

AMERICAN LEGION NEWPORT HARBOR POST 291 EXECUTIVE BOARD MINUTES THURSDAY, JANUARY 2, 2020

SILENCE CELL PHONES

CALL TO ORDER: Appx. 1800 HRS

INVOCATION: Ken Wilson

PLEDGE OF ALLEGIANCE: Commander Jon Reynolds

Roll	CALL	:
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Excused: Bob Brennen, Rich Whitlinger,

INTRODUCTION OF GUESTS & GUEST COMMENTS:

Guests: Sverre Thomassen, Davina Bilow, Brian Fleming Jr., Kelse McClure, Hector Storman, Kendall Madsen, Bruce Batcheller

Guest comments: Davina Bilow commented that she had submitted two incident reports. She went on to say the reports were "brushed under the rug." A point of order was made that the issues should be discussed in closed (Executive) session, following the procedure in the Post 291 Bylaws.

Affiliates and Programs Reports:

- Auxiliary Unit 291 First Vice Kendall Madsen Reviewed Kids Christmas Party and other Christmas activities.
 The Sweethearts Ball Raffle mailing has been done and talked about related Auxiliary activities.
 The Commander thanked Kendall and the Auxiliary members for all the help they provided the last several weeks
- □ SAL Squadron 291 Commander Tim Sullivan (late -see following notes).
- ALYC Bruce Batcheller Reported ALYC has 927 members. 380 renewals pending. Valor hosted about 100 people aboard during the Christmas Boat Parade and was awarded Third Place in the Lighting category. Commented about upcoming SCYA meeting and the award of Yacht Club of the Year to be presented. Commodore's Ball is later this month. SCYA Midwinters coming up in February with increased marketing planned to increase participation. Bank balance is up to nearly \$130,000. The Hut is being refurbished. Some maintenance is planned for Valor. ALYC is talking with a past Sergeant Major of the Pendleton Marine Base Wounded Warriors about on-the-water activities for active duty members and veterans.

Minutes Approval

- ☐ All Board members received copies of the December 5 Executive Board Minutes
 - The Commander asked for a motion to waive the reading of the Executive Board Minutes
 - M/S/C: The motion was approved.
 - Needed corrections to the December 5 meeting minutes were noted
 - Chase Wickersham noted
 - "Speaking ..." was misapplied to Service Officer and should be applied to the Chaplain
 - Some details were missing regarding presentation of reports
 - Note: The recording of the meeting was subsequently reviewed and the above noted details were from a previous meeting
 - Kevin Van Otterloo noted he should be listed as excused
 - The Commander asked for a motion to approve the December 5 Executive Board Minutes with above noted changes
 - M/S/C: The motion was approved

Affiliates and Programs Reports (continued)

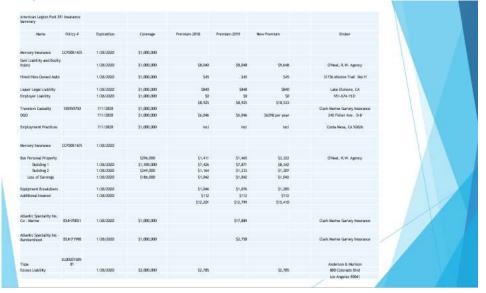
- □ SAL Squadron 291 Commander Tim Sullivan SALs to have planning meeting January 11. Christmas Boat Parade big success.
- Comment was made that Family members will be asked to present financial and membership reporting.
- □ It was also noted that there is no IRS tax regulation regarding number/percentage of SAL and Auxiliary members.
 - ☐ There is a Post policy to ensure space for Veterans.

Committee Reports

- □ Audit Committee Sverre Thomassen
 - □ Insurance per PowerPoint
 - Marina policy not reviewed
 - □ All other policies evaluated



- ☐ Audit Committee Sverre Thomassen continued
 - □ Insurance per PowerPoint
 - □ Evaluated per Excel spreadsheet



Brokerage Firms

Brokerage Firms Reviewed

- Chris Trombley, CIC, PCQI Wood, Gutmann and Bogart Ins.
 Brokers
- 2. Toni Shibayama, Chief Risk Officer ISU S&K Financial and Ins. Service
 - 3. Greg Twiggs Golf Insurance Solutions
- 4. Claire Koplan, CIC, CISR, Area V.P.- Arthur J. Gallagher & Co
 - Dan Armstrong, CPCU, CIC, AU, Managing Partner -Armstrong/Robitaille/Riegle, an Alera Group Co.

- ☐ Audit Committee Sverre Thomassen continued
 - □ Insurance per PowerPoint
 - □ Recommendation Armstrong, Robitaille, Riegle

Audit Committee Recommendation: Armstrong/Robitaille/Riegle, An Alera Co.

- 1. 11th largest Brokerage Co. in the U.S.
- Expertise in Not-for-Profits, Entertainment, Hospitality, Restaurants.
- 3. Expertise in Real Estate and Real Estate Services.
- 4. Local Relationship Orientation Located in Irvine, CA
- Alera Group is an Independent National Insurance and Financial Services Firm with over 70 locations nationwide and over 1,700 employees.
- 6. Strong Industry Reputation.
- 7. Our contact will be the Managing Partner.
- □ CPA per PowerPoint
 - □ Firms evaluated

CPA Firms Reviewed

EGAN AND EGAN, GAIL EGAN, CPA & JD
INCUMBENT

WHITE NELSON DIEHL EVANS, ROBERT J CALLANAN, CPA

MARCUM ACCOUNTANTS, PHILIP WILSON, CPA

□ Sverre Thomassen gave a brief explanation of the purpose of the audit and the internal control review.

- ☐ Audit Committee Sverre Thomassen continued
 - □ CPA per PowerPoint

Egan and Egan

AUDIT: \$7,000 TAX RETURN: \$2,000 INTERNAL CONTROL REVIEW: \$2,000

White Nelson Diehl Evans

AUDIT: \$13,000 TAX RETURN: \$2,600 INTERNAL CONTROL REVIEW: \$4,500

MARCUM Accountants

AUDIT: \$45,000 TO \$50,000 TAX RETURN: \$5,000 TO \$6,000 INTERNAL CONTROL REVIEW: \$25,000 TO \$30,000

- ☐ Audit Committee Sverre Thomassen continued
 - CPA per PowerPoint

ALL 3 CPA FIRMS DO PEER REVIEW
ALL 3 FIRMS CARRY ERRORS AND OMISSIONS
INSURANCE
ALL 3 FIRMS ARE WELL RECOGNIZED AND
RESPECTED WITHIN
THE SOCAL BUSINESS COMMUNITY

Audit Committee Recommendation:Egan and Egan

THIS FIRM IS PRESENTLY OUR ACCOUNTING FIRM AND FAMILIAR WITH OUR OPERATIONS, PERMITTING A VERY COMPETITIVE BID

DURING THE INTERVIEW PROCESS IT WAS CLEAR THE PRINCIPAL IS EXTREMELY FAMILIAR WITH BEST PRACTICES AND ACCOUNTING REQUIREMENTS FOR NOT-FOR-PROFITS LIKE OURS

SINCE THE FIRM IS FAMILIAR WITH OUR PROCEDURES AND POLICIES THE INTERNAL REVIEW SHOULD BE TRANSPARENT AND COMPLETED QUICKLY PERMITTING ADJUSTMENTS IN A TIMELY MANNER

AT THIS TIME, BASED ON THE AUDIT COMMITTEE'S ASSESSMENT EGAN AND EGAN IS THE BEST FIRM TO PROVIDE ACCOUNTING SERVICES FOR POST 291

- □ A motion was made to accept the Audit Committee recommendation to use the audit, tax and internal control review services of Egan and Egan for 2019 calendar year
 - M/S/C: The motion was made and approved to accept the Audit Committee recommendation to use the audit, tax and internal control review services of Egan and Egan for 2019 calendar year
- There was some discussion about the insurance broker selection process
- ☐ A motion was made to accept the Audit Committee recommendation to use the insurance brokerage services of Armstrong, et al.
 - ☐ M/S/C: The motion was made and approved to accept the Audit Committee recommendation to use the insurance brokerage services of Dan Armstrong of Armstrong, et al.

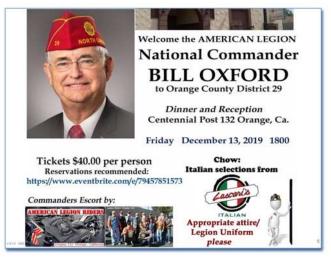
- ☐ Finance Committee Bob Wine
 - □ Meeting held December 17
 - Discussed the budget
 - □ Voted to add covers as an inventory item in Quickbooks
 - Previously was expensed out on receipt
 - Discussed ongoing transfers of Vet291YC members to ALYC
 - □ Approximately \$6,000 pending
 - Discussed password security
 - ☐ John Lindgren is primary keeper of Quickbooks password
 - Also is in possession of past Judge Advocate Robert Wright
 - □ Finance Committee recommends the Post get an offsite safe deposit box
 - □ The Finance Committee also voted to use a separate checking account for exclusive VEAF funds
- ☐ House Committee Mike Berdine
 - Operations going well
 - New California laws
 - □ New POS
 - □ From Aloha to Toast
 - □ On schedule
 - Dock piling has been installed
- ☐ SALs Bob Brennan
 - □ Excused No report
- □ Judicial Burt McChesney
 - Nothing to report
- Donations Chase Wickersham
 - Discussion per attached handouts
 - Discussion about need for donation coordination between the Family programs
 - Sea Cadet check to be issued this month
- Constitution and Bylaws Mike Berdine
 - ☐ Moving But slowly

Commander Comments/Announcements

Comments / Announcements Additional New Committees to be Appointed - Volunteers ? o Rules, Regulations, and Policies o Public Relations and Media · Committees Recently Appointed o Facilities Development and Capital Campaign → Burt McChesney o Marketing and Communications **Chase Wickersham** Goals and Objectives for 2019 – 2020 o Administrative and Governance o Facilities and Physical Plant o American Legion Pillars and Programs o Public Relations and Community Involvement Communications Recent Events

Commander Comments/Announcements - continued

National Commander Visit



Newport Harbor Christmas Boat Parade



- New Years Eve at the Post
- Upcoming events

Upcoming Eve	ents	
Next GMM:	1900 Wed	8 Jan
Post Calendar Planning Meeting	1000 Sat	18 Jan
Area 5 Meeting Brawley Post 60	0900 Sun	26 Jan
Next E-Board Meeting	1800 Thu	6 Feb
Next Month GMM	1900 Wed	12 Feb
Department Oratorical Contest Finals Norton AFB Museum	1300 Sat	8 Mar
Department Executive Committee (DEC)	North Oceans	ide Post 76
 Finance and Ways and Means 	Fri	13 Mar
o DEC	Sat	14 Mar
o DEC	Sun	15 Mar

Commander Comments/Announcements – continued

	Other Topics
•	Audit Committee conducting comprehensive review of Insurance
	Coverages General Liability Excess Liability
	D&O Insurance
	 — Newly appointed Broker of Record: Dan Armstrong
	 — Proposed changes in coverages to E-Board on Thursday 6 February
	Constitution and Bylaws Committee updating the documents
•	Implementation underway for new POS: Toast (Replacing Aloha) o Beginning this month, January 2020 o Completion in about six weeks
	Popup Canopy Tent arrived — and used for Boat Parade
	Marina slip rental fees increases effective Saturday 1 February
•	Request received to set up "Recruiting Table" for US Census
•	Post 291 Membership Goal for 2019-2020: 4,096
u mi	A SET PULLED III

OFFICERS' REPORTS

ADJUTANT – Mike Berdine

□ Letter - Stanton Post Veterans Program

1ST VICE COMMANDER - Bob Brennen - Membership

□ Excused - No report

2ND VICE COMMANDER – Anthony Morales - Speaking about upcoming events and bands.

- Suggestion to post complimentary letters
- □ Band calendar update
- Evaluating start of Saturday bands
- □ Band attire needs to be improved
- □ Stage lights need to be installed

3RD VICE COMMANDER – Jim Updike - Speaking on Americanism, youth and children, Boys State, and the Oratorical Contest.

- Boys State and Oratorical Committee
 - Oratorical
 - □ Schools contacted
 - Deadline January 17
 - □ Actual contest January 27
 - □ Boys State
 - □ Coordinating with Auxiliary Girls State
 - ☐ March 28 and 29
 - □ Pick 25

JR. PAST COMMANDER - Doug Nye

□ No report

FINANCE OFFICER - Bob Wine

- Distributed current business Profit and Loss Statement
- □ Books not yet closed for the year
- □ Banquet business up about \$16,000

			AL 291 BL	JSINESS PE	&L BY CLAS	L BY CLASS 12/31/2019				
Y7D 2019	ADMIN	BAR	RESTAUR	BANQUET	TOT REST BANQ	HALL	CUSTODIAL	MARINA	TOTAL	PYC
TOT INC	12,485	622,697	819,614	410,844	1,730,459	156,559		281,373	2,303,572	2,156,39
COGS		404,471	862,655	333,096	1,195,751				1,600,222	1,518,93
GP %	12,485	218,225 35%	-43,040 -5%	77,748 19%	34,708 3%	156,559		281,373	703,351	637,46
EXPENSES	148,261	126,279	103,131	18,953	122,084	76,905	141,950	169,082	784,560	891,91
NET ORD INCOME	-135,776	91,947	146,171	58,795	87,376	79,654	-141,950	112,292	-81,209	-254,45
OTHER INC	485,891		1,172		1,172				487,063	459,71
OTHER EX										
NET INCOME	350,115	91,947 F	144,999 PYC	58,795	86,204	79,654	-141,950	117,292	405,854	205,256
BANK BALANCE	1m332k		1m192k							
OPERATING ACCT	77k.		122k							1//
MEMBERSHIP ACCT	138k		44k							
RESERVE ACCT	962k		902k							

HISTORIAN - Rich Frauenzimmer - Speaking on the pictorial history of the Post.

- ☐ Lead the National Commander on tour of Nixon Library
- Discussion of how to address powder on dance floor
 - ☐ Cameras do not pick up detail
 - □ If catch person dropping powder
 - □ Take photo of membership card
 - □ Ask member to leave
 - □ File incident report

SERGEANT AT ARMS - BOB GRUNDMEYER

☐ Thanks for support

CHAPLAIN - Ken Wilson

- □ Read names of card recipients
- Past Chaplain Bill Bennett update
- □ Hector Storman suggested getting shipping assistance for Auxiliary Troop Shipping project

OFFICERS' REPORTS - continued

SERVICE OFFICER - Chase Wickersham -

- □ Attached reports past out
- Marketing and Communications Committee
 - □ SeaBreeze
 - ☐ Cited sent, delivered and opened statistics
 - □ Only 463 clicked on the attachment
 - Needs improvement

JUDGE ADVOCATE – Burt McChesney

□ Facilities Committee Meeting scheduled for January 7

MEMBER AT LARGE - Eric Schroeder

- Powder on dance floor
 - □ Need to clean up as soon as possible stop band
 - □ Safety issue

MEMBER AT LARGE – Nick Giordano

Need to make communications more frequently

UNFINISHED BUSINESS

- □ 2020 Budget
 - Business Budget
 - ☐ Insurance expense is estimate and line 6288 Accounting increased (tax prep)
 - ☐ A motion was made to accept Version 7 of the Business Budget
 - □ M/S/C: The motion was made and approved to accept Version 7 of the Business Budget
 - Membership Budget
 - □ Additions to 6251 Marketing, 6225 Insurance and 6288 Accounting noted
 - ☐ A motion was made to accept Version 5 of the Membership Budget
 - ☐ M/S/C: The motion was made and approved to accept Version 5 of the Membership Budget

NEW BUSINESS

□ None

GOOD OF THE LEGION

- Discussion about following current Bylaws
 - Incident report procedures

RECESS – Appx. 2045 Hours

RETURN FROM RECESS - Appx. 2050 Hours

EXECUTIVE (CLOSED) SESSION Appx. - 2050 Hours

- □ Discussion about two incident reports
- □ Reviewed filing process per Bylaws
 - □ Can be delivered to any Board Member
 - □ Then discussed by E-Board
 - □ Then may go to Judicial Committee
 - □ Judicial Committee makes recommendation
- □ A motion was made to have the Judicial Committee investigate the two incident reports
 - □ M/S/C: The motion was made and approved made to have the Judicial Committee investigate the two incident reports and file reports at the next E-Board meeting
- ☐ A letter will be drafted and sent to the filer of the incident reports stating the incidents are being investigated

RETURNED TO OPEN SESSION Appx. - 2115 Hours

- ☐ A motion was made to adjourn
- □ M/S/C: The motion was made and approved to adjourn the E-Board Meeting

ADJOURNED: approximately 2115 hours.

Respectfully submitted,

Mike Berdine Adjutant Newport Harbor Post 291 of the American Legion



VETERANS DAY CELEBRATION



Everyone I've talked to, and many others who attended this excellent presentation have stated, "This was the very best VETERANS DAY program they have ever seen." I overheard one person say, "This was the first taste of true patriotism that I have felt in a long time."

This program was held on Friday, November 8, 2019, attended by one the largest audiences ever seen in this room, including many dozens of Veterans.

An exciting experience began as numerous attendees entered the Rowntree Gardens Fireside Lounge and to see the massive size American Flag mounted on the front wall.

Next viewed was the display of Veterans' memorabilia spread out on two tables and several three-legged easels

The Program began when Activities Director, Kristin Coates welcomed the audience.

An exciting sight to see was the COLORS GUARD of American Legion Post 291 march in and stand "At Attention."

EMMALEE WETZEL sang the very best rendition of the NATIONAL ANTHEM followed by the audience reciting the PLEDGE of ALLEGIANCE.

Chapiain JOHN MOSQUEDA eloquently spoke the INVOCATION.

We were honored to hear the MAYOR of Stanton, DAVID SHOWVER

speak about Rowntree Gardens as being one of the most favored neighborhoods of Stanton. Some members of his staff individually gave each Veteran a metal pin with the name "Stanton" on it.

SGT. VICTOR REAL, a retired Marine spoke of some of his adventures during his many years of service and his admiration and respect of all Veterans.

The American Legion Colors Guard "Retired the Colors.

This beautiful Ceremony ended after we heard the heart-warming rendition of "TAPS" played so precisely by an American Legion trumpeter.

Assorted refreshments were served while a small band played live music.

MANY THANKS to all the people who created and presented this wonderful Ceremony to honor and commemorate all Armed Forces Veterans,

By: Bill Thomas



AL291 Marketing & Communications Committee (MCC) Minutes

Tuesday, December 12, 2019 5:00 p.m. – 6:00 p.m. Location: AL291 – Fireside Room

Purpose Statement: Newport Harbor Post No. 291 of the American Legion has never had a formal committee to coordinate communications and effectively promote activities to its members and the community. This will require coordination with the all the programs in the Post Family. The MCC will implement a program to improve facility utilization by increasing revenue for the restaurant and bar, increasing banquet revenue and obtaining sponsors for Post events now forecasted to lose money in the current budget. Communications will include promotion on social media, use of email and direct mail, improved database maintenance to insure we reach all members and visibility in the community including presentations to the City Council, local clubs, religious groups and promotion to local corporations and foundations.

Attendees at this first meeting: Chase Wickersham, Jim Rossman, Burt McChesney, Anthony Morales, Mizka Brick and Hector Storman.

A. Meeting called to order at 5PM and these subjects were discussed:

- Reviewed the mission and future of the MCC. Mission statement to be presented at the next e-board meeting.
- Mizka presented the history of our social media and marketing efforts. She designs all event flyers, posts and updates the website, designs the SeaBreeze newsletter, and posts pictures to Facebook and Instagram.
- All email promotion goes through Constant Contact controlled exclusively by John Lindgren.
- All membership data is handled exclusively by Jeff Gottfredson who designed the database and makes all updates. This includes all Post Legionnaires, Sons and AUX. ALYC is handled separately by ALYC. Mailings are handled by Mail Source, Cheryl Keating, and addresses are provided by Jeff.
- 5. Press releases were discussed and apparently Mizka and Jon are requesting coverage.
- Future meetings were discussed including how to recruit new members and how to promote future meetings. MCC leadership will be elected at a future meeting. It was suggested that Jeff be invited to the next meeting.

B. Meeting adjourned at 6PM

Next Meeting Date: January 20, 2020, at 6:00 p.m. at AL291 with pizza.



AL291 Donation Committee Minutes

Tuesday, December 17, 2019 6:00 p.m. – 6:15 p.m. Location: AL291 – Hut

Purpose Statement: Newport Harbor Post No. 291 of the American Legion was organized to encourage its members and the local community to "assist primarily veterans and active duty military personnel in need." The committee will approve grants and financial aid to veterans and military families. The Donation Committee consists of (7) Post members in good standing to oversee, recommend and approve all charitable distributions of AL291.

Attendees: Chase Wickersham, Ray Walls, Ken Wilson

- A. Meeting called to order at 6PM and these items were discussed with these results:
 - Reviewed of the results for November including income and expenses. Review the remaining budget for 2019.
 - 2. Motion approved for Baylis (Army) application for \$403.75 for moving expense.
 - 3. Motion approved for Francis (Marine) application for \$1350 for rent.
 - Motion approved for Juarez (Marine) application for \$62.00 to landlord for processing rent under VA VASH.
 - Motion approved for Green (Marine) application for \$245.10 for three nights motel cost with homeless family of 4.
 - Motion approved for Ahlum (Marine) application for \$1000, to pay one month rent with \$25 gas card.
 - Motion approved for Duenas (Army) application for \$25 gas card and \$20 Target card for holidays because of injury.
 - Motion approved for Tillman (Army) application for \$217.56 to pay three nights motel
 cost since she was on the street homeiess.
 - 9. Motion approved for Cui (Army) application for \$183.71 for past due Edison electric bill.
- B. Good of the Order
- C. Adjourn

Next Meeting Dates: January 21, 2020, at 6:00 p.m.



AL291 Post Family Veteran Assistance Committee Minutes

Tuesday, December 17, 2019 5:00 p.m. – 6:00 p.m. Location: AL291 – Hut

Attendees: Post Donation Committee - Chase Wickersham, Ray Walls, Ken Wilson Program Representative - Bob Duff (ALYC), Bill Badenoch (ALYC), John Long (SAL), Absent (AUX)

- 1. Call to Order by Chase at 5PM with introductions
- 2. Presentation by Marcia Marinovich of the Center for Law and Military Policy.
 - a. CLMP overview
- b. Current objectives such as changing the Feres Doctrine to empower survivors of military sexual assault.
 - c. A request for financial support from AL291 and all programs.
- 3. General Discussion
- a. Post financial report for 6510 donations reviewed and VEAF campaign results shared (\$22,865 raised to date).
 - b. Recent requests for donations discussed.
 - 1. Police Unity Tour by Ken Schiffner, an Al.291 member.
 - Fisher House Southern California holiday fund raiser. SAL donated \$5000 in 2019, AUX may have donated, AL291 did not donate in 2018 or 2019. It was suggested that the Post donate in 2020.
 - USNSCC Sea Cadets El Toro Battalion AL291 donated \$2500 in 2019 and \$2500 in 2018. We should donate again in 2020 since they volunteer for the post.
- Updates from each of the Post's programs AUX, SAL and ALYC
 - a. No update from AUX
 - b. ALYC update on the planning for the Purple Heart luncheon.
 - c. SAL update on the Hoops for the Troops now extended to Feb 2020.
- Action item: Previously we discussed how to promote to all Post members and the AUX recent raffle mailing was reviewed.
- 7. Adjourned at 6PM

Next Meeting Dates: January 21, 2020, at 5:00PM

Monthly Update for Se	rvice (Officer						
6510 Donations	2018 Actual		2019 Budget		2019 Actual Jan thru Dec 30		% of 2019 Budget thru Dec 31	
6519 Honor Guard	\$	3,274.70	\$	2,000.00	\$	2,790.83		140%
6521 Unrestricted Service Officer Expense	\$	34,126.90	\$	27,000.00	\$	26,997.11		100%
6515 Oratorical	\$	500.00	\$	500.00	\$	500.00		100%
6510 Donations other	\$	17,405.34	\$	20,000.00	\$	26,171.91		131%
Total 6510 expenses	\$	55,306.94	\$	49,500.00	\$	56,459.85		114%
Income VEAF (as of 12/30/19) Acct #4520					\$	22,865.00		
Expenses VEAF (as of 12/30/19) Acct #6517					\$	1,587.46		