



## **Executive Committee Meeting Teleconference**

**25 April 2018**

### **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 A. Houghton; Army Executive Committeemen, LTC Milton D. Houghton, LTC William B. Pentecost, Jr., and COL Stanley G. Remer; Naval Services Vice President, CAPT Robert H. Carmack; Naval Services Executive Committeemen, CAPT Rickey D. Thomas and LtCol Alexander Henegar; Air Force Vice President, CMSgt Shane P. Smith; Air Force Executive Committeemen Brenda B. Gardner; and Executive Director, Mr. Jeffrey E. Phillips.

Appointed national officers present were: Chaplain, COL Sherman R. Reed; and Judge Advocate, LTC Terry Benshoof; Also in attendance were: Chair, DNCMs; COL Judi A. Davenport; representing SmithBucklin, Mr. Sunny Patel; MNPC, Mr. Brad Carlson; and national staff member, Ms. Lani Burnett.

Elected and appointed officers absent were: Army Junior Vice President, MAJ Jason E. Tolbert; Air Force Junior Vice President, SSgt April D. Hill; Air Force Executive Committeemen Col. David R. Anderson, and Lt. Col. Layne R. Wroblewski; Naval Services Junior Vice President, CWO2 Cynthia E. Oliver; Naval Services Executive Committeeman CWO4 Dale J. Andersen; Public Relations Officer, CAPT Henry E. Plimack; and Treasurer, Col. W. Robin Pfeil.

Ms. Burnett, 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 opened the meeting by asking Chaplain Reed to offer an invocation, thanked everyone for being on the call and called on Executive Director, Jeff Phillips to brief the ExCom.

#### **Executive Director Update**

Mr. Phillips said Department conventions are in full swing and members of the national staff met with and briefed members during the Indiana, Tennessee and New York conventions. Information on rank eligibility and the name of the organization to meet the changing culture was sent to all departments; early signs show department support of these changes.

Mr. Phillips and Ms. Susan Lukas (with President Stockton and CMSgt Smith joining the meeting via conference call) recently met with the Chief, Air Force Reserve, Lt Gen Miller to talk about how ROA can assist the USAFR. General Miller stated the Air Force Reserve primarily relies on the Air Force Association (AFA) for support. She implied no professional development

training was needed from ROA but providing education to AFR commanders to help their efforts on the Hill is an area where a training opportunity may exist.

Mr. Phillips and ROA Legislative Director, John Rothrock will be meeting with Mr. Robert Henke, Staff Director for the U.S. Senate Veterans' Affairs Committee to discuss and seek support of the DD214 Statement and veteran status.

### **SmithBucklin Financial Update**

Mr. Sunny Patel explained that the March year-end financials are marked as a draft because ROA's FY18 audit has not yet been conducted. He noted that the FY18 audit fieldwork will begin in early July; an earlier start date than the previous two years indicating an improved and streamlined financial process. In addition to the FY18 being conducted this fiscal year, an actuarial valuation study of the Life Membership Trust Fund will also be conducted in FY19. Mr. Patel briefed that the year-to-date Operating Revenue (\$3.06M) represents 112% of the overall budgeted operating revenue and the year-to-date Operating Expense of \$2.6M represents 97% of the overall budgeted operating expense. Bottom line net income for Operations is currently at \$438K.

### **Fundraising**

Mr. Carlson briefed the ExCom on MNPC's fundraising progress, plans, and ongoing efforts. MNPC will be drafting a statement of need and will be contacting ROA stakeholders, to include members of the ExCom, to assist in the process. MNPC has contacted Mr. Richard Thralls, a previous Resource Development Director, to provide history and share past ROA fundraising experiences. To date, \$115K has raised.

Mr. Carlson said that stand-up of an employment and mentoring center (portal) to provide members of the Reserve Component American business opportunities is on-going. Access to the portal will require membership in ROA. He also mentioned the timing of upcoming direct mail solicitations, re-engaging industry partners, scheduling a series of DEF events and holding a Meet the Chiefs event.

Funding for DEF events was addressed; industry partner support and the DEF investment fund are potential funding sources.

### **ROA STARs Foundation**

Mr. Phillips said that the STARs Foundation Committee is focused on governance and board development and is working with MNPC to develop marketing collateral.

### **Departments**

President Stockton said that there are approximately 2,400 delinquent memberships. He will address this problem with Departments. He recommended members of the ExCom contact lapsed members assigned to their respective Departments to bring them back to ROA and should also continue looking for ways to assist, prop up, and support the Departments from a national level.

### **New Business**

President Stockton extended thanks to national staff for the financial progress being made. He also thanked ExCom members for their donations and encouraged giving continue.

A question concerning future publication of the magazine was addressed by Mr. Phillips, stating that publication of the magazine is cost prohibitive at this time.

Mr. Phillips also shared that additional information on ROA's founder, General John "Blackjack" Pershing is being researched.

Ms. Burnett informed the ExCom of three areas that are showing positive signs of growth – increased participation in the ROA/USAA credit card point donation program, increased interest in the HJR Scholarship with 55 applications received to date, and after a meeting with Mercer (ROA's affinity insurance broker) concerning stall of the current brokerage agreement, agreement was reached to launch new member benefit products e.g. student loan consolidation, prescription discount program, cognitive brain training product similar to Lumosity, ID theft protection and others.

### **Departments**

President Stockton said the ExCom should continue looking for ways to assist, prop up, and support the departments from a national level.

### **Adjourn**

The meeting was adjourned by President Stockton at 7:55 p.m.

Minutes submitted by Jeffrey E. Phillips, Executive Director.

JEP/lb