



**MILITARY OFFICERS  
ASSOCIATION OF AMERICA  
Arizona Council of Chapters**

**MINUTES OF THE ARIZONA COUNCIL OF CHAPTERS**

**0800 Hours, Saturday 2 June 2018**

**HOSTED BY THE LUKE CHAPTER**

**IN ATTENDANCE:**

**Arizona Council of Chapters**

**President:** Lt Col Dick Jonas  
**Vice President:** COL Peter Kloeber  
**Treasurer:** COL Lee Lange  
**Secretary:** Mrs. Pam Wojtas  
**National BOD & Personal Affairs:** CDR John Chernoski  
**Legislative Affairs:** Lt Col Darren Venters  
**Newsletter Editor:** Mrs. Mary Jonas  
**Immediate Past President:** COL Ron Perkins  
**Past Council President:** COL Allen Rossow  
**Past Council President:** CAPT Dan Conway  
**Past Council President:** COL Gary Fredricks  
**Past Council President:** COL Ken Yamanouchi

**Arizona Chapter**

**President:** LTC Ron Bright  
**1<sup>st</sup> Vice President:** CDR Mike Rogers

**Catalina Mountains Satellite**

**President:** COL Rett Benedict

**Catalina Mountains Satellite**

**Treasurer:** COL Bill Nagy

**Coronado Chapter**

**President:** Chaplain (COL) Tom Day

**Grand Canyon Chapter**

**President:** LTC Steve Jarvis

**Grand Canyon Chapter**

**Surviving Spouse Liaison:** Lt Col Joyce Kloeber

**Green Valley Chapter**

**President:** LCDR Jim Knox

**Green Valley Chapter**

**1<sup>st</sup> Vice President:** 1LT Joe Longo

**Luke Chapter**

**President:** COL Mike Kramer

**Luke Chapter**

**3<sup>rd</sup> Vice President:** LTC Bob Nelson

**Luke Chapter**

**Leadership Succession Director:** COL Jerry Wojtas

**Northern Arizona Chapter**

**President:** LCDR Clyde Meade

**Superstition Mountain Chapter**

**President:** MG Dave Rataczak

**Superstition Mountain Chapter**

**2<sup>nd</sup> Vice President:** Lt Col John Bushko

**Tucson Chapter**

**President:** COL Tom Owens

**Guest:** Suzanne Walker, LTC USA-Ret. MOAA, Director, Membership Events & Protocol

**Guest Speaker:** Lt Gen Edward Hanlon, USMC-Ret. MOAA BOD & Chairman of Council & Chapter Affairs Committee

1. **Call to Order:** Lt Col Dick Jonas called the meeting to order at 0800. Lt Col Jonas welcomed everyone and also thanked COL Mike Kramer for hosting the reception the evening before.
2. **Pledge of Allegiance:** Mrs. Pam Wojtas led the attendees in the Pledge of Allegiance.
3. **Invocation:** The invocation was given by Chaplain (COL) Tom Day, Coronado Chapter President.
4. **Welcome by Luke Chapter:** COL Mike Kramer welcomed everyone and thanked those who attended the reception the evening before.
5. **Introduction of Guests:** Lt Col Dick Jonas introduced LTC Suzanne Walker and our guest speaker, Lt Gen Edward Hanlon, both from MOAA National.
6. **Presentation of Communications Awards:** Lt Gen Hanlon, assisted by Lt Col Dick Jonas and COL Peter Kloeber presented awards to the following.  
  
Arizona Chapter – print newsletter – 5 star; website – 5 star  
Coronado Chapter – print newsletter – 5 star; website – 5 star  
Grand Canyon Chapter – print newsletter – 5-star  
Green Valley Chapter – website – 5 star  
Luke Chapter – print newsletter – 5-star; website – 5 star  
Superstition Mountain Chapter – print newsletter – 5 star; website – 4 star
7. **Approval of 4 November 2017 Meeting Minutes:** Mrs. Pam Wojtas stated that there were no corrections to the minutes. A motion was made by COL Jerry Wojtas and seconded by COL Ron Perkins to accept the minutes as written. Motion passed.

**Guest Speaker: Lt Gen Edward Hanlon, MOAA BOD & Chairman of Council & Chapter Affairs Committee**

Lt Gen Hanlon thanked Lt Col Dick Jonas for inviting him to the council meeting and thanked him for his leadership and that of the leadership team in Arizona. He also thanked COL Mike Kramer and the Luke Chapter for hosting the council meeting.

Lt Gen Hanlon commented that he was here representing Lt Gen Dana Atkins and his fellow board members and was in attendance to listen and to take comments back to the Board of Directors and the staff in Alexandria.

Lt Gen Hanlon commented that over the previous two years, the Board of Directors and MOAA leadership have worked hard to ensure the financial health of MOAA and to carry out the recommendations of the Bottom Up Review which was conducted about 18 months ago.

Lt Gen Hanlon stated the reason for the Bottom Up Review was quite simple. He stated that like any organization or association, MOAA has mainstream core competencies, but that over the years MOAA

took on other issues and challenges, all of them good and noble. In doing so, it stressed their people and resources.

Lt Gen Hanlon stated MOAA was spread too thin and needed to get back to the truly imperative competencies. He stated that MOAA had to be mindful of their finances and instill disciplined budgeting and to ensure they were using their people in the best manner.

Lt Gen Hanlon stated that the Bottom Up Review was a difficult, time consuming and challenging exercise but absolutely necessary to ensure the association continued to strive. He stated they turned an unsustainable strategy into an enduring strategy. He also stated that they are on the right track and that the Association is in very good shape.

Lt Gen Hanlon stated that to wrap up all these efforts into something more coherent and executable, they spent a great deal of time rewriting and strengthening their Strategic Plan. He stated he personally thinks it is excellent and charts a solid, responsible course for MOAA over the next five years.

Lt Gen Hanlon gave an update on the Board of Directors. He stated that the Board is selected based on a balance of military service, retired and active duty, and regional representation. He stated that in our geographical area, we have Board Representatives in CDR John Chernoski and Lt Gen John Regni. He said to keep them apprised of issues in our region. Lt Gen Hanlon stated that every two years MOAA selects one-third of their Board. He stated that having experienced chapter and council veterans is important to MOAA. He also stated that at least eight of the current Board members have significant council and chapter leadership experience.

Lt Gen Hanlon stated that chapters are the heart of MOAA and key-critical to their success. He stated that MOAA exists to support advocacy for our troops and veterans and to support your work in chapters. Lt Gen Hanlon said that MOAA is a 350,000 member organization with about 50,000 in chapters. He stated that those 50,000 members involved in local chapters are the heart and soul of MOAA.

Lt Gen Hanlon stated that MOAA needs to think through every option to ensure they are helping those chapters to evolve into the organizations needed in this new century. He said he would be remiss if he did not publicly note the outstanding efforts and work of the MOAA Headquarters Chapters and Councils team led by Retired Navy Captain Jim Carmen, VP for Chapters and Councils and Member Support and Retired Army Colonel Terri Coles who is the Senior Director of Chapters and Councils.

Lt Gen Hanlon commented that membership is what MOAA is all about and that without membership and without chapters, MOAA would not be successful, in fact, would not exist. He stated that one of the most important imperatives is to increase support for our councils and chapters, particularly in the areas of membership, revenue, communications, leadership development and administrative and resource support.

Lt Gen Hanlon stated that chapters need more members, both retired and active. He said when you meet prospects, ask them these questions. Do you insure your home? Do you insure your life? Do you insure your automobile? He then said to ask them if they insure their benefits they earned through their service. He commented that they will likely give you a quizzical look, but help them along by offering the following: "Your benefits are only as good as the current laws support--those laws are being reviewed each year to find ways for the government to pay less." He stated that MOAA and all of us serve as protector of those benefits.

Lt Gen Hanlon stated that in 2017 MOAA witnessed continued growth of MOAA's first Virtual Chapter – MOAA uniformed nurse advocates – now numbering about 80 members. He stated that the second Virtual Chapter focuses on meeting the unique needs and concerns of surviving spouses and it has recently been chartered and is up and running.

Lt Gen Hanlon stated that as a result of the management oversight and the Bottom Up Review, MOAA has reduced their operational expenses 17% - about \$4,000,000 over the last few years. He also stated that MOAA has grown its portfolio from a low of \$103,000,000 in March of 2016 to more than \$130,000,000 today.

Lt Gen Hanlon stated that the MOAA Investment Committee retains frequent contact with Goldman Sachs where they have their investment portfolio and with State Street where they invest their scholarship funds. Lt Gen Hanlon said he serves on the Investment Committee and can assure that the relationship with Goldman Sachs and State Street is outstanding.

Lt Gen Hanlon stated that while the investment portfolio grew significantly in 2017, thanks in part to the current economic cycle, MOAA needs to remain vigilant in developing revenue streams and controlling expenses. He stated that most of the revenue sources, such as member dues, royalties and advertising remain under pressure and that MOAA cannot expect double digit market returns in the future.

Lt Gen Hanlon commented that MOAA's major capital asset, the Headquarters building, is in need of serious, major renovations. He stated that the Board of Directors recently approved an extensive renovation to address essential maintenance items and ensure their investment serves the Association well for another 50 years. Lt Gen Hanlon stated that Headquarters had moved the first weekend of May into temporary facilities hosted by AFBA and will probably be in those facilities for 15-18 months.

Lt Gen Hanlon commented that while wrestling with the Bottom Up Review, MOAA probably did not effectively communicate to chapters how they were approaching issues. He stated that part of this was simply due to the fact that the MOAA leadership and Board of Directors were learning as they conducted the Bottom Up Review. He stated that they could have done better to engage with the chapters. Lt Gen Hanlon said it was an important lesson that constant and honest communications between "higher headquarters" and the "field" can never be too much.

Lt Gen Hanlon commented that MOAA published their 10 Advocacy Goals for 2018 and they are ambitious. He stated that they can be read in the *Military Officer* magazine or online. Lt Gen Hanlon stated that ensuring Tricare reform sustains access to top quality care and avoids disproportionate fee increases remains at the top of the list. He stated that MOAA will continue to engage Congress and DoD regarding disproportional increases to Tricare fees that are not based on COLA.

Lt Gen Hanlon stated that the list also includes many other important issues such as repealing the Widow's Tax and protecting military retirement and COLA. He stated that the HASC did not include language to eliminate the widows tax, the dollar for dollar deduction of DoD's Survivor Benefit Plan from the VA's Dependency and Indemnity Compensation, but did say that MOAA continues to press lawmakers to file an amendment to eliminate the widows tax.

Lt Gen Hanlon stated that last year MOAA was successful in supporting the full military pay raise of 2.4% rather than the proposed 2.1%. He stated that MOAA also successfully engaged and countered several proposals to make dramatic changes to Tricare for Life. Specifically, MOAA convinced the House and Senate not to attach a fee for Tricare for Life. Also, basic allowance for housing remains untouched for the active duty community.

Lt Gen Hanlon stated that the majority of MOAA activity will continue to center on advocacy. In support of this work, MOAA has eleven Lobbyists registered on Capitol Hill, educating and informing members of Congress and their staff on the uniqueness of military service and the sacrifices the military and their families endure.

Lt Gen Hanlon commented that MOAA's developmental program comprises the two MOAA 501 (c) (3) charitable subsidiaries; The MOAA Scholarship Fund and the MOAA Military Family Initiative or Foundation. He stated the Scholarship Fund will celebrate its 70<sup>th</sup> year in 2018. Lt Gen Hanlon stated the Scholarship Fund is an exceptional program and since inception has provided more than \$140,000,000 in aid to 14,000 students.

Lt Gen Hanlon stated that the MOAA Military Family Initiative (MMFI) was launched in 2014. He stated that it offers programs and services to military and veteran families of all ranks in areas of particular family need to ensure those families enjoy the quality of life they have earned through their service. Lt Gen Hanlon stated that these programs are rated best in class and have earned significant grants from organizations seeking to sponsor military community philanthropy. He stated that corporate grants do not cover all the program costs and encouraged members to donate to sustain these programs.

Lt Gen Hanlon stated that typical of the high-quality programming of MMFI, it delivered a military spouse professional development seminar at Camp Lejeune, North Carolina. This was attended by more than 260 spouses and supported by senior White House staff members.

With the support of MMFI, MOAA recently launched a chapter grant program which will award up to \$5,000 annually to the chapters involved in impactful community service. Last year MOAA awarded six competitive grants ranging from \$3,229 to \$5,000. This year, due to a grant of \$40,000 from Express Scripts and \$35,000 of internal reprogramming, a total of \$75,000 was made available for grants. There were twenty-nine chapters which applied and nineteen chapters were selected. Lt Gen Hanlon stated that two of the selected chapters were here today. Lt Gen Hanlon congratulated the Luke Chapter and the Coronado Chapter on their selection as Community Outreach Grant winners.

Lt Gen Hanlon reminded everyone that this year the annual meeting of membership, Levels of Excellence Awards celebration and Western Region Chapter Leadership Workshop is scheduled here in Phoenix on November 1, 2 and 3. He encouraged everyone filling a leadership role to attend.

## **State Council Staff Reports**

- 1. Pre-brief of Fall State Council Meeting & MOAA Annual Meeting – LTC Suzanne Walker – to be held at the Arizona Grand Resort and Spa, Phoenix, Arizona – November 1-3, 2018 - (AZCoC Secretary has copy of presentation.)**

### **Thursday – November 1**

- State Council Meeting
- LOE Awards Dinner (\$65)

### **Friday – November 2**

- Continental Breakfast (\$15)
- Annual Meeting of the Membership

- Breakout Sessions (including Chapter Roundtable)
- Exhibitors
- Luncheon w/Keynote Speaker (\$35)

### **\$100 Meal Package/\$115 ala carte**

- After Chairman's Luncheon – Check in for Council and Chapter Leaders Workshop
- General Session
- Welcome Dinner

### **Saturday – November 3**

- Breakfast
- General Session
- Breakouts (Chapter Management/Legislative)
- Wrap up
- Lunch

### **Council and Chapter Leader Workshop – November 2-3, 2018**

- Audience: AZ, So CA, NM, NV, CO
- Invitees: Presidents, Membership Chair, Legislative Chair
- MOAA Pays 1 Night Lodging and meals/transportation not included
- Spouses invited – no separate program

### **Publicity**

- July *Military Officer* – Save the Date
- Website – Continued Updates
- Special Invitations for VIPs and Heritage Society Members and Council/Chapter Leaders Workshop
- Notification in MOAA Newsletter
- Letters to Those not Receiving *Military Officer*
- Social Media
- LOE Awardees Notified by MOAA Council & Chapters

### **Registration – Launch – August 1, 2018**

- General Registration Online/by Phone and via US Mail
- LOE Awardees Separate Registration Link
- Council & Chapter Leaders Workshop Separate Registration Link
- Deadline for Hotel Reservations – September 21, 2018

### **Optional Activities**

- MOAA Travel – Optional Tour to Grand Canyon and Las Vegas
- Golf at the Arizona Grand – Reduced Greens Fee
- Experience Scottsdale
- Air Force Museum at Luke AFB
- Casinos
- Musical Instrument Museum

## **How You Can Help**

- Volunteer
- ROTC/JROTC Color Guard
- National Anthem Vocalist
- Suggest Ways to Attract Attendees
- Recommend Potential Exhibitors
- Recommend VIP's to Invite

## **2. Storming the Hill & Council Presidents Seminar – COL Peter Kloeber - (AZCoC Secretary has copy of presentation.)**

### **Storming the Hill 2018**

#### **Scope/Logistics**

- All 50 states  
\*150 “Stormers”
- AZ Team  
\*COL Pete Kloeber, USAF (Ret) – Flagstaff – Team Lead  
\*Lt Gen John Regni, USAF (Ret) – Litchfield Park – MOAA Board Member  
\*CDR John Chernoski, USN (Ret) – Green Valley – MOAA Board Member  
\*Cynthia Giesecke – Currently Serving Spouse Advisory Committee
- Scheduling  
\*Challenging  
\*130+ Emails, 60+ Calls, 20 Letters  
\*Four weeks

#### **Two Issues**

- Military Pay and Benefits
- Chapter 61 Retirees

#### **Military Pay and Benefits**

- Support the President's proposed 2.6 percent pay raise for FY 2019  
\*Aligned with the Employment Cost Index (ECI)  
\*Raise only keeps pace with the private sector wage growth  
\*Still lags civilian wage growth by, coincidentally, the same margin – 2.6 percent
- Protect against erosion of military pay and benefits
- Regular Military Compensation (pay and benefits) is a key factor to recruiting and retention for the AVF
- Recruitment: 17-21 year olds  
\*Pool: 20M

- \*Meet academic requirements: 11.3M (57%)
- \*Eligible to join: 4.4M (22%)
- \*Propensity to join: 400K (2%)
- \*Services need: 265K (Army 80K)

### **Chapter 61 Retirees**

- Medically retired with a 30% or greater non-combat disability
- Total of Approximately 210,000 – more than 90% enlisted
- Earned retirement pay is offset by VA disability compensation
- Approximately 137,000 lose all retirement pay – 97% enlisted

### **Who Has Our Government Taken Care Of?**

<u>Years of Service/Disability Rating</u>	<u>Combat Related</u>	<u>Non-combat Related</u>
20+ Yrs / 100% Disability	YES	YES
20+ Yrs / 50-90% Disability	YES	YES
20+ Yrs / 0-40% Disability	YES	<b>NO</b>
Under 20 Yrs / Medically Retired	YES	<b>NO</b>

### **TWO Leave-Behinds**

- SBP / DIC Offset – “Widow’s Tax”
- Prevent Disproportional Tricare Fee Hikes

### **SBP / DIC Offset – Survivor Benefit Plan and VA Dependency and Indemnity Compensation “Widow’s Tax”**

- SBP = Member-paid insurance annuity
- DIC – VA benefit for service-connected death  
\*5,095 per year
- Current federal law requires forfeit \$1 of SBP for each \$1 of DIC
- Costs most surviving spouses \$12,000 per year
- FY 2008 Special Survivor Indemnity Allowance (SSIA)  
\*\$310 in 2018 (indexed to COLA)  
\*FY 2018 NDAA = “permanent” and inflation protected  
\*Provides relief for about 25% of Widow’s Tax

- Nationally
  - \*SBP = 313,000
  - \*DIC = 67,000 = 20%
- Arizona
  - \*SBP = 9,000 = 15% of 57,000 retirees
  - \*DIC = 2,000 = 22%
- MOAA Position
  - \*Repeal the SBP – DIC Offset**
    - Cost: \$950M per year
  - \*Absent full repeal, incrementally increase SSIA above COLA adjustments**

## Results

- Meetings – Great!
- All 10 AZ legislators – 5 Principals and 5 Staffers
  - \*CM Biggs
  - \*CM Gosar
  - \*CM McSally
  - \*CM Schweikert
  - \*CW Sinema
- Plus CM O’Halloran on 3 May – Flagstaff

## Council Presidents Seminar 2018 - (AZCoC Secretary has copy of presentation.)

## Membership

- Total Membership = Approximately 355,000
- Category
  - \*Life = 49%
  - \*Premium = 26%
  - \*Basic = 25% (11 – 12% upgrade)
- Status
  - \*Retired = 81%
  - \*Former = 5%
  - \*Surviving Spouse = 14% (50,000)
- Average Age
  - \*2017 = 66
  - \*Chapters = 75
- Market Share
  - \*Former = 1%
  - \*Retired = 43%
  - \*Currently Serving = 25%

- Paid Membership = 250,000
- Reminders
  - \*Life Membership converts to Spouse
  - \*MOAA changed “Auxiliary” to “Surviving Spouse” in 2015

### **Marketing / Affiliates**

- USAA Grants
  - \*Councils - \$800
  - \*Chapters - \$300
- Mercer Insurance
  - \*\$100 for Newsletter Ad / Chapter / Year (plan not promise)
  - \*Chapter Liability Insurance – Base rate \$330
  - \*MOAA Vacations
    - Chapters receive “small” percent of revenue from member trips

### **MOAA Charities**

- Scholarship Fund – 501 (c) (3)
  - \*7<sup>th</sup> Anniversary
  - \*Helped over 14,000 youth
  - \*Provided over \$120M
- Military Family Initiative (MMFI) – 501 (c) (3)
  - \*Military Spouses
    - 90% Underemployed
    - 20% Unemployed

### **MOAA Community Grants**

- 29 Applications (9 last year)
  - \*Scoring
    - Median 75
    - Range 89 – 55
- Looking for additional funding to increase grants
  - \*Plan for \$25K, \$50K, and \$75K
- Conference call with all applicants
  - \*Next few weeks – prior to announcement
- Good sell / words
  - \*Chapter members volunteering
  - \*Member of local council / coalition, etc.
- Developing “Smart Sheet” to explain “what scored high”

## **MOAA Communications**

- Website – complete resign end of 2018
- Newsletter – only 26% open rate
  - \*Important that all members select “OPT IN” and “OPT OUT” options
  - Login
  - Account / Profile
  - Communication
  - Opt In / Opt Out
  - Enter Email
  - Check the items you desire to receive
  - \*Can personalize MOAA Newsletter (Frequency and Topics)
- Some 20 Council Presidents are “Opted Out” of all communications???

## **Chapters**

- Numbers
  - \*2006 = 36 Councils and 411 Chapters
  - \*2017 = 34 Councils and 405 Chapters
- Members
  - \*2006 = 70,011
  - \*2017 = 48,402 (31% Loss)
- MOAA has approved two “Virtual Chapters”
  - \*MOAA Uniformed Services Nurse Advocates Virtual Chapter (MUSNAVC) – (VC01)
    - 66 Members, 22 states, 50 congressional districts
  - \*MOAA Surviving Spouse Virtual Chapter (MSSVC) – (VC02)
    - Chartered March 2018
    - Surviving Spouse or Surviving Spouse Liaison
    - Surviving Spouses become MOAA Members in 2013
- Council Rescue / Closing Procedures
  - \*Council should work to save
  - \*Request MOAA “Rescue” visit
- If Decision to Close
  - \*Notify MOAA in writing
  - \*Return Charter to MOAA
  - \*Turn over all monies per Bylaws / Articles
    - 501 (c) (19), 501 (c) (3)
    - Another MOAA chapter
    - MOAA Charity (Scholarship Fund or MMFI)
- MOAA to start sending more info to councils on chapter health

## **Councils and Chapters Vision 2023**

- MOAA Board
  - \*What will Councils and Chapters look like in five years?
  - \*How do we keep them viable?
- Focus 2018
  - \*Increase Chapter Visitation Program
  - \*Summer Storm 2018 – State Advocacy
  - \*Increase Community Awards
  - \*Explore Additional Virtual Chapters
  - \*Solve Email Sharing Between National and Chapters
- Ideas 2019 and Beyond
  - \*Increase Awareness / Applications for Community Grants
  - \*Reimburse Mileage for Council Presidents
  - \*Pilot Program – Merge National and Chapter Membership
    - Start with Basic Members
  - \*Increase Support for State-level Advocacy

### **State Advocacy Engagement**

- State Report Cards
  - \*Tax Matters – [moaa.org/statereport/tax](http://moaa.org/statereport/tax)
  - \*Issues affecting troops and families – [moaa.org/statereport/family](http://moaa.org/statereport/family)
- MOAA Wants from Councils and Chapters
  - \*Desired Criteria / Standards?
  - \*What support can MOAA Councils and Chapters provide?
  - \*Overall
    - What are local legislative priorities?
    - What do Councils and Chapters need help with?
    - What are Council’s and Chapter’s ideas?

### **Committee Module**

- 230 Chapters Using (out of 405)
  - \*Arizona – Council and ALL Nine Chapters – great!!!
  - \*40 Chapters still sent hard copy of roster
- DO NOT
  - \*Include “End Date” unless deceased or removed from Chapter
  - \*Delete / Replace Officer or Committee positions
  - \*Select “Inactive” or “Non-voting”
- I Officially Requested
  - \*Add “MOAA Number”
  - \*Add “MOAA Membership Expiration Date”
  - \*Allow update of member contact info (address, phone, email)

### **3. Legislative – Lt Col Darren Venters - (AZCoC Secretary has copy of presentation.)**

## **Briefing Topics**

- National
- Arizona 53<sup>rd</sup> Legislature 2<sup>nd</sup> Regular Session
- Arizona 54<sup>th</sup> Legislature 1<sup>st</sup> Regular Session

## **National – Arizona**

- National
  - \*NDAA
  - \*Choice
  - \*Taxes
- Arizona
  - \*Income Tax Exemption for Retired Pay

## **Arizona 53<sup>rd</sup> 2<sup>nd</sup> Session – November 4<sup>th</sup>**

- Tax Relief on Military Retirement
  - \*Effort failed during last session
  - \*100M short fall
  - \*No support from Governor
  - \*No appetite from most Candidates
    - Loss of revenue
    - Schools demanding \$\$
- Elections in full swing

## **Arizona 53<sup>rd</sup> 2<sup>nd</sup> Session – January 8<sup>th</sup>**

- Governor State of the State Message
  - \*Tax Relief on Military Retirement
    - \$10,000 State Income Tax Exclusion
    - News to the members of the Legislature
- Senator Griffin
  - \*Bill to mirror Governor's speech
- Representative Livingston
  - \*Similar bill
- Legislature was not supportive
  - \*UAV Leadership support
  - \*American Legion Volunteers
  - \*Candidate from Green Valley
- Senator Gail Griffin

\*Increased exemption from \$1,000 to \$3,000

\*In spite of “redford”

### **Arizona 54<sup>th</sup> 1<sup>st</sup> Session – January 2019**

- Legislators
  - \*Will you know them?
- What are your issues?
- Tax Relief on Military Retirement
  - \*What is **your** appetite?
- California Seeking Military Retirement Pay Tax Relief

### **Arizona 54<sup>th</sup> 1<sup>st</sup> Session**

- Are you ready for the fight?
- Sign up to testify

#### **4. ESGR – Lt Col Darren Venters - (AZCoC Secretary has copy of presentation.)**

Lt Col Venters stated that in Arizona there are 60 individuals involved with the ESGR, all of which are volunteers. He stated that they need another 60 because there are a lot of positions to fill.

Lt Col Venters stated ESGR is Interdependent when it comes to taking care of our national defense and the readiness of our Guard and Reserve Units.

One slide presented asked “Are you aware?” Joining ESGR gives you the opportunity to: Travel, get free training, experience refueling missions, experience what it’s like to be on a ship, meet employers, and officially be part of the Department of Defense.

Another slide asked “Are you part of the community?” ESGR supports more than one million National Guard and Reserve Service members across the nation.

Another slide asked “Are you inspired?” With compassion, professionalism, and courage, National Guard and Reserve members serve around the world to ensure our freedom.

An additional slide stated: Veterans and Military retirees, you have served your country with honor. Continue servicing with us. Become an ESGR Advocate.

The work the ESGR does is important, and fulfilling, and gives you the chance to make a positive difference in the lives of Guardsmen, Reservists, and their families in your community. These are people who sacrifice so much for your freedom, and joining ESGR provides you with a wonderful way to help support them.

The one qualification you need is the belief that you can help. All experiences and backgrounds are welcome. Whether you donate an hour a month or 40 hours a week, there is a role for everyone.

## 5. Treasurer's Report – COL Lee Lange

COL Lange passed out the financial statement which reflects seven months of the year. He reminded everyone that our budget year is November to November. COL Lange stated that all chapters have paid their dues. He also stated that seven chapters had ordered coins and that those chapters have reimbursed the council for their portion of the cost of the coins. COL Lange said that the council received a \$50 incentive for updating their roster within the timeframe.

## 6. Surviving Spouse Liaison – Mrs. Sharon Douglas

### Surviving Spouse Liaison Issues

- SBP – DIC offset (“widow’s tax)
  - \*Loss to survivor up to more than \$15,000/year
  - \*Senate will debate FY19 defense bill first two weeks of June
  
- SB 339 needs 18 more Senate cosponsors to make it to the Senate floor for debate
  - \*Neither AZ Senator is cosponsor
  - Please call their offices ASAP
  
- New dental and vision programs EOY
  - \*Evolving, but details and enrollment available at [www.TRICARE.benefeds.com](http://www.TRICARE.benefeds.com)
  - \*Enroll now to stay updated on how to obtain benefits
  
- RALD “Retiree Assistive Listening Devices” available to retirees and families at discounted prices

For more info on these and other issues, contact Sharon Douglas, P. O. Box 95, Dewey, AZ 86377. Email: [Sharon.Douglas.NACMOAA@gmail.com](mailto:Sharon.Douglas.NACMOAA@gmail.com)

## 7. Transition (jobs, etc.) – CW3 Harry Bowen – no report

## 8. Personal Affairs AZCoC – CDR John Chernoski

CDR Chernoski stated that information on personal affairs is available in MOAA’s Council and Chapter *Policies and Procedures Guide*.

CDR Chernoski stated that the Personal Affairs Officer, Chaplain and Surviving Spouse Liaison work together when there is a death of a member or spouse.

CDR Chernoski reminded attendees that a surviving spouse is eligible for MOAA membership and you should actively pursue getting them to join your chapter.

## 9. Chapter and Satellites Semiannual Updates

### Arizona Chapter -

### Membership and Finances

- Membership as of May 1, 2018

*Regular Members	128
*Surviving Spouses	21
*Total	149

- Finances as of May 1, 2018
  - \*Scholarship Fund \$20,285
  - \*General Fund \$12,418

### **Luncheon Meetings**

- Luncheons - \$25 – third Saturday of the month
- Average attendance – 50 to 60 members and spouses
- Summer stand-down – June through August
- Outstanding lectures and programs

### **Activities**

- Baseball Spring Training Diamondbacks Game
- Baseball Summer Diamondbacks Game – July
- Portillos Hot Dong Nights – Quarterly
- Annual Golf Tournament – April
- Bar-B-Que Picnic – October

### **Color Guard Activity**

- Memorial Day
- National Cemetery – Cave Creek

### **Scholarship Fund**

- ASU ROTC Support Program
  - \*Three Scholarships at \$2,500 each for a total of \$7,500
- JROTC Support Program
  - \*Fifteen High Schools Supported

### **Levels of Excellence Awards**

- Chapter Newsletter – 2017 Five Star Award
- Chapter Website – 2017 Five Star Award
- Chapter 2017 Rating Sheet Submitted in April

### **MOAA National Meeting – Phoenix – November 1**

- Arizona Chapter Hosts Concurrent with AZCoC meeting
- National Conference Support
  - \*Color Guard
  - \*Registration
  - \*Other Duties As May Be Assigned

### **Arizona Chapter Third Quarter Goals**

- Continuity of Leadership – 2019
- Recruiting Program: “Minnesota Approach”
- Retention of Existing Members
- Fundraising – General Fund
- AZCoC November Meeting Support Phoenix
- MOAA National Conference Support Phoenix

### **Coronado Chapter – Chaplain (COL) Tom Day**

- Membership 191 with 160 Regular Members
- Financial - \$45,000 Net; \$12,000 Scholarship Fund
- Raised \$11,000 for the Scholarship Fund; \$9,000 From Members Filling Out Their Dinner Reservation Form and \$2,000 From Our Raffle
- Gave Out Ten Scholarships
- Nine Families Were Present When Presented the Scholarships
- LTC Norm Patten Is Organizing A Clean Up The Road Section
- COL Bob Covalucci Recognized Grads From Fort Huachuca – Gave Them A Three Year Membership To Our Chapter
- 2018 - Applied For And Will Receive An MMFI Grant – Will Be Used For Stand Down
- COL Gene Fenstermacher Sends Out Legislative Updates To Members
- Ms. Jan Cole, Surviving Spouse Liaison Has A Very Active Program – Recently Gave Out Pins To All Surviving Spouse Members
- Four Members, COL Allen Rossow, CW3 Harry Bowen, CSM Mike Roberts, COL Don Price Were Inducted Into The Arizona Veterans Hall of Fame In October. Currently Have Twenty-three Members In The Hall of Fame
- Four Members Have Their Name On The Canyon Vista Medical Center Wall

### **Grand Canyon Chapter – LTC Steve Jarvis**

#### **- Accomplishments**

- \*Obtained Liability Insurance Through Mercer Consumer
- \*Provided \$7,200 In Gift Cards To Formerly Homeless Vets At The Holiday Season
- \*Twenty-four Members And Spouses Participated In The Lance Davison Memorial High Country Stand Down
- \*Entered A Float In The Flagstaff Armed Forces Day Parade
- \*Member Of The Northern Arizona Veterans Coalition
- \*Awarded Three \$7500 Scholarships (One Each to NAU Air Force And Army ROTC Cadets; One NAU Student – Veteran) And One \$500 Scholarship (Coconino Community College Student – Veteran)

#### **- Goals**

- \*Increase Membership By Continuing To Work The MOAA Potentials List, Through Visibility And Community Engagement (Personal Contact)
  - Challenges
    - Limited Number Of Prospective Members
    - Members Assisting With The “Hunt”
- \*Leader Succession (New Slate Of Officers This Year)

-Challenges

“New Blood”

Commitment And Participation

- Continue to Support The Formerly Homeless Veterans And Scholarship Programs
  - \*Challenge
    - Funding Without Conducting Fundraisers
- Continue Community Involvement And Visibility
  - \*Challenge
    - Member “Buy-In” And Participation

## Green Valley Chapter – LCDR Jim Knox

### - **General Chapter Status**

\*Membership is stable (more on this later)

\*Finances are reasonably healthy

\*”Knife and Fork” mentality, but changing to a more varied atmosphere (Silent Auctions, Games, Happy Hours, Mix and Mingle, Welcome Aboard, Parades, Trips, etc.)

\*A lot of community support, especially with JROTC and Veterans support

### - **Finances Are Healthy!**

\*Thanks to our work with JROTC Units and the Veterans in the area, community donations are very healthy. (The whole community supports us!)

\*Thanks to 1LT Dick Newman, and his “Grant Writing” ability, we have been able to keep ahead of the curve, and basically have the next years planned expenses, paid for a year in advance

\*Problem area: Scholarship funding is becoming harder to get because perceived image of universities and colleges has fallen by 50% in the last 3-4 years among Corporations.

\*Our treasurer has brought back ridged accounting practices, annual audits, etc.

### - **General Membership Status**

\*Viable, stable membership, but getting older (average age 75+). Not an expanding community. Gains and losses about equal

\*About 80-90 members, including spouses

\*About 10-15 active members, for BOD, working functions, that we can call upon to do things

\*Problem Area: Almost all the active members have served on the BOD 5-10 years, tired of working

\*Problem Area: We dropped enrollment on about 21 nonparticipating, non-dues paying members last year. We are lagging about 18 this year

\*Many are in nursing homes, and we have lost contact with them. Nursing homes mostly do not provide active computer links for them

\*Smart phones are really providing a major problem with the older generation. We have found Outlook and Android users are being hit by the autonomous ability to classify email messages into “Focused, Other, Spam” categories, depending upon interest shown by the user; WITHOUT telling the user. We are trying to set up classes through our website for smartphone users

- \*We are in a rebuilding status this year, with 5-6 new members this spring, including several younger members (if you call 60's younger), as a result of our Food for Troops, Female Veterans, and VA donations
- \*We have a problem with getting younger people to join the chapter. We try to get families involved (the White Elephant Parade was part of this effort).
- \*We tried getting active duty to join, did have some success, only to have them transfer out of area
- \*Tried getting more visibility through Chamber of Commerce, newspaper reporting (our treasurer keeps pumping out articles to the newspapers), COC Rodeo, which fell through, etc.
- \*Our biggest attraction is the support we give the JROTC units, including a NRA Grant for a "Proper Shooting Range" for one of our JROTC high schools – people go bonkers over that!!!

## **Luke Chapter – COL Mike Kramer**

### **Luke Chapter Accomplishments --- Program Year 2017-18**

- Entertaining programs and presentations at member dinner meetings; enhanced attendance; examples:
  - \*COL Tom Kirk, USAF, Ret., speech on POW and life experiences
  - \*Presentation of 'Beyond Glory', a play based upon Medal of Honor stories
  - \*Jet Propulsion Laboratory presentation on NASA Mars exploration
  - \*Singer Paulette Rockir and husband performance of 'oldies and goodies'
  - \*Teacher Fredi Lajvardi's inspiring story of underwater robotics in "Spare Parts"
- Robust scholarship program; granted \$24,900 in scholarships to 16 students this spring
  - \*Raised a record \$37,000 through April fundraising auction dinner
  - \*Engaged with long-term business donors; encouraged chapter member donations
  - \*Current scholarship fund balance is \$77,620 before distributions
  - \*In past six years, scholarship fund distributed over \$120,000 in 76 grants
- Received \$6,250 from MOAA Military Family Initiative/Homes for Heroes
  - \*Set up a 'grants' committee and program
  - \*Identified needy recipients through Veterans' Court, VA social workers, Luke AFB Chaplain, First Sergeants, and Airman Readiness Center, AZ Coalition for Military Families, and others.
  - \*Donated \$2,000 in turkeys/commissary cards, and 426 'in kind' food items to Luke families
  - \*Donated \$4,250 in cash to seven needy veterans, disabled vets and retirees for medical debts, mortgage, rent, car and house repairs, etc.
  - \*Assisting families and vets in financial distress gratified and rewarded our members
- Selected by MOAA MFI for 2017-18 Military Family Initiative grant of \$3,750
- Professionalized the Luke Chapter accounting and ledger system; our treasurer never stops improving
- Webpage awarded Harris Communications Award; then upgraded and enhanced
  - \*PayPal and credit cards allow to join the chapter, renew memberships, place dinner reservations, make donations, etc.

- Non-profit Arizona corporations, Luke Chapter and Scholarship Fund, support income tax-exemption, and donations to Fund are tax deductible
  - \*Bylaws are up-to-date, tax returns filed timely
  - \*Both corporations are in ‘good standing’ with annual reports current
  - \*Outstanding recording secretary keeps our minutes
- MOAA awarded the Harris Communications Award for our NewsGram; 325 distribution
- Donated to five veteran/active duty charitable organizations; initiated first annual “Toys for Tots” program
- Annual audits, member surveys, and self-assessments; updated robust Operations and Strategic Plans; purchased liability insurance, a MOAA ‘best practice’
- Supported fourteen local JROTC programs with active high school liaison
- Provided personal affairs briefings on the new website and estate planning
- Chaplain reaches out in energetic pastoral program, blessings in our meetings

### **Luke Chapter Goals – Program Year 2017-18**

- Develop and implement a dynamic marketing plan for recruitment of National MOAA members in our area currently unaffiliated with our chapter
  - \*Status: Membership Director implemented a large, multi-colored postcard mailer to 400 potential members from MOAA list
  - \*Luke Chapter investigating use of MOAA’s tool for membership recruiting/renewal
  - \*Briefing by internet/web marketing expert with ideas to recruit younger members
- Increase chapter membership by ten percent to at least a net 260 members
  - \*Began 2017 program year with 242 members
  - \*As of 30 May 2018, total membership was 233
  - \*Recruited 31 new members as of 30 May 2018, but lost 40 members; 6 died
  - \*Status: Did not achieve goal of 260, chapter continues to ‘gray out’
- Revitalize SSP program with a SSP subcommittee and director
  - \*Status: Work in progress to revitalize the program; social media outreach
- Increase scholarship fund ‘spend’ account by at least ten percent from \$24,500 to \$27,000
  - \*Status: Exceeded goal; raised more than \$37,000 this program year
- Increase operating revenue to Luke Chapter organization by at least \$2,500
  - \*Status: Exceeded the goal; current cash balance is about \$6,000
- Earn at least a ‘four star’ Levels of Excellence rating from MOAA
  - \*Status: Received five star rating
- Walk-on goal: Award grant funds to needy veterans and service members
  - \*Status: Funds distributed IAW grant conditions, and final report filed

## **Fundraising Methods**

- Start early in calendar year with planning (mid-January)
- Write story for local newspapers and shoppers
- Cultivate a relationship with local businesses
  - \*Get to know the executives who make the charitable grant decisions
  - \*Invite them to send two representatives to the award dinner
  - \*Display banners with corporate logos on the wall for PR value
  - \*Telephone call to the executive thanking them personally
  - \*Post corporate donors on the webpage, for exposure
  - \*Goal is to encourage annual budgeting for our scholarship fund
- Foster climate of generosity in chapter; “drip irrigation” messaging
- Make the fundraising auction/silent auction fun!

## **Northern Arizona Chapter – LCDR Clyde Meade**

Northern Arizona Chapter, Military Officers Association of America Covering 28,500 square miles. Counties Served: Mohave (Southern ½), Yavapai (3/4), Gila (3/4), Navajo (Southern 1/3), Apache (Southern 1/3), Greelee (Northern ½) with Satellite Chapters in Payson & Bullhead City.

### **Goals**

- Chapter and satellites membership
  - \*NAC (reg) 50 -3 (ss) 25
  - \*Moh (reg) 17 +3 (ss) 4 +1
  - \*Rim (reg) 6 -3 (ss) 6 -1
- Community involvement
  - \*US Vets
  - \*Embry Riddle University
  - \*Mohave/Prescott High School
  - \*Granite Gate Community
  - \*Other Veterans Groups

### **Administrative**

- Updated NACMOAA Webpage
- NACMAA FB Page
- New Location/Time for Meetings
- Insurance
- Bylaws update

## **Challenges for 2018**

- Attendance:
  - \*Conflict with local events
  - \*A rigid schedule
  - \*Location
- Involvement
  - \*Membership
  - \*Volunteering
- Dual Military Membership
  - \*Marine Corps League, AFA, DAV, VFW, AMVETS, American Legion, etc.

## **Chapter Events**

- Scholarship Awards
  - \*Mohave High School
  - \*Prescott High School
  - \*Embry-Riddle Aeronautical University
    - Army ROTC
    - Air Force ROTC
- Bataan Memorial Death March Support
  - \*Embry-Riddle (Army ROTC)
- Support for Pickleball Courts (VA Hospital)
- U.S. Vets Veterans Standdown (end of Sept)
- MOAA Luau Party – June 7<sup>th</sup> at 12 p.m.

## **Mohave Satellite**

- Developed a recruiting flyer
- Looking at expanding their scholarship program
- Encouraging members to wear MOAA articles at events
- Membership OK, future???? Their own chapter?

## **Rim Country**

- Membership down (not enough to support)
  - \*Some of current members are transient
- Put in dormant status (hopefully short term)

## **Superstition Mountain Chapter – MG Dave Rataczak**

My Presidency is up in December of this year. The Board will be electing a new slate of officers in November.

- **Chapter Priorities:**
  - \*Continue support of our satellite chapter
  - \*Membership and active membership
  - \*Continue emphasis on JROTC/ROTC
  - \*Support of Legislative issues
  - \*Support to our Auxiliary to Veterans and especially homeless
- **SMC Membership is strong currently at 88 dues paying members**
  - \*Recently added some new members
- **LOE 5 Star Award**
  - \*SMC has been awarded 7 consecutive 5 star award and 8 out of the last 9 years
  - \*Current application submitted by 1 May deadline
- **JROTC/ROTC**
  - \*18 high schools and Arizona State University
- **Women's Auxiliary**
  - \*Very active in several areas: hygiene kits, pillows, comfort packs
- **New initiative we are very proud of**
  - \*Have provided monetary support to assist dog trainer who works with Veterans. And the trainer (Louis Robinson) is a Veteran himself. (\$3,000)
- Website is continually reviewed and refreshed as necessary

SMC is an active, vibrant Chapter supporting local Veterans and local and national legislative initiatives.

### **The Central Arizona Satellite**

- Chapter support from CAPT Ed Mangan and Lt Col John Bushko
- Quality meeting venue
- They meet year round
- Membership is a serious issue (13 on roster, 9 have paid)

### **Tucson Chapter – COL Tom Owens**

- **Membership**
  - \*Continue recruiting efforts
  - \*MOAA potential list is of little value without email addresses
  - \*Need membership chair
- **Chapter Officers**

- \*Continue to seek replacement officers
- \*Most have been in office for several years
- \*Some do double duties

- **Fundraising Efforts**

- \*Coordinate with local restaurants for cost sharing
- \*Sweet Tomatoes, BJ's Restaurant, Fuddruckers
- \*Usually 15-20% of receipts

- **Chapter meeting speakers**

- \*Continue mix of military and civilian speakers
  - i. Fall: Political candidates' forum
  - ii. Fall: Honor Flight
  - iii. Spring: ESGR award ceremony

- **Use DMAFB as resource to visit and tour units**

- \*Spring: DMAFB Crash Investigation speaker

### **Catalina Mountains Satellite – COL Rett Benedict**

- **Established – Late 2014**

- \*Named “Catalina Mountains Satellite”
- \*Initial cadre of officers “elected”

- **Current membership = 29 (23 as of May 2017 AZCoC meeting)**

- \*Determined by dues paid to Tucson Chapter and our zip codes
- \*85% from retirement communities
- \*Participated in SaddleBrooke Activities Fair – Jan 2018
  - 13 signed up as interested
  - 1 joined satellite

- **Activities**

- \*Monthly luncheon with speaker and short business meeting
  - Typical attendance – 15 + spouses

- **Goals for balance of 2018**

- \*Identify slate of officers for election in January 2019
- \*Add 2-5 new members

### **10. Round Table – AZCoC Staff & Chapter Presidents**

COL Peter Kloeber – Committee Module. COL Kloeber commented that the committee module is not self-intuitive, need to understand what it is and what it isn't. You no longer need to send in hard copies of your roster. Update the module. Forty chapters sent in a hard copy anyway. Do not include end date unless you want to remove them from chapter or from position. Do not delete position officer or committee position. (See more on committee module on COL Kloeber's Council Presidents Seminar 2018 briefing which appears earlier in the minutes.)

COL Peter Kloeber – Chapter Liability Insurance. COL Kloeber commented that the Council was not able to get an umbrella policy because four chapters did not want to take the insurance. The blanket policy would have covered the council and all nine chapters.

COL Peter Kloeber – be connected program. COL Kloeber handed out business cards for the “be connected program”. There is a 24/7 operator. If a Vet has a question have him call or the spouse can call. They will match the Vet with the right resource at the right time. COL Ron Perkins commented that COL Wanda Wright went to DC and briefed them on this program.

COL Peter Kloeber commented to the chapter presidents to consider spouses to hold appointed offices, especially when the chapter is having trouble filling these positions. A spouse of a National member in good standing can hold an office.

COL Mike Kramer commented on the MMFI selection. He suggested that a booklet or guide be put together to list the criteria for selection, lessons learned from the chapter receiving the grant and best practices to follow.

Lt Gen Edward Hanlon commented that there is a Leaders Workbook and in the workbook there is a section on MMFI grant. He stated that attendees at the MOAA Annual Meeting in Phoenix in November will receive a copy of this workbook.

COL Mike Kramer asked Lt Gen Hanlon if MOAA makes contributions to gain access to legislator’s offices. Lt Hanlon answered no.

COL Gary Fredricks stated that when he left the BOD there were about 400 chapters. He asked if there were still that many. Lt Gen Hanlon answered yes, but some are on life support. Lt Gen Hanlon stated that MOAA wants to get these chapters healthy before forming more chapters.

A motion was made by COL Ron Perkins to adjourn the meeting. It was seconded by COL Jerry Wojtas. Meeting adjourned at 1520.

Respectfully submitted,

Pam Wojtas  
AZCOC Secretary  
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## **FUTURE STATE COUNCIL MEETING HOSTS**

### **Fall 2018**

Fall 2018:	Arizona Chapter (meeting on November 1 to coincide with MOAA Annual Meeting)
Spring 2019:	Grand Canyon Chapter
Spring 2020:	Coronado Chapter
Spring 2021:	Northern Arizona Chapter
Spring 2022:	Yuma Chapter
Fall 2019:	Green Valley Chapter
Fall 2020:	Tucson Chapter
Fall 2021:	Superstition Mountain Chapter