

**MOAA**  
*Coronado Chapter*  
**BOARD OF DIRECTORS MEETING**  
**Minutes of 18 September 2019**



**CALL TO ORDER:** President T. Day called the meeting to order at 1200 hours at the Landmark Cafe. E. Devine led the Pledge of Allegiance. G. Kirmse gave the invocation.

Members Present

President: Tom Day  
Treasurer: Bob Abney  
Secretary: Joe Puett  
Past President: Bob Covalucci  
Second Vice-President: Tom Hessler  
Director: Lori Wysong - JROTC  
Director: Susan Day – Scholarships  
Director: Jim Clenney – Personal Affairs  
Director: Jim Clenney – Membership  
Director: Harry Bowen – Transition/ESGR  
Director: Merle Kilpatrick - Legislation  
Dep Dir: Susan Day - Historian  
Dep Dir: Earl Devine - Cmtv Liaison  
Dep Dir: Harry Mallory - Publications  
Dep Dir: Duane Brofer–Database Mngr  
Chaplain: George Kirmse

Members Absent

First Vice-President: Fran Kosinski  
Director: Vacant – Surviving Spouses  
Director: Norm Patten – Public Relations  
Dep Dir: Kathryn Covalucci- Webmaster

Others attending: None.

**AGENDA APPROVAL:** Bob C./Harry B. made the motion (and seconded the motion) to approve the agenda. The motion passed.

**MINUTES APPROVAL:** Jim C./Merle K.. moved that the minutes of August 2019 be approved, with minor correction (awardee's of the Ellen Grombacher scholarships should send thank-you's to Ellen Grombacher's daughter, Betty Shane). The motion passed.

**PRESIDENT'S REPORT:** Pres Day

- The President reminded the BOD that Bill Bates and Ludwig Kuttner AZ VHoF induction ceremony will be held on Friday, Oct 18.
- The President reminded the BOD that we need to find candidates for Treasurer, Membership Director, Surviving Spouse Liaison, and Database Manager.
- The President reminded the BOD that the Gold Star Families Monument dedication ceremony will be held on 5 October, 1000hrs.
- The President reminded the BOD that we need someone to take on leadership of the Veteran's Day Parade planning and execution.
- The President discussed the work that Fran K. is doing regarding a Survey of member's preferences regarding the Dinner Venue... Fran is putting together a survey to see if VFW is a viable alternative venue (summary of the VFW option is attached to the minutes); the survey will go out with the Heliogram. Pres & Fran will work out the Heliogram survey.
- Related to Suicide Prevention, the Warrior Healing Center is sponsoring a program called “22toEnd22”. A summary of the program is attached to minutes.
- The President will set up a POW table at tomorrow night's dinner ceremony.

**TREASURERS REPORT:** Treasurer B. Abney reported: (Report attached)

- The Treasurer reported that the Total Unencumbered Net Worth of the Chapter was \$57,369.10.
- We still have four approved scholarships to pay for.

- Financial analysis of Dinner; the Treasurer discussed why we have a problem financially with dinner meeting revenue and expenses (see problem summary attached to the minutes). As an example, in April, we had 41 dinners provided by PDS that the Chapter paid for but only 37 of which were paid by members, so we lost money on four. Our dinner membership has been declining. Bottom line, we have to get more youth in our Chapter and encourage them to attend dinners. Is moving the venue the answer? Treasurer will email his analysis again (attached). To break even on a meal over time we need 39 paid attendees, we lose money (our average in 2019 has been 36.3; so we are loosing about \$70 per month).
- Treasurer's report is attached to the minutes.
- Bob C./Harry B. moved that the Treasurer's report be accepted, subject to audit; the motion passed.

**SECRETARY'S REPORT:** Secretary J. Puett reported:

- Thanks to Jim Clenney for recording the minutes at the last meeting.
- Which Board Members need name tags? Answer: Merle Kilpatrick (Legislation), Susan Day (Scholarships), Harry Mallory (Publications); the Secretary will provide these nametags at the next BOD.

**OLD BUSINESS:** Pres Day.

- The President continued the discussion regarding the need for Liability Insurance for the Chapter. After discussion we decided we didn't really need anything at this time; Tom H./Bob C made a motion to table the issue until the next President is elected, the motion passed.

**NEW BUSINESS:** Pres Day.

- During the Treasurer's report, the Treasurer led a discussion regarding the loss trend associated with Dinner Meetings and the implications to our long-term budget. Summary of the revenue/expense trends is attached to the minutes.

**BOARD/COMMITTEE REPORTS:** Pres Day

**PAST PRES:** B. Covalucci reported:

- No report

**1ST VP:** F. Kosinski reported:

- No report.

**2ND VP:** T. Hessler reported:

- Programs
  - Our September program will be on Boulder Crest Retreat. There will be approximately 38 attendees at the monthly Chapter Dinner.
  - October: Warrior Healing Center.
  - Future Programs are listed in the Heliogram.
- Do we want to ask the membership if we want to do a fundraiser at Texas Roadhouse?  
Following discussion... yes, at tomorrow's Dinner meeting we will ask if there is interest.

**SURVIVING SPOUSE LIAISON:** Vacant reported:

- No Report.

**JROTC Affairs:** Dir L. Wysong reported:

- No Report.

**LEGISLATIVE AFFAIRS:** Dir M. Kilpatrick reported:

- Most weekly updates lately have been repeats; things will probably continue that way until Congress acts on a number of issues.

**MEMBERSHIP:** Dir J. Clenney reported:

- Jim C. led a discussion about how to increase our membership and whether we should have a lifetime membership for the Chapter. President will provide Jim C. the list of National Members that are not currently members of the Chapter.

**PERSONAL AFFAIRS:** Dir J. Clenney reported:

- No Report

**PUBLIC RELATIONS:** Dir N. Patten reported:

- No Report.

**SCHOLARSHIP:** Dir S. Day reported:

- Bob A. confirmed that we have \$21k available for scholarships.
- Susan D. will attend Buena HS's 7 Oct scholarship night.
- Susan D. is working on a letter to HS principals; we'll have our recognition in April again.
- Susan D./Bob C. moved that we provide \$10K + \$1K (Grombacher scholarship), = \$11K in scholarships next year (2020); the scholarship committee will determine how this scholarship money will be allotted to the applicants; the motion passed.

**AZ TRANSITION LIAISON/ESGR:** Dir H. Bowen reported:

- **Jobs:** During this report period, we were able to post 28 individual jobs within the State of Arizona, 1 multiple listing for jobs at Aberdeen Proving Ground and 1 multiple listing for job opportunities at Fort Huachuca. The other jobs within Arizona were posted for Chandler, Flagstaff, Grand Canyon, Goodyear, Maricopa, Phoenix, Scottsdale, Tempe, and Tucson. No jobs were identified for Sierra Vista area.
- **Expos/Career Fairs:** There were two Job Fairs announced, one on 18 September and the second one on 30 October. Both of these job fairs were to be held at the TMAC on Fort Huachuca.
- **Links:** There were no new links added to the website during this report period.
- **Employer Support to the Guard and Reserves (ESGR):** Harry B. had to honor to present two Patriotic Employer Awards during this report period. The first one was to the C EO of the Cooper Queen Hospital in Bisbee and the second one was to a Program Manager working for KeyW in Sierra Vista.
- **Cochise Serving Veterans (CSV) and the Resource Fair:** Update from the last report: There were 87 Veterans who attended the Resource Fair; 65 Male and 22 Female Veterans. Of these 87 Veterans, three were self-declared homeless but only two qualified. These two Veterans were subsequently provided housing through the assistance of Primavera and Frank Real. The After-Action Report (AAR) was submitted to the Arizona Veterans Stand Down Association thereby closing out the 6th Annual Veterans Resource Fair.
- **Social Services Support:** The Social Services Support Committee was able to help four Veterans during this report period. They consisted of two with their utility's bills, one with back rent, and one, through referral, housing assistance. One very interesting situation came up that will, most likely, increase the number of back utility bill payments made; this situation was that some of the Hud/Vash rental companies/agents no longer will include utilities in the rent. The two that we took care of this report period were a result of that change in policy leaving the veterans with a bill to pay that was not originally planned for. We will have to closely monitor.

**CMTY LIAISON:** Dep Dir E. Devine reported the following:

- Earl D. provided numerous community announcements.
- The Cochise Gold Star Family Memorial Dedication Ceremony is scheduled for Saturday, October 5<sup>th</sup> at approximately 1000 hrs. There will be multiple dignitaries in attendance including Senator McSally, Woody Williams (last Medal of Honor awardee for WWII). Lee Greenwood has also been invited. For more info go to the website:  
<http://hwwmohf.org/cochise-cty-az.html>

**DATABASE:** Dep Dir D.Brofer provided the following membership status:

CHAPTER MEMBERS AS OF 18 Sep 2019			
REGULAR	SURVIVNG SPOUSES	ASSOCIATE	TOTAL
140	28	1	169

**HELIOPGRAM:** Dep Dir H. Mallory reported:

- Input for the Heliogram is due 24 Sept '19 sent to [editor19MOAA@gmail.com](mailto:editor19MOAA@gmail.com) .

**HISTORIAN:** Dep Dir Susan Day:

- Sad/Happy events of Historical note.... Sad: 911 anniversary. Happy: Birthday of Air Force 1947.

**WEBMASTER:** Dep Dir K. Covalucci reported:

- Kathrine C. is keeping Facebook very active; but a reminder that you have to be a Chapter member or MOAA National member to access the Facebook page.

**CHAPLAIN:** Chap G. Kirmse reported:

- No report.

**ANNOUNCEMENTS:**

- None.

**NEXT MEETING:** 16 Oct '19

**DEPARTING PRAYER:** G. Kirmse provided the closing prayer.

**ADJOURNMENT:** Pres Day adjourned the meeting at 1316 hours.

Respectfully Submitted:

Joe Puett, COL (R)  
Secretary

**The VFW Hall Booking prices are attached.**

The \$5.00 is per table for cleaning the table cloths or we can get plastic tablecloths for less.

We can use the Bar for drinks.

We can use tableware etc. But we have to pay either volunteers (i.e boy scouts or enlisted personnel from post required to do volunteering or hire a VFW staff person at minimum wage. (\$11 per hour)

Evenings available are: 2<sup>nd</sup> or 4<sup>th</sup> Tuesday/ 4<sup>th</sup> Thursday/ 1st, 2<sup>nd</sup> and 4<sup>th</sup> Sundays

The price per person is still around \$25.00 per person. I added in a staff person at \$11 per hour for 4 hours.

Lori's meals are negotiable depending what we ask for, beef, chicken, fish, pork or pasta.

The problem is nobody has a package deal like PDS. Either we pay more with better food or pay less with mediocre food.

I believe the first thing that should be done is ask ALL members in a survey, if a move to another venue would bring them to meetings.

I have not heard back from the American Legion.

Fran

<b>EXPENSES INCURRED BY USER BY ITEM(S) REQUIRED:</b>		<b>AMOUNTS</b>
<b>HALL USAGE FEE: (NON-MEMBERS)</b>		<u>\$250.00</u> N/C
<b>BARTENDER(S)</b>	4 hrs=\$53.00 5 hrs=\$58.75 6 hrs=\$64.50	\$ \$ \$
<b>HALL CLEANING and DAMAGE FEE</b> <i>(Refundable after inspection, but may be pro-rated)</i>		<u>\$ 75.00</u> N/C
<b>GRILL USAGE (Gas/Electric)</b> Members	\$10.00 per grill	\$
	Non-Members \$25.00 per grill	
<b>TABLE COVERS FROM V.F.W.</b>	\$ 5.00 per table	\$
<b>SPECIAL SET-UP</b>	\$ 75.00	\$
<b>KITCHEN USAGE FEE</b>	\$ 75.00	\$
<b>SECURITY</b>	\$ 20.00 per hour	\$
<b>REQUIRED NON-REFUNDABLE DEPOSIT:</b>		<u>\$ 50.00</u> N/C
<b>BALANCE DUE V.F.W.</b>		\$

## **Warrior Healing Center (WHC) and the 22toEnd22 Program**

Hello again!

We have big news from YOUR Warrior Healing Center (WHC)--Arizona's one-of-a-kind veteran community center that is transforming the way American communities care for our veteran families. So many great things are happening, and we are so honored to share the news with you.

Firstly, the WHC's founder and director was honored to receive Arizona Senator Martha McSally's Veteran of Distinction Award for the innovative services at the Center! Why such a prestigious award? Well, we now have 37 veteran service organizations and healing groups providing over 50 services at no cost to veterans and their families. There is simply no operation like the WHC anywhere in the USA -- not a single government dollar has gone into establishing the WHC. This Center is fully community supported, 100% volunteer led, and features combat veterans and families serving veteran families. The WHC feels like home, because everyone here feels the ethos that made the military feel like a big family.

Secondly, our local National Alliance on Mental Illness (NAMI) center announced this week that

The WHC Team

[22toend22.com](http://22toend22.com)

---

they are relocating their main offices into the WHC along with their new resource library! We are so honored to have them as part of our team supporting veterans but also to host the rest of our community when they visit NAMI.

Finally, we are especially proud to have the recruiter for the Arizona National Guard relocate their office to the WHC! We look forward to having the Guard as part of our events, and we hope eligible members of our community will consider the excellent opportunities the Arizona National Guard offers!

There is so much more going on at the WHC! Please come see us at 1838 Paseo San Luis in Sierra Vista, or visit us online at <http://22toend22.com> where you can find out more about our services and how you can support veteran families and fight the plague of veteran suicide for less than the price of a cup of coffee a week. We are also on Facebook and Guidestar as a fully transparent 501(c)3!

Thanks so much for your support!

**From:** ROBERT Abney <roabney@gmail.com>

**To:** Robert Abney <roabney@cox.net>; Duane Brofer <brabec@cox.net>; covalucci <covalucci@gmail.com>; edevine1 <edevine1@outlook.com>; Harry Bowen <harrybowen@aol.com>; j2k2c4 <j2k2c4@cox.net>; jmpuett1 <jmpuett1@aol.com>; George Kirmse <kirmsegm@cox.net>; lolowysong6 <lolowysong6@gmail.com>; mlkplk <mlkplk@hotmail.com>; mtnridinglady <mtnridinglady@yahoo.com>; nywoman1 <nywoman1@cox.net>; panamakid76 <panamakid76@gmail.com>; Patten, Norman <patne@cox.net>; Abney, Bob <roabney@gmail.com>; Bob Covalucci <robertjcovalucci@gmail.com>; Day, Tom <tday500@yahoo.com>; Tom Hessler <tjhessler@cox.net>; editor19moaa <editor19moaa@gmail.com>

**Subject:** MOAA Financial report

**Date:** Thu, Sep 19, 2019 4:53 pm

---

Board Members,

I've reprinted a note below that I sent out in May regarding chapter finances. The original note was prompted after our April dinner when Earl asked how we could be losing money on meals when we charge two dollars above our club meal costs. Given that we are studying alternative venues for our monthly dinners, I think it appropriate to again review our meal situation.

I need to remind everyone that nothing has changed since this note was distributed in May – we only have 38 paid September dinner attendees, one less than the 39 that I calculate necessary to break even, even if we remain at the club and nothing else changes. We need to carefully consider the numbers below before we commit to making significant changes. Even if we decide to remain at the country club, current meal costs (\$24.00) are only guaranteed until the end of the year. The club may raise their year 2020 prices.

Bob

24 May 2019

## Coronado Chapter Financial Analysis -- April 2019 Dinner

April Attendees	- 41
Paid Attendees	- 37
Revenue (paid meals)	- \$962.00 (37 @ \$26.00/Meal)
Meal Charges (PDS Club)	- <u>\$984.00</u> (41 @ \$24.00/Meal)
April chapter loss	<u>\$ 22.00</u>
-Free Meals (Pd. by chapter)	\$72.00 (3 @\$24.00/Meal)
- Guest speaker & wife	
- One certificate (Raffle)	
- One prepaid member meal	\$24.00

\* We established meal charges to afford the chapter a \$2.00 per meal profit approximately 8 Yrs. ago. That was a successful strategy when normal dinner attendance was 40 to 50 paid meals. We even made a few bucks.

\* Example: Assume a dinner with 38 total attendees. If 35 of the attendees pay, the chapter theoretically makes a profit of \$70.00. However, after paying two guest speaker meals and honoring a raffle certificate (with no alcoholic beverage), the chapter actually loses \$2.00. Bottom line---we need 39 paid meal attendees every dinner to assure we break even over time. We've had 39 paid meal attendees only twice in the past two years -- both scholarship award nights.

\* Low dinner attendance now means we're struggling to break even on meals.

\* We established the 50-50 raffle to support the ops fund. Half of raffle proceeds go directly to the ops fund. Low dinner attendance means less raffle monies to ops.

\* The operations fund is supported by member dues and the raffle. It's affected by reduced memberships, low dinner attendance and declining raffle proceeds. We haven't had any year-end excess in the Ops Fund to transfer to the Trust in the past two years. We've used it to maintain chapter operations.

\* The BOD needs to consider alternatives to increase attendance (membership), increase meal prices, eliminate raffle dinner certificates, increase dues, etc. Last dues increase was eight years ago.

\* Remember -- Among the current membership generation, we've recently have had a number of deaths and older members leaving the area. This will continue. We sorely need new, younger membership.

\* Remember -- The chapter at this point is financially healthy on paper, but the scholarship fund is a major part of our unencumbered net worth. We can't use scholarship funds for any other purpose. The trust is available and can be used, but doing so merely masks the underlying problem. Overall, our funding intake (revenue) is falling.

## **Membership is Key**

### **Paid Dinner Attendance Over Time**

<b>Year</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>3 Month Total</b>	<b>Average</b>
2016	50	45	47	142	47.3
2017	40	69	45	154	51.3
2018	35	45	35	115	38.3
2019	32	37	40	109	36.3

This chart illustrates the dinner attendance decline over a similar three month period in each of the past four years. If we go back further than 2016, the trend is even more evident.

**THE TIME TO ACT IS NOW.**

Use the sheet passed out at the last BOD meeting and make the calls to former members who have not renewed. There will be a BOD meeting in August and please plan to report results of your calls.

Bob Abney

**Coronado Chapter MOAA  
Accounts Status  
As of September 18, 2019**

**Assets**

Wells Fargo Savings Account (Scholarships)	\$21,726.05
Wells Fargo Checking Account	\$11,580.58
Wells Fargo Investment Trust	<u>\$28,062.47</u>

**Total Assets**

\$61,369.10

**Liabilities**

Eleven Scholarships (\$1,000.00 each) (Seven Expensed To Date)	\$4,000.00
--	------------

**Total Liabilities**

\$4,000.00

**Total Unencumbered Net Worth**

**\$57,369.10**

Net Worth August, 2019

\$57,367.73

Net Worth September, 2019

\$57,369.10

**Annual Increase / Decrease in Net Worth -- 2018 to 2019**

**\$2,727.56**

**Coronado Chapter MOAA**  
**INCOME AND EXPENSES**  
**August 22, 2019 through September 18, 2019**

**Income**

Meal Receipts	None
Scholarship Donations	None
Operations Donations	None
Dues Collections	None
Raffle	None
Badge Purchases	None
Advertising	None
MOAA Nat. Membership Award	None
Vet of the Year Revenue	<u>None</u>

**Total Income**

**None**

**Expenses**

PDS Country Club - January Dinner	None
Asytn Jones Univ of Washington Scholarship	\$1,000.00
Abraham Avrizu Scholarship	\$1,000.00

**Total Expenses**

**\$2,000.00**

**Net Gain / Loss For the Period**

**(\$2,000.00)**