

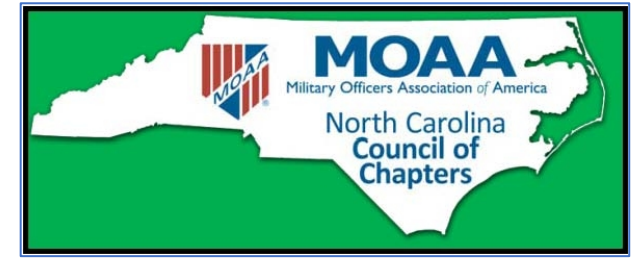
NCCOC Quarterly (Virtual) Meeting

20 February 2021

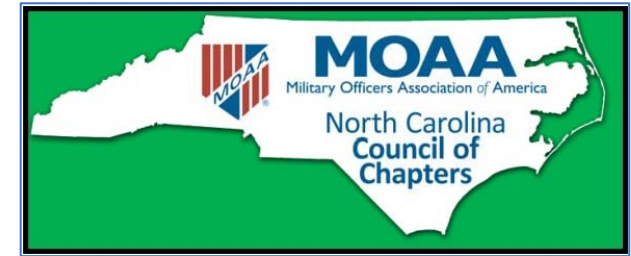


MUTING phones at this time for Presentation

Pledge of Allegiance:



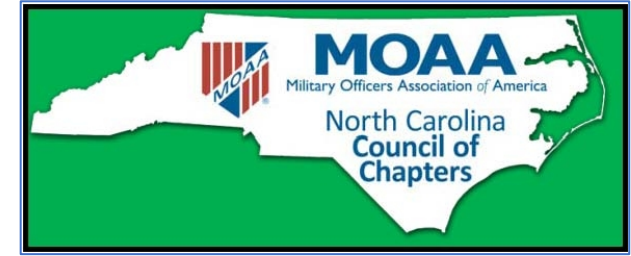
Invocation



Chaplain COL Will Barnes, D. Min., (Ret) USA for Coastal Carolina Chapter, MOAA (5 minutes)



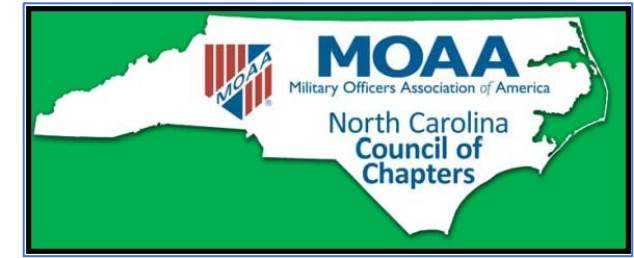
Roll Call and Determination of Quorum



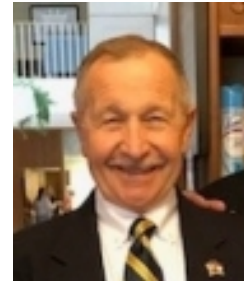
NCCOC Secretary, Sue Harris (10 minutes)

- The Secretary will call the name of the NCCOC officers and represented Chapter Presidents

Council Officers



President
COL Jim Brumit, USAR-Ret.



1st Vice President
COL Iggi Husar, USAR-Ret.



2nd Vice President
Lt. Col. Ed Brown, USAF-Ret



Secretary
Mrs. Sue Harris



Treasurer
CAPT Mike Covell, USN-Ret.



Surviving Spouse Liaison
Ms. Sandi Adams



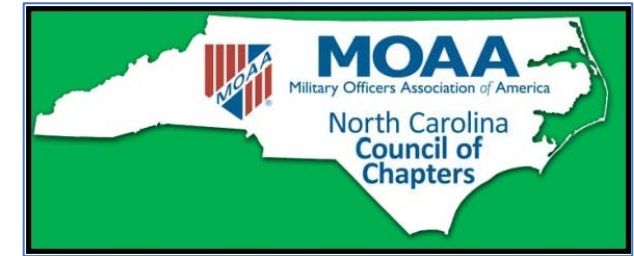
Immediate Past President
CAPT David Lee, USNR-Ret.



Introduction of New Chapter Presidents

- COL Rich Underwood, USA (Ret) - Cape Fear Chapter
- LTC Joe Anderson, USA (Ret) - Charlotte-Metrolina Chapter
- Lt. Col. Drew Croucher, USAF (Ret) - Sandhills Chapter

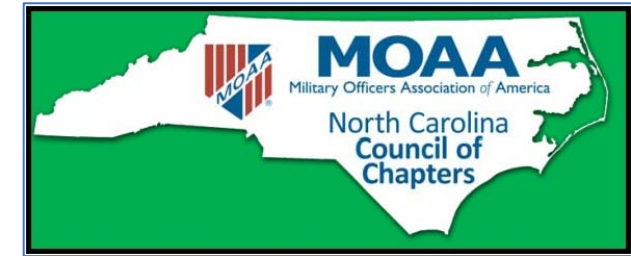
Approval of Minutes



Sue Harris and President (**Action**) (2 minutes)

- Click here: [MOAA NCCOC 14 Nov.pdf](#)
- Review the minutes before the 2/20/21 Zoom meeting.

Treasurer's Report

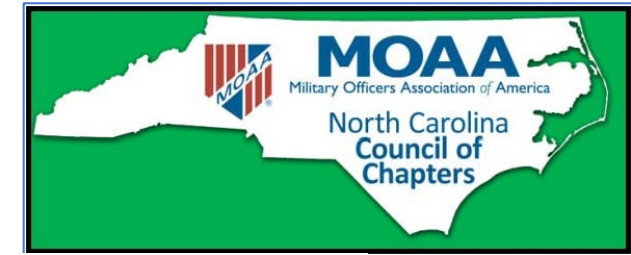


CAPT Mike Covell, USN (Ret) (5 minutes)

- Profit & Loss Budget vs Actual
- Revenue & Expense Report and Financial Position Report at year end
- Compare 2020 budget vs actual revenue and expenses for 2020
January through December 2020

Treasurer's Report

(cont.)

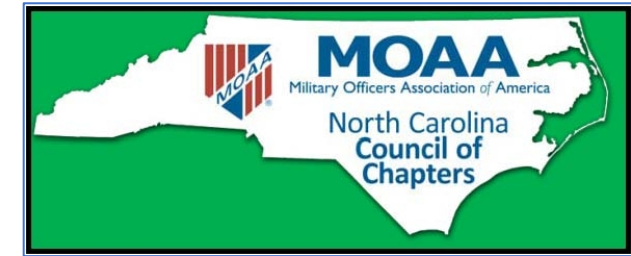


NC Council of Chapters Profit & Loss Budget vs. Actual January through December 2020

	Jan - Dec 20	Budget	\$ Over Budget
Income			
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
Total 2 · NCCOC Income	3,330.50	4,431.00	-1,100.50
Total Income	3,330.50	4,431.00	-1,100.50
Gross Profit	3,330.50	4,431.00	-1,100.50
Expense			
3 · NCCOC Expenses			
3A · Council Meetings	398.50	1,600.00	-1,201.50
3E · Membership Incentive	1,240.00	1,500.00	-260.00
3 · NCCOC Expenses - Other	0.00		
Total 3 · NCCOC Expenses	1,638.50	3,100.00	-1,461.50
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	772.26	1,150.00	-377.74
4I · Insurance	323.20		
4Z · Virtual Providers	179.88		
Total 4 · Administrative Expenses	1,504.58	1,500.00	4.58
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	250.00	250.00	0.00
5D · Other Donation	63.24	0.00	63.24
Total 5 · Donations/Dues	463.24	500.00	-36.76
Total Expense	3,606.32	5,100.00	-1,493.68
Net Income	-275.82	-669.00	393.18

Treasurer's Report

(cont.)



Statement of Financial Position

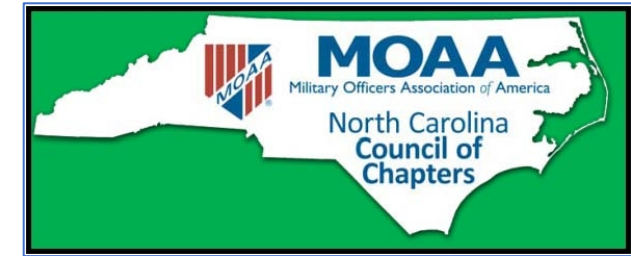
31 January 2021

ASSETS

LIABILITIES & EQUITIES

Treasurer's Report

(cont.)



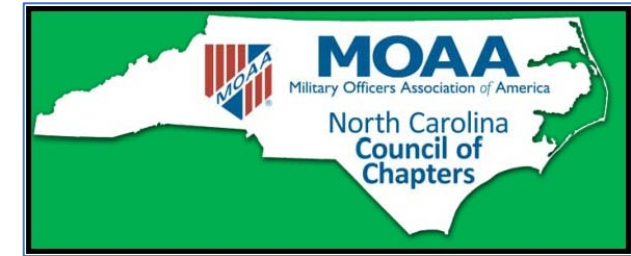
2021 Proposed Budget

INCOME

• Cash Reserves	1,061.50
• NCCOC Income	
○ Chapter Dues	1,978.50
○ USAA Grant	800.00
○ National MOAA Recruiting Award	250.00
○ MOAA President Travel	1,150.00
○ Mercer Ad Incentive	100.00
○ MOAA Virtual Meeting Support	180.00
○ Unsolicited gifts	500.00
TOTAL INCOME	6,020.00

Treasurer's Report

(cont.)



2021 Proposed Budget

EXPENSE

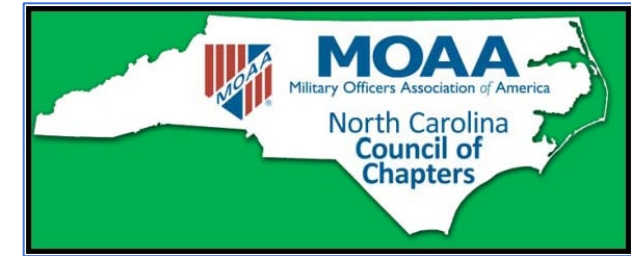
- **NCCOC Expense**
 - Council Meetings 800.00
 - Council Virtual Meetings 150.00
 - New Membership Incentives 1,600.00
 - Satellite Creation 900.00
- **Admin Expenses**
 - Postage, Mailing, Printing 100.00
 - Web Hosting 160.00
 - Equipment, Supplies 100.00
 - NCCOC President Travel 1,150.00
 - Insurance 330.00
 - Virtual Meetings – ZOOM 180.00
- **Donations/Dues**
 - NC Veteran's Council 200.00
 - USO of North Carolina 250.00
 - Other donations 100.00

TOTAL EXPENSES

6,020.00

Treasurer's Report

(cont.)



NCCOC 2021 CHAPTER DUES						
CHAPTER	NAME	2018 MEMBERS	2019 MEMBERS	2020 Members	2021 MEMBERS	AMOUNT PAID
NC01	Cape Fear	231	230	222	173	\$259.50
NC02	Coastal Carolina	62	59	63		\$0.00
NC03	Eastern Carolina	12	14	14		\$0.00
NC04	Charlotte-Metrolina	90	81	90	79	\$118.50
NC06	Sandhills	276	136	184		\$0.00
NC07	Southeastern Carolina	213	193	202	195	\$192.50
NC08	Tarheel Central	66	78	68		\$0.00
NC09	Triangle	84	146	135	118	\$177.00
NC10	Western Carolina	192	195	132	163	\$244.50
NC11	Catawba Valley	40	37	27	28	\$42.00
NC14	Piedmont	30	33	29		\$0.00
NC17	First Flight	29	26	24		\$0.00
NC20	Central Carolina	64	62	60		\$0.00
NC21	High Country	53	56	53	50	\$75.00
NC22	New River	31	34	29	27	\$40.50
TOTALS		1473	1380	1332		\$1,149.50

PREVIOUS YEAR TOTALS

The 2019 budget projects a 5% decrease in membership to 1399.

2019	1,380	\$1,149.50
2018	1,473	\$2,209.50
2017	1,639	\$2,458.50
2016	1,597	\$2,398.50
2015	1,653	\$2,479.50
2014	1,616	\$2,488.50

Guest Speaker

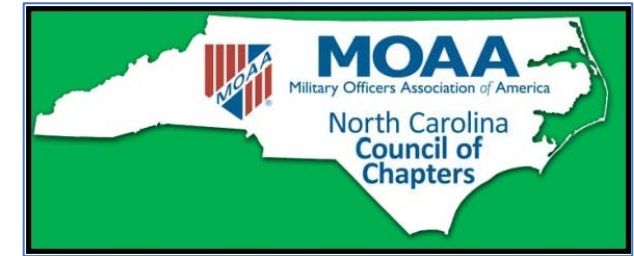


COL Hew Wolfe, USA (Ret)

Deputy Assistant Secretary of the Army for Environment, Safety and Occupational Health (40 minutes)

- Click here to open: [HEW Briefing](#)

Discussion of LLC

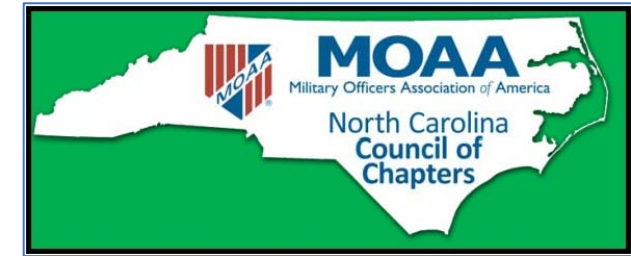


President (15 minutes) - Vote to approve /disapprove to create NCCOC, LLC (**ACTION**)

Comments from three attorneys:

- “ An LLC adds protection for the officers.
- “Non-profit corporations have essentially the same protection as for profit corporations from liability. However, officers may be sued in certain instances.
- Subject of LLC raised at last quarterly meeting.
- Reasons why incorporating as LLC makes sense.
- Also, good idea to have umbrella policy.
- Sheltering our scholarship funds.
- Discourage carrying personal liability insurance.

Council Goals/Objectives for 2021



President (5 minutes)

Advocacy

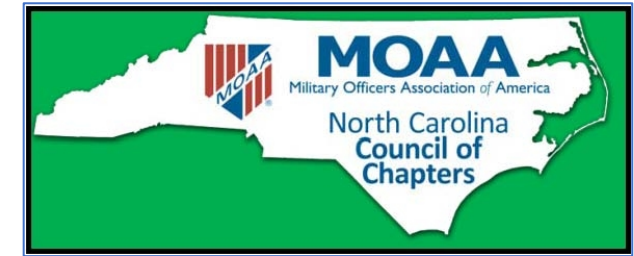
- Pass 4 DSLO laws to make NC military friendly
- Support National MOAA with their priorities
- Gain advocacy support from NCVS to get our priorities accomplished

Membership Growth

- Two more chapters that attain 100% National MOAA membership
- 50 chapter members that attain National MOAA membership
- Recognize chapters that achieve greater than 5% NRT new members
- Add **200** new members by 31 December 2021
- Use the tools – NRT and mass mailout from National MOAA
- Add five satellites in one year

Legislative/Veterans Affairs

(2021 Objective)



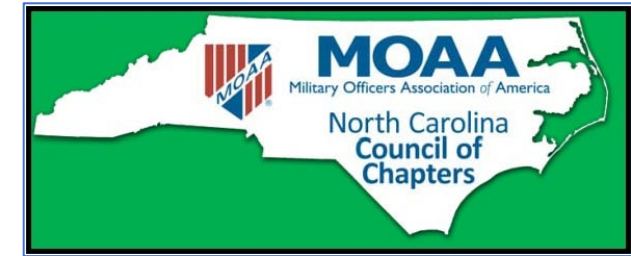
COL Iggi Husar, USA (Ret) (30 minutes)

- Bills that will make North Carolina 100% military friendly
 - Matrix establishing which chapters/legislative chairs will advocate for bill(s) (**Handout**)
 - Spreadsheet to track bill progress
 - Determine which Chapter Legislative Chair will manage which bill(s)
- Responsibilities
 - What are the state goals
 - Working with North Carolina Veterans Council
 - North Carolina Report Card (**Handout with link to maps**) [MOAA - MOAA's Military State Report Card and Tax Guide](#)



Legislative/Veterans Affairs

2021 Objective (cont.)



Preview of National MOAA's "[ADVOCACY IN ACTION](#)"
([COL Jeri Graham, USA \(Ret.\) Briefing](#))

[Volunteer Opportunities to Support the COVID-19 Vaccination Program](#)

- [Topic #1: Toxic Exposure-TEAM Act \(Toxic Exposure in American Military\)](#)
- [Topic #2: TRICARE Young Adult \(TYA\)](#)
- [Topic #3: Basic Needs Allowance](#)

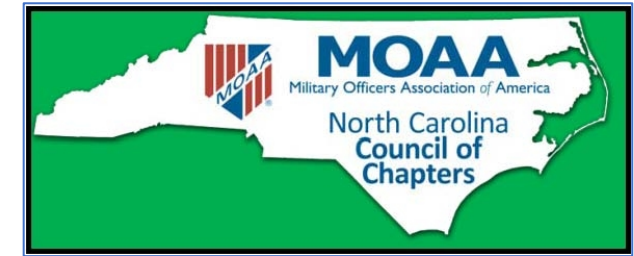


Take-Aways from 3 February NCVC Legislative Committee Meeting:

- Always email copy to legislator's assistant (find assistant contact information on www.ncleg.gov). Copy Richard Blackwell (email address) on correspondence send to Committee Legislators
- Make sure ALL bills are presented to Committee legislators before 3rd week March 2021.
- Crossover is 13 May 2021. If bills not approved by Committees by 13 May, bills will fail to be considered by other House (House/Senate)

Membership/Retention

(2021 Objective)

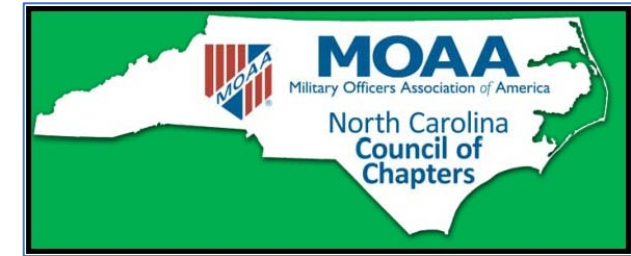


LtCol Ed Brown, USAF (Ret) (20 minutes)

Chapter Recruiting and Retention

- National MOAA Awards
- National MOAA Incentive Awards
- NCCOC Incentive Awards
- Annual 2020 Membership Summary
- NRT Recruiting Opportunities

MOAA "YEAR OF THE CHAPTER"

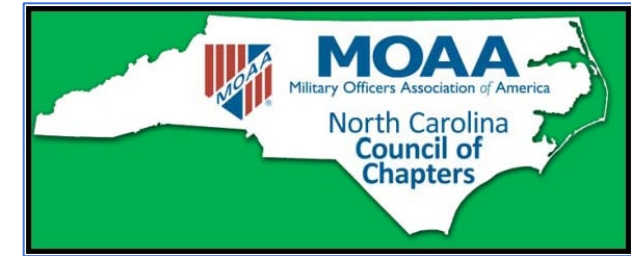


Chapter Recruiting Program Guide - Forward

- Like years past, this guide highlights and encourages use of MOAA's recruiting tools and resources, which were developed - and in some cases modified - considering input and feedback in addition to marketing science.
- What has changed is that quarterly incentives will be centered on use of the various recruiting tools rather than numbers of new members.
- Also, while the annual recruiting incentive - paid out at the end of the year - will remain, we will now only incentivize paid members (PREMIUM and LIFE) and the retention incentive and competitive awards have been eliminated.
- This is an intentional shift of resources and mindset to take into consideration the diverse recruiting environments around the country and to encourage renewed commitment to our enterprise-wide recruiting efforts.
- As is, MOAA national - each chapter is recruiting for the same team (the MOAA team) -and a rising tide lifts all ships!
- We continue to welcome feedback on how we can help you and we encourage you to share your best practices with us and with one another.

Membership/Retention

(cont.)



NCCOC Goals

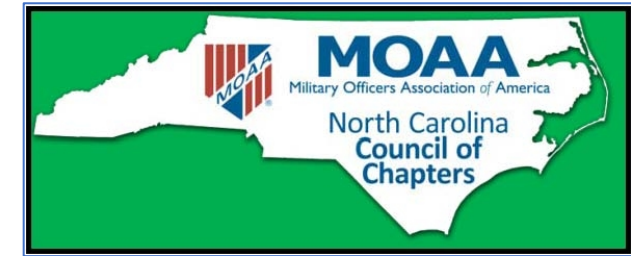
- Increase overall membership-5% minimum
- Establish at least six (6) Satellites
- National MOAA new Incentive Program
- Utilize NCCOC Membership Team to assist your efforts

Chapter Membership Teams

- Aggressively scrutinize current and past NRT list
- Use communication priority-telecom, post cards, email
- Plan Semi-Annual Meet and Greet Event
- Use NCCOC Membership Team to assist your efforts
- Use National MOAA to assist your efforts

Membership/Retention

(cont.)

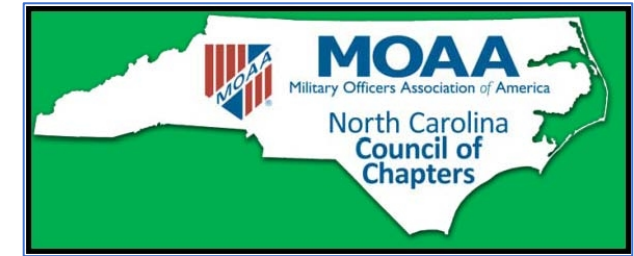


NCCOC Membership Summary FY2020

<u>Chapter</u>	<u>Members Added</u>	<u>Members Incentivized</u>	<u>CM Total Membership</u>
Cape Fear	5	3	173
Catawbe Valley	0	0	30
Central Carolina	0	0	60
Charlotte-Metrolina	2	2	79
Coastal Carolina	5	5	66
First-In-Flight	15	15	30
High Country	3	3	50
New River	0	0	28
Piedmont	4	4	30
Sandhills	7	3	174
Southeastern NC	38	37	245
Tarheel Central	12	5	73
Triangle	4	4	118
Western	34	31	163
Totals	129	112	1319
Total membership(CM) Jan 1,2020		1382	
Members added		129	
Subtotal		1511	
Members lost		192	
Total membership(CM) - Dec 31, 2020		1310	

Membership/Retention

(cont.)

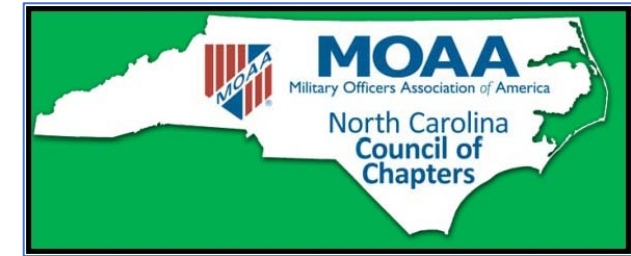


Annual Recruiting Incentive (Premium and Life)

- Chapters will earn \$15 for every incentive-qualified PREMIUM member, and \$30 for every incentive qualified LIFE member who is new or upgrades membership level during the calendar year.
- An incentive-qualified member is one who has NOT been a national MOAA member in the preceding three years (except in the case of upgrades).
- Incentives will be paid by EFT in January of 2022.

Membership/Retention

(cont.)



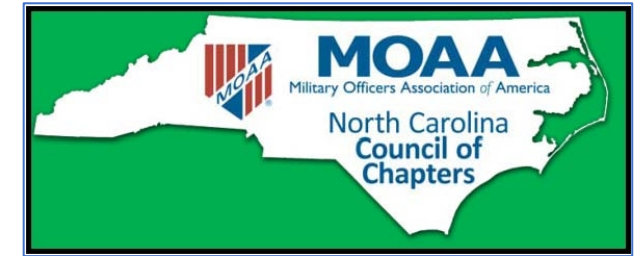
MOAA 2021 Quarterly Incentives

Chapters will receive a \$50 bonus for that quarter if they are using the following tools/resources by the last day of the quarter as follows:

- 1st Quarter, 1 January-31 March (extended to 31 April): Chapter is subscribed to MOAA's Online Chapter Member Dues Program and dues and/or donation(s) are made using the platform anytime between May 2020 and 31 April 2021. Self-Reporting is not necessary.
- 2nd Quarter, 1 April-30 June: Chapter has an active website or self-populated MOAA web presence. Self-Report with URL required to chapters@moaa.org by 30 June.
- 3rd Quarter, 1 July-30 September: New Association Management System implementation, details TBD.
- 4th Quarter, 1 October-31 December: Chapter held an event (may be virtual) sometime during the year to increase community awareness of the chapter AND reports it on a Levels of Excellence (LOE) submission in 2022.

Membership/Retention

(cont.)



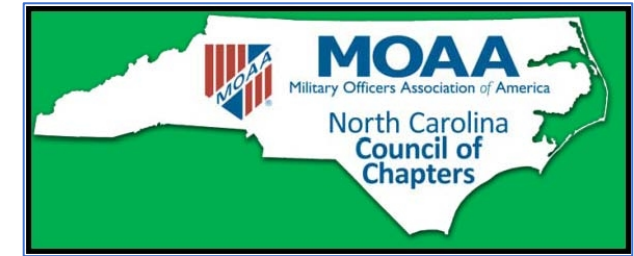
NCCOC NRT Recruitment Opportunities

<u>Chapter</u>	<u>Potential Member</u>	
Cape Fear	153	
Catawbe Valley	38	
Central Carolina	4	
Charlotte-Metrolina	128	(Includes York and Landcaster,SC)
Coastal Carolina	155	
First-In-Flight	29	(Includes Coast Guard and Elizabeth City Satellite)
High Country	13	
New River	1	
Piedmont	54	
Sandhills	120	(Includes Laurinburg)
Southeastern NC	136	
Tarheel Central	43	
Triangle	128	(Includes Clayton and Archer Lodge)
Western	109	(Includes Smokey and Black Mountain Satellites)
Potential Members	1111	

NRT Summary per chapter for FY2020. Does not include Aug-Dec 2019

Membership/Retention

(cont.)

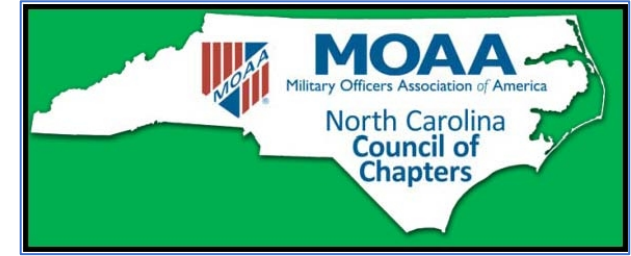


Lt. Col. Brown, COL Brumit and Chapter Presidents

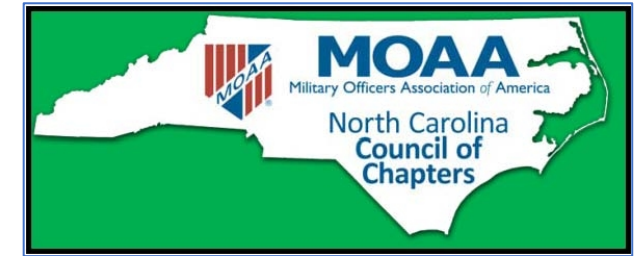
NEW SATELLITES

- Western Carolina - new satellite
- Triangle - new satellite
- Piedmont - two new satellites
- Coastal Carolina - new satellite
- Coast Guard: Elizabeth City growing the satellite
- Charlotte-Metrolina - growing Lake Norman satellite

Chapter Pride Items All of 2020



Chapters will present their information



Dates & Events for your Calendars

COL Brumit (2 minutes)

- Apply for USAA Event Sponsorship
- Apply for Community Grant-due 28 February 2021: Max \$5000.00
- Scholarship Applications due 1 March 2021
- LOE due May 1, 2021
- “Advocacy In Action” all of May 2021
- Chapter is subscribed to MOAA’s Online Member Dues program and dues and/or donation(s) made using the platform anytime between May 2020 and 31 April 2021. Self reporting not necessary. 30 April 2021
- NCCOC 2nd quarter meeting: 15 May 2021
- Apply for Mercer Liability Insurance-\$300.00 due 31 May 2021

Dates & Events for your Calendars

(cont.)



- COL Steve Strobridge Legislative Liaison Award: due 1 June 2021
- Surviving Spouse Liaison Award: due 1 June 2021
- If Chapter has an active website or self-populated MOAA presence. Self-report with URL required. Submit to chapters@moaa.org by 30 June 2021
- National MOAA Leaders Workshop in Raleigh. Dates TBD September 2021
- New Association Management System implementation: Details TBD 30 September 2021
- NCCOC 3rd Quarter meeting in Raleigh. September 17-18, 2021 (Combined with Leaders Workshop)
- Annual National Meeting. Dates TBD October 2021
- NCCOC 4th Quarter Meeting: 13 November 2021
- If Chapter held an event (may have been virtual) sometime during the year to increase community awareness of chapter, report it on Levels of Excellence (LOE) application in 2022

Adjournment



- Next meeting date -

