



Finance Commission

Opening:

The meeting was called to order at 10:00 am on May 4, 2019 in the Library Room of the Sheraton Indianapolis City Centre Hotel by Chairman William G. Hill (MD)

Roll Call:

Chairman:	<u>William G. Hill (MD)</u>	Members:	<u>Keith Murdough (NH)</u>
Vice Chairman:	<u>Dennis M. Blue (MN)</u>		<u>Steve Honigfort (OH)</u>
Secretary:	<u>Robert J. Avery (NY)</u>		<u>Bob Thompson (SC)</u>
	<u>National Assistant Adjutant</u>		<u>Greg Price (MI)</u>

Liaison: Brian O’Hearne (MA)
Past National Commander-

EXCUSED

Guests: Robert Bascom (NJ), Ray Jarvis (NY), Mike Bondurant (WA), Toby Cullen (DE), Bob Turner (CT), PNC Kevin Winkelmann (TX), Phil Stander (IL), Juan Torres (TX), PNC Jim Roberts (FL), Ken Warner (PA), Cliff Boyer (PA), Dikkie Huntley (ME), PNC Steve Laws (NC), PNC J.R. Stillwell (IL), PNC Byron Robichaux (LA)

The members rose and saluted the Colors and recited the Pledge of Allegiance.

Reading of the Previous Meeting Minutes:

There being no objections the minutes of the Fall, 2018 meeting were approved as published.

Old Business:

The Commission reviewed the 2018 expenditures and income. A motion made by Steve Honigfort and seconded by Keith Murdough to accept the 2018 statement was carried. Chairman Hill recited the meeting agenda and indicated the Commission is open to input from those in attendance.

The Commission reviewed the 2019 Budget Reconciliation through March 31, 2019. Our revenue and expense figures will be adjusted as they increase. A motion made by Bob Thompson and seconded by Keith Murdough to accept the year to date report was carried.

The Commission discussed the 2020 Draft Budget. The Commission has been reviewing the overall budget, which now includes operational cost, which The American Legion has covered in prior years with no request back to the SAL to assist with financial assistance. The additional costs currently being paid for by the parent organization, incorporated into the FY 2020 budget would bring the overall expenditures to roughly \$1.5 million annually. Without a per capita increase there would be an impact to the we will need to cut our costs. If an increase in per capita is not considered and the impact in the overall financial expenditures will impact future; Call In’s, Scholarship/Contributions and Program Operations. The budget indicates that if we are carrying our costs without assistance from The American Legion, we would need an increase of \$3 per member. A motion made by Keith Murdough and seconded by Dennis Blue to accept the 2020 Draft Budget was carried.

The Chairman noted the last dues increase was in 1982.

Bob Turner asked if the \$3 figure per member the recommendation from the Commission. The Chairman indicated that the Finance Commission came up with that figure in order to balance the budget and cover all our costs without assistance. In order to stop burdening The American Legion we need to consider an increase.

PNC Winkelmann asked if the Commission should consider a reduced membership as a result of a dues increase. Kenneth George (American Legion, National Liaison to the Sons of The American Legion) noted that the parent organization has looked at all its programs to become self-sustaining. The Sons need to be



self-sustaining and build a reserve and conduct a projection for future needs. Ken also noted there is no set date for any amount of a dues increase to be in place.

PNC Jim Roberts asked if other programs are carrying their own weight. PNC Winkelmann recommended a \$5 increase be considered. Chairman Hill would like the Detachments to discuss and participate in the particulars of any dues increase and submit resolutions.

PNC J.R. Stillwell recommended the \$5 increase rather than a stepped increase over a period of time. PNC Roberts recommended that the National organization communicate with the NEC's regarding the dues increase consideration between now and the National Convention.

PNC Byron Robichaux noted that in the smaller Detachments it may be more suitable to have an incremental due increase. Chairman Hill once again noted that the Detachments should be involved.

PNC Steve Laws asked if there would be a dollar amount recommendation by this Commission. Chairman Hill indicated that the Commission's work is to provide the NEC with the real numbers within the budget and what the shortfall amounts to.

Resolutions:

None.

For the Good of the Sons of The American Legion:

National Commander Greg Gibbs (NY) addressed the Commission. The Commander indicated the NEC will be reconvening at 3:00 PM today to discuss finance.

Second Leading Candidate for National Commander Michael Fox (CA) addressed the Commission.

Closing:

With no further business to consider, Chairman William G. Hill (MD) adjourned the meeting at 10:45 am.

Sons of The American Legion – 2020 Draft Budget

Exp. Acct #	Purpose	Description	2020 - Draft Budget
566000	S.A.L. Grants - Other	S.A.L. Scholarships – Boys Nation & Jr. Shooting Sports	\$15,000.00
New Account	American Legion - Charities/Programs	NEF - TEA - Operations Comfort Warrior, etc.	\$20,000.00
594500	Misc. Expenses		\$2,500.00
New Account	National Officers	National Officers - General Expenditures	\$8,600.00
596250	Printing	All Printing – brochures, in-house, vendors, newsletters, renewal postcards & citations	\$70,000.00
596500	Postage	All Postage – newsletters, postcards, 1 st class, metered, UPS, FedEx	\$180,000.00
597500	Program Operations	Expenses w/Program activities - convention packets, donations, freight & membership card, etc.	\$154,160.00
New Account	Program Operations - IT	Automated Membership, Consolidated Reporting, Media	\$8,000.00
601500	Airfare	Officer Airfare	\$126,085.00
603500	Travel – Ground	Mileage, Tips, Cab Fare, Gas	\$107,955.00
604000	Housing	Officer Housing	\$41,175.00
604500	Per Diem	Officer Per Diem	\$158,850.00
New Account	Operational Support Services	The American Legion - General Services and Administration <i>Software, Salaries, Ins</i>	\$ 674,043.00
805500	Document Center Allocations	Services charged by Document Center	\$20,000.00
808000	Data Services Allocations	Services charged by Nat'l HQ – GOC Building	\$30,000.00
811500	Member Services Allocations	Services charged by Nat'l HQ – GOC Building	\$25,000.00
TOTAL EXPENSES			\$1,641,368.00

Inc. Acct #	Purpose	Description	2019 - Draft Budget
474500	Membership Dues		\$1,289,225.00
474600	Registration	Convention Monies	\$ 25,000.00
491500	Misc. Income		\$ 5,000.00
TOTAL INCOME			\$ 1,319,225.00

Difference +/- (\$322,143.00)
 [To be rationalized with the 2021 Fiscal Year] \$0.00