



Executive Committee Meeting

Conference Call

August 28, 2019

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 Junior Vice President, MAJ Jason E. Tolbert; Army Executive Committee Members, MG Margaret C. Wilmoth; COL Stanley G. Remer; and LTC William B. Pentecost; Naval Services Vice President, CAPT Robert H. Carmack; Naval Services Executive Committee Members, CWO4 Dale J. Andersen, CAPT Paul F. Keane and LtCol Alexander Henegar; Air Force Executive Committee Members, Lt. Col. Richard B. Stephens Jr. and Lt. Col. Layne R. Wroblewski; and Executive Director, Mr. Jeffrey E. Phillips.

Appointed national officers present were: President-Elect, COL Judi A. Davenport; Judge Advocate, LTC Terry Benschof; Public Relations Officer, CAPT Henry E. Plimack; Health Services Officer, MG Peggy Wilmoth; and Chaplain, COL Sherman R. Reed. Also, in attendance were: SmithBucklin representative, Mr. Sunny Patel; MNPC representative, Mr. Brad Carlson; and national staff members, Ms. Susan Lukas, Ms. Lani Burnett and Mr. Kevin Hollinger.

Elected and appointed officers absent were: Air Force Vice President, CMSgt Shane P. Smith; Air Force Junior Vice President, SSgt April D. Hill; Air Force Executive Committee Member, Col Brenda B. Gardner; Naval Services Junior Vice President, CWO2 Cynthia E. Oliver; International Programs Officer, Col Paul Groskreutz; Treasurer, Col. W. Robin Pfeil; and Sergeant-at-Arms, LTC Joe Snel.

Ms. Markham, recording secretary, took 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 thanking everyone for joining the call and announced that there were 32 days remaining in his presidency.

Executive Director's Update

Mr. Phillips asked Mr. Patel to provide a financial update.

Note: Due to extensive static on the call much of Mr. Patel's report was garbled. Therefore, statements from the July financial report submitted by Mr. Patel are included in his update.

Financial Update

Mr. Patel reported that as of the end of July, ROA has year-to-date operating revenue of \$797,000, which represents 17% of the overall budgeted operating revenue. ROA has year-to-

date operating expenses of \$977,000, which represents 31% of the overall budgeted operating expense. ROA is currently reporting an operating deficit of (\$180K); mainly due to timing differences for TOTH, STARs Comprehensive Campaign, Insurance Surplus not Expected to be collected until Q4, Mercer Royalties, and National Convention. Bottom line net income for operations is a negative \$37,000. The non-operating bottom line is \$244,000. This is mainly due investment portfolio performance, recognition of life membership dues, and activity related to depreciation being reported. Non-Operations activity is reporting a surplus of \$297,000; mainly due to ROA's investment portfolio performance, recognition of life membership dues, and activity related to depreciation being reported. We are working closely with Military Non-Profit (MNFP) reviewing Comprehensive Campaign contributions are being accrued and allocated correctly on ROA's month-end financials. As of 7/31/2019, the outstanding receivable for the Comprehensive Campaign sits at \$166K. The MNFP team along with myself and Cooper are working to ensure our numbers tie out for audit purposes.

A 4+8 forecast and a cash flow projection is being prepared. LtCol Wroblewski asked two clarification questions:

1) Income is not going to necessarily flow consistently month over month. When we look at a 4 + 8 and look at the same time last year are we tracking with regard to revenue as we were last year or are we below our expected revenue stream?

Mr. Patel responded that due to the timing of the comprehensive campaign revenue streams at the time of budget development that we are tracking behind but all other budget programs are on par.

2) What is driving the 4+8; ordinary course or concern about operating cash? Mr. Phillips responded that he requested the 4+8 forecast to see if we were on track. LtCol Wroblewski recommended forecast and cashflow analysis be done on a quarterly basis. Mr. Phillips appreciated the recommendation and will work with staff.

Legislation and Military Policy

Ms. Lukas said the team is reviewing the NDAA, working with the TMC on RC issues that should be highlighted moving forward and also matching up the NDAA with ROA's legislative agenda and resolutions. Important to note is the work being done to call out what ROA has done/accomplished independently as opposed to joint efforts with the Military Coalition.

Ms. Lukas expressed appreciation to ROA Departments that have identified issues and for bringing six new resolutions forward to be reviewed.

Ms. Lukas responded to a concern about RPA funding that stopped in June due to funds being overspent and diverted to other areas. ROA is aware of the problems that RC members will face as a result e.g. the probability of having a bad fiscal year and/or retirement/retention year and is working on ROA's strategy to address the issue.

Fundraising

Mr. Carlson reported the Second Century Campaign is about to cross the \$1.5 million mark – cash, pledges, and planned giving components. So far in FY20, ROA has crossed the \$500,000 mark; currently at \$534,000.00. We are seeing some challenges with the 80+ group concerning planned giving components since the majority of estate plans are already in place. All is well on the Ambassador front and a full court press is planned for the convention. While

the target giving goal for EXCOM members is \$1,000 give-or-get, giving from EXCOM members far exceeds the target. Progress has been made to resolve distribution challenges of the Reserve Kids School Kit and also to regain control of the the website. Great progress has been made to capture historical giving history; a database now exists with member's giving history as far back as 1980.

ROA STARs Foundation

Colonel Sweeney reported that the Board will meet during the convention. Work continues on the Reserve Kids School Kit and the Comprehensive Campaign. These two items as well as the Gala Committee and a slating committee to consider new Foundation membership and leadership will be included on the Board meeting agenda.

Old Business

ROAL \$20K Payment

President Stockton stated that a motion was made by the Membership Committee to approve and accept the \$20,000.00 payment from ROAL to cover ROAL life members that have been integrated into ROA's membership. The payment will be deposited into ROA's Life Member investment fund.

Upon a properly made motion by the ROA Membership Committee, no second is required, and upon a unanimous vote, it was resolved to approve accepting the \$20,000.00 payment from ROAL for deposit into ROA's life member fund to cover the ROAL life members recently integrated into ROA's membership.

New Business

Centennial Celebration Committee

President Stockton said that he would like to appoint three additional members to the Centennial Celebration Committee as plans for ROA's 100th anniversary celebration begins. He asked for ratification of the following appointments: Rear Admiral Paul Kayye, Colonel Ann Knabe, and Colonel David Small.

On a properly made motion by President Stockton, seconded by CAPT Bob Carmack, and upon a unanimous vote, it was resolved to ratify the following appointments to the Centennial Celebration Committee: Rear Admiral Paul Kayye, Colonel Ann Knabe, and Colonel David Small.

Proposal to Leverage Grassroots Advocacy

President Stockton said a proposal was received from A2W/Jack Bonner concerning an initiative to leverage grassroots community networks in support of ROA's tax credit initiative for businesses employing RC members deploying. A read ahead was distributed. A motion was made and discussion followed.

Mr. Phillips stated that harnessing non-military associations to help ROA and that our agenda may be of interest to numerous community organizations, will give ROA top flight support from areas we've not explored in the past and it is affordable. LtCol Wroblewski supports this initiative. He stated that ROA's current legislative advocacy efforts are linear and ROA is not going

beyond military related organizations/associations. This initiative will expand ROA's base while ROA markets its brand beyond DC.

Upon a properly made motion by President Stockton, seconded by Layne Wroblewski, and upon a unanimous vote, it was resolved to approve the A2W (Jack Bonner) proposal to establish a grassroots community network to support ROA's tax credit initiative for businesses employing RC members deploying.

Site Selection

Site recommendations will be reviewed by the Site Selection Committee next week and an EX-COM email vote to follow so that an announcement about the 2020 and 2021 convention site can be announced at the 2019 convention.

Wrap-up & Adjourn

The meeting was adjourned by President Stockton at 8:10 p.m.

Minutes submitted by Jeffrey E. Phillips, Executive Director.

JEP/lmb