
EXECUTIVE BOARD MEETING MINUTES

A meeting of the Executive Board of the Family Motor Coach Association was held on Saturday, August 20, 2022. The National President and Secretary were both present. National President Rett Porter called the meeting to order at 9:01 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
Paul Mitchell	National Vice President, International Area
Herman Mullins	National Vice President, South Central Area
Don Schleuse	National Vice President, Northwest Area
Patricia Voyna	National Vice President, Southeast Area
Gaye Young	National Vice President, Eastern Area
John Jacobs	National Vice President, Midwest Area
Ken Lewis	National Vice President, Great Lakes Area
Jon Walker	Immediate Past National President (non-voting member)

Members present via Zoom:

John Traphagen	National Vice President, Northeast Area
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Guests present:

Phyllis Britz	Eastern Area Vice President Elect
Dennis Martin	Northwest Area Vice President Elect

Staff present:

Chris Smith	Chief Executive Officer (non-voting advisor)
Anne Baumgartner	Director of Marketing
Jason Gabbard	Konkord LLC.
Penny Gortemiller	Director of Chapters and Governance
Sherry Light	Project Manager
Danielle Powell	Chapter Services Coordinator
Steve Tsai	FMCA Software Engineer
Aaron White	Director of Membership

National President Rett Porter conducted a short officer installation for the newly elected Midwest Area Vice President, John Jacobs.

President Porter called on the Secretary for the reading of the minutes from the Executive Board meeting in Cincinnati, Ohio, on May 20, 2022. Kathie Balogh noted that the minutes were approved as distributed.

President Porter called on Treasurer Barbara Smith for the Treasurer's report. (Attachment #1)

National Treasurer Barbara Smith stated the financials provided for today are from June 2022. She noted that the budget being presented to the Governing Board shows an operating surplus of \$13,000. Adjustments to the budget were needed after negotiating the Tech Connect+ program. Barbara noted that the budget approved in May had a footnote regarding negotiations for Tech Connect+, and adjustments were made following those negotiations. Barbara noted that the Board received the June financials.

Treasurer Smith indicated that predictions for the stock market are looking good. She reminded the Board that funds were pulled from FMCA's investments to replace the Round Bottom Road office roof and several HVAC units, as well as to cover bills from the Tucson, Arizona convention. Treasurer Smith mentioned that magazine ink, paper, and postage prices are rising. She asked Board members to control their spending.

Treasurer Smith noted that the June financial report shows revenue of \$765,315; expenses were \$848,913, for a net loss of \$93,598. FMCA is showing positive operations for the year at \$31,709.

Treasurer Smith noted that almost to the date back in 2021, FMCA had about \$700,000 in profit and \$10.5 million in investments. In 2022, FMCA is down to \$9,060,856 in investments. She mentioned the rate of return has improved from July. FMCA's investment policy states we will stay at 5% or more. Treasurer Smith noted that FMCA needs to stay in compliance with this policy. She noted that this is a formal review of the investment policy, and FMCA is compliant with the policy.

Treasurer Smith fielded questions regarding the FMCAssist policy renewal, off-budget expenses, and the Tech Connect+ program. Barbara reviewed the list and necessity of the off-budget expenses. She noted that FMCA will need to take more money from reserves to cover these expenses.

Ken Lewis moved to accept the Treasurer's report for file. The motion was seconded and carried.

The minutes note that John Traphagen joined the meeting via Zoom teleconference.

President Porter called on CEO Chris Smith for his report (Attachment #2.)

CEO Smith mentioned that using the QR code and associated database to locate family RV parking spaces in Lincoln is working great. He said in the future this will really work out well for members. There will be access for all members through the app, and members will have the option to add more details to their individual profiles.

CEO Smith also mentioned that registration for Perry, Georgia, 2023, will open in September after we return from Lincoln.

CEO Smith also noted that the affiliate program approved by the Executive Board in October 2021 was created to have an easier way for members to recruit and refer new members. The program has been sent to the top 30 recruiters, but further testing needs to be completed. It provides personalized codes for all FMCA members with a link that will take potential new members to the FMCA join page. Recruiters must set up a PayPal account to use the link and to receive \$10.00 for each person recruited.

When new members use the affiliate link, the code also gives them \$10.00 their first-year membership dues.

A question was raised about the fees from using PayPal and how the codes are distributed.

CEO Smith mentioned that all the information was included in an email that went out to the recruiters. The process is explained step by step and even includes directions for linking their PayPal account. It was also noted that there isn't a max number for recruiters in the affiliate program; all family members can be affiliate members. It was noted that there needs to be more testing before launching to the entire membership. CEO Smith reiterated that members must have a PayPal account to use the affiliate program's specifically designed link to receive the automatic payments.

Tech Connect+ download speeds were negotiated with AT&T. An email will go out to members who have already taken advantage of the Tech Connect+ program. Shortly after that, an email will go out to the entire membership. It was mentioned that members may ask about the two-tier pricing; it's strictly for different download speeds. CEO Smith also mentioned that expenses for Tech Connect are up in the June financials due to not having the proper data for tracking members to their plans and trying to track that data during the switch from T-Mobile to AT&T.

A question was raised about the Drive Quest member benefit.

Aaron White noted that the program will be ready to launch just after Labor Day weekend. Drive Quest is an extended service contract that FMCA members can buy into. The program covers RVs 15 years old or newer. It was also mentioned that this program was formerly referred to as Easy Care.

Chris added that there was a delay with launching the program due to the contract only extending to vehicles up to 5 years old. The original agreement mentioned 15-year-old vehicles or newer.

The CEO's report was accepted for file.

President Porter discussed the CAN-SPAM Act. There have been a lot of questions on the Act, and FMCA had its attorney review all the details. There are many loopholes in the Act. Rett noted that FMCA staff and specialized paid programs like Wild Apricot can help to keep FMCA, its chapters, and its areas in compliance. Rett mentioned that FMCA must stay in compliance with this Act because violations can add up quickly.

Questions were raised as to what it is and what is not in compliance according to the CAN-SPAM Act.

Chris Smith mentioned that 25% of our members have opted out of receiving some sort of communications from FMCA. Recently, due to an email blast, 1,000 members opted back in to receive their preferred communications.

There was more discussion and examples of what is and isn't compliant with the CAN-SPAM Act.

Jamie Erickson commented that the Rocky Mountain Area sets up Zoom meetings sometimes twice a month to discuss issues with their board. The National Office staff can easily set up a Zoom meeting.

Paul Mitchell reported that Good Sam chapters are losing their support and assistance. Paul noted that FMCA's new Ramblin' Pushers chapter was part of Holiday Rambler. FMCA offered everyone within the chapter who was not already an FMCA member a one-year complimentary membership. Paul said there is an opportunity to reach out to Good Sam chapters and explain to them the benefits of bringing their chapter to FMCA and becoming family members.

Chris Smith mentioned that being a chapter member helps with retention.

Executive Board members spoke for and against issuing complimentary FMCA memberships to Good Sam members.

President Porter stated the Ramblin' Pushers created a list of pros and cons for joining FMCA and other organizations. This list was sent to the group's entire membership. This will be shared with the Executive Board.

Paul Mitchell moved to bring in interested Good Sam chapters to FMCA by offering them a free one-year comped membership. The motion was seconded.

Paul added that some Good Sam members do not know about FMCA, the benefits, and what FMCA has to offer RVers.

Chris Smith explained the costs of providing a membership and noted it's between \$20.00-\$25.00 for a one-year complimentary membership.

Paul Mitchell restated his original motion to bring in interested Good Sam chapters to FMCA by offering them a free one-year complimentary membership for an initial one-year period. The motion was seconded.

Ken Lewis moved to amend the original motion to authorize a complimentary membership to Good Sam members during the chapter formation period. The amendment was seconded.

It was discussed that once the charter members are established, there will be no more complimentary memberships given.

A roll call vote for the amendment was taken:

Bob Golk voted no.

John Jacobs voted no.

Ken Lewis voted yes.

Gary Milner voted yes.

Paul Mitchell voted yes.

Herman Mullins voted no.

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 amendment carried with ten votes “yes” and three votes “no.”

Paul Mitchell restated his motion, as amended, “To bring in interested Good Sam chapters to FMCA by offering them a free one-year complimentary membership that is authorized for Good Sam members during the chapter formation period.” The motion was seconded, and a roll call vote was taken.

John Jacobs voted no.

Ken Lewis voted yes.

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 yes.

Gaye Young voted yes.

Kathie Balogh voted no.

Jamie Erickson voted no.

Bob Golk voted no.

The motion failed, with 6 votes “for” and 7 votes “against.”

There was discussion involving a proposal that was brought to the Executive Board in Tucson, Arizona, in March concerning the Wage Review Board. It was suggested that the Executive Board take another look at the policy.

National Senior Vice President Gary Milner noted he is not in favor of having four National Officers and only one Area Vice President for the Wage Review Board. This makeup could potentially put a wedge between the Area Vice Presidents and nationally elected officers. There are more variables to consider if more members are added to the Wage Review Board.

Paul Mitchell moved to increase the number of members on the Wage Review Board to five members, with the makeup of the Board to be determined. The motion was seconded.

Paul added that this change is to make sure this process is totally impartial. It was noted the Board is ideal with only three individuals. The makeup could be reconsidered, but the benefit in adding more individuals isn't viable.

CEO Smith explained to the Executive Board the process, wage study reports, and how the data is reviewed and passed to the Wage Review Board to make decisions.

Treasurer Smith noted that the Executive Board is given the financials in the budget for each department, the only piece that is missing is an individual's name.

John Jacobs moved to amend the original motion as follows: The Wage Review Board would consist of the top three nationally elected officers on the Executive Board as currently in Policy and Procedure #4012, plus two additional Area Vice Presidents, to be chosen by the Area Vice Presidents.

A roll call vote was taken:

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 yes.
Gaye Young voted no.
Kathie Balogh voted no.
Jamie Erickson voted yes.
Bob Golk voted no.
John Jacobs voted yes.
Ken Lewis voted no.

The amendment failed with 6 votes “for” and 7 votes “against.”

A roll call vote was taken on the original motion:

Ken Lewis voted no.
Gary Milner voted no
Paul Mitchell voted yes.
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 yes.
Bob Golk voted no.
John Jacobs voted yes.

The motion failed, with 3 votes “for” and 10 votes “against.”

Under new business, the Executive Board discussed Area Rally dates.

Ken Lewis noted the location for the 2023 Great Lakes Area Rally has yet to be determined, but the dates are firm, June 7-11, 2023.

Ken Lewis moved to waive the 10-day restriction in Policy and Procedure #3003 between the Midwest Area Rally scheduled for June 13-16, 2023, and the Northwest Area Rally scheduled for June 7-11, 2023, and the Great Lakes Area Rally, which is also scheduled for June 7-11, 2023.

A roll call vote was taken.

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.
John Jacobs voted yes.
Ken Lewis voted yes
Gary Milner voted yes.

The motion carried unanimously.

John Traphagen moved to waive the 30-day restriction in Policy and Procedure #3003 for the Northeast Area Rally on August 3-6, 2023, and the 107th International Convention and RV Expo in Gillette, Wyoming.

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.
John Jacobs voted yes.
Ken Lewis voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes.

The motion carried unanimously.

Jamie Erickson noted that the Rocky Mountain Area Rally will start on October 16 or October 28 in 2024. The dates are to be determined, but the location is firm for Tucson, Arizona. Ken Lewis reported that the Great Lakes Area Rally dates will be June 4-8, 2025. Herman Mullins noted the South-Central Area Rally is scheduled for September 24-27, 2025, in Shawnee, Oklahoma.

Gary Milner mentioned that details are still pending for the International Convention for the spring of 2024.

President Porter mentioned the May 2023 meetings in Cincinnati, Ohio, are tentatively scheduled for May 15-19, 2023.

President Porter mentioned that there have been issues with FMCA campground scheduling and cancellations. Members do not always cancel even though they are not coming to the campground. This causes other members to go into overflow and sites are left empty. There are improvements planned in our budget to maintain the grounds. It is proposed to the Executive Board that the two free nights be reduced and to charge \$15.00 per night in advance. The income will be earmarked for maintenance to the grounds and other improvements related to the campground.

President Porter explained that the budget shows we could potentially collect \$33,660 in additional revenue. It has been discovered less than 10% of members utilize the campground.

Herman Mullins moved to charge a nonrefundable fee of \$15.00 per day for full-hookup sites, for up to two days a month, in lieu of the free days for members.

It is stated that FMCA charges \$20.00 per night for all electric sites. This proposal would decrease those sites to \$10.00 per night for the first two nights.

Barbara Smith moved to amend the original motion to earmark the funds collected for campground improvements. The amendment 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.
John Jacobs voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes.
Herman Mullins voted yes.
Barbara Smith voted yes.

The amendment carried unanimously.

Herman Mullins restated his motion as follows: that the member benefit of FMCA campground usage will be 50% of the daily rate for two days monthly, paid in advance. After two days, member reservation fees will be charged at the standard rate. The money collected will be put into a campground improvement fund, effective October 1, 2022.

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.
John Jacobs 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.

Patricia Voyna requested changing the name of the Youth Activities Committee to the Youth and Family Activities Committee.

Patricia Voyna moved to change the Youth Committee name to Youth and Family Activities Committee. The motion was seconded.

A roll call was taken:

Patricia Voyna voted yes.
Gaye Young voted yes.
Kathie Balogh voted yes.
Jamie Erickson voted yes.
Bob Golk voted yes.
Jamie Erickson 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 adjourned at 1:08 p.m.



Kathie Balogh
National Secretary



Rett Porter
National President

**FMCA
TREASURER'S REPORT
EXECUTIVE BOARD MEETING
August 20, 2022**

It's all about managing risk again. But, predictions are that the economy is in for a soft landing. The last three months have been turbulent.

The theme of the treasurer this year is "Don't touch this".

We touched it, repaired the roof, touched it, covered expenses, shortfalls from Tucson and migrated Tech Connect (real estimate available when all non-business expenses are known) and we have to touch it again to cover expected losses from the Lincoln convention and other expenses.

Our publishing and distribution company increased prices. In addition to ink increases, paper increases and handling increases we now pay by contract; they wanted to levy and additional 8% surcharge. The surcharge was refused, because it's not in their contract.

Monthly June financials indicated revenue: \$765,315; expenses: \$848,913 for net loss of \$93,598. Year to date net income is still positive at \$31,709.

Dues revenue is down, low sign-ups for Lincoln, marketing promotions and off budget expenses all contribute to our losses. One expense that concerns me is the October negotiations with Chubb for insurance including FMCAssist.

As of Thursday, August 18, 2022 our cash and cash equivalents total \$9,060,856. Our rate of return from October 1, 2021 to June 30, 2022 was -10.3%; since June it has improved to -5.5. Our change in net assets in the month of June was - \$639,007. Losses and fees are incurred when we take money out of investments. Timing is everything.

Respectfully submitted,



Barbara Smith
FMCA National Treasurer

**CEO'S REPORT
TO THE EXECUTIVE BOARD
LINCOLN, NE**

August 20, 2022

The following is a report of activities that have occurred since the May 2022 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 ten months of fiscal year 2022, membership has seen a net loss of 1,471 members. That is in comparison to a loss of 684 members in the first ten months of fiscal year 2021.

The demographics of FMCA, as far as unit type owned, continues to shift. FMCA started welcoming owners of towable RVs in December 2017. As of July 31, 2022, non-motorhome members make up 11.8% of total FMCA membership. That is impressive growth in the nearly five years that the change was adopted. Through the first ten months of fiscal year 2022, non-motorhome membership has experienced a gain of 1,808 members. Motorhome membership saw a loss of 3,293 members during the same period.

FISCAL YEAR 2022 FINANCIAL UPDATE

Through the first nine months of fiscal year 2022, operating income before investments and taxes is \$31,709. That is \$109,066 worse than budget, and \$426,818 worse than fiscal year 2021. Changes to Tech Connect and low attendee and exhibitor numbers for Lincoln will result in a negative operating income for the full year. Economic slumps and high gas prices have and will continue to have a terribly negative impact on membership numbers and event attendance.

AREA VICE PRESIDENT ELECTIONS

The following election results were announced on June 9, 2022. Congratulations to both the new and the re-elected officers. New Area Vice Presidents will take office at the Annual Membership Meeting in Lincoln on August 27, 2022. The new Area Vice Presidents are denoted below in bold:

Eastern Area – **Phyllis Britz**

Great Lakes Area - Ken Lewis

International Area - Paul Mitchell

Northwest Area - **Dennis Martin**

Western Area - Bob Golk

John Jacobs was also announced as Midwest Area Vice President on June 23, 2022. He won the vote to fill a vacancy in the position.

ROUND BOTTOM ROAD OFFICE ROOF REPLACEMENT

The original roof at FMCA's Round Bottom Road location, installed in 1984, has been replaced. In addition to the roof being replaced, three old rooftop A/C units were replaced as well. These units were originally installed in 1999.

The project started April 11, 2022 and was completed on June 5, 2022.

AFFILIATE PROGRAM

Later this year, FMCA will be launching an affiliate program. The affiliate program will make it easier for FMCA members to recruit new members digitally. Members will be provided an affiliate link that they can post online. Anyone who clicks the link will be sent to a landing page that encourages a non-member to join. The new member will be given a \$10 off promo code to lower the new join rate from \$60 to \$50. Also, the person who recruited the new member will receive a \$10 payment. Payments will be made monthly via PayPal. More information will be released as testing is completed.

NEW CHAPTERS

Four new FMCA chapters have formed since the May Executive Board meetings:

Grand Design - International Area

Ramblin Pushers - International Area

Texas AWTY(Are We There Yet) - South Central Area

Traveling Friends - Great Lakes Area

CONVENTION PARKING

At Lincoln we will live test a new parking procedure. Convention attendees were provided a sheet of paper with a QR code intended to be scanned by the parking team. The parking team will be provided a photo to use for scanning the QR code once the attendee parks. Their member information and their location automatically will be loaded into a database. The hope is that this test will be successful, and that this technology will be fully implemented for the Perry, Georgia event in March 2023.

PERRY, GEORGIA MARCH 2023

FMCA's next international convention will be in Perry, Georgia. The dates are March 15-18, 2023. The registration form appears in the September issue of Family RVing, and registration will open in early September.

TECH CONNECT+

Tech Connect+ gives member access to technology discounts. One of the main benefits is a mobile hotspot rental program. In early June, FMCA began transitioning members to the new provider, AT&T. There were many hardships during the transition, but things are now going smoothly. Here are a few specifications for the new offer:

One-time rental fee: \$39.99

12MB speed plan: \$59.99/month

25MB speed plan: \$64.99/month

Unlimited data. Network managed in congested areas only after 75 GB. No hard throttling.

MEMBER BENEFITS

Two new member benefits have launched since May:

Battle Born Batteries: July 5, 2022

GFI Notify: August 1, 2022

There are two other benefits that are scheduled to be launched in August 2022:

Drive Quest

Goodyear Tires

I respectfully submit this report for file.

Chris Smith

CEO

FMCA