



# Tampa-St.Petersburg Chapter



## Executive Committee Meeting Minutes 22 July 2020

EXCOM members that participated via a virtual Webex meeting are marked below:

Officers			Directors		
___	COL Jack Sander	President	___	Steve Boyer	Membership
___	Mark Christensen	1st VP		<i>Mike Paradiso</i>	<i>Membership Deputy</i>
___	Debbie Miller	2nd VP		Caitlin Stephens	Publicity
___	Gerry Slevin	Treasurer	___	Nicholas Chadwick	Small Business
___	Magdalena LoGrande	Secretary	___	Joe Haulton	Website
			___	Eddie Peña	Scholarships
				<i>Senton Pojani</i>	<i>Scholarships Deputy</i>
			___	Shandi Perkins	Programs
				Vacant	Awards
			___	<i>Robert Hoffman</i>	<i>Awards Deputy</i>
			___	Adam Taylor	Corporate Sponsorship
				<i>Alex Rolinitis</i>	<i>Corporate Sponsorship Deputy</i>
				Clinton Austin	Young AFCEAN
				Rob Hile	Golf Tournament
	Carl Bass	RVP		2d Lt Darren Diones	Military Outreach
			___	Dan Holland	Cyber Outreach

### 1. Officer and Standing Committee Reports

- **President, COL Jack Sander**

- Meeting called to order at 1205
- Magdalena conducted roll call and quorum was established.
- COL Sander asked EXCOM members for their opinion on having Robert Hoffman replace Danny Sava as the Awards Committee Chair. No EXCOM members had reservations and COL Sander officially appointed Robert as the new Chair.

- **Secretary, Magdalena LoGrande**

- Magdalena shared some of the take-aways from the 10 July Chapter Officer Boot Camp. In Joe Haulton's opinion, the website hosting resources have not substantially changed.



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· Adding the Orlando name to the Chapter needs deliberate consideration and would warrant an official change that would have to be endorsed by AFCEA International. We will engage with Carl Bass for direction and add this item to next month's agenda.

***ACTION:*** June 2020 meeting minutes were unanimously approved.

### • Treasurer, Gerry Slevin

- Financials:
  - Checking Balance: \$12,234.42
  - Savings Balance: \$44,066.58
- Gerry commended the July Virtual Luncheon organizers and COL Sander on a great panel event.
- Budget projection provided by Gerry on 7/24:

*Impact of table sponsor refunds and bowling tournament cancellation refunds at the EXCOM yesterday.*

#### *Bowling Tournament:*

*We have collected a total of \$4,075.00 with \$3400 from sponsors and \$675 from team registrations. The trophies have been bought and paid for at a cost of \$247.33.*

*All sponsors that donated the \$3400 have members on our EXCOM and may roll their contributions to the Golf Tournament in Oct.*

*I surmise the chapter would refund the team registrations of \$675.*

#### *Corporate table sponsors:*

*We collected \$29,000 in full and half-table sponsorships for 2020.*

*This works out to be \$2416 per month/luncheon.*

*If all sponsors are given a 9-month refund it would cost us \$21,744; 6-month refund is \$14,496.*

*No sponsor has asked for a refund to date but may want to negotiate credit when we solicit sponsors for 2021.*

*Traditionally, our scholarship program is funded by annual golf tournament profits. Our Cyber Outreach efforts rely solely on the bowling tournament proceeds.*

*With 12K in checking and 44K in savings, we have 56K to absorb potential Corporate table sponsor refunds.*

*We are experiencing a very fluid and unpredictable situation. We have the funds in either checking (with no significant table sponsor refunds) or in our reserved savings to allocate 5K to the scholarship program to fund five 1K last mile scholarships and 3K to the Cyber Outreach initiative (If EXCOM approved) Dan briefed today. How much we would need to host monthly luncheons at some point before the end of the year is also a consideration. A sizable Hope Children's Home gift will be in jeopardy.*



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*Keeping our main mission focus and funding the 5K in scholarships and 3K in student certification incentives for teachers will confirm our STEM/Cyber commitment with our sponsors and membership. We'll then face the uncertain impact of refunds and event cancellations as they mature or fade.*

- **1st Vice President, Mark Christensen**

- Bowling Tournament: we have decided to postpone the Cyber Outreach Bowling Tournament—possibly September--again based on several factors:
  - 1) Record numbers of infections and deaths related to COVID-19 in our area
  - 2) Only three teams have paid to play
  - 3) BCB, our facility, is not practicing social distancing by only using every other lane and that has hurt registration
  - 4) We do not feel like we should put our membership in that environment and risk an outbreak related to our event

Bill Adkins has already let the Brandon Crossroads Bowling know of our decision. Bill will hold on for now to the trophies we purchased.

- **Membership, Steve Boyer**

- NSTR

- **Publicity, Caitlin Stephens (unable to attend)**

- **Small Business, Nicholas Chadwick**

- Nick is identifying speakers for a mid to late August event.

- **Website, Joe Haulton**

- The July luncheon went very well; we missed the very beginning of the streaming, which caused some members to drop; the plan for the next event is to recruit additional volunteer to work parallel tasks (member emails./chat) during the streaming
- A copy of the recording is being provided directly to DISA. Due to legal requirements (PAO) that were not cleared prior to the event, we cannot disseminate the recording.

- **Scholarship/Education, Eddie Pena**

- **Eddie is starting afresh and is gathering data points from EXCOM to work fall scholarships. The direction is to focus on University of Tampa and USF, since working with Hillsborough and Pinellas Counties for high school students did not show a return on investment. Gerry added that, even if the budget is uncertain this year due to all the Covid-19 contingencies, this remains part of our core mission, and we should at least support \$5K in scholarships and tap into our savings account if needed.**

- **Government Outreach, 2d Lt Diones (unable to attend)**

- Mark mentioned that 2d Lt Diones resigned and that we are looking for a replacement



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- **2nd Vice President, Debbie Miller**

- The Tampa Cyber Summit is still looking for volunteers to support the virtual booth on 28 July.

- **Programs, Shandi Perkins**

- Shandi will be on maternity leave from mid-Sep to mid-Nov approximately. She is continuing to gather quotes for in-person luncheons in the event those are feasible in the near future, although it looks like that may not be the case for CY20. In general, hotels are very expensive and Shandi is proposing looking at catering options (e.g., \$10.49 per person and \$1900 package for near-USF venue with 2 servers with options to upgrade) and looking into venues such as the Tampa Women’s Club. EXCOM thinks that venues should be conveniently located off major thruways and not too far from MacDill AFB.

- Mike Wrona is willing to help with Programs again, but Mark and Debbie would like to talk to him first to clarify expectations. Kasey Ortoski is another option that Mark and Debbie would like to carefully consider, since familiarity with the way luncheons are run is needed.

- Raffle sponsors: Shandi would like to tap into sponsors other than Linchpin Solutions.

Date	Location	Speaker/Event	Title Sponsor	Raffle Sponsors
19 Aug	N/A	August Virtual Luncheon?		
30 Oct	Bloomingdale Golf Course	Annual Golf Tournament		
9 Dec	Surf’s Edge	Tech Expo (tentative)		

- **Awards, Vacant**

- Robert Hoffman was just appointed as Chair

- **Corporate Sponsorship, Adam Taylor**

- There was discussion about the impact of the virtual luncheons on potential requests for sponsorship refunds (although no sponsors have requested this yet) and the perception of sponsorship value as Adam gets ready to recruit for next year. We may have to adjust the sponsorship fees. Sponsor presence can be boosted during virtual events by featuring static logos. Gerry will also run budget projections for a variety of scenarios. [See under Treasurer]

- **Young AFCEAN, Clinton Austin (unable to attend)**

- **Cyber Outreach, Dan Holland**

### II. Agenda Item: Special Committees’ Reports

- **Golf Tournament, Rob Hile (unable to attend)**



# **Tampa-St.Petersburg Chapter**



## **Executive Committee Meeting Minutes 22 July 2020**

### **III. Agenda Item: Unfinished Business**

### **IV. Agenda Item: New Business**

### **V. Agenda Item: Adjournment**

- Meeting adjourned at ???
- Next EXCOM meeting date 26 August