



**AFA** AIR & SPACE  
FORCES  
ASSOCIATION

# **Wright Memorial Chapter Board Meeting – April 2023**



# WM212 Mission & Vision

**The VISION of the Wright Memorial Chapter 212 of the Air and Space Forces Association is to proudly serve and support Wright Patterson Air Force Base, the Air and Space Forces communities, and the greater Miami Valley Community.**

**The MISSION of the Wright Memorial Chapter 212 is to advocate for support with local government, educate the public on the critical need for aerospace power and STEM education, and provide programs that support Airmen, Guardians, and civilians of all ranks and grades along with their families.**

**Our chapter mission and programs are made possible with the generosity of our Star Sponsors and Community Partners and the invaluable contribution of our members and volunteers. We encourage you to thank them and utilize their goods and services.**



# Current Agenda

- **Opening Comments**
  - **Treasurer/Budget Overview**
  - **Secretary Update**
  - **Luncheon Discussion**
  - **Updates**
    - **Air Show & Related Budget**
    - **88ABW-AFA Air Force Ball**
    - **Sponsors**
    - **Aerospace Education**
  - **Questions – Other Discussions**
  - **Wrap-Up**
- **Membership**
  - **Networking Events**
  - **Executive Board**



# Opening Comments

- **Dave – Sorry I’m not here at the beginning, but pulled into a workforce-related meeting with the Governor’s office, SOCHE, and other educational and business leaders**
- **Colin**
  - **Emerging Leader Program**
  - **Introducing Our New Treasurer – Mark Sobota**
  - **Looking for inputs related to an AFA WMC (212)-focused vision and mission statement**
  - **Looking for inputs related to AFA WMC (212)-focused logo**



# Treasurer/Budget

## Current Overview

AFA Chapter 212 Fund Balances							
End-of-Year Account Balances	2018	2019	2020	2021	2022	2023 (April)	
Checking Account	\$57,012.46	\$69,892.09	\$31,245.72	\$27,921.31	\$17,734.27	\$23,595.08 *	
Incoming Sponsorships						\$26,000.00 **	
						(\$6,100.00) ***	
Money Market		\$25,627.10	\$125,839.18	\$125,864.24	\$125,858.64	\$117,004.90	
<b>Total Funds</b>	<b>\$57,012.46</b>	<b>\$95,519.19</b>	<b>\$157,084.90</b>	<b>\$153,785.55</b>	<b>\$143,592.91</b>	<b>\$160,499.98</b>	
		<b>From 2019</b>		61%	50%	68%	= % increase from 2019
		<b>Pre-COVID</b>		\$58,266.36	\$48,073.72	\$64,980.79	= \$ increase from 2019

\* Current Balance

\*\* Includes a \$12K sponsorship from GE Aviation , \$7K sponsor donation from Diné and Lockheed Martin expected in April

\*\*\* Includes \$3K in scholarships, \$2,100 in unpaid Catering bills, and other \$1K in other miscellaneous expenses

- **Overall – our Chapter finances are still very healthy**



# Secretary

- **Updates**

Meetings

Purpose

Invites

Minutes

Purpose – Business purpose's - we need to meet monthly as a leadership committee, especially leading up to the Airshow and then the AF Ball.

Meeting can be informal, during lunch or after work, pay as you go/ brown bag lunch/ at the club, the USO or even the Wandering Griffin. WE should host guest speakers quarterly as part of our Educate the Public mission, I am sorry that I missed Dr Susan Edwards from WSU. This would cut the cost of our current monthly all members meetings and give our guest speaker meetings more focus/purpose. All Member Meetings are a way to visibly Educate the Public.

Invites – I think Jill has a good idea about sending a calendar invite to our star sponsors for our all members meetings. They would just need to reply yes or no, like they do with NDIA. If you agree, I need the most current e-mail list of the local rep from each star sponsor. I think this makes the invite more personal.

Minutes – All minutes used to be on our website and it was a good way for anyone interested in our chapter to actually See what we are doing, not what we say we do. We don't have a communications person or a newsletter anymore, but I am willing to do a "year in review" newsletter that we would send out in October, right after the AF Ball, culminating our year and starting a new one.



# Luncheons

- **2023 has been very active for our Chapter luncheons**
  - **Next one is 10 May, and Lt Gen Morris is our scheduled speaker**
- **However, luncheon expenses are becoming a greater concern**
  - **Lunch costs average ~\$28 per meal**
  - **We receive ~\$24.10 in revenue (after BridgePayment's cut of the attendee's \$25 payment)**
  - **This means we lose ~\$4 per meal...so for 30 people, that's \$120; plus we must pull (from cash reserves) ~\$28 per sponsor and speaker attendee**
  - **Bottom line: each luncheon we lose between \$200-\$250 over direct revenues**



# Luncheons

- We'd appreciate your inputs and thought leadership on whether we accept these expenses as a "cost of doing business" related to our "Advocate, Educate, and Support" mission, or whether we should take steps to mitigate them
  - Possible mitigation steps include...
    - Increase the cost of lunch to \$30 per paying attendee
    - Change of venue
    - Change in caterer
    - Some of all three?
- Any ideas?
  - Thoughts now?
  - Share any other thoughts with Dave, Colin, Vita, Mark NLT 02 May





# Air Show

Date	Projected Expense 2023	Rate	Extended
14-Oct-22	Chalet Rental 3 chalets Sat (22 Jul)	\$2,000	\$6,000
14-Oct-22	Chalet Rental 3 chalets Sun (23 Jul)	\$2,000	\$6,000
7-Jun-23	Air Show Tickets	\$29	\$8,700
7-Jun-23	Air Show Tickets 300	\$29	\$8,700
~5 Aug 23	Signage (Select Signs)	\$955	\$1,000
~5 Aug 23	3 Golf Carts @ \$299 cart	\$299	\$900
~5 Aug 23	1 Radio	\$40	\$40
~5 Aug 23	1 ea. 10 X 10 Tent for entrance	\$150	\$150
~5 Aug 23	Sat catering est attendance 300	\$45	\$13,500
~5 Aug 23	Sun catering est attendance 300	\$45	\$13,500
	Miscellaneous		\$1,000
Total Estimated AFA Air Show Expenses =			\$59,490

Summary	
Category	\$\$\$
Projected Income	\$33,480
Projected Expenses	(\$59,490)
Projected 2023 Total Cost Summary	(\$26,010)

Date	Projected Income 2023	Rate	Extended
TBD	Estimated 150 Eventbrite ticket sales	\$95	\$13,680
TBD	Cash Ticket Sales - DDC (264)	\$75	\$19,800
Total Estimated AFA Air Show Revenues/Income =			\$33,480



# Air Show

- Other Air Show Updates





# 88ABW – AFA Air Force Ball

- Date and Location: 09 September – NMUSAF
- Co-hosting with 88 ABW
- Budget Overview

## AF Ball - Financial Summary

### 76th AF Ball Financial Overview

Category	Amount
Revenue - Ticket Sales	\$ 16,550
Expenses - AF Ball	\$ 54,725
Gain/Loss (w/o Sponsors)	\$ (38,175)
Estimated Sponsor Revenues	\$ 75,000
Net Gain/Loss (with Sponsors)	\$ 36,825

- Working with JobsOhio and the DDC on sponsorships
- Theme: 50<sup>th</sup> Anniversary of the Viet Nam War
- Other updates



# Sponsors

- Katherine Ballein joined Jill Cunningham on the “Sponsor” Team
- Current AFA WMC Star Sponsors and “Star” Levels

<b>As of 25 Apr 2023</b>		
<b>AFA WMC Sponsors (2023)</b>	<b>Amount / Level</b>	<b>Star Level</b>
Pratt & Whitney	\$ 12,000	5
GE Aviation	12,000	5
BAE	7,000	3
Dine Development Corporation	7,000	3
Lockheed Martin	7,000	3
Raytheon	4,000	2
ABDA	2,000	1
Cloud Lake Technology	2,000	1
<b>Sub-totals</b>	<b>\$ 53,000</b>	

- Still working on more
- Other updates



# Other Updates

- **Aerospace Education - Shof**
- **Membership - Ronda**
- **Networking Events – Adrianna, Christina, Adrianna, Joni**



# Executive Board

- Dave was asked “Who’s on our Board”?
  - Here’s what he has?
  - Any recommended changes or updates?

NAME	Mission Area	Position
Dave Babcock	Exec	President
Colin Ballein	Exec	Vice President
Mark Sobota	Exec	Treasurer (Incoming, 1 Apr 2023)
Vita Eonta	Exec	Secretary
James Yankel	Advocate	VP - Air Show Operations
Mike Evans	Advocate	Deputy VP - Air Show Operations
Joni Ahlers	Advocate	VP - AF Ball
Rafi Rodriguez	Advocate	Deputy VP - AF Ball
Carl Shofner "Shof"	Educate	VP - Aerospace Education
<b>Vacant Position</b>	Educate	STEM Outreach
Christina Combs	Support	VP - Events
Adrianna Templeton	Support	Deputy VP - Events
Anna Schulte	Support	VP - JROTC/CAP Cadet Programs
Ronda Roberts	Support	VP - Membership
Betty Shellhorn	Support	Deputy VP-Membership
Brenda Baker	Support	VP - Awards & Leadership
Jill Willingham-Allen	Support	VP - Sponsorship/Community Partners
Katherine Ballein	Support	Deputy VP - Sponsorship/Community Partners
<b>Vacant Position</b>	Support	VP - Communications/Website/Facebook
Richard Hughes	Support	VP - ROTC Cadet Programs
Vita Eonta	Support	VP-Veteran Affairs
<b>Vacant Position</b>	support	VP - Government Relations



# Wrap-Up

- **Any other topics of discussion**
- **Any follow-up questions or recommendations**
- **Summary and closing our meeting**