

MINUTES
MEMBERSHIP COMMITTEE
MEETING OF
SATURDAY, FEBRUARY 29th, 2020
10:00 A.M. Department Headquarters, DEC Room

1. Call to Order 10:01 A.M.

Chairman Jean Wilson, 1st Vice Department Commander, opened the meeting of the Department Membership Committee at 10:01A.M.

2. Salute to the Colors

The Colors were saluted

3. Invocation by Brad Teis, 2nd Vice Department Commander.

4. Pledge of Allegiance and Preamble to the Constitution

Chairman Jean Wilson, 1st Vice Department Commander, led those present in reciting the Pledge of Allegiance and the American Legion Preamble to the Constitution.

5. Roll Call by: Chairman Jean Wilson, 1st Vice Department Commander

Members present:

Roger Friend	Department Commander
Jean Wilson	Department First Vice Commander
Bradley Teis	Department Second Vice Commander
Jon Vulgamore	Department Membership Administrator
Frank (Joe) Navarre	1VC First District
Mike Homan	1VC Second District
Betsy Law	1VC Third District – <i>not present</i>
Stephen Foster	1VC Fourth District
Jarrett “Ken” Estep	1VC Fifth District
Scott Horsington	1VC Sixth District
James Pinson Jr	1VC Seventh District
Harold Smathers	1VC Eighth District – <i>not present</i>
William Runyan	1VC Ninth District – <i>not present</i>
Larry Glasgow Jr	1VC Tenth District
John Robinson	1VC Eleventh District
Tom Poulton	1VC Twelfth District
Richard Wright	1VC Thirteenth District – <i>not present</i>
Robert Carson	1VC Fourteenth District – <i>not present</i>

Guests present:

Bob Rhode	2VC Tenth District
Jason Rue	First District Commander
Ronald Dull	2VC Fifth District
Steven Ervin	Fourth District Finance Officer
James Lockyer	2VC Thirteenth District

6. Discussion/Motions:

Motion on accepting previous meeting minutes;

Mike Homan motions, Jarrett "Ken" Estep seconded
MOTION STATUS: CARRIED

Motion on 1st year expired email and post card project;

Discussion held to inform the DEC about the project during the next DEC meeting.

John Robinson motions, Stephen Foster seconded
MOTION STATUS: CARRIED

7. Old Business – None.

8. New Business:

- Jean Wilson commented on proper meeting etiquette.
- Brad Teis presented the initial changes to the Membership Awards Manual for this upcoming membership year. He explained how complaints were received on unrealistic numbers and goals and offered less strict turn in percentages especially for larger Posts. He mentioned that post quota numbers would be set on May 27th, 2020. He continued that post awards table numbers were corrected, and percentages revised for fairness to all posts to have the opportunity to make some money early on in the membership year. Jean emphasized the advantage of usage of the Any Time validation form, recruiter cards, pins for 3 new members and 103% quota. Jean also touched on utilizing National's website for National awards. Brad continued to the Brown Jug membership turn-in discussion that 5 categories of post sizes may be implemented for awards. Jason Rue raised a question on how many jugs would be awarded this coming year and mentioned that the Small One pin award was not listed in the manual. Brad stated that this needs to be fixed and added to the manual. Mr. Teis went on to explain the new due dates and presented awards convention location changes. The renewal notice dates are being renamed on renewal schedule for better clarity and as soon as the national targets dates are set they will be updated by next DEC meeting. Brad continued with Department target date changes and that the percentages will stay the same. Steve Foster discussed Gold Number one Pin concern and post champ pin for most membership was brought to the committee's attention. Gold and Silver Brigade award encouragement for new members was mentioned by Brad and Jean. Brad discussed the maximum payout for individual membership recruiter drawing has changed and added the importance to participate more in awards categories so that the budget is ideally spent that is set and that the financial carry over isn't as large as it has been in years past. Mr. Teis also informed the committee that a change has been made to the 3 R's of membership in the manual. It has changed to retain, recruit, and reinstate giving a more accurate description of the current

priorities of membership responsibility. Brad offered any discussion for additional changes and Mike Homan offered a testimonial of the success of the booklet sized manuals. Mr. Teis gave the committee a reminder to turn in post inspection forms and urged face to face contact for revitalizations.

- Jean Wilson pointed out guests that were present in the meeting and thanked them for their voluntary commitment.
- Mileage forms discussed and dispersed to committee members.
- Jean also emphasized the importance of Post Selection sheet turn in and its purpose in information reporting on the post and allowing authorization of 888 members to be transferred.
- Jean asked that no one schedule district meeting on Sept. 26,27 due to her Homecoming event.
- Jon Vulgamore gave a presentation of the 1st year expired 888 members email and post card project. Committee question if Dept. could distribute the post cards after the meeting. Jon explained that the National HQ post card will be edited to be a Dept. resource then distribution would commence. Jean opened these projects up for discussion to the committee. Some more detailed questions about resources and cost were briefly discussed. Jon stated cost for ink, stock paper, man hours, and bulk mail postage would incur, however, the email project is virtually free outside of the Constant Contact subscription fee that other section of Dept. also use regularly. Brad and Jean offered support for the projects. The committee had no objections to implementing this and pending the success of the project, possible continuation to other expired members in the future was considered.
- Jean Wilson opened the floor to committee members to give a brief status update on the current activities of the 1st Vices.
Joe Navarre – Mar 14 holding a revitalization, and another planned for May.
- Mike Homan – Stated that Posts got with schools for Christmas program and held flag ceremonies at cemeteries. They participate in parades, nursing home visits, and other community activities. He also sent out letters to expired members. He asked about the possibility of social members. He also mentioned better success with contacting members than last year.
- Tom Poulton – added that Auxiliary is open to male members now.
- Steve Foster – Held a revitalization on the 15th, he was disappointed in participation. He went through expired cards and made phone calls had some significant success – some concern with 2nd vices commitment to the position. He is continuing contacting post area 888 members for transfer.
- Jarrett “Ken” Estep – Holding a revitalization on April 8th and will contact Brad and Jean to come to this. He was shocked on the lack of return 888 transfers. He mentioned his support for the Gold Star family program, and also proud of his community raising significant money. He also started Honor bus to go to DC also paid by community fundraiser.
- Scott Horsington – He reiterated having the same disappointing results with 888 transfers. He is having a meeting in September with Posts commanders but is having mixed results with involvement and motivation. He is working on a revitalization. He offered up thoughts and prayers for 2nd VC Terry Hummel who has brain cancer. Also holding their District meeting tomorrow.
- Jean emphasizing the importance of 888 members that don’t come to the post and their financial contributions are a necessity to our organization.
- Stephen Foster – Had a question on whether getting a confirmation over the phone is necessary before you can transfer 888 members. Some discussion was held on newer 888 members to older 888 members and posts must sign post selection sheet to accept 888s. Brad stated the importance of reaching out to that new member if they do transfer.
- James Pinson Jr – He plans on making post visits and has post inspections underway. He is

scheduling a revitalization also.

- Larry Glasgow Jr – He stated concerns with leadership and positivity and gave highlights where their membership is successful instead of focusing on being behind in overall renewal numbers.
- John Robinson – He is holding training on March 14th on all things Legion, Sons, and Aux. included to be held at Post 641. He also has a tentative date for March 28th to hold a revitalization.
- Tom Poulton – He mentioned that 12th district close to Red Lantern status. He mentioned some frustration with renewals and idle posts and post leadership. He plans on doing a revitalization with Rick Garren and briefly touched on community involvement. He took a recruitment seminar, modified BALC PowerPoint to emphasize membership recruiting and retention to be used in his District presentations and hopes Dept. will implement this on the website as well. He offered prayers for Malcolm Glasgow struggling with cancer.
- James Lockyer – He is working with lagging posts and the 888 transfers project. He mentioned success with a chapel event and family picnic for all the Legion family. The event is on this July 25th at post 703. He stated pride with the Juniors (SAL and Aux) organizing to help the VA vets. They had a police and ALR escort and each vet given a branch pillow and other gifts for community involvement.
- Department Commander commented on importance of growth and voting. He offered encouragement to make a push for next two lap turn-ins and thanked everyone for their efforts.
- Tom Poulton – He stated the VFW does better than the legion publicizing and distributing information and VA benefits, suggested the Legion find ways to improve on this.
- Brad Teis encouraged the committee on breaking traditional ways of doing things to invigorate member growth, emphasizing revitalization events, and offered his time to contribute in District activity.
- Jean asked the committee to focus on positivity, hard work, and reciprocating communication so leadership is aware of everyone's progress and needs. She also encouraged participation on phone conferencing meetings.
- Commander Friend made remarks on improving Dept. membership handling and personnel. He also gave the current membership report numbers and a little over 2800 renewals needed to reach next lap turn-in goal.
- Stephen Foster turned in some membership cards and other forms.
- Ronald Dull had a question on 888 older veterans and how to best approach their possible transfers and retentions. No other discussion was held.

9. Benediction by Brad Teis, 2nd Vice Department Commander.

10. Salute to the Colors

The Colors were saluted

11. Meeting adjourned by Jean Wilson at 12:13pm