
EXECUTIVE BOARD MEETING MINUTES

A regular meeting of the Executive Board of the Family Motor Coach Association was held on Saturday, August 27, 2022. The National President and Secretary were both present. National President Rett Porter called the meeting to order at 3:00 p.m.

Members present:

Rett Porter	National President
Gary Milner	National Senior Vice President
Kathie Balogh	National Secretary
Barbara Smith	National Treasurer
Phyllis Britz	National Vice President, Eastern Area
Jamie Erickson	National Vice President, Rocky Mountain Area
Bob Golk	National Vice President, Western Area
John Jacobs	National Vice President, Midwest Area
Ken Lewis	National Vice President, Great Lakes Area
Dennis Martin	National Vice President, Northwest Area
Paul Mitchell	National Vice President, International Area
Herman Mullins	National Vice President, South Central Area
Patricia Voyna	National Vice President, Southeast Area

Members not present:

John Traphagen	National Vice President, Northeast Area
Jon Walker	Immediate Past National President (non-voting member)

Guests present:

Gaye Young	Education Committee
Gary Cipa	RV Basics Instructor
Narda Leeming	GMC Pacific Cruisers Chapter

Staff present:

Chris Smith	Chief Executive Officer (non-voting advisor)
Penny Gortemiller	Director of Chapters and Governance
Danielle Powell	Chapter Services Coordinator

National Secretary Kathie Balogh noted that the minutes of the previous meeting held on August 20, 2022, were not yet available.

Under new business, President Rett Porter informed the board that in accordance with corporation requirements, Family Motor Coach Association and its subsidiary, Family Motor Coaching, Inc., must meet in order to adopt resolutions for the ensuing year. He stated that these resolutions are to establish bank accounts, signatures for those accounts, and other miscellaneous resolutions as may be necessary.

He noted that FMCA is a not-for-profit corporation in the state of Ohio and is defined as a social club exempt from federal income tax under the IRS code Section 501(c) (7).

Family Motor Coaching, Inc. is a wholly owned subsidiary of FMCA that is a for-profit corporation and subject to being taxed as such. Family Motor Coaching, Inc.'s main activities are publishing a magazine and sponsoring International Conventions. The voting members of the Executive Board also serve as the Board of Directors of Family Motor Coaching, Inc.

Herman Mullins moved to accept the following banking resolutions:

To establish signatures on the checking account, that being National President (Rett Porter); National Treasurer (Barbara Smith); Director of Communications (Pamela Kay); Director of Chapters and Governance (Penny Gortemiller); Director of Events (Doug Uhlenbrock); Director of Membership (Aaron White); Editor (Robbin Gould); and Member Records Coordinator (Bridget Lynn). Two signatures are required on amounts over \$5,000.

To establish the investment firm with The Windsor Group, Ltd.

To establish signatures on the investment account, that being National President (Rett Porter); National Treasurer (Barbara Smith); and CEO (Chris Smith).

To establish signatures on the convention account, that being National Treasurer (Barbara Smith); National Senior Vice President (Gary Milner); Director of Chapters and Governance (Penny Gortemiller); Director of Membership (Aaron White); Editor (Robbin Gould); and Assistant Controller (Brian Bacik).

The motion was seconded and carried.

Phyllis Britz moved to establish signatures on Notes, that being the President (Rett Porter); Senior Vice President (Gary Milner); Secretary (Kathie Balogh); and Treasurer (Barbara Smith). (Two signatures are required.) The motion was seconded and carried.

Herman Mullins moved to establish legal counsel to be named by the President (Rett Porter) as necessary. The motion was seconded and carried.

Patricia Voyna moved to establish accounting firms other than the auditing firm to be named by the President (Rett Porter) as necessary. The motion was seconded and carried.

Herman Mullins moved to establish an FMCA Parliamentarian to be named by the President (Rett Porter) as necessary. The motion was seconded and carried.

Under unfinished business, President Porter called on National Secretary Kathie Balogh for a report on the Canadian dues at par with US. Secretary Balogh reported she is scheduled to visit four chapters on her return trip from Lincoln and will discuss the dues at par with the Canadian chapter members. She will report back to the Executive Board by October 15, 2022.

Ken Lewis moved that, in accordance with Policy and Procedure #2013, the Executive Board authorize the withdrawal of \$500,000 from the investment account to pay the Tech Connect+ rebates. The motion was seconded.

Discussion followed regarding the remaining Sprint lines. All of those lines have moved to Family Motor Coaching, Inc. The funds will be paid back to the investment account. President Porter explained that as the number of accounts continued growing, it was determined that revenue had to be presented on the financials as gross. In the past, they were presented as net. They were advised to move the lines to the for-profit company. The funds had to be taken out of the investment account for the rebates to get to the 35% threshold for non-profits. President Porter noted that the attorney reported that the cost to get the opinion from the IRS could be up to \$30,000. This is something that the Executive Board will discuss in the future. The remaining items to be paid were for budgeted items and did not require a motion to use funds from investments in order to pay for those items.

A roll call vote was taken:

Ken Lewis voted yes.
Dennis Martin voted yes.
Gary Milner voted yes.
Paul Mitchell voted yes.
Herman Mullins voted yes.
Barbara Smith voted yes.
Patricia Voyna voted yes.
Kathie Balogh voted yes.
Phyllis Britz voted yes.
Jamie Erickson voted yes.
Bob Golk voted yes.
John Jacobs voted yes.

The motion carried unanimously.

Under new business, Narda Leeming, F425869, GMC Pacific Cruisers Chapter, asked what the plan is to correct the huge loss of funds with the Tech Connect+ Program. President Porter noted that the repayment of the funds would be done at a slower pace if the lines cannot be moved back to FMCA. National Treasurer Barbara Smith reported she has frozen spending. She asked the Area Vice Presidents to be mindful when traveling for FMCA business. The FMCA store started a sale to raise cash. Barbara would like to cull \$100,000 from the current expenses. She also was informed of a recent contract for the upcoming year that FMCA cannot afford at this time but may be revisited if we receive the income to be able to pay for it. Rett stated that the contract is intended to increase memberships, which will increase revenue.

CEO Chris Smith stated that FMCA sent notice to anyone on the T-Mobile or Sprint lines. It was a 45-day notification before the price increase took effect. The nonprofit plan expense is much lower than the for-profit plans we had to move to. The price was set at \$49.99, and the expense just for the service was \$45 for each line. At the 45-day window, FMCA received two bills, one from T-Mobile and one from AT&T - but collected only one payment from anyone who switched to the new carrier. This equaled about \$45,000 in extra expense.

President Porter mentioned 4,100 accounts were moved over. He reported that the increase in the cost of the plan to members with the move to AT&T was the first increase for Tech Connect+ users in almost five years. The price was increased from \$49.99 to \$59.99. He noted that the rate of retention for program users was really good. CEO Smith mentioned that the introduction of a plan option with a faster download speed will also help; the higher-speed plan will cost members \$5 more per month.

It was also reported that there was a membership flash sale planned to generate additional revenue.

Narda thanked the Executive Board for answering the questions and left the meeting.

CEO Smith confirmed that there was a flash sale for membership in the works that would be \$10 off for joins and renewals. He said the promotion would run for four days, from Monday through Sunday, and would start on September 5, 2022, Labor Day. We can allow members to renew up to three years.

Paul Mitchell noted there are two members he would like to add to the Member Recruitment committee. Linda Wilkes and Maureen Milne.

Paul Mitchell moved to recommend the addition of two new members to the Member Recruitment Committee: Linda Wilke and Maureen Milne. The motion was seconded and carried.

President Porter noted that the Executive Board members are to fill out the “Conflict of Interest” and the “Non-disclosure” forms and return them before the end of the meeting.

Gaye Young, Education Committee Chairman, stated that approximately 1,000 students have received education during the 10 RV Basics classes held so far. There has been a total of 500-600 students for the RV Driving School classes held at conventions. Most are first-time RVers, and FMCA pulls in new members to our conventions due to these educational programs. FMCA wants to educate members in RV knowledge and safe driving, and each class asks when RV Basics will be taken to the next level. Past students will be invited to create a chapter for RV Basics Alumni. FMCA has an opportunity to create this special educational program that is vital to the FMCA membership interests.

Gaye Young, on behalf of the Education Committee, moved that FMCA proceed with RV Basics II, an additional training program. The motion was seconded.

President Porter called for discussion. Gaye Young introduced Gary Cipa, the current instructor for RV Basics.

Mr. Cipa noted the newest edition of RV Basics introduces RV Basics to attendees as part of a family. Teaching as though it is your family. The number one goal is safety. These members are hungry for information, and FMCA is the best source. The biggest request they get is for RV Basics II, a more hands-on approach with more interaction. Mr. Cipa has recommended holding workshops instead of seminars. It would be great to teach members about certain products, and it would be great to have used coaches to be able to orient people on every part of the coach. He requested an RV of each type to teach members hands-on experience for every part of the RV. The committee is asking for new advertising for the magazine and to get more recognition at the rallies, including RV Basics T-shirts made to give to the graduates of the program. He said they would like to email the graduates of RV Basics and invite them to come to RV Basics II. There is always disappointment in members who have never known about RV

Basics until the event is over. This program is bringing in members. This is a need for the RV market, and FMCA can fill this need.

Mr. Cipa noted that the current session is two and a half days. He would like to see this second session be an additional day and a half. He noted that some of the area rallies conduct abbreviated sessions of RV Basics.

National Treasurer Barbara Smith asked who would write the program and what the cost would be. Gary noted that he has written 7 of the 10 programs. He reported that if he were to do this for another company, it would cost over six figures. Mr. Cipa is willing to continue writing the program for FMCA as a contribution. Currently he is being paid travel expenses. He would like a place in the budget for purchasing equipment and marketing materials for RV Basics II. He stated that he does not feel that the Board members are realizing the impact of the program on vendors and potential partners. RV Basics adds credibility for the technical arm of the program. Discussion was held about pricing of the program. President Porter noted there would need to be logistics worked out for this additional program.

CEO Smith explained the contract and how the expenses for the program are distributed. Mr. Cipa gets paid for teaching, which is same price if there are 100, 200, or five students in the class. He and his teachers are reimbursed for travel expenses. There are other costs associated with the program for catering, printing the class books, etc. A question was raised regarding the exact cost per student. CEO Smith noted that since it is education, FMCA just tries to cover expenses.

Mr. Cipa noted that he is a family member of FMCA. The two other instructors are family members. The program was put together for members. He noted that he has 1,500 hours invested in the presentations.

Jamie Erickson moved to table the discussion on RV Basics II at this time. The motion was seconded and carried.

President Porter reminded the Area Vice Presidents to send in their names for the Nominating Committee.

The meeting adjourned at 4:52 p.m.



Kathie Balogh
National Secretary



Rett Porter
National President