



National Executive Director's Annual Report 2016

By CW4 (Ret) Jack Du Teil

Executive Director

On 20 October 2016 I was privileged to deliver my fifth annual report at the 44th Annual Meeting of the Members (AMM), as your Executive Director. This year I narrowed my focus to four areas of emphasis: membership, generating additional revenues, generating savings, and discussing USAWOA's 14 resolutions for 2017 (prior to debating and voting on them that afternoon).

Membership, Revenues, and Savings

The good news, as reported earlier by National President CW4 (Ret) Gouty, is that USAWOA membership rose by almost 10%. National Vice President CW2 (Ret) Gerry Wentworth worked very hard on his three-point plan to recruit and retain members, and those dedicated Regional Directors and Chapter Presidents who religiously implemented it were part of the reason for this increase.

The bad news, as reported earlier by National Treasurer CW4 Vickie Carriaga, is that at the same time, association dues revenue shrank, gutting association resources. The obvious conclusion drawn is that much of our membership increase was due instead to the excellent work of Above the Best Silver Chapter President CW4 Celeste Melena in ensuring the vast majority of WOCS students were given no-cost initial memberships.

Additional swelling of membership was due to USAWOA extending no-cost WO1 memberships from one year to 18 months. Our hope is that this extension will afford Chapters more time to reach out and connect with these new Members. But vital additional revenue to the USAWOA will only be realized upon renewal of these memberships.

CW2 Wentworth's three-point plan has been proven effective where truly implemented. Incoming National Vice President CW5 Joachim Consiglio must engage with our new team of Regional Directors on aggressive, full implementation of this strategy. Regional Directors must in turn communicate continuously with Chapter Presidents, ensuring each expiring Member is personally contacted and retained as a Member.

National Headquarters is pursuing

strategies to increase revenues and generate savings. For example, the National Executive Director's old office was converted into a storage room. I moved into the USAWOA conference room, and storage shelves were erected in the vacated room. Records were consolidated and stored more efficiently, and extraneous furniture and equipment were discarded. As a result, USAWOA is saving the \$3,000 per year previously spent on external storage.

As reported in the September 2016 Newsliner, next year's AMM will be conducted in Washington, DC, in tandem with AUSA's annual meeting (and with their generous support). This partnering effort will not only help USAWOA to attract high-level speakers to enhanced professional development events, but will likewise attract substantial sponsorship support, generating additional revenues to support national headquarters operations.

As briefed to the Members on Friday by CW5 Consiglio, USAWOA will unveil its third painting – in honor of our cohort's 100th anniversary – in 2018. Revenue from print sales is predicted to be measured in six figures, replenishing depleted USAWOA assets. But this only buys us time. Our bread and butter is still the membership dues we collect, and we all need to work together on the National Vice President's three-point plan to ensure our sustainability.

USAWOA Resolutions

The rest of my briefing focused on discussion of the 14 resolutions (sent to all Members in September) being presented for debate and voting later in the day. In so doing, I explained the rationale for each, and encouraged Members to come to the Thursday afternoon session armed with questions and potential challenges to them as written.

That afternoon the resolutions were discussed and debated. Twelve of them passed quickly and unanimously, with little debate. The two that did not were:

- **Resolution 2017-003: Survival of the All-Volunteer Force.** In discussion, Fort Dix Doughboy Chapter Past President CW5 (Ret) Al Curving opposed the reso-

lution, opining that abandoning the draft in favor of the all-volunteer force had significant negative impacts, such as the drastic reduction of Veterans in the Congress, and a populace largely indifferent to military and Veterans issues, because they no longer have "skin in the game."

- **Resolution 2017-008: Provide Complete Concurrent Receipt of Military Retirement and VA Disability Compensation.** CW2 Jose E. Saldana objected to this one because it ignored those forced to retire early under Chapter 61, such as medical retirees.

Although still in overwhelming support of Resolution 2017-003 as written, most also supported the concept of some sort of compulsory service (be it military, Peace Corps, or some other mandatory community service obligation). The resolution passed, but national leaders committed to working with CW5 (Ret) Curving on a separate compulsory service resolution for consideration at the 45th AMM.

There was unanimous agreement that either Resolution 2017-008 should be amended to cover Chapter 61 retirees, or that a separate resolution be crafted to the same end. I asked for 24 hours to consult with colleagues on the Retirement and Veteran's committees of The Military Coalition on which of these courses of action made more strategic sense.

The resolution was passed as written, and CW2 Saldana and I met later to discuss the new language. After research and a little more work, the next morning CW2 Saldana was proud to submit the following language to be amended to Resolution 2017-008: **"BE IT RESOLVED, by the United States Army Warrant Officers Association, that it supports legislation for the full concurrent receipt of military retirement pay and VA disability compensation, without offset – to include vesting of earned retirement credit for Chapter 61 retirees with less than 20 years of service – and regardless of rating percentage."** This amendment passed with unanimous support. ■■■