

EXECUTIVE BOARD MEETING MINUTES

A regular meeting of the Executive Board of the Family Motor Coach Association was held on Friday, May 20, 2022, in Cincinnati, Ohio, and via teleconference. The National President and Secretary were both present. National President Rett Porter called the meeting to order at 9:00 a.m.

Members present:

Rett Porter	National President
Gary Milner	National Senior Vice President
Kathie Balogh	National Secretary
Barbara Smith	National Treasurer
Gaye Young	National Vice President, Eastern Area
Ken Lewis	National Vice President, Great Lakes Area
Paul Mitchell	National Vice President, International Area
John Traphagen	National Vice President, Northeast Area
Don Schleuse	National Vice President, Northwest Area
Jamie Erickson	National Vice President, Rocky Mountain Area
Patricia Voyna	National Vice President, Southeast Area
Herman Mullins	National Vice President, South Central Area

Members attending via teleconference:

Bob Golk	National Vice President, Western Area
Jon Walker	Immediate Past National President (non-voting member)

Guests present:

Chap Mitzell	Windsor Wealth Management
Bryan Shupe	Windsor Wealth Management
Tom Klinedinst	Dempsey and Siders
Phyllis Britz	Eastern Vice President Candidate
John Jacobs	Midwest Area Vice President Candidate
Dennis Ducharme	Eastern Area Vice President Candidate
Dennis Martin	Northwest Area Vice President Candidate (via teleconference)

Staff present:

Chris Smith	Chief Executive Officer (non-voting advisor)
Brian Bacik	Assistant Controller
Anne Baumgartner	Director of Marketing
Penny Gortemiller	Director of Chapters and Governance
Pamela Kay	Director of Communications
Sherry Light	Project Manager
Larry Pennington	IT Manager
Danielle Powell	Chapter Services Coordinator
Doug Uhlenbrock	Director of Events
Aaron White	Director of Membership

National Secretary Kathie Balogh reported that unless there were any objections, the reading of the minutes of the previous meetings would be waived. The minutes of the Executive Board meetings held March 19, 2022, and May 5, 2022, were approved as distributed.

National Treasurer Barbara Smith presented the Treasurer's report (Attachment #1). She reported that the U.S. is in a nontraditional market downturn. Barbara mentioned the data for her report came from accounting department reports, investment advisors, and portfolio information. Barbara referred to the Year-to-Date Actual versus Budget for Fiscal Year 2022 through March 31, 2022 (attachment #2). Revenue for fiscal year 2022 through March 31 was \$5,421,905. Expenses were \$5,103,386, for an operating income \$318,519. Our portfolio value from the investment advisors reports and as of May 10, 2022, was \$8,675,109. Change in net assets is, \$68,122. She reviewed the pie chart created for the allocation of FMCA membership dues (attachment #3). She noted that the largest expense shown is the magazine. She reported that the Finance Committee worked hard to get the budget finalized with a surplus of \$13,263.28 and a reserve fund of \$25,000. Barbara noted the educational set-aside funds were increased to \$230,000.

Barbara reviewed an estimate of what the operating income will look like by the end of the year. FMCA expects a loss of \$450,000 from the convention in Lincoln, Nebraska. The magazine has performed better this year than in past years and more details regarding that will be given in the CEO report. Chris mentioned FMCA has some unfortunate cost increases for the magazine moving forward. Tech Connect has been a huge success. Chris noted a projected loss of \$180,000 for this fiscal year as an estimate of what the operating income will look like by the end of the year.

Gaye Young moved to accept the Treasurer's report. The motion was seconded.

A roll call vote was taken.

Jamie Erickson voted yes.

Bob Golk voted yes.

Ken Lewis voted yes.

Gary Milner voted yes.

Paul Mitchell voted yes.

Herman Mullins voted yes.

Barbara Smith voted yes.

Don Schleuse voted yes.

John Traphagen voted yes.

Patricia Voyna voted yes.

Gaye Young voted yes.

Kathie Balogh voted yes.

The motion carried unanimously.

The Treasurer's report was accepted for file.

Tom Kleindinst with Dempsey and Siders Insurance Agency introduced himself as the insurance agent for FMC Assist and the Property and Liability program, including executive liability for Directors and Officers. Tom mentioned he was invited today to answer any questions Board members may have.

A question was raised regarding the type of claims we have had from the FMC Assist program.

Tom stated every month a claims report is distributed that includes the claims listed by member numbers. At the time of renewal last year, the program loss ratio, which is calculated by losses divided by premiums, was just about 40%. Tom noted in terms of total premium, Chubb was paying 40% of that in claims and related expenses for those claims. The insurance policy includes there would be a renewal and no change in rate. The current loss ratio for claims is 30%. Tom noted FMCA is on track to stay under 60%. In 2020-2021 the premium paid was \$599,284 and losses were \$318,361. Chubb paid \$318,361. The current numbers as of April 2022 are \$353,400 in claims and losses are \$104,909. Tom explained the policy is doing its job.

Tom fielded several additional questions from the Board members regarding policy details. Barbara thanked Tom for attending the meeting.

Treasurer Barbara Smith introduced Chap Mitzell and Bryan Shupe from Windsor Wealth Management.

Brian Shupe shared a presentation that touched on the general ups and downs in the markets, not necessarily related to FMCA. It's been an incredibly volatile time. Brian noted this is the worst 5 month start to the year in history. In years past, the conversation is usually positive, but this year is different. Markets are under stress. Brian stated that there is good news: FMCA has had a good run for an extended amount of time. This is all part of investing. Inflation is a year-over-year change. Brian predicted inflation numbers may even go a little higher. Global supply chain is disrupted, and unemployment numbers may not rise dramatically. Brian mentioned the FMCA portfolio is down by 13%, but the index is down by 14.4 %.

President Porter thanked the Windsor Group for their presentation.

CEO Chris Smith presented the CEO report (Attachment #4). Chris mentioned the very last topic in his report is magazine costs and how it is important to understand that Lincoln and Tucson were significantly more costly to produce. Chris mentioned the potential price of fuel being \$6.00 a gallon and how inflation is a real concern. Chris noted Treasurer Barbara Smith mentioned this earlier in the year. Chris touched base on the cost of paper rising by 20%. The magazine printer had a surcharge on ink and the USPS cost is up 8.54%. He also noted USPS is scheduling more increases moving forward. Lastly, Chris mentioned there are a few contract renewals coming up that could potentially increase, but he is confident the budget will cover those costs.

The CEO report was accepted for file.

President Porter mentioned that two names have been recommended for the Long-Range Planning Committee.

A concern was expressed that both members belong to the same chapter. It was clarified that one has been a long-time chapter member and the other has never belonged to a chapter until just recently and is in good standing with the organization.

Gaye Young moved to accept Joanne Fadale and Fred Terranova as members of the Long-Range Planning Committee. The motion was seconded.

A roll call vote was taken.

Jamie Erickson voted yes.
Bob Golk voted yes.
Ken Lewis voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes
Herman Mullins voted yes.
Barbara Smith voted yes.
Don Schleuse voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.
Gaye Young voted yes.
Kathie Balogh voted yes.

The motion carried unanimously.

Chairman Paul Mitchell presented the Audit Committee report (Attachment #5).

Paul Mitchell moved to recommend the acceptance of the 2021 year-end audit report submitted by Anderson Kurtz LLC. The motion was seconded.

A roll call vote was taken.

Bob Golk voted yes.
Ken Lewis voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes.
Herman Mullins voted yes.
Barbara Smith voted yes.
Don Schleuse voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.
Gaye Young voted yes.
Kathie Balogh voted yes.
Jamie Erickson voted yes.

The motion carried unanimously.

President Porter presented the Long-Range Planning Committee report (Attachment #6).

Rett mentioned the committee has been making strides moving forward, even with being short committee members. Rett stated Dennis Fox, the previous Chairman, resigned. Jerry Ayres has taken over as Chairman again. The Long-Range Planning Committee report was accepted for file.

Chairman Barbara Smith presented the Finance Committee report (Attachment #7).

Barbara Smith moved to earmark 50% of the association's net operating earnings to each of the reserve funds in the investment portfolio as outlined in Policy & Procedure #2035, Reserve Funds. The motion was seconded.

A roll call vote was taken.

Ken Lewis voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes.
Herman Mullins voted yes.
Barbara Smith voted yes.
Don Schleuse voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.
Gaye Young voted yes.
Kathie Balogh voted yes.
Jamie Erickson voted yes.
Bob Golk voted yes.

The motion carried unanimously.

Barbara Smith moved to set aside \$230,000 for the purpose of education for FMCA's 2023 fiscal year proposed budget. The motion was seconded.

A question was raised regarding the makeup of the educational set-aside funds.

It was clarified that the education funds make up three components: education at International Conventions, education at area rallies, and articles in the magazine that also educate the members.

A roll call vote was taken.

Gary Milner voted yes.
Paul Mitchell voted yes.
Herman Mullins voted yes.
Barbara Smith voted yes.
Don Schleuse voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.
Gaye Young voted yes.
Kathie Balogh voted yes
Jamie Erickson voted yes.
Bob Golk voted yes.
Ken Lewis voted yes.

The motion carried unanimously.

Barbara Smith moved to accept the recommendation from the Wage Review Board for the proposed 2023 fiscal year budget for salaries in the amount of \$2,310,745 as outlined in P&P #4012, Wage Review Board. The motion was seconded.

A roll call vote was taken.

Paul Mitchell voted yes.
Herman Mullins voted
Barbara Smith voted yes.
Don Schleuse voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.
Gaye Young voted yes.
Kathie Balogh voted yes.
Jamie Erickson voted yes.
Bob Golk voted yes.
Ken Lewis voted yes.
Gary Milner voted yes.

The motion carried unanimously.

Barbara Smith moves to recommend the 2023 fiscal year proposed budget, with a surplus of \$13,263.28. The motion was seconded.

A roll call vote was taken.

Herman Mullins voted yes.
Barbara Smith voted yes.
Don Schleuse voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.
Gaye Young voted yes.
Kathie Balogh voted yes.
Jamie Erickson voted yes.
Bob Golk voted yes.
Ken Lewis voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes.

The motion carried unanimously.

President Porter thanked the Finance Committee and Chairman Barbara Smith. He recognized the hard work the committee has done.

Harry Hentschel presented the Membership/Members Services committee report (Attachment #8). Harry thanked his committee and FMCA staff for all their hard work.

Harry Hentschel, on behalf of the Membership/Member Services Committee, moved to recommend to the Executive Board to approve the Goodyear Tire proposal dated April 20, 2022. The motion was seconded and discussion followed.

Harry mentioned the proposal has been vetted by staff and the Committee. The key points are as follows: Goodyear Tire will provide Goodyear-brand RV, LT (light truck), ST (special trailer), and passenger tires available through their website to FMCA members at a discounted rate. Goodyear Tire will develop and provide an internet landing page with FMCA logos. Harry stated Goodyear will provide a dedicated toll-free help desk available 24/7, 365 to assist members. Harry mentioned there are 2,300 installer locations throughout the United States. Harry also noted that Canadian members can receive the discount at any time, but they must have the tires installed in the US. Goodyear has agreed to participate in the International Conventions. Harry mentioned Goodyear special trailer tires are becoming very popular among our members and especially the highly rated special trailer tires. FMCA will be provided a list of tires and prices.

A roll call vote taken.

Barbara Smith voted yes.
Don Schleuse voted yes.
Jon Traphagen voted yes.
Patricia Voyna voted yes.
Gaye Young voted yes.
Kathie Balogh voted yes.
Jamie Erickson voted yes.
Bob Golk voted yes.
Ken Lewis voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes.
Herman Mullins voted yes.

The motion carried unanimously.

The Membership/Member Services report was accepted for file.

Bob Weithofer presented the Policy and Procedure Committee report (Attachment #9). The Committee has four recommendations and one informational item for review, which was the provisos for the National Bylaws if they are approved by the Governing Board.

Bob Weithofer, on behalf of the Policy and Procedure Committee, moved to recommend to the Executive Board the deletion of Policy and Procedure #2003, Endorsements and Agreements. The motion was seconded.

A roll call vote was taken.

Don Schleuse voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.
Gaye Young voted yes.

Kathie Balogh voted yes.
Jamie Erickson voted yes.
Bob Golk voted yes.
Ken Lewis voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes.
Herman Mullins voted yes.
Barbara Smith voted yes.

The motion carried unanimously.

Bob Weithofer, on behalf of the Policy and Procedure Committee, moved to recommend the amendment of Policy and Procedure #2031/A, National Vice Presidents' Allocation of Expenses for Travel. The motion was seconded.

The committee's rationale noted there is a formula used that entails the makeup of area size and number of chapters in the area. Bob states there is no documentation of this formula. The Policy and Procedure says this may be reanalyzed, and it has not been done since 2018. Given this, the committee felt the easiest and best thing to do is to make an equal distribution of the chapter visitation budget line item among all areas.

Rett Porter clarified the motion on the floor is to approve the recommended amendment to #2031/A, which is an equal distribution of travel funds.

A roll call vote was taken.

Paul Mitchell voted no.
Herman Mullins voted no.
Barbara Smith voted no.
Don Schleuse voted no.
John Traphagen voted no.
Patricia Voyna voted no.
Gaye Young voted no.
Kathie Balogh voted no.
Jamie Erickson voted no.
Bob Golk voted yes.
Ken Lewis voted no.
Gary Milner voted no.

The motion failed.

Paul Mitchell moved to amend #2031/A, to set the rate back to the 2007 figures and percentages. The motion was seconded.

Bob mentioned if this motion is approved, the committee will still need a formula and is looking for some additional guidance for this P&P so for the future the figures can be recalculated.

It was noted the Executive Board needs to create a formula that will need to be reviewed periodically.

The 2007 percentages were reported as follows: - Great Lakes Area 7.7%; Northwest Area 10%; Midwest Area 8.9%; Rocky Mountain Area 10.4%; Eastern Area 10.7%; South Central Area 12.3%; Northeast Area 8.8%; Western Area 8.4%; Southeast Area 9%; International Area 14%.

The motion was restated as follows:

Paul Mitchell moved to amend #2031/A to set the amounts back to 2007 figures and percentages subtracting 0.2% from the International Area to keep the total at 100%. The motion was seconded.

Great Lakes Area 7.7%; Northwest Area 10%; Midwest Area 8.9%; Rocky Mountain Area 10.4%; Eastern Area 10.7%; South Central Area 12.3%; Northeast Area 8.8%; Western Area 8.4%; Southeast Area 9%; International Area 13.8%.

A roll call vote was taken.

Herman Mullins voted yes.

Barbara Smith voted no.

Don Schleuse voted yes.

John Traphagen voted yes.

Patricia Voyna voted yes.

Gaye Young voted yes.

Kathie Balogh voted yes.

Jamie Erickson voted yes.

Bob Golk voted no.

Ken Lewis voted yes.

Gary Milner voted yes.

Paul Mitchell voted yes.

The motion carried, with two votes “no” and 10 votes “yes.”

Bob noted that there will be a formula created for the Policy and Procedure and a schedule for reviewing.

Bob Weithofer, on behalf of the Policy and Procedure Committee, moved to approve the amendment to Policy and Procedure #4012, to add two Executive Board members to the Wage Review Board. The motion was seconded.

Bob stated the committee’s rationale is to add the National Secretary and one Area Vice President (to be elected by the Area Vice Presidents) to the Wage Review Board. The P&P was in front of the Board last year and the recommendation to add two members, an Area Vice President, and the Immediate Past President. The Board felt that the Immediate Past President should not be added, because he has no voting rights. This would change the role of the Immediate Past President immensely. Therefore, it was returned to the Committee.

Bob recommended only one Area Vice President be added noting a total of 5 voting members. It was noted that the Wage Review Board works as it is. It was also mentioned the Wage Review Board worked with difficult decisions, but they came to an agreement. Another member noted he would feel

more comfortable if there were a few more members involved in the process. National Treasurer Barbara Smith stated the committee would welcome suggestions and input from other Board members.

A roll call vote was taken.

Don Schleuse voted no

John Traphagen voted no.

Patricia Voyna voted no.

Gaye Young voted no.

Kathie Balogh voted no.

Jamie Erickson voted no.

Bob Golk voted no.

Ken Lewis voted no.

Gary Milner voted no.

Paul Mitchell voted yes

Herman Mullins voted no.

Barbara Smith voted no.

The motion failed with one vote “yes” and eleven votes “no.”

Bob Weithofer, on behalf of the Policy and Procedure Committee, moved to recommend amendment of Policy and Procedure #2001, Area Communications, by striking the word ‘Chapter’ in the first sentence under policy.

It was mentioned only chapter members receive the area newsletters. Area members only receive information from the magazine or the website. This would help to get information to all FMCA members in the area versus just chapter members.

A roll call vote was taken.

John Traphagen voted yes.

Patricia Voyna voted yes.

Gaye Young voted yes.

Kathie Balogh voted yes.

Jamie Erickson voted yes.

Bob Golk voted yes.

Ken Lewis voted yes.

Gary Milner voted yes.

Paul Mitchell voted yes.

Herman Mullins voted yes.

Barbara Smith voted yes.

Don Schleuse voted yes.

The motion carried unanimously.

There was no unfinished business.

Under new business, area rally dates were discussed. It was mentioned that the new calendar format helps better identify if there are conflicting area rally dates.

John Traphagen moved to recommend waiving the 10-day restriction in Policy and Procedure #3003 for the Northwest Area rally, June 7-11, 2023, in Albany, Oregon, and the Midwest Area rally, June 14-18, 2023, in Chippewa Falls, Wisconsin. The motion was seconded.

Ken Lewis noted pending contract negotiations, the Great Lakes Area rally for 2023 is within that same time frame but does not need to be included in the motion due to the dates being flexible.

A roll call vote was taken.

Patricia Voyna voted yes.

Gaye Young voted yes.

Kathie Balogh voted yes.

Jamie Erickson voted yes.

Bob Golk voted yes.

Ken Lewis voted yes.

Gary Milner voted yes.

Paul Mitchell voted yes.

Herman Mullins voted yes.

Barbara Smith voted yes.

Don Schleuse voted yes.

John Traphagen voted yes.

The motion carried unanimously.

Chris Smith reported the results of April's flash sale for membership. There were a few questions raised regarding the procedure and parameters of flash sales. Chris shared that a previously approved motion allows the CEO to launch two flash sales per year. Chris noted the information was brought to Rett and Gary regarding the pricing for new members and renewals for this sale. Once their blessing was received, the sale ran for 5 days.

Paul Mitchell moved that the Executive Board be notified seven days prior to any flash sale beginning. The motion was seconded.

A roll call vote was taken.

Gaye Young voted yes.

Kathie Balogh voted yes.

Jamie Erickson voted no.

Bob Golk voted yes.

Ken Lewis voted yes.

Gary Milner voted no.

Paul Mitchell voted yes.

Herman Mullins voted yes.

Barbara Smith voted no.

Don Schleuse voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.

The motion carried with nine votes “yes” and three votes “no.”

Herman Mullins moved to accept the Standing Rules and agenda as distributed for the 2022 Governing Board meeting in Lincoln, Nebraska. The motion was seconded.

A roll call vote was taken.

Kathie Balough voted yes.
Jamie Erickson voted yes.
Bob Golk voted yes.
Ken Lewis voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes.
Herman Mullins voted yes.
Barbara Smith voted yes.
Don Schleuse voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.
Gaye Young voted yes.

The motion carried unanimously.

Don Schleuse moved to destroy the ballots of the 2021 Area Vice Presidents election. The motion was seconded.

A roll call vote was taken.

Jamie Erickson voted yes.
Bob Golk voted yes.
Ken Lewis voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes.
Herman Mullins voted yes.
Barbara Smith voted yes.
Don Schleuse voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.
Gaye Young voted yes.
Kathie Balogh voted yes.

The motion carried unanimously.

Gaye Young moved to destroy the ballots of the 2021 National Officer’s election. The motion was seconded.

A roll call vote was taken.

Bob Golk voted yes.
Ken Lewis voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes.
Herman Mullins voted yes.
Barbara Smith voted yes.
Don Schleuse voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.
Gaye Young voted yes.
Kathie Balogh voted yes.
Jamie Erickson voted yes.

The motion carried unanimously.

Upcoming meeting and arrival dates for Lincoln, Nebraska, were noted.

Jamie Erickson moved to go into Executive Session at 2:02 p.m. to discuss the 2022 award nominations. The motion was seconded.

The Executive Board reconvened in regular session at 2:29 p.m.

Herman Mullins moved to accept Al Zimmerman as the Robert L. Richter award winner for 2022. The motion was seconded.

A roll call vote was taken.

Patrica Voyna voted yes.
Gaye Young voted yes.
Kathie Balogh voted yes.
Jamie Erickson voted yes.
Bob Golk voted yes.
Ken Lewis voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes.
Herman Mullins voted yes.
Barbara Smith voted yes.
Don Schleuse voted yes.
John Traphagen voted yes.

The motion carried unanimously.

The meeting of the Executive Board was adjourned at 2:37 p.m.



Kathie Balogh
National Secretary



Rett Porter
National President