

BOARD OF DIRECTORS MEETING MINUTES

A regular meeting of the Board of Directors for Family Motor Coaching Inc. was held on Friday, May 19, 2023, in person and via Zoom conference. The National President and Secretary were both present. National President Rett Porter called the meeting to order at 3:56 p.m.

Members present:

Rett Porter	National President
Gary Milner	National Senior Vice President
Kathie Balogh	National Secretary
Barbara Smith	National Treasurer
Phyllis Britz	Board Member
Dianna Huff	Board Member
John Jacobs	Board Member
Connie Jones	Board Member
Ken Lewis	Board Member
Dennis Martin	Board Member
Paul Mitchell	Board Member
John Traphagen	Board Member
Patricia Voyna	Board Member

Member present via Zoom Conference:

Bob Golk	Board Member
Jon Walker	Immediate Past National President (non-voting member)

Invited Guests:

James G. Elliott	President, James G. Elliott Co. Inc.
Dennis Connaughton	General Manager, James G. Elliott Co. Inc.

Staff present:

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

President Porter asked for corrections to the minutes of the previous meeting, held on March 11, 2023. There were no corrections. Kathie Balogh noted that the minutes were approved as distributed.

President Porter called on James G. Elliott for a presentation.¹

The James G. Elliott Company sells advertising for *Family RVing* magazine and FMCA's digital products. Jim Elliott provided a background for the company, which started in 1984 and has since sold over \$800 million in ad revenue. They have offices in New York, New York; Chicago, Illinois; and Los Angeles, California. Jim noted the challenges that the magazine industry is facing when it comes to advertising, and he mentioned plans for augmenting *Family RVing* magazine print sales with digital sales. He introduced Dennis Connaughton, who has been with the Elliott Company since 2001.

Dennis reviewed the advertising marketplace in general, noting that all advertising types have declined for nine consecutive months, and he shared that Google recently announced an ad revenue decline for a second straight quarter on a year-over-year basis, a first since the company went public in 2004.

Dennis said that in 2023, new advertising accounts for *Family RVing* and FMCA.com have been added at a good rate, given the environment. Dennis also mentioned account losses and shared the reasons the companies had stopped advertising.

Dennis discussed future strategies for advertising and product initiatives going forward: the financial services industry, production of a digital travel guide, the FMCAdventure blog, the RV Marketplace, highlighting RVBusiness Top 50 Dealers in the Dealer & Service Guide, and a potential digital travel product partnership.

Jim and Dennis fielded several questions from board members. President Porter thanked them for their presentation. They noted that for most non-profit organizations they work with, the magazine produced is the number-one benefit.

President Porter called on Barbara Smith for the Treasurer's Report and the Finance Committee recommendations (Attachment #1 and #2).

National Treasurer Barbara Smith noted that the economy has been a bit sluggish. She reviewed the revenue through March 31, 2023, that being \$5,392,247. The expenses during the same time period were \$5,583,739. The operating loss was reported at (\$191,492.) The net change in assets was \$230,253.

Ken Lewis moved to accept the Treasurer's Report and the Finance Committee recommendations. The motion was seconded, and a roll call vote was taken:

John Jacobs voted yes.

Ken Lewis voted yes.

Connie Jones voted yes.

Dennis Martin voted yes.

Gary Milner voted yes.

Paul Mitchell voted yes.

Barbara Smith voted yes.

John Traphagen voted yes.

¹ The presentation made by the Elliott Company was made early in the FMCA Executive Board meeting. The presentation is for the FMC Board of Directors.

Patricia Voyna voted yes.
Kathie Balogh voted yes.
Phyllis Britz voted yes.
Bob Golk voted yes.
Dianna Huff voted yes.

The motion carried unanimously.

President Porter accepted the Treasurer's Report and Finance Committee Report for file.

President Porter called on Paul Mitchell for the Audit Committee Report (Attachment #3.)

On behalf of the Audit Committee, Paul Mitchell moved to recommend that the Board of Directors accept Flynn and Company as the new audit firm. The motion was seconded, and a roll call vote was taken:

Ken Lewis voted yes.
Connie Jones voted yes.
Dennis Martin voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes.
Barbara Smith voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.
Kathie Balogh voted yes.
Phyllis Britz voted yes.
Bob Golk voted yes.
Dianna Huff voted yes.
John Jacobs voted yes.

The motion carried unanimously.

The Audit Committee Report was accepted for file.

President Porter called on Gary Milner for the Convention Committee Report (Attachment #4.)

On behalf of the Convention Committee, Gary Milner moved that electrical fees for FMCA International Conventions will not be refunded after the cutoff date specified on the convention registration form. The motion was seconded and a roll call vote was taken:

Ken Lewis voted yes.
Connie Jones voted yes.
Dennis Martin voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes.
Barbara Smith voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.

Kathie Balogh voted yes.
Phyllis Britz voted yes.
Bob Golk voted yes.
Dianna Huff voted yes.
John Jacobs voted yes.

The motion carried unanimously.

Gary noted that the attendance projection for the International Convention & RV Expo in Tucson, AZ, March 20-23, 2024, was changed from the 1,400 attendees set by the Finance Committee to 1,200 attendees for budget purposes.

The Convention Committee Report was accepted for file.

The Board discussed Policy and Procedure #4004, Convention Committee, where the convention host is outlined with conventions rotating between some locations, was noted that it feels unfair for an area vice president to be the convention host every other year. The Policy and Procedure states that the convention host is the area vice president where the convention is located. A change would be needed in the P&P.

Director of Events Doug Uhlenbrock noted that several years ago FMCA held a convention in the same location for two years in a row. At that time hosting duties were shifted to another area to handle the responsibilities.

President Porter commented that not all areas host a convention, and sharing hosting duties could happen. It was noted that the area vice president is most familiar with the facilities in their own area. A suggestion was made that the Convention Committee be responsible for the assignment of the convention host responsibilities. It was suggested that the Policy and Procedure Committee be directed to change the policy and procedure.

John Jacobs moved that the Convention Committee identify the hosts for National and International rallies, and that the Policy and Procedure Committee be directed to change the P&P to reflect the change in responsibilities. The motion was seconded, and roll call vote was taken:

Gary Milner voted yes.
Paul Mitchell voted yes.
Barbara Smith voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.
Kathie Balogh voted yes.
Phyllis Britz voted yes.
Bob Golk voted yes.
Dianna Huff voted yes.
John Jacobs voted yes.
Ken Lewis voted yes.
Connie Jones voted yes.
Dennis Martin voted yes.

The motion carried unanimously.

On behalf of the Finance Committee, Barbara Smith moved to accept the 2024 fiscal year proposed budget with a surplus of \$1,933. A roll call vote was taken:

Paul Mitchell voted yes.
Barbara Smith voted yes.
John Traphagen voted yes.
Patricia Voyna voted yes.
Kathie Balogh voted yes.
Phyllis Britz voted yes.
Bob Golk voted yes.
Dianna Huff voted yes.
John Jacobs voted yes.
Connie Jones voted yes.
Ken Lewis voted yes.
Dennis Martin voted yes.
Gary Milner voted yes.


The motion carried unanimously.

Several ideas were submitted for consideration for the Board of Directors to cut items from the magazine to prepare for the fact that the budget just passed included cutting pages out of the magazine as a cost-saving effort. The Board members agreed with items on the list but requested that the magazine should still list the Final Trip column, although it could be renamed. The Board members reached consensus to start with the recommendations in the August issue.

The meeting adjourned at 4:32 p.m.



Kathie Balogh
National Secretary



Rett Porter
National President

FMC
TREASURER'S REPORT
BOARD OF DIRECTOR'S MEETING
May 19, 2023

For the period through March 31, 2023

The economy sits on a confluence of broad trends affecting the RV industry: the ongoing post pandemic rebound in services with a slowdown in the economy partially due to Federal Reserve interest rate increases. The Consumer Price Index (CPI) was 6% as of March 2023. Bloomberg forecasts the CPI at year end to be 4.3%. The data for this report is compiled by our internal accounting department unless otherwise noted.

- Revenue through March 31 was \$5,392,247.
- Expenses were \$5,583,739.
- The Perry Convention results are included in this report.
- Invoices for Hale Northeast and the fairgrounds were just under \$500,000; \$250,205 and \$244,259, respectively.
- Operating Income/Loss was (\$191,492).
- Change in Net Assets is \$230,253 (see the attached spreadsheet).

Brian Shupe, a representative from Windsor Wealth Management, will discuss why our investment results have been improving but disappointing in this economy.

Cash flow forecasts are challenging, we can plan for rally attendance, but not the weather and other issues.



Barbara Smith
FMCA National Treasurer

**Finance Committee (FMC)
Report to the Executive Board
May 19, 2023**

A meeting of the Finance Committee of Family Motor Coach Association was held on May 19, 2023, in Cincinnati, Ohio. The committee is forwarding the following recommendations to the Executive Board:

1. 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.
2. To set aside \$255,000 for the purpose of education for FMCA's 2024 fiscal year proposed budget.
3. To remove \$100,000 from the investment account to fund the Marketing initiative for the current fiscal year, 2023.
4. To accept the recommendation from the Wage Review Board for the 2024 budget for salaries in the amount of \$2,354,802, as outlined in Policy & Procedure #4012, Wage Review Board.
5. To accept the 2024 fiscal year proposed budget with a surplus of \$1,933.

**Audit Committee (FMC)
Report to the Board of Directors
May 19, 2023**

A meeting of the Audit Committee of Family Motor Coaching, Inc. was held on May 18, 2023 in Cincinnati. Committee member Paul Mitchell was elected Chairman of the Committee and the Association's Compliance Officer. The committee is forwarding the following recommendations to the Executive Board:

- To accept Flynn and Company as the new Auditor.

**Convention Committee
Report to the Board of Directors
May 19, 2023**

A meeting of the Convention Committee of Family Motor Coaching, Inc. was held on May 18, 2023, in person and via teleconference.

The committee is forwarding the following recommendations to the Board of Directors:

1. Electrical fees for FMCA International Conventions will not be refunded after the cutoff date specified on the convention registration form.
2. The projected attendance budget for FMCA's 108th International convention & RV Expo in Tucson, AZ, March 20-23, 2024, be changed from the 1,400 attendees set by the Finance Committee to 1,200 attendees.