



Executive Committee Meeting

Conference Call

28 November 2018

Minutes

The following members of the Executive Committee were present: Immediate Past President, Col. James R. Sweeney II; President-Elect, COL Judi A. Davenport; Army Vice President, LTC Beverley A. Houghton; Army Junior Vice President, MAJ Jason E. Tolbert; Army Executive Committee Members, COL Stanley G. Remer and MG Margaret C. Wilmoth; Naval Services Vice President, CAPT Robert H. Carmack; Naval Services Executive Committee Member, CWO4 Dale J. Andersen and CAPT Paul F. Keane; Air Force Vice President, CMSgt Shane P. Smith; Air Force Executive Committee Members, Col Brenda B. Gardner, Lt. Col. Richard B. Stephens, and Lt. Col. Layne R. Wroblewski Jr.; and Executive Director, Mr. Jeffrey E. Phillips.

Appointed national officer present was: Public Relations Officer, CAPT Henry E. Plimack. Also, in attendance were: Chair, DNCM, COL Judi A. Davenport; representing SmithBucklin, Mr. Sunny Patel; representing MNPC, Mr. Brad Carlson; and national staff members, Mr. John Rothrock, Ms. Susan Lukas, and Ms. Lani Burnett.

Elected and appointed officers absent were: President, Lt. Col. Donald L. Stockton; Army Executive Committee Member, LTC William B. Pentecost, Air Force Junior Vice President, SSgt April D. Hill; Naval Services Junior Vice President, CWO2 Cynthia E. Oliver; Naval Services Executive Committee Member LtCol Alexander Henegar; Judge Advocate, LTC Terry Benshoof; Treasurer, Col. W. Robin Pfeil; Chaplain, COL Sherman R. Reed; Health Services Officer, MG Bob Kasulke; International Programs Officer, Col Paul Groskreutz; and Sergeant-at-Arms, LTC Joe Snel.

Ms. Burnett, recording secretary, called roll. With a quorum being in attendance, Air Force Vice President Smith called the meeting to order at 7:05 p.m.

President's Remarks

Air Force Vice President Smith opened the meeting by informing members of the Executive Committee that President Stockton was unable to join the call and had asked him to conduct the meeting. He thanked everyone for calling in and asked all to keep ROA member, Scott Russell in their thoughts as his family mourned the passing of his daughter.

Executive Director's Remarks

Mr. Phillips described a new arrangement with Membership Committee Chairman LTC Milt Houghton for him in a volunteer capacity to help enhance efficiency and utility of the ROA website and database; Jeff commended Milt for his willingness to do so.

Financial Update

Mr. Patel reported that as of the end of October, ROA has year-to-date operating revenue of \$1.58M that represents 53% of our overall budgeted operating revenue. ROA has year-to-date

operating expenses of \$1.5M that represents 51% of our overall budgeted operating expense. Bottom line net loss for Operations is approximately at \$74k. This weakness is primarily due to shortcomings in donations.

Non-operating activity is primarily made up of investment activity and depreciation expense. Non-Operating is currently at a net loss of (\$229K). Revenue in ROA's non-operations fluctuate depending on market activities within the investment portfolio for all of ROA, STARs, and Memorial Endowment.

The October financials, reflects a \$23K balance sheet adjustment for STARs between Unrestricted Net Assets and Temporarily Restricted Net Assets. This is to account for the FY18, miscellaneous contributions received for STARs Comprehensive Campaign. In FY18, we had the auditors run this as a Temporarily Restricted Net Asset because at the time we were unclear of how this revenue should have been treated. Moving forward for FY19, all miscellaneous contributions will be recorded as part of Unrestricted Net Assets on the STARs financial reporting slide. This \$23K adjustment has no bottom line impact and is just a re-classification of balance sheet net assets.

Mr. Patel confirmed that reported losses was due to market conditions and will provide a comparison of FY18 to FY19 October financial reports to the ExCom.

Legislation Update

Mr. Rothrock said Congress is back in session and is working to complete the appropriations process which includes homeland security funding. He reported that there is discussion concerning funding of the border wall and a potential federal government shutdown. ROA has collaborated with EANGUS and NGAUS and has drafted a bill concerning a DD214 statement for the Reserve Component. Congressman Walz will introduce the bill with Congressman Trent Kelly. Work continues in building a coalition of stakeholders to socialize the efforts needed on this issue.

Development

Mr. Carlson reported the Pershing Society continues to move forward and has reached the \$280,000 mark; \$120,000 of that has been collected with \$160,000 remaining in pledges. The first round of 57 Pershing Society renewals is underway. A year-end appeal will be distributed in December and three grants are being pursued for the Reserve Kids School Kit. There is initial traction with relaunch of the Industry Partners Program. The Resource Development Committee (RDC) is drafting a *Case for Support*; it will be reviewed next week. The RDC is also discussing the establishment of an Ambassador Program i.e. volunteers to serve as ambassadors to manage up to ten (10) prospects. Efforts continue with Partnership with American Business to provide a job and career opportunity service.

Questions concerning the Foundation's participation in the recent Giving Tuesday effort and being included in the Combined Federal Campaign (CFC) in the future were raised. CFC is still on the radar and analysis of effort vs return will be done to consider future participation in Giving Tuesday.

ROA STARs Foundation

Colonel Sweeney reported that a stand-up reception instead of a formal gala dinner is most likely and initial plans are being discussed.

Old Business

There was no old business discussed.

New Business

In a 21 November 2018 email from President Stockton to Executive Director Phillips, President Stockton listed committee appointments and requested ratification by the ExCom.

Upon a properly made motion by Colonel Sweeney, seconded by CAPT Carmack, and upon a unanimous vote, it was resolved to ratify the entire slate of the President's committee appointments as presented in the agenda. The approved slate follows:

- **Communications:** Henry Plimack continues as Committee Chair
- **Constitution and Bylaws:** Chip Holsworth extended to 2019
- **Endowment:** Richard Nelson appointed as Committee Chair, appoint Shirley Martin to replace Shannon Bibbee as a regular member, and appoint Brenda Gardner as the Excom Liaison.
- **Insurance:** Bob Carmack continues as Committee Chair, Walter Hammerschmidt extended to 2019.
- **Junior Officer:** Jason Tolbert appointed as the new Committee Chair, extend Jen Franco as Vice-Chair to 2019.
- **Membership:** Ray Orvin replaces Shannon Bibbee for 3-year term, Ken Robinson replaces Morgan Little for 3-year term, Brad Carlson replaces Mileva Hartman, appoint Dean Hewitt as DNCM liaison, and appoint Dale Andersen as Excom liaison, Rick Ricardi to serve as special appointee.
- **Strategic:** Kevin Riedler replaces Shannon Bibbee as Vice, retain John Mahoney to 2019, retain Rick Thomas another 3 years.
- **Ad Hoc Resource Development committee** – Committee members include Donald Brown, Donald Stockton, James Sweeney, Michael Nolan, Charles Holsworth, Bradley Carlson, Judi Davenport, and Jeff Phillips.

Insurance & Financial Services

Insurance & Financial Services Committee Chairman, CAPT Bob Carmack, presented an overview of ROA's endorsed insurance plans, the status of past and current insurance program performance, affinity partnerships, and addressed the need for analysis, expanding marketing efforts, and the need to find other revenue generating avenues.

Wrap-up & Adjourn

Air Force Executive Committeeman, Rick Stephens, asked what actions were needed to get the DD214 for the Reserve Component approved. Susan Lukas explained the process and timeline. A Call for Action will be sent to ROA members in January.

The next scheduled ExCom conference call is currently set for 26 December. Concern about holiday plans affecting participation surfaced and the possibility of a joint call during the DNCM call on 19 December. President Stockton will be consulted, and ExCom members will be notified of the date for the next ExCom conference call.

The meeting was adjourned by Air Force Vice President Smith at 8:20 p.m.

Minutes submitted by Jeffrey E. Phillips, Executive Director.

JEP/lb