

EXECUTIVE BOARD MEETING MINUTES

A meeting of the Executive Board of the Family Motor Coach Association was held on Saturday, March 19, 2022. The National President and Secretary were both present. National President Rett Porter called the meeting to order at 9:17 a.m.

Members present:

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

Members not present:

Dennis Fox	National Vice President, Midwest Area
Jon Walker	Immediate Past National President (non-voting member)

Guests present:

Mary Lou Kurtz	Anderson-Kurtz Financial Services, LLC
Farrell Long	Chairman, Risk Management Committee
Connie Pool	Chairman, Constitution and Bylaws Committee
Bob Weithofer	Chairman, Policy and Procedure Committee

Staff present:

Chris Smith	Chief Executive Officer (non-voting advisor)
Anne Baumgartner	Director of Marketing
Jason Gabbard	IT Consultant
Penny Gortemiller	Director of Chapters and Governance
Sherry Light	Project Manager
Veronica Pitzer	Chapter Services Coordinator
Aaron White	Director of Membership

The minutes of the meetings held September 30, 2021; October 29, 2021; and December 8, 2021, were approved.

National Secretary Kathie Balogh stated that the chapter certification report that was distributed shows 291 active chapters.

National Treasurer Barbara Smith presented the Treasurer's Report (attachment #1). Barbara stated her approach has been cautious optimism and continuous improvement for FMCA finances. She noted that Jerome Powell, Chairman of the Federal Reserve, announced unplanned interest rate increases, which should be good for FMCA's investments. Barbara provided information regarding using the funds in our investment account according to the IRS rules. She noted that her responsibilities are to provide guidance to the Executive Board, and then the Board makes decisions. Barbara mentioned rising inflation and fuel prices as being obstacles to overcome.

Barbara reviewed the pie chart she created for the allocation of FMCA membership dues (attachment #2). She briefly discussed the operations income as listed in the audit, noting that Mary Lou Kurtz would be presenting the audit. Barbara referred to the Actual versus Budget for Fiscal Year 2022 – through January 31, 2022 (attachment #3). Barbara offered to review the rebalance of the portfolio for any of the Board members who may have questions.

The Treasurer's Report was accepted for file.

Mary Lou Kurtz presented the Year-End Audit. She reported that the audit went very smoothly this year. She said she has enjoyed working with FMCA and the staff at the national office. She notes that their firm looks for risk factors where the potential is great for misstatements.

The firm looked at revenue, expenses, and investment policy, as well as other factors that go into the audit. She noted the change of accounting systems added a new element to the audit. Operations show that FMCA had a great year. She referred to the consolidated statement of activities. Membership revenue is up, and convention had revenue for 2021. Investment returns looked good. The Tech Connect program took off this year, which is reflected differently from the prior year. The PPP loan is reflected to offset to operating expenses.

Mary Lou noted that a big part of audit procedures this year was the Tech Connect program. She noted that will need to be looked at and monitored closely going forward. The structure of the financial statements is the same as in the past year. Consolidated expenses show no dramatic changes. Convention expenses are recognized in the statement. She noted that the footnotes are a good place to explain information in the audit report. Barbara touched on the very clear policy for investments. She noted that the investment manager adheres to the policy.

Mary Lou went through the audit report footnotes, explaining each one. She offered to review further if anyone needed an explanation.

Rett asked a question regarding the allocation of the building reserve and the operating reserve. Mary Lou stated that this is an ongoing presentation broken down in this manner. She noted the policy and procedure where the board meeting minutes have a motion to allocate 50% of the operating income to building reserve and to the operating reserve. She noted that the assets are a certain amount, and according to the policy, 50% of assets will go to each fund.

Another question was raised regarding the amount for vehicles listed on the audit report. The difference for the vehicles is \$28,500, which is the cost of the van that had been purchased. There are

assets listed from a prior year, and they are fully depreciated. It was noted that there are two vehicles that no longer owned by FMCA that will need to come off the schedule.

The Board members thanked Mary Lou for her presentation of the audit.

Chris Smith presented the CEO Report (attachment #4). He noted that the new FMCA atlas is out, and copies were distributed to the Board members. Chris noted that FMCA has switched to a new membership plate design with screen printing and a recessed area on the plate for the membership numbers. The new plates are planned to be launched next month. This is corrective action for the peeled plates.

Staff is working on the budget for 2023. He noted that he and Barbara will review the budget this week while in Tucson. The Finance Committee will get together and look at the draft. He stated that the budget needs to be conservative with all that is going on with inflation, uncertainty in the market, fuel costs, etc. There were no further questions.

The CEO report was accepted for file.

Chairman Farrell Long presented the Risk Management Committee Report (attachment #5).

On behalf of the Risk Management Committee, Farrell Long moved to approve the insurance policy renewal for 2022-2023 policy year. The motion was seconded.

Farrell noted that they recommended increasing the media liability coverage in the policy. This amount also includes the final numbers that were reviewed by the committee. It was clarified that the total amount for the policy renewal is \$331,562.67. He noted that this number excludes the FMCA Assist policy. Farrell reported that the cyber liability premium cost has doubled, and with the committee's request to increase the media liability, the premium is an additional 21.6% increase over last year.

The motion carried unanimously.

The Risk Management Committee Report was accepted for file.

Chairman Connie Pool presented the Constitution and Bylaws Committee Report (attachment #6).

Connie reviewed three proposed changes for the National Bylaws. Proposal #1 is to change the title of "Area Vice President" to "Area President." She noted that should the Governing Board agree to the amendment, a change would also be required for the title of National Senior Vice President. Rationale being that if you have a Senior Vice President, it indicates that there are other vice presidents. This title would change from "National Senior Vice President" to "National Vice President."

In Proposal #2, Connie reported that the committee is also recommending eliminating the requirement for the alternate national director officer position but requiring three additional memberships holding the other required officer positions. They are not recommending the elimination of the position, only eliminating the requirement for one. If the chapters want to keep the position, they may do so, and all the policies and procedures will still be in place to keep the position. She noted the number of chapters who are currently missing an alternate national director officer.

She noted that Proposal #1 will begin with a verbal motion to change the title, with only one paragraph noting a wording change that would require a vote. If the Governing Board agrees to the title change, the remaining changes would be clerical.

The wording change that needs to be voted on for Proposal #1 is in National Bylaws Article XVI – Area Association (4). The change eliminates wording for clarification. The words “who also serves as area association president” are not needed. The members are confused with the same person holding two titles. The committee is trying to simplify the Bylaws.

Ken Lewis moved to recommend approval of National Bylaws Proposal #1. The motion was seconded.

It was noted that not all members are confused, and there is no reason to change it. The change would indicate that there are 11 presidents sitting at the board room table, with one National President and 10 Area Presidents. It was stated that the National Directors elect Area Vice Presidents, who are area association officers. A question was raised regarding why the title is not National Area Vice President. Connie noted that the Bylaws do not call the officer position National Vice Presidents. Currently, they are national officers, and the title is Area Vice President. She also noted that none of the national officers have the word “national” in their title. Connie clarified that when they come to the Board meeting, they would be the Area President of the (named) area.

Herman Mullins moved to call the question. The motion to end discussion was seconded. The motion carried with 10 “yes” votes from Ken Lewis, Gary Milner, Paul Mitchell, Herman Mullins, Barbara Smith, Don Schleuse, John Traphagen, Gaye Young, Kathie Balogh, and Jamie Erickson. There were two abstentions, from Bob Golk and Patricia Voyna.

On behalf of the Constitution and Bylaws Committee, Connie Pool moved to approve the National Bylaws Amendment Proposal #1, changing the title of “Area Vice President” to “Area President.”

A roll call vote was requested:

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

The motion carried.

Connie Pool continued discussion on National Bylaws Proposal #2. To eliminate the requirement for an alternate national director in Article XVII. Rationale being with three different families fulfilling the officer requirements, this would eliminate having only two families, or four people, running one chapter. Connie read the proviso in the Bylaws article that allows the option to keep the alternate national director if they would like to.

Ken Lewis moved to approve the National Bylaws Proposal #2. The motion was seconded.

Ken Lewis moved to amend the wording to add the word “and” before the word “a”, and to delete the words “and an alternate national director” from that sentence. And to delete the proposed wording of “A chapter has the option of whether to elect an alternate national director.”

Ken reread the amendment as follows: “A chapter will elect a president, one or more vice presidents, a secretary, a treasurer, and a national director for a one- or two-year term.” Striking the words “and an alternate national director.”

The motion was seconded.

Connie reported that the wording is stated so that it shows the chapters that they can have an alternate national director if they choose to keep that officer position. The Bylaws wording also states they are to have a secretary, and a treasurer, but they have an option to combine those duties into one officer position. Therefore, they don't need both a secretary and a treasurer. In this case, they are letting the chapters know they can have the alternate national director as an optional officer position. She noted that every chapter must have a president, one or more vice presidents, a secretary, a treasurer, a national director, and an alternate national director unless they choose otherwise in their bylaws. Some board members thought it was confusing by listing the alternate national director in the first sentence. Connie reminded the Executive Board members that the proposal will go forward to the Governing Board as written, and if the Executive Board members want to amend the motion, it will be shown as a change to the committee's recommendation.

Ken Lewis restated his motion to read: “A chapter will elect a president, one or more vice presidents, a secretary, a treasurer, and a national director for a one- or two-year term.” The additional words added by the committee would remain.

The amendment carried unanimously.

Rett clarified that the motion on the floor is the Bylaws Committee's recommendation as amended. The motion was seconded and carried unanimously.

Jamie Erickson presented the Membership/Member Services Committee Report (attachment #7).

Jamie Erickson moved to approve recommendation #1, the proposal from Battle Born Batteries, pending successful negotiations. The motion was seconded.

Jamie explained that this is a proposal to be FMCA's exclusive battery provider. They are willing to attend the International Conventions and the Area Rallies. Chris noted that they will offer a discount on the products to FMCA members. It was noted that FMCA will need to let Briter Products know we are not renewing their contract.

A question was raised regarding the policy and procedure on endorsements and agreements. Chris reported that they are providing a discount on the products. Chris noted that the contract with Briter Products will expire soon, and they will need to let them know. Chris reported on the difference between being an exclusive member benefit versus being a vendor at a show and advertising in the magazine. It was noted that a review of the policy and procedure should be done.

A question was raised regarding where their products are produced. Chris reported that Battle Born Products are manufactured in the USA, and they have an installation network throughout the country. Briter Produces are manufactured in China, and they do not have an installation network. Members must go to their facility for installation, or sometimes they install at FMCA conventions.

The pricing for the each of the providers was reviewed. It was noted that Briter is more expensive.

The motion carried unanimously.

Jamie Erickson moved to approve recommendation #2, a proposal from Easy Care for an RV Warranty Service.

Jamie reported that the committee has been working on this proposal for quite some time. They received prompt responses to all their questions. Jamie noted that this provider is recommended by Vehicle Administrative Services, FMCA's roadside service provider. They have been in business for 37 years. The committee did their due diligence and provided any answers for the questions from Board members. They are also recommended by RVIA and Motor Trend for warranty providers.

Chris emailed the information from the proposal to the Executive Board members. Chris asked the Board members to review the information before proceeding. He reviewed the pricing for several contract scenarios.

Herman Mullins moved to amend the motion to add that the contract be written for only a one-year proposal. The amendment was seconded and carried unanimously.

The motion, as amended, to approve a contract with Easy Care RV Services for a one-year contract carried unanimously.

Bob Weithofer presented the Policy and Procedure Committee Report (attachment #8). Bob noted the changes in the IRS rules for reimbursement for 2022.

In Policy and Procedure #3005, the registration fee was deleted by way of motion in the Board of Directors meeting held October 29, 2021. The Policy and Procedure Committee returned the P&P with the changes as directed. There was no vote necessary.

Policy and Procedure #3013, Chapter/Area Attachment Plates. Changes were submitted to delete the materials used for making the plate and to include additional officer attachment plates for past area association officers.

Bob noted that the current supplier can now make the requested past area officer attachment plates.

On behalf of the Policy and Procedure Committee, Bob Weithofer moved to approve the change to #3013. The motion was seconded and carried unanimously.

Policy and Procedure #3016, Chapter Membership Recruitment; additional options for the recruitment brochure have been added.

On behalf of the Policy and Procedure Committee, Bob Weithofer moved to approve the change to #3016, Chapter Membership Recruitment. The motion was seconded.

It was clarified that the additional option is to have FMCA prepare the trifold, print the brochures, and mail them to the chapter. The chapters can still prepare their own materials to be sent out to non-chapter members.

The motion carried unanimously.

The last Policy and Procedure is #4000, Committees' General Responsibilities. The changes reflected are regarding the recordings of the meetings, posting notices for meetings on the Governance website, and extending the term of service for all committee members to coincide with the term of the four nationally elected officers. Bob noted that the deleted paragraph regarding minutes is a duplicate of wording in another policy and procedure.

On behalf of the Policy and Procedure Committee, Bob Weithofer moved to approve the change to #4000, Committees' General Responsibility. The motion was seconded.

A concern was raised regarding extending the term for the current committee members for more than half a year. A question was raised as to how the current committee members would be handled. Bob noted that some of the committee members could be interested in continuing. He recommended polling the committee members to see who is interested. He noted the short period of time that the committee has to do the work.

A question was raised regarding the effective date being after Lincoln or Gillette. Bob noted that decision up to this Board.

Rett clarified that they are voting on the motion as written, to be effective immediately, if approved.

The motion carried with 11 votes "yes" from Paul Mitchell, Herman Mullins, Don Schleuse, John Traphagen, Patricia Voyna, Gaye Young, Kathie Balogh, Jamie Erickson, Bob Golk, Ken Lewis, and Gary Milner, and one vote "no" from Barbara Smith.

Herman asked about sending an email to all committee members to let them know that their term will be extended one more year. Rett said he would take care of it.

Under new business, a regular review of the area rally/convention/show schedule was held. The following area rallies were noted for inclusion on the schedule:

June 5-9, 2024, was added for the Great Lakes Area Rally in Goshen, Indiana. Ken Lewis also noted the dates of June 7-11, 2023, for the Great Lakes Area Rally with the location to be determined. Ken reported on the conflict with the Northwest Area; however, he noted they have not signed a contract

for 2023 yet. Rett Porter noted the burden on national officers who want to attend all the area rallies. Pat Voyna reported that the Southeast Area Rally will be cancelled for 2023 because they are the host for the Perry convention. Gaye noted the dates of the 2024 Eastern Area Rally are listed, with no location. The location will be determined by the new Area Vice President.

The subject of FMCA-paid phones was discussed. Jason Gabbard made a presentation on FMCA plan options. Currently the provider is AT&T, and he is looking at T-Mobile. Items under consideration for managing the company phones are mobile hotspots, 5G service, new equipment, pricing, and phones working in Canada. It was noted that there are 10 lines on the current plan. Pricing was discussed. Jason stated it is a 24-month contract. A question was raised regarding the total cost savings for FMCA to switch plans. Jason noted it would be approximately \$2,400 over the 24 months. Chris clarified that it could cost more if there are more than 10 lines.

Ken Lewis moved to move away from AT&T as the company phone provider and go to a T-Mobile contract. The motion was seconded.

Several members were not happy with the service from T-Mobile. Jason noted that they could transfer the same phone numbers to new carriers and reported that it is also possible to transfer the phone contacts, too. It was noted that they are not talking about Wi-Fi service.

Rett asked for a form for Board members to sign stating the status of FMCA equipment. If they are not using and don't want it, he wants a signed form stating that they are turning it down.

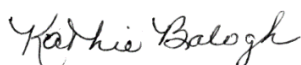
The motion carried with 11 votes "yes" from Herman Mullins, Don Schleuse, John Traphagen, Patricia Voyna, Gaye Young, Kathie Balogh, Jamie Erickson, Bob Golk, Ken Lewis, Gary Milner, and Paul Mitchell, and one vote "no" from Barbara Smith.

Rett noted that there is currently no policy against signs and flags being displayed that could be offensive to others. He noted that he would not want to see anything offensive to members or guests. He would prefer flags and signs in good taste. A question was raised regarding who gets to determine what is offensive. It was determined that they would ask the FMCA attorney to research the subject.

Emergency contacts for Board members was discussed, noting that if something happens to a Board member, FMCA would need to know who to notify. They briefly discussed the Chubb form and the ICE contacts on phones. It was noted that we don't have emergency contact information for the Board members, and Board members should have a point of contact on file. Rett asked the CEO to create something for Board members to have on file for emergency contacts.

Chris noted that FMCA can put a field in the member record in Protech. It would be attached to membership record. Members will have the option to add information to that field. They could export the reported data to all Board members.

The meeting adjourned at 12:42 p.m.



Kathie Balogh
National Secretary



Rett Porter
National President

Treasurer's Report 2021-2022, as of January 31, 2022 unless otherwise noted

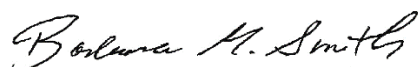
March 19, 2022

Our level of financial risk dictates that we proceed with careful consideration in allocation of our resources. The Fed recently announced an increase in interest rates over and above previously scheduled increases.

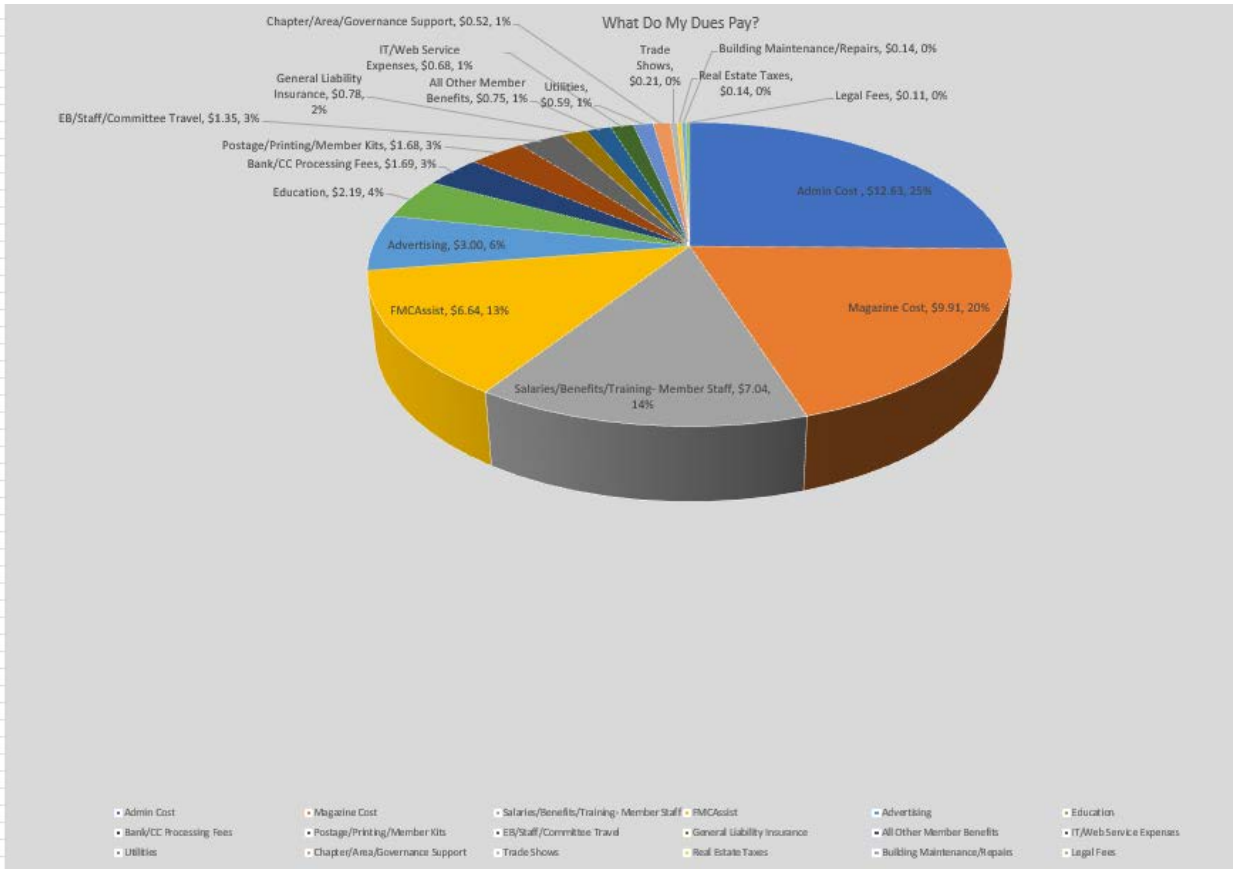
We reported good results in August 2021 of \$792,116. Our latest results have been even better. How did we get there? We optimized our marketing dollars, showing increased memberships with less than 3% of our budget, cultivated new relationships and continued to reduce or eliminate redundant work.

As of January 31, 2022 our revenue was \$304,250. Expenses for the same period were \$2,733,734. Operating income for the 4 month period was \$270,516. I am not comparing this to our budget, since it was somewhat of an outlier. That is, the conditions in the spring were far from what we are experiencing now. We are, however, keeping track of off-budget spending.

The Education offset was increased to \$54,000. Investments are in good shape despite our withdrawals to prepare for the roof and HVAC repair. Overall rate of return is \$4.67. Current cash balance on March 17, 2022 is \$786,565. Investment accounts balance as of the same date are \$10,120,771. Our auditor completed all the necessary tests to qualify our investment according to our new investment policy as of July 2021. We are compliant with the policy.



Barbara smith
National Treasurer
Bsmith@fmca.com
513-349-2878



Admin Cost	\$12.63	25.3%
Magazine Cost	\$9.91	19.8%
Salaries/Benefits/Training- Member Staff	\$7.04	14.1%
FMCAssist	\$6.64	13.3%
Advertising	\$3.00	6.0%
Education	\$2.19	4.4%
Bank/CC Processing Fees	\$1.69	3.4%
Postage/Printing/Member Kits	\$1.68	3.4%
EB/Staff/Committee Travel	\$1.35	2.7%
General Liability Insurance	\$0.78	1.6%
All Other Member Benefits	\$0.75	1.5%
IT/Web Service Expenses	\$0.68	1.4%
Utilities	\$0.59	1.2%
Chapter/Area/Governance Support	\$0.52	1.0%
Trade Shows	\$0.21	0.4%
Real Estate Taxes	\$0.14	0.3%
Building Maintenance/Repairs	\$0.14	0.3%
Legal Fees	\$0.11	0.2%

FAMILY MOTOR COACH ASSOCIATION

ACTUAL vs BUDGET FISCAL YEAR 2022- Through January 31, 2022

			Actual Vs. Budget	Prior Year	Curent Year Vs.
Revenue	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Prior Year Variance</u>
Membership/Commercial	2,622,368	1,531,713	1,090,655	1,471,278	1,151,090
Magazine/Web/Classifieds/ Digital/Enewsletter	381,882	393,612	(11,730)	409,808	(27,926)
Winter Convention	-	-	-	-	-
Summer Convention	-	-	-	-	-
PPP Grant	-	-	-	-	-
Total	<u>3,004,250</u>	<u>1,925,325</u>	<u>1,078,925</u>	<u>1,881,086</u>	<u>1,123,164</u>
Expenses					
Membership	1,236,522	451,206	785,316	383,006	853,516
Winter Convention	26,475	-	26,475	-	26,475
Summer Convention	-	-	-	-	-
Magazine	165,899	210,746	(44,847)	239,819	(73,920)
Travel	42,808	37,016	5,792	2,925	39,883
Administrative	1,262,030	1,312,740	(50,710)	1,102,482	159,548
Total	<u>2,733,734</u>	<u>2,011,708</u>	<u>722,026</u>	<u>1,728,232</u>	<u>1,005,502</u>
Operating Income Before Investments/Taxes	<u>270,516</u>	<u>(86,383)</u>	<u>356,899</u>	<u>152,854</u>	<u>117,662</u>
Investment Results					
Interest/Dividends	68,846	-	-	63,392	5,454
Realized gains/loss	184,421	-	-	65,295	119,126
Unrealized gains/losses	(159,134)	-	-	841,765	(1,000,899)
Investment Fees	(21,945)	-	-	(20,593)	(1,352)
Taxes	<u>(37,162)</u>	<u>-</u>	<u>-</u>	<u>(43,054)</u>	<u>5,892</u>
Education	<u>(54,000)</u>	<u>(66,664)</u>	<u>12,664</u>	<u>(948)</u>	<u>(53,052)</u>
Depereciation	<u>(45,224)</u>	<u>-</u>	<u>-</u>	<u>(42,264)</u>	<u>(2,960)</u>
Change in Net Assets	<u>206,318</u>	<u>(153,047)</u>	<u>359,365</u>	<u>1,016,447</u>	<u>(810,129)</u>

**CEO'S REPORT
TO THE EXECUTIVE BOARD
TUCSON, AZ**

MARCH 19, 2022

The following is a report of activities that have occurred since the October 2021 Executive Board meeting in Cincinnati. This is a summary of the high-level projects we have been working on, and not a representation of all the work staff has completed.

MEMBERSHIP FIGURES

Through the first five months of fiscal year 2022, membership has seen a net gain of 80 members. That is in comparison to a loss of 2,007 members in the first five months of fiscal year 2021. That is a very impressive turnaround.

Membership also continues to see drastic shifts between segments. Through the first five months of fiscal year 2022, non-motorhome membership has experienced a gain of 936 members. This segment has not only helped FMCA membership grow, but it has also helped FMCA lower the average member age. Motorhome membership saw a loss of 856 members during the same period. Motorhomes represent less than 10% of total RV production, so these trends should be expected to continue.

The main reasons cited for non-renewal are the member sold their RV, travel spouse passed away, and no longer traveling due to health.

We are starting to see economic news that could be harmful to the RV industry. In the late 2000s, high gas prices and stock market struggles crippled the RV industry. These items are something to watch, as they could severely impact membership statistics.

FISCAL YEAR 2021 FINANCIAL RESULTS

In February, FMCA received the finalized audit. Operating income for the year was \$935,764. That figure is the largest operating income FMCA has ever recorded in its 59 year history. After years of severe financial losses, it is great to see FMCA have this kind of success.

FISCAL YEAR 2022 FINANCIAL UPDATE

The financial accomplishments of fiscal year 2021 have carried over to fiscal year 2022. Through the first four months of fiscal year 2022, operating income is a gain of \$225,292. That is compared to a gain of \$110,590 during the same period of fiscal year 2021. If the results hold, FMCA could set another record for operating income.

TUCSON EVENT

Tucson registration opened on September 23rd. Registration was strong the first few weeks, and optimism to reach 2,000 RVs was high. That optimism has faded with rising fuel prices and economic uncertainty. There have been more cancellations than normal, and the majority are citing fuel cost as the reason.

LINCOLN EVENT

Lincoln registration opened on February 24th. Registration has been slow. The reasons are the same as mentioned above for Tucson. Lincoln is a new venue, so I encourage everyone to attend.

NEW ATLAS

The new FMCA North American Road Atlas and Travel Guide will be available both online and at the Tucson merchandise booth. This is FMCA's 11th edition of the atlas. The atlas will be in high demand, as it is by far the most popular item offered in the merchandise store.

NEW MEMBER BENEFITS

There have been four major benefits launched since last October.

SoftStartRV launched on December 21, 2021. The product temporarily reduces the load and torque in the electric current rush of an RV air conditioner motor during start. This reduces stress on the motor and the entire electrical network, which helps to extend system life.

Medjet launched on February 8, 2022. Medjet provides air medical transport and travel security. Special FMCA member-only pricing is offered on both their MedjetAssist and MedjetHorizon products.

Harvest Hosts launched February 28, 2022. Harvest Hosts is a network of wineries, breweries, distilleries, farms, museums, and other attractions. In total, there are more than 2,700 locations across the United States. There are no camping fees, but guests are asked to support the business in some way in exchange for the RV spot. FMCA members who are new to the program receive a discounted rate on the annual membership cost.

Boondockers Welcome launched as well on February 28, 2022. FMCA members receive a discounted membership to access the network of over 2,900 host locations.

NEW MEMBERSHIP PLATES

There have been complaints received about membership plates. Members are experiencing peeling, and it is happening within two years of joining. To resolve the issue, FMCA staff collaborated with our current supplier to design a new plate. Everything aside from the membership number will be screen printed directly on the plate. The membership number sticker will be placed into a recessed portion of the plate. The new plates will be rolled out sometime in April.

FMCA AFFILIATE PROGRAM

FMCA has had an affiliate program for a couple of years. The decision was made recently, upon recommendation of the Member Recruitment Committee, to allow all FMCA members the opportunity to participate. Members will be provided an affiliate link that they can share on social media, email, or other electronic forms of communication. The link encourages RVers to join FMCA. Members receive \$10 per referral that uses their link. The program is set to roll out in late March 2022.

ROUND BOTTOM ROOF REPLACEMENT

The roof at FMCA's Round Bottom Road location will be replaced. It is the original roof that was installed in 1984. In addition to the roof being replaced, three old A/C units that sit on top of the roof will be as well. These units were originally installed in 1999. The project will cause the campground to be closed from March 28, 2022, until May 24, 2022.

ADVERTISING SALES

Ranita Jones retired after 44 years of service. That is an amazing accomplishment and leaves big shoes to fill.

After some debate, it was decided that FMCA should hire an outside media sales management firm to move forward with advertising sales. James G. Elliott Company was chosen as the firm to fill this void. FMCA now has four professional sales representatives, across every time zone, to sell both print and digital advertising.

CHAPTER CERTIFICATION

Chapter certification for 2021 was recently completed. According to the report, 280 chapters were certified. Since the report was completed, another four chapters were certified, bringing the total to 284 chapters. That is compared to 322 chapters at the end of 2020.

AVP ELECTIONS

Nominations are underway for the Area Vice President election for the 2022-2024 term for the Eastern, Great Lakes, International, Northwest, and Western areas. Reminder that nominations close on March 25, 2022.

I respectfully submit this report for file.

Chris Smith

CEO

FMCA

RISK MANAGEMENT COMMITTEE
REPORT TO THE EXECUTIVE BOARD

MARCH 19, 2022

A meeting of the Risk Management Committee of Family Motor Coach Association was held on March 3, 2022, via teleconference. The committee is forwarding the following recommendation to the Executive Board:

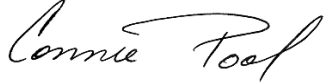
- The committee recommends moving forward with the numbers provided on the policy renewal so far and recommends increasing media liability to \$5,000,000. When final numbers come in, the committee will discuss briefly, and forward a full and complete picture to present to the Executive Board.

**CONSTITUTION AND BYLAWS COMMITTEE
REPORT TO THE EXECUTIVE BOARD
MARCH 19, 2022**

The Constitution and Bylaws Committee held a video conference meeting on February 23, 2022 and are forwarding the following to the Executive Board.

1. To change the title from Area Vice Presidents to National Area Presidents
2. To change the National Senior Vice President to National Vice President
3. To eliminate the requirement of the Alternate National Director position and require a minimum of three members to hold at least five positions.

Respectfully submitted,

A handwritten signature in cursive script that reads "Connie Pool".

Connie Pool, L140306
Chairman, Constitution and Bylaws Committee

Membership/Member Services Committee

Report to the Executive Board

March 19, 2022

A meeting of the Membership/Member Services Committee of the Family Motor Coach Association was held on March 3, 2022, by video conference. The committee is forwarding the following recommendations to the Executive Board:

1. To recommend to the Executive Board to approve the Battle Born Battery proposal, pending successful negotiations.
2. To proceed with the Easy Care RV Service proposal since the previous questions have been answered satisfactorily.

**POLICY AND PROCEDURE COMMITTEE
REPORT TO THE EXECUTIVE BOARD
MARCH 19, 2022**

A meeting of the Policy and Procedure Committee was held on January 19, 2022, via Zoom conference. The committee is forwarding the following recommendations to the Executive Board:

1. P&P #3005 Area Rally Registration

Executive Board approval level

The suggested amendment is being made to eliminate the registration fee charged to the area.

2. P&P #3013 Chapter/Area Attachment Plates

Executive Board approval level

The suggested amendment is being made to allow past area association officer plates to be made.

3. P&P #3016 Chapter Membership Recruitment

Executive Board approval level

The suggested amendment is being made to allow additional options for the tri-fold recruitment brochure.

4. P&P #4000 Committees General Responsibility

Executive Board approval level

The suggested amendments are being made to clarify electronic recorded records and to change the committee terms from one-year to two-year terms.

The Committee also recognized the clerical changes to Policy and Procedure #2031, as the IRS reimbursement rate changed for 2022.

The Committee tabled any changes to Policy and Procedure #2029, Guide to Writing and Presentation of the Candidate, recognizing the current Policy and Procedure as written.