

# NCCOC Quarterly (Virtual) Meeting

November 14, 2020



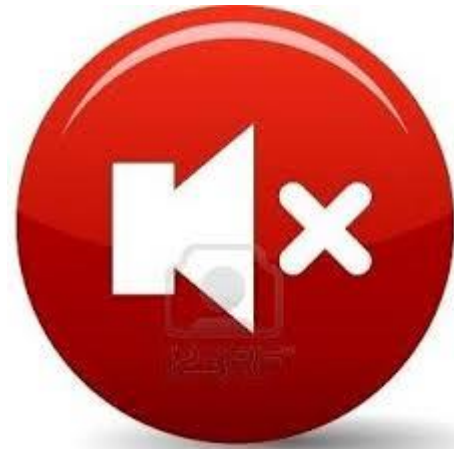
# *Pledge of Allegiance*



# Invocation

Chaplain CAPT Jim Fisher, USN  
High Country Chapter





MUTING phones at this time for Presentation



# Council Officers



**President**  
**COL Jim Brumit, USA-Ret.**



**1<sup>st</sup> Vice President**  
**COL Iggi Husar, USAR-Ret.**



**2<sup>nd</sup> Vice President**  
**Lt. Col. Ed Brown, USAF-Ret**



**Secretary**  
**Mrs. Sue Harris**



**Treasurer**  
**CAPT Mike Covell, USN-Ret.**

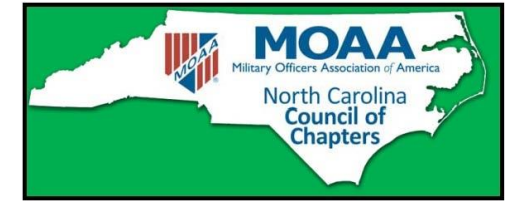


**Surviving Spouse Liaison**  
**Ms. Sandi Adams**



**Immediate Past President**  
**CAPT David Lee, USNR-Ret.**





# Agenda (p. 1)

PLEDGE OF ALLEGIANCE

INVOCATION

CALL TO ORDER

ROLL CALL AND DETERMINATION OF QUORUM

WELCOME SATELLITE CHAPTERS

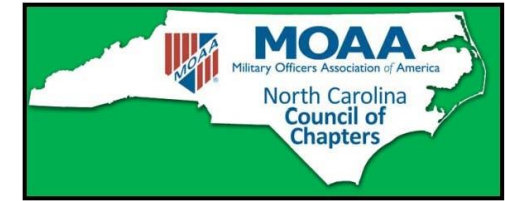
APPROVAL OF MINUTES FROM THE 15 AUGUST 2020 QUARTERLY MEETING. SECRETARY ACTION:  
MOTION TO APPROVE MINUTES.

TREASURER'S REPORT

VOTE TO CREATE A NCCOC LIMITED LIABILITY CORPORATION (LLC)

PROPOSED CHANGES TO NCCOC BYLAWS





# Agenda (p. 2)

REPORT ON LEGISLATIVE AFFAIRS

MEMBERSHIP/RETENTION

CHAPTER COMMENTS ABOUT PRIDE ACTIVITIES

CHAPTER COMMENTS REGARDING YOUR VIRTUAL CHAPTER MEETINGS AND HOW THEY MAY BE AFFECTING MEMBERSHIP

ARTICLES FOR YOUR E/NEWSLETTERS

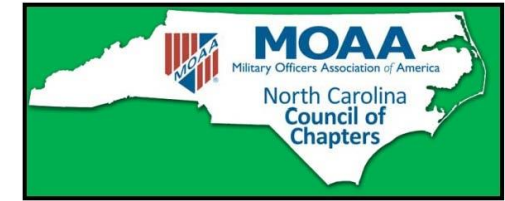
QUARTERLY NCCOC MEETING “TAKE AWAYS”

DATES AND EVENTS FOR YOUR CALENDAR

NEXT MEETING: 19-20 FEBRUARY 2021

ADJOURNMENT





# Treasurer's Report

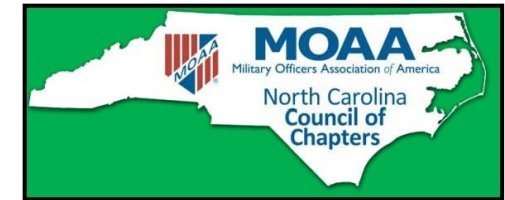
**NCCOC**  
**Statement of Financial Position**  
**1 November 2020**

• <b>ASSETS</b>	
➤ <b>Current Assets</b>	
• <b>Checking/Savings</b>	
✓ <b>Checking – BB&amp;T</b>	<b>3,616.03</b>
✓ <b>Saving – Edward Jones</b>	<b>10,002.50</b>
• <b>Total Checking/ Savings</b>	<b>13,618.53</b>
➤ <b><u>Total Current Assets</u></b>	<b><u>13,618.53</u></b>
• <b>LIABILITIES &amp; EQUITIES</b>	
➤ <b>Liabilities</b>	<b>150.00</b>
➤ <b>Equities</b>	<b>0.00</b>
➤ <b><u>Total Liabilities and Equities</u></b>	<b><u>0.00</u></b>





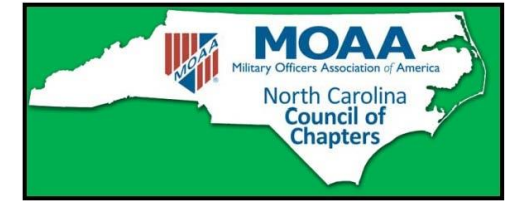
# P & L - Nov 2020



Jan - Oct 20

<b>Income</b>		
2 NCCOC Income		
2A Chapter Dues	\$1,990.50	
2G MOAA President's Travel	\$1,150.00	
2I Mercer Ad Incentive	\$100.00	
2J MOAA Virtual Support	\$90.00	
<b>Total 2 - NCCOC Income</b>		<b>\$3,330.50</b>
<b>Total Income</b>		<b>\$3,330.50</b>
<b>Gross Profit</b>		<b>\$3,330.50</b>
<b>Expense</b>		
3 NCCOC Expenses		
3A Council Meetings	\$398.50	
3E Membership Incentive	\$1,140.00	
3 NCCOC Expenses Other	\$0.00	
<b>Total 3 - NCCOC Expenses</b>		<b>\$1,538.50</b>
4 Administrative Expenses		
4A Postage, Mailing, Printing	\$69.24	
4B Web Hosting	\$160.00	
4E NCCOC President's Travel	\$570.67	
4I Insurance	\$323.20	
4Z Virtual Providers	\$179.88	
<b>Total 4 - Administrative Expenses</b>		<b>\$1,392.98</b>
5 - Donations/Dues		
5A - NC Veteran's Council	\$150.00	
5D - Other Donation	\$63.24	
<b>Total 5 - Donations/Dues</b>		<b>\$213.24</b>
<b>Total Expense</b>		<b>\$3,054.73</b>
<b>Net Income</b>		<b>\$275.77</b>





# NCCOC Member Incentives

- **New Members**

➤ Coastal Carolina	40
➤ Charlotte-Metrolina	40
➤ Southeastern North Carolina	295
➤ Tarheel Central	10
➤ Triangle	30
➤ Western North Carolina	215
➤ Piedmont	40
➤ First Flight	10
➤ Central	140

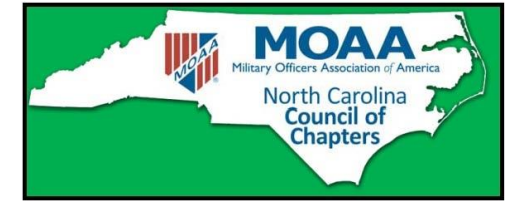
- **100% MOAA \$50/Chapter**

➤ Coastal Carolina	➤ Eastern Carolina
➤ Western North Carolina	➤ Charlotte-Metrolina
➤ Piedmont	➤ Triangle
➤ First Flight	➤ New River
➤ High Country	➤ Tarheel



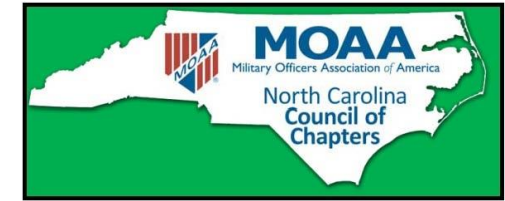
# P&L vs Budget

January through December 2020



	Jan - Dec 20	Budget	\$ Over Budget
<b>Income</b>			
2 - NCCOC Income			
2A - Chapter Dues	1,990.50	1,966.00	24.50
2B - USAA Grant	0.00	800.00	-800.00
2C - National MOAA Recruiting Award	0.00	250.00	-250.00
2G - MOAA President's Travel	1,150.00	1,150.00	0.00
2H - Investment Income	0.00	75.00	-75.00
2I - Mercer Ad Incentive	100.00	100.00	0.00
2J - MOAA Virtual Support	90.00	90.00	0.00
<b>Total 2 - NCCOC Income</b>	<b>3,330.50</b>	<b>4,431.00</b>	<b>-1,100.50</b>
<b>Total Income</b>	<b>3,330.50</b>	<b>4,431.00</b>	<b>-1,100.50</b>
<b>Gross Profit</b>	<b>3,330.50</b>	<b>4,431.00</b>	<b>-1,100.50</b>
<b>Expense</b>			
3 - NCCOC Expenses			
3A - Council Meetings	398.50	1,600.00	-1,201.50
3E - Membership Incentive	1,140.00	1,500.00	-360.00
3 - NCCOC Expenses - Other	0.00		
<b>Total 3 - NCCOC Expenses</b>	<b>1,538.50</b>	<b>3,100.00</b>	<b>-1,561.50</b>
4 - Administrative Expenses			
4A - Postage, Mailing, Printing	69.24	100.00	-30.76
4B - Web Hosting	160.00	150.00	10.00
4D - Equipment / Supplies	0.00	100.00	-100.00
4E - NCCOC President Travel	570.67	1,150.00	-579.33
4I - Insurance	323.20		
4Z - Virtual Providers	179.88		
<b>Total 4 - Administrative Expenses</b>	<b>1,302.99</b>	<b>1,500.00</b>	<b>-197.01</b>
5 - Donations/Dues			
5A - NC Veteran's Council	150.00	150.00	0.00
5B - NC Council on Aging	0.00	100.00	-100.00
5C - USO of North Carolina	0.00	250.00	-250.00
5D - Other Donation	63.24	0.00	63.24
<b>Total 5 - Donations/Dues</b>	<b>213.24</b>	<b>500.00</b>	<b>-286.76</b>
<b>Total Expense</b>	<b>3,054.73</b>	<b>5,100.00</b>	<b>-2,045.27</b>
<b>Net Income</b>	<b>275.77</b>	<b>-669.00</b>	<b>944.77</b>





# Proposed Budget 2021

## 2021 Proposed Budget

### Income

<b>NCCOC Income</b>	
Chapter Dues	2000.00
USAA Grant	800.00
National MOAA Recruiting Award	250.00
MOAA President Travel	1150.00
Mercer Ad Incentive	100.00
MOAA Virtual Meeting Support	90.00
<b><u>TOTAL INCOME</u></b>	<b><u>4390.00</u></b>

### Expense

<b>NCCOC Expense</b>	
Council Meetings	800.00
Council Virtual Meetings	150.00
New Membership Incentives	1200.00
Member Retention Incentives	1800.00
<b>Admin Expenses</b>	
Postage, Mailing, Printing	100.00
Web Hosting	160.00
Equipment, Supplies	100.00
NCCOC President Travel	1150.00
Insurance	330.00
<b>Donations/Dues</b>	
NC Veteran's Council	200.00
USO of North Carolina	250.00
Other donations	100.00
<b><u>TOTAL EXPENSES</u></b>	<b><u>6740.00</u></b>



# Advocacy and Membership Highlights

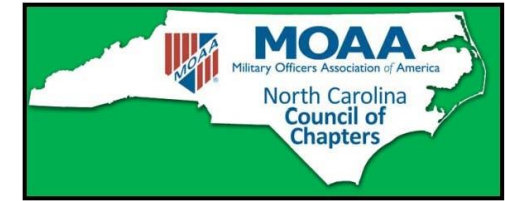
- Advocacy highlights covered by 1<sup>st</sup> Vice President
- Membership highlights covered by 2<sup>nd</sup> Vice President



# Goals for 2021

- Support Annual DSLO Issues
- H64 Blue/Gold Star Mothers Day
- H896 Instate Tuition for Military Spouses
- S752 Veterans Business Participation/Tracking
- H945 Augmentation of Disabled Veteran Property Tax Benefit
- Advocate for passage of licensing compacts (latest bill not filed)
- DSLO issue “Ask the Question”-NCHHS supports issue but recommends no need for legislation
- All bills not previously filed may need our support for upcoming session





# Council Team Activities

- Establish relationship with recently elected legislators
- Provide guidance to Chapter Team
- Enhance NC's position as a highly rated military and veteran state
- Commit to making a positive impact on NC's economic growth
- Advocate for passage of licensing compacts
- Communicate "Ask the Question" to legislators (DSLO issue)
- Blue/Gold Star Mothers Appreciation (H64)

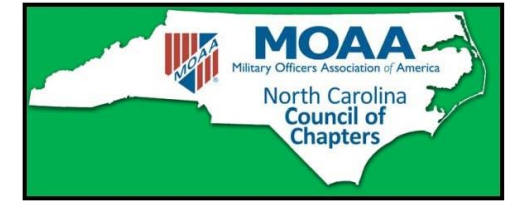


## Council Team Activities (Continued)

- Develop/approve initial Issue Paper outlining MOAA NC legislative goals for NC Legislative 2020-22 Session
- As NC legislation is introduced, develop Issue Papers on specific legislation and topics for use by Chapter Teams





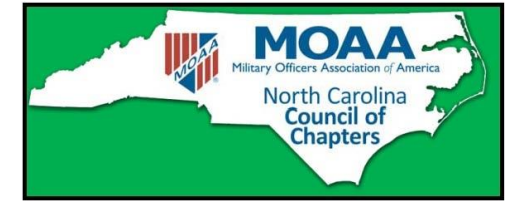


# Chapter Team Legislative Activities

- Now
  - Subscribe to notifications on NC Legislative website: [www.ncleg.gov](http://www.ncleg.gov)
  - Become familiar with NCLEG website-schedules, bill tracking, committees, find legislators, etc.
- After Inauguration
  - Identify newly elected legislators in your catchment area. Find their office contact data. Provide contact data to chapter members via chapter website, newsletter, or email.
  - Send Letter of Congratulations to newly elected legislators (see sample letter)



# Chapter Team Activities



- Encourage members to vote and provide information
- and assistance.
  - Subscribe to notifications on NC General Assembly Web Site at <https://www.ncleg.gov/>
  - Become familiar with NC General Assembly Web Site – schedules, bill tracking, committees, find legislators, etc.
- Identify newly elected legislators in your area. Find their office contact data when available and provide that data to Chapter members via Web site, newsletter, or email.
  - **Send Letter of Congratulations to newly elected Legislators (Council will provide sample letter).**
  - Encourage Chapter members to contact newly elected Legislators using Council sample letter and to continue to support legislative activities during the 2021-22 Session.
  - Send Legislators the Council-provided initial Issue Paper that outlines MOAA NC legislative goals for the 2021-22 Session.
  - Make initial contact with your Legislators. In-person meeting if conditions allow. Otherwise by phone or email. Introduce MOAA's goals for this Session.
  - Make subsequent contacts with your Legislators to advocate for specific legislation as the Session moves forward. Provide Issue Papers when available.
  - Provide regular reports to Chapter members and Council
  - Participate, when available, in MOAA legislative activities, such as Veteran's Day, in Raleigh.
  - Consider inviting Legislators to Chapter meetings.



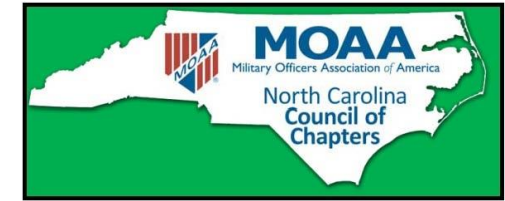


# Chapter Team Legislative Activities

(Continued)

- Provide regular reports to chapter members and Council Team
- Participate, when available, in MOAA activities, such as Veterans Day
- Consider inviting legislators to chapter meetings
- Use similar activities describe above, to support MOAA national advocacy efforts

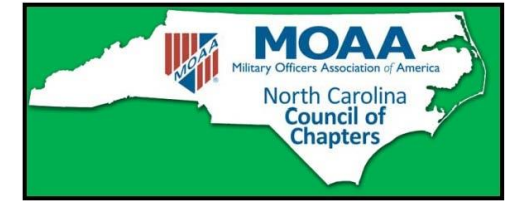




# Membership

- 100% National MOAA Membership
  - As of January 2020 - One (1) Chapter @ 100%
  - As of October 2020 – Ten (10) Chapters @ 100%
- NC COC Goal
  - Twelve (12) Chapters @ 100% - EOY 2020
  - Fourteen (14) Chapters @ 100% - EOY 2021





# Recruitment (Jan thru Oct 2020)

- National MOAA – 7% Increase (3000/4200)
- NC COC – 7.5% Increase (100/1335)
  - January 2020 – 19.1% non-National MOAA members (259)
  - October 2020 – 6.5% non-National MOAA members (88)
- NC COC Goals
  - Increase overall annual membership 5% minimum (approx. 80)
  - Decrease non-National MOAA membership 50% (approx. 40)



# Recruitment/CM Monitoring Incentives

- National MOAA Awards
  - New incentivized members Quarterly, \$10 per member
  - Chapter Retention – 90% National membership entire year, Annually - \$250 per chapter
- NC COC Awards
  - New Members – Quarterly, \$10 per member
  - Chapter Retention – National membership entire year, Annually \$150 per chapter
- CHAPTER PRIDE



# Chapter Recruitment Program

- Establish a Chapter Recruitment Team
- Use NRT best practices
  - Outlined/Employed by SENCLAND/Western Chapters with exceptional success
- Use Personalized Communications Techniques
  - Meet and Greet Socials when possible
  - Post Cards, telephone calls
  - Encourage members to invite guests
  - Employ services linking



# Chapter Recruitment Program (continued)

- Use of Zip Codes for new member search and possibly new satellite creation
- Use National MOAA Assistance
  - Finding applicable zip codes
  - Sending out invitations
  - Researching/reclassifying member status





# Chapter Reports

- Submitted for 1 Jan to 30 Jun 2020-14 of 15 chapters or 93%
- Chapter Rosters as of 28 Sep 2020-15 of 15 chapters or 100%



# COL Marvin J. Harris Communications Awards

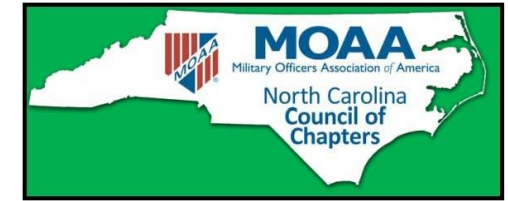
- Awarded to 5 of 8 Chapters or 53%
- Newsletters
- Websites
- 9 Medallions to Chapters



# Levels of Excellence Awards

- LOE awarded to 10 of 15 chapters or 67%
- 5 Star LOE won by NCCOC





# National MOAA Membership

- 100% 10 of 15 chapters with a \$50.00 bonus from National MOAA or 67%
- 100% National MOAA Membership 10 of chapters with a \$50.00 bonus from NCCOC or 67%



# Retention Recognition

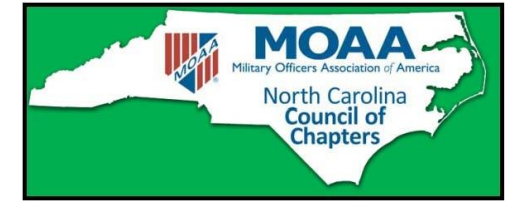
- By National MOAA with a \$150.00 to each achieving chapter, 7 of 15 chapters or 47%
- By NCCOC with a streamer to each achieving chapter, 7 of 15 chapters or 47%



# Community Grants Awarded by MOAA National

- 2 of 15 chapters for total of \$7,500.00

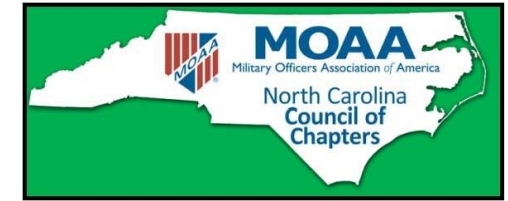




# DATES AND EVENTS FOR YOUR CALENDAR

- **USAA Sponsorship** will be back up by mid-Dec 2020, and runs through 2021 until funds no longer available: [www.moaa.org/content/chapters-and-councils/council-andchapter-management/usaa-sponsorship-for-moaa/](http://www.moaa.org/content/chapters-and-councils/council-andchapter-management/usaa-sponsorship-for-moaa/).
- **Mercer Liability Insurance** grant runs 1 Jan 2021-31 May 2020
- **Chapter Reports** based on 31 July 2020-31 Dec 2020 due 31 Jan 2021 to [info@newrivermoaa.org](mailto:info@newrivermoaa.org)
- **Chapter Officer Report** if there are no changes since last submission to [info@newrivermoaa.org](mailto:info@newrivermoaa.org)
- **COL Marvin J. Harrison Communications Award** due 1 Feb 2021 to [chapters@moaa.org](mailto:chapters@moaa.org)



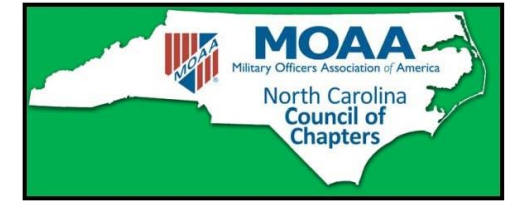


# DATES AND EVENTS FOR YOUR CALENDAR (Continued)

- **1st Qtr NCCOC Meeting** 19-20 Feb 2021, location TBD
- **Community Grant Applications** due 28 Feb 2021
- **Scholarship Applications** due 1 Mar 2021
- **Storming the Hill and Council Presidents Seminars** 19-20 Apr 2021
- **LOE Applications** due 1 May 2021
- **2d Qtr NCCOC Meeting** 15 May 2021, location TBD
- **COL Steve Strobridge Legislative/Liaison Award Applications** due 1 Jun 2021







# DATES AND EVENTS FOR YOUR CALENDAR (Continued)

- **Surviving Spouse Liaison Award Applications** due 1 Jun 2021
- **3<sup>rd</sup> Qtr NCCOC Meeting/MOAA Leaders Workshop** Sep 2021  
Raleigh, location TBD
- **MOAA National Annual Meeting** TBD Oct 2021
- **NCCOC Annual Meeting** 13 Nov 2021

