AMERICAN LEGION NEWPORT HARBOR POST 291
EXECUTIVE BOARD MINUTES
THURSDAY, 02 APRIL, 2026
CALL TO ORDER: Appx. 1830 HRS

INVOCATION: Service Officer Cory Vigil

PLEDGE OF ALLEGIANCE: Commander Brian Fleming Jr.

ROLL CALL:

☒ Brian Fleming Jr., Commander	☒ Cindy Baker, Judge Advocate	☐ Jon Reynolds, M.a.L.
☒ Genevieve Dominguez, 1st Vice	☐ Melissa DeLaRosa, Finance Officer	☐ Walter Roberts, M.a.L.
☒ Ray Ricard, 2nd Vice	☒ Mike Mailman, Sgt-at-Arms	☒ Mike Berdine, M.a.L.
☒ Anthony Garcia, 3rd Vice	☒ Cory Vigil, Service Officer	☒ Lawrence Brown, M.a.L.
☐ VACATED, Jr. Past Comm	☒ Brad McDermott, Chaplain	☒ Ernie Gorrill, M.a.L.
☐ David Zamudio, Adjutant	☒ Johnny Arganda, Historian	☐ David Zamudio, M.a.L.

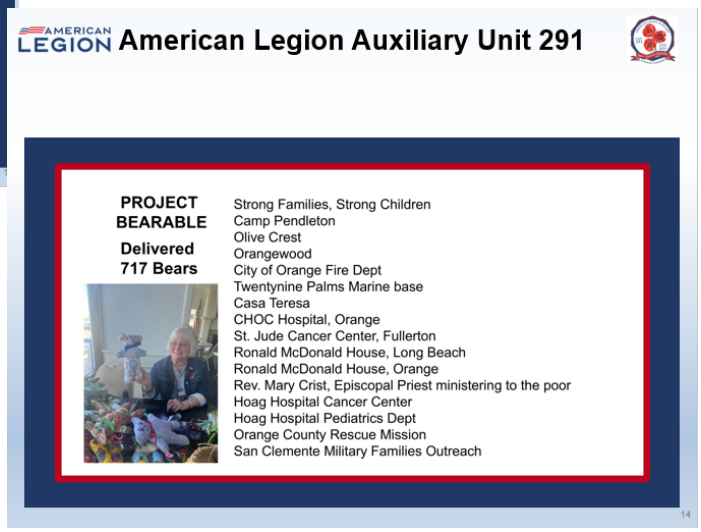
Excused: D. Zamudio, M. DeLaRosa, J. Reynolds, W. Roberts

Unexcused:
Quorum is held.

INTRODUCTION OF GUESTS & GUEST COMMENTS:
- No guests

Affiliates and Programs Reports:
- ❒ Auxiliary Unit 291 – Cynthia Neal, President
  - Review of activities



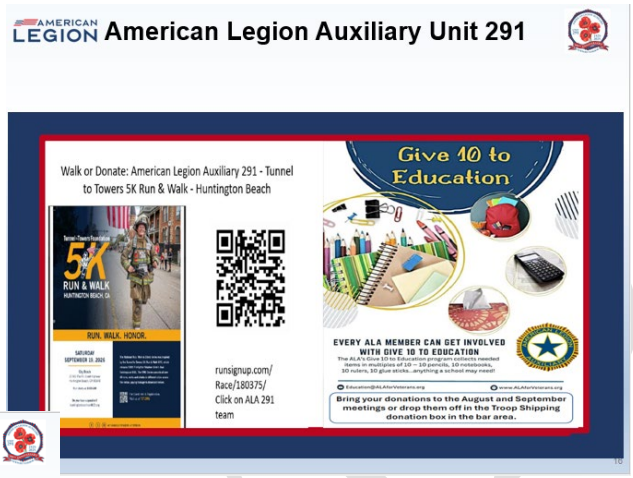


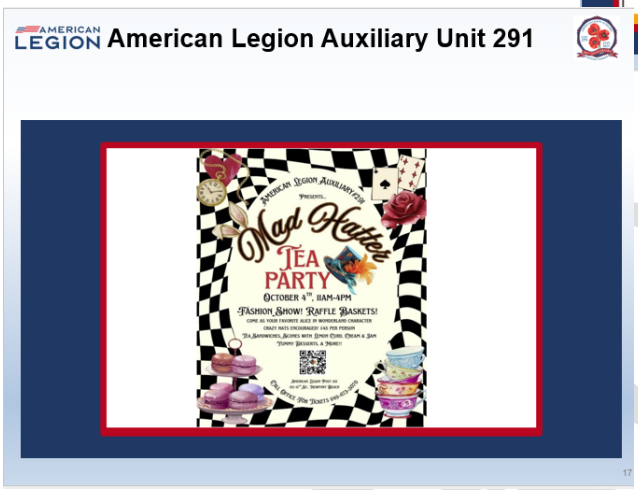
APPROVED

Affiliates and Programs Reports:

- Auxiliary Unit 291 – continued







- SAL Squadron 291 – Tim Sullivan, Commander
  - September 11 event scheduled
    - In conjunction with NB Elks
  - Boat parade planning
  - No financials presented in meeting
  - Summary sheet was delivered to Mike Berdine before meeting
    - Copy attached

- ALYC –Commodore – Walt White, Rear Commodore



Financials	
Cash on Hand	$435k
Revenue YTD	$120k
Expenditures YTD	$147k
Net YTD	($ 27k)

APPROVED

Affiliates and Programs Reports - continued

- Honor Guard – Commander, L.B. Brown



Minutes Approval

- Executive Committee Minutes
  - I move that we approve the July 2, 2026 minutes as presented
    - Motion made by Mike Berdine (Member at Large)
    - Discussion: None
    - M/S/D/MC Motion Carries- Unanimously

Correspondence

- Mike Berdine read the following Bobbi Bush report

Subject: July Membership & Community Outreach Report

Commander and Members of the E-board,

For the month of July, I attended the Newport Chamber Mixer held at the Oasis Senior Center in Corona del Mar as part of our ongoing community outreach.

While attending the mixer, I had the opportunity to reconnect with Erin Miracle of MiraclemakersIFF.com, who attended our Chamber Mixer held at Post 291 in May and won our door prize. Erin shared that, as a direct result of attending our event and becoming familiar with our facility, she has since booked an awards banquet at the American Legion. I felt this was important to report as it demonstrates that our participation in Chamber activities and hosting networking events is producing measurable returns and increasing awareness of Post 291 within the business community.

Erin is currently preparing to host a week-long film festival and works in the faith-based film and entertainment industry. Below is an image of her receiving our raffle prize at our mixer.

I also reconnected with Josh Betian of Edward Jones, whom I originally met at a Newport Chamber event earlier this year and later invited to our May mixer. Josh subsequently joined the American Legion and mentioned at the Oasis he is interested in becoming involved with one of our committees, specifically the Finance Committee. My understanding is that someone has already begun discussions with him regarding this opportunity.

These connections continue to reinforce the value of our Chamber involvement and provide opportunities for membership growth, community engagement, and facility utilization.

Finally, I respectfully request to be excused from tonight's meeting as I will be attending an Appreciation Networking Event with Bob Wine and Tracey.

Thank you for all you do. It is greatly appreciated.

Respectfully,

Bobbi Bush

USMC Veteran

912.655.4890

Bobbib@BobbiBush.com

Committee Reports

- House Committee- Mike Berdine (Chair)
  - Review of House Committee completed items and pending items to resolve.





  - Main Hall floor routine monthly refurbishment discussed

Finance Committee – Melissa DeLaRosa excused – Cindy Baker presented

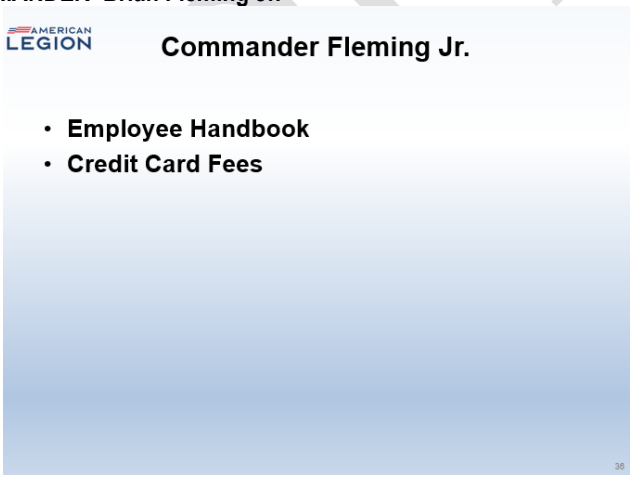
- Met July 29
- Reviewed June statements
- SAL financial reporting discussed
  - Will meet with SAL leadership to discuss needed reports
- Credit card fees discussed
  - Committee members divided about charging a fee

Donations Committee – Cory Vigil

- No update

OFFICERS' REPORTS

COMMANDER- Brian Fleming Jr.



- Employee handbook
  - Revision/update in progress
  - Will be approved through the House Committee at next regular HC meeting

Continued next page

OFFICERS' REPORTS – continued

COMMANDER- Brian Fleming Jr.

- Credit card fees

Day	Date	Avg/Order	x3%	Orders	Daily Cost
Monday	27-Jul	$ 43.69	$ 1.31	138	$ 180.88
Sunday	26-Jul	$ 39.39	$ 1.18	323	$ 381.69
Saturday	25-Jul	$ 50.77	$ 1.52	169	$ 257.40
Friday	24-Jul	$ 72.98	$ 2.19	201	$ 440.07
Thursday	23-Jul	$ 50.95	$ 1.53	248	$ 379.07
Wednesday	22-Jul	$ 41.18	$ 1.24	140	$ 172.96
Tuesday	21-Jul	$ 28.08	$ 0.84	321	$ 270.41
Monday	20-Jul	$ 53.09	$ 1.59	102	$ 162.46
Sunday	19-Jul	$ 36.80	$ 1.10	343	$ 378.67
Saturday	18-Jul	$ 41.10	$ 1.23	207	$ 255.23
Friday	17-Jul	$ 41.09	$ 1.23	273	$ 336.53
Thursday	16-Jul	$ 62.36	$ 1.87	145	$ 271.27
Wednesday	15-Jul	$ 43.94	$ 1.32	130	$ 171.37
Tuesday	14-Jul	$ 27.39	$ 0.82	289	$ 237.47
		$ 45.20	$ 1.36	216	$ 278.25
					$ 3,895.46

Business	
Jan-June	$ 49,311
2025	$ 92,284
2024	$ 93,056

Day	Date	Avg/Order	x2.5%	Orders	Daily Cost
Monday	27-Jul	$ 43.69	$ 1.09	138	$ 150.73
Sunday	26-Jul	$ 39.39	$ 0.98	323	$ 318.07
Saturday	25-Jul	$ 50.77	$ 1.27	169	$ 214.50
Friday	24-Jul	$ 72.98	$ 1.82	201	$ 366.72
Thursday	23-Jul	$ 50.95	$ 1.27	248	$ 315.89
Wednesday	22-Jul	$ 41.18	$ 1.03	140	$ 144.13
Tuesday	21-Jul	$ 28.08	$ 0.70	321	$ 225.34
Monday	20-Jul	$ 53.09	$ 1.33	102	$ 135.38
Sunday	19-Jul	$ 36.80	$ 0.92	343	$ 315.56
Saturday	18-Jul	$ 41.10	$ 1.03	207	$ 212.69
Friday	17-Jul	$ 41.09	$ 1.03	273	$ 280.44
Thursday	16-Jul	$ 62.36	$ 1.56	145	$ 226.06
Wednesday	15-Jul	$ 43.94	$ 1.10	130	$ 142.81
Tuesday	14-Jul	$ 27.39	$ 0.68	289	$ 197.89
		$ 45.20	$ 1.13	216	$ 278.25
					$ 3,246.22

Membership	
Jan-June	$ 4,335
2025	$ 6,600
2024	$ 7,687

- Purpose tonight - Gauging interest, not voting on adding fee
- Some businesses charging credit card fee
- Post cost for credit card fee total almost $100,000 per year
- Above table explained
- Only considering the fee for bar/restaurant sales
  - Not on membership charges
- Opinions requested
  - Split opinion with majority in favor of investigating

ADJUTANT – David Zamudio

- Excused – No report

1ST VICE COMMANDER – Genevieve Dominguez

.



- No goal yet from National
- Making effort to update membership information

OFFICERS' REPORTS – continued

2ND VICE COMMANDER – Ray Ricard

- Reviewed plans for upcoming events
- Discussion about WWII/Korean War Luncheon attendees/invitees

3RD VICE COMMANDER – Anthony Garcia

- Boys and Girls State dinner plan reviewed

JR. PAST COMMANDER – POSITION VACATED

- No Report

FINANCE OFFICER – Melissa DeLaRosa excused – presented by Cindy Baker

- Executive Summary

EXECUTIVE SUMMARY
YEAR TO DATE 2026
THRU 06/30/2026

	2026 6/30/2026 YTD	2025 6/30/2025 YTD	$ CHG	% CHG	2026 ANNUAL BUDGET	% OF ANNUAL BUDGET
MEMBERSHIP						
INCOME	310,304	342,922	-32,618	-9.5%	1,012,200	31%
OTHER INCOME	7,030	3,722	3,308	88.9%	10,600	66%
TOTAL INCOME	317,334	346,643	(29,309)	-8.5%	1,022,800	31%
EXPENSES	408,322	402,846	5,475	1.4%	1,118,797	36%
NET INCOME	-90,987	-56,203	-34,784	61.9%	-95,997	95%
OPERATING						
INCOME						
BAR SALES	331,300	341,134	-9,834	-2.9%	753,052	44%
BANQUET SALES	324,166	249,543	74,623	29.9%	693,477	47%
RESTAURANT SALES	982,493	862,633	119,860	13.9%	1,930,953	51%
TOTAL FOODSERVICE	1,637,959	1,453,310	184,649	12.7%	3,377,482	48%
OTHER INCOME	274,655	237,903	36,752	15.4%	586,900	47%
GROSS INCOME	1,912,614	1,691,213	221,401	13.1%	3,964,382	48%
COGS	1,408,639	1,287,645	120,994	9.4%	2,912,566	48%
GROSS PROFIT	503,974	403,568	100,407	24.9%	1,051,816	48%
OTHER EXPENSES	627,694	601,568	26,125	4.3%	1,253,010	50%
TOTAL EXPENSE	2,036,333	1,889,214	147,120	7.8%	4,165,576	49%
NET ORDINARY INCOME	-123,719	-198,001	74,281	-37.5%	-201,194	61%
OTHER INCOME	54,614	55,023	-409	-0.7%	75,000	73%
FACILITY FEE	154,950	154,865	86	0.1%	560,000	28%
OTHER EXPENSE			0	0.0%		
NET INCOME	85,845	11,887	73,958	622.2%	433,806	20%

SUMMARY	2026 NET INCOME	2026 BANK CASH	2025 NET INCOME	2025 BANK CASH	CASH CHG
MEMBERSHIP	-90,987	239,900	-56,203	171,327	68,573
OPERATING	85,845	203,178	11,887	214,363	-11,185
RESERVE ACCT		1,469,619		1,274,092	195,527
TOTAL AL 291	-5,142	1,912,697	-44,316	1,659,781	252,915

- Membership income on normal trend
- Operating income higher

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OFFICERS' REPORTS - continued

FINANCE OFFICER – Cindy Baker

- Cash Flow

Newport Harbor Post 291

Cash Flow Projection for the Period 08/04/26 - 10/31/26

	08/04 - 08/31	09/01 - 09/30	10/01 - 10/31	Totals
Cash: Beginning*	$ 1,737,439.42	$ 1,799,937.62	$ 1,776,833.26	$ 1,737,439.42
Add: Cash Inflows				
Membership Fees	75,000.00	50,000.00	50,000.00	175,000.00
Marina Rents	20,162.00	29,000.00	29,000.00	78,162.00
Restaurant Sales - 8k - Aug&Sept,7k Oct	224,000.00	248,000.00	217,000.00	689,000.00
Hall Rentals	9,443.00	10,016.00	4,900.00	24,359.00
Banquet Food	32,900.00	40,220.00	17,100.00	90,220.00
Hut Rent				-
Facility Fees	6,850.00			6,850.00
Total Cash Inflows	368,355.00	377,236.00	318,000.00	1,063,591.00
Deduct: Cash Outflows				-
Food & Beverage Cost @ 40%	102,760.00	115,288.00	93,640.00	311,688.00
Entertainment	8,500.00	10,000.00	10,000.00	28,500.00
Payroll**	120,000.00	120,000.00	120,000.00	360,000.00
Health Insurance	9,500.00	9,800.00	9,800.00	29,100.00
Liability Insurance	17,724.00			17,724.00
Marina Insurance	2,371.00	2,371.00	2,371.00	7,113.00
D&O Insurance	3,463.00			3,463.00
JB Cleaning Co.	18,000.00	25,000.00	25,000.00	68,000.00
Repairs & Maintenance	5,000.00	5,000.00	5,000.00	15,000.00
Telephone	200.00	200.00	200.00	600.00
Utilities	5,000.00	5,000.00	5,000.00	15,000.00
Rent		18,000.00	18,000.00	36,000.00
Credit Card	3,500.00	3,500.00	3,500.00	10,500.00
Credit Card Fees	5,938.80	6,681.36	5,339.60	17,959.76
Misc	1,400.00	1,400.00	1,400.00	4,200.00
Capital Outlays		75,600.00	75,600.00	151,200.00
Professional Fees	2,500.00	2,500.00	2,500.00	7,500.00
Total Cash Outflows	305,856.80	400,340.36	377,350.60	1,083,547.76
				-
Cash: Ending	$ 1,799,937.62	$ 1,776,833.26	$ 1,717,482.66	$ 1,717,482.66
				-
Monthly Increase /Decrease	$ 62,498.20	$ (23,104.36)	$ (59,350.60)	39,393.84

* Doesn't include VEAF or Endowment fund

** Includes P&R taxes & WC

- Shows expectations for August through September

HISTORIAN – Johnny Arganda

- Video produced, not available tonight

SERGEANT AT ARMS – Mike Mailman

- No Report

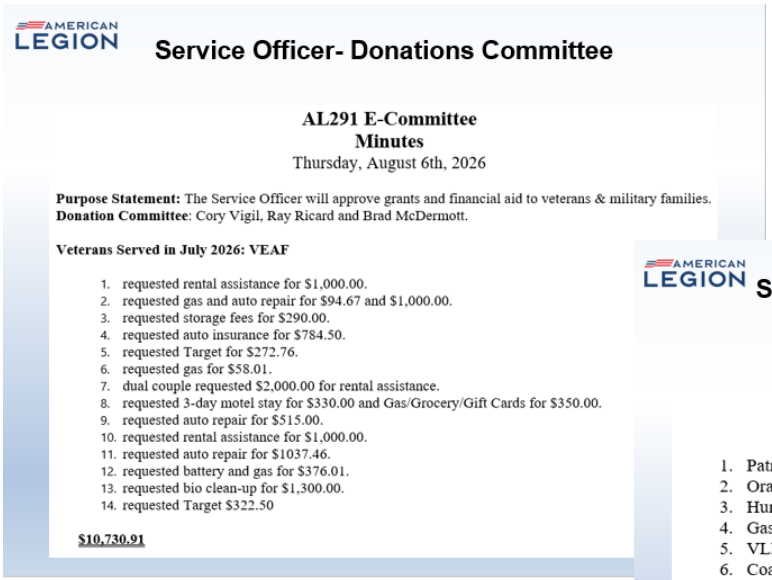
CHAPLAIN – Brad McDermott

- No report

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OFFICERS' REPORTS - continued

SERVICE OFFICER – Cory Vigil



AMERICAN LEGION

Service Officer- Donations Committee

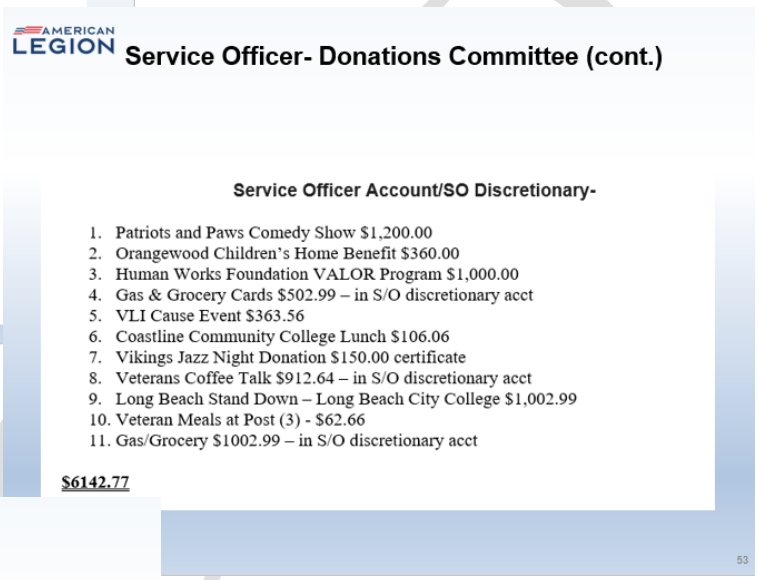
AL291 E-Committee
Minutes
Thursday, August 6th, 2026

Purpose Statement: The Service Officer will approve grants and financial aid to veterans & military families.
Donation Committee: Cory Vigil, Ray Ricard and Brad McDermott.

Veterans Served in July 2026: VEAF

1. requested rental assistance for $1,000.00.
2. requested gas and auto repair for $94.67 and $1,000.00.
3. requested storage fees for $290.00.
4. requested auto insurance for $784.50.
5. requested Target for $272.76.
6. requested gas for $58.01.
7. dual couple requested $2,000.00 for rental assistance.
8. requested 3-day motel stay for $330.00 and Gas/Grocery/Gift Cards for $350.00.
9. requested auto repair for $515.00.
10. requested rental assistance for $1,000.00.
11. requested auto repair for $1037.46.
12. requested battery and gas for $376.01.
13. requested bio clean-up for $1,300.00.
14. requested Target $322.50

$10,730.91



AMERICAN LEGION

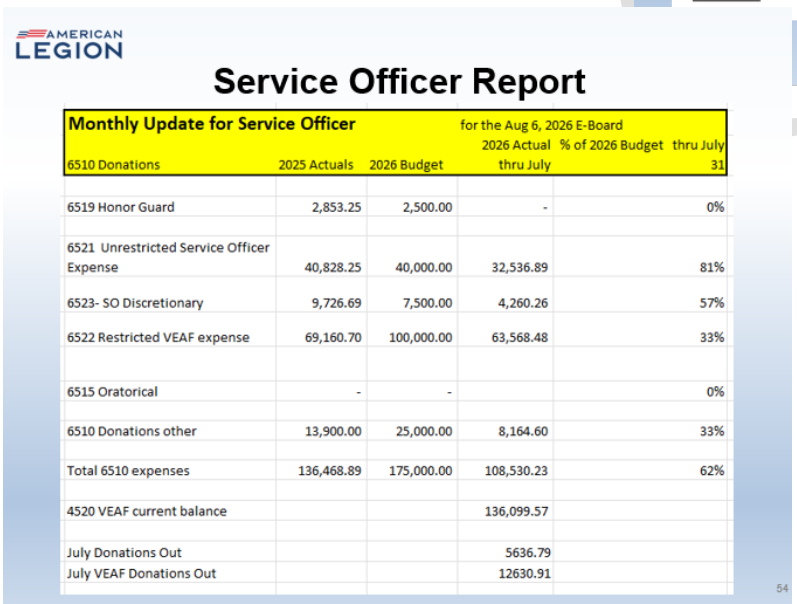
Service Officer- Donations Committee (cont.)

Service Officer Account/SO Discretionary-

1. Patriots and Paws Comedy Show $1,200.00
2. Orangewood Children's Home Benefit $360.00
3. Human Works Foundation VALOR Program $1,000.00
4. Gas & Grocery Cards $502.99 – in S/O discretionary acct
5. VLI Cause Event $363.56
6. Coastline Community College Lunch $106.06
7. Vikings Jazz Night Donation $150.00 certificate
8. Veterans Coffee Talk $912.64 – in S/O discretionary acct
9. Long Beach Stand Down – Long Beach City College $1,002.99
10. Veteran Meals at Post (3) - $62.66
11. Gas/Grocery $1002.99 – in S/O discretionary acct

$6142.77

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AMERICAN LEGION

Service Officer Report

Monthly Update for Service Officer			for the Aug 6, 2026 E-Board	
6510 Donations	2025 Actuals	2026 Budget	2026 Actual thru July	% of 2026 Budget thru July 31
6519 Honor Guard	2,853.25	2,500.00	-	0%
6521 Unrestricted Service Officer Expense	40,828.25	40,000.00	32,536.89	81%
6523- SO Discretionary	9,726.69	7,500.00	4,260.26	57%
6522 Restricted VEAF expense	69,160.70	100,000.00	63,568.48	33%
6515 Oratorical	-	-		0%
6510 Donations other	13,900.00	25,000.00	8,164.60	33%
Total 6510 expenses	136,468.89	175,000.00	108,530.23	62%
4520 VEAF current balance			136,099.57	
July Donations Out			5636.79	
July VEAF Donations Out			12630.91	

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- Making presentations at local yacht clubs
- Veterans Coffee Talk attendance continues to be strong

JUDGE ADVOCATE- Cindy Baker

- No routine report
- Closed session later

MEMBERS AT LARGE

- Jon Reynolds - No Report (Excused Absence)
- Walter Roberts - No Report (Excused Absence)
- Mike Berdine - No Report
- Lawrence Brown - No Report
- Ernie Gorrill - No Report
- David Zamudio - No Report (Excused Absence)

UNFINISHED BUSINESS

- None

NEW BUSINESS



Motion made by Mike Berdine (Member at Large)
- I move that we approve the composition of the House Committee as presented
  - Discussion: None
  - M/S/D/MC Motion Carries- Unanimously



Motion made by Mike Berdine (Member at Large)
- I move that we approve the composition of the Finance Committee as presented
  - Discussion: None
  - M/S/D/MC Motion Carries- Unanimously



Motion made by Mike Berdine (Member at Large)
- I move that we approve the composition of the Judicial Committee as presented
  - Discussion: None
  - M/S/D/MC Motion Carries- Unanimously



Motion made by Mike Berdine (Member at Large)
- I move that we approve the appointment of Bob Wine as Dock Master
  - Discussion: None
  - M/S/D/MC Motion Carries- Unanimously

APPROVED

NEW BUSINESS - continued



Motion made by Mike Berdine (Member at Large)
- I move that we approve the check signers as presented
  - Discussion: None
  - M/S/D/MC Motion Carries- Unanimously

- Past motion was passed defining specific officers and Post members authorized to be reimbursed for attending the National Convention
  - Discussion related to offering 50% reimbursement for expenses to other Post 291 officers attending future National Conventions
    - Motion made by Mike Mailman (Sergeant at Arms)
    - I move that we approve for any current elected officer to be reimbursed for attending National Conventions at 50% of the hotel fee, 50% of air fare and 100% of per diem and no other reimbursement starting this year
      - Discussion:
        - Issues about the service level (cost) of hotel and airfare
        - Concern about attendees actually participating in break-outs and attending presentations and meetings
      - M/S/D/MC Motion Carries- Unanimously

Stopped at 25:19

MEETING RECESSED AT 1958hrs

MEETING RECONVIENED AT 2010hrs

CLOSED SESSION – start 2010hrs
- Judicial committee findings

OUT OF CLOSED SESSION – 2103hrs

GOOD OF THE LEGION
- Cory Vigil – Service Officer
  - Brief overview of this month's Veterans Coffee Talk

- Genevieve Dominguez – First Vice Commander
  - Brief overview of Women Veteran Connection



GOOD OF THE LEGION - continued
- Cindy Baker – Judge Advocate

APPROVED

- Brief update on the June 6 All Service Ball

CLOSING PRAYER- Service Officer Cory Vigil

ADJOURNED: appx. 2020hrs

Submitted by Member at Large Mike Berdine

APPROVED

SAL - rec'd from T. Sullivan
August 6, 2026

Jan

Beg- $209,586.83

Dep- $64,353.14

Exp- $156,733.94

End- $109,961.13

Feb

Beg- $109,961.13

Dep- $9,975.61

Exp- $13,843.04

End.-$101,093.70

March

Beg- $101,093.70

Dep- $35,577.68

Exp- $10,875.38

End- $125,796.50

April

Beg-$125,796.50

Dep- $16,927.49

Exp- $23,549.54

End- $119,173.95

May

Beg- $119,173.95

SAL Financial Summary – Page 2

Dep- $27,301.99

Exp- $46,962.74

End- $99,513.20

June 2026

Beg- $99,513.20

Dep- $17,829.29

Exp.- $21,518.18

End- $95,824.31

Total Deposits $182.330.78

Total Expenses $273,482.82

APP

Dep- $27,301.99

Exp- $46,962.74

End- $99,513.20

June 2026

Beg- $99,513.20

Dep- $17,829.29

Exp.- $21,518.18

End- $95,824.31

Total Deposits $182.330.78

Total Expenses $273,482.82