation Board of Directors, filling one of the open ExCom seats on the board.

President Stockton presented his appointments to the National Membership Committee and the National Budget and Finance Committee and asked for the ExCom's ratification.

Upon a properly made motion by Lieutenant Colonel M. Houghton, seconded by Lieutenant Colonel B. Houghton, and upon a unanimous vote, it was resolved to ratify the President's committee appointments as follows:

Budget & Finance Committee

- *Captain Donald C. Grant, Member (term 2020)*
- *Lieutenant Colonel Hazel Robinson, Member (term 2020)*
- *Colonel Marco Marin, Special Appointee for the term of the President*

Membership Committee

- *Captain Rafael Ortiz, Member and Chairman (term 2020)*
- *Major Peter Powell, Member and Vice Chairman (term 2020)*
- *Captain Mileva Hartman, Member (term 2019)*
- *Lieutenant Colonel Roger Gardner, Member (term 2019)*

Adjourn

The meeting was adjourned by President Stockton at 9:02 p.m.

Minutes submitted by Jeff Phillips, Executive Director.

JEP/dm