



Chartered by  
The United States Congress

*82d Airborne Division Association, Inc.*

OFFICE OF THE SECRETARY



**Board of Directors / Delegates Meeting Minutes  
All American Week  
Fayetteville, North Carolina  
May 18, 2015**

Meeting called to order by President Allen E. Schoppe at 0900 hours.  
Invocation by Major Emmitt Furner, Chaplain and Pledge of Allegiance by all.  
Roll Call of Officers and Directors by Executive Director Bill Bauer (Attachment 1).

President Allen Schoppe noted that minutes of the 68th National Convention Board of Directors / Delegates Meeting were in everyone's packet and asked for a motion to approve them. Director Steen moved to adopt the minutes as submitted. Director Holmes seconded. The motion carried.

**OFFICER AND COMMITTEE REPORTS**

**a. Treasurer's Report** – Treasurer Lawrence Slavicek presented a Statement of Financial Position as of March 31, 2015 showing Total Assets of \$218,277.49; Total Liabilities of \$154,859.08; and Total Net Assets of \$63,418.41. In order to give a clearer picture of the Association's financial position, he noted that \$63,223.65 of the Total Assets is tied up in slow moving inventory and that \$68,544.50 of Current Liabilities represents rebates payable to local chapters that is unlikely to ever be paid, but is still being carried on the books. Long Term Liabilities consists of loans to the Association from the Wounded Warrior Fund, the 504th PIR Association and one Association member. These loans, especially, have enabled the Association to remain operational while the Board and Staff work to build operating revenue.

Slavicek also spent considerable time explaining an accompanying Budget to Actual Report for the first quarter of 2015. His line by line analysis was based on a personal survey of the previous three years of operation. Slavicek pointed to some deficiencies in previous budgets such as; expenses incurred where no money was budgeted; and no money budgeted and no expenses listed for other items. He noted that it is misleading to list no amount for revenue in a budget line item because it implies that there is no activity planned in that category. Membership was one such example. He also stated that, for long-term planning purposes, it was very important for equipment depreciation expenses to be listed. He also noted that it would be better for some expenses like convention transportation to be listed in a separate convention budget.

General discussion led to reiteration of Division Commanders' reluctance to coerce active military to join the Association. It was suggested that, perhaps, data about ETS personnel could be collected by the Division and shared with the Association. Executive Director Bauer also said that SGMs would be talking to active military about Association membership and the Annual Convention after AAW. Director Jacobs encouraged veterans

*"America's Guard of Honor"*

AFRICA SICILY ITALY FRANCE THE NETHERLANDS BELGIUM GERMANY  
DOMINICAN REPUBLIC VIETNAM GRENADA PANAMA PERSIAN GULF AFGHANISTAN IRAQ

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attending AAW to talk to active military at the Brigade picnics about membership benefits like: 1) scholarship assistance; 2) convention attendance featuring free booze and the opportunity to interact with veterans.

Slavicek ended his report noting that the Budget is a reflection of the results of operations. It is not an operating plan. President Schoppe noted that "...we have stopped the bleeding...we are getting better, but we are not there yet."

**b. Chapter and Membership** – Executive Director Bill Bauer that the Association Staff and Board are still doing things to cut expenses. They have succeeded in cutting about \$12,000 in annual expenses. There are some things, like previous contractual expenses, that can't be avoided. He also talked about the continuing decline of membership trends. He is working to get membership levels back up. The Division, he says, is planning to get about 400 active military to attend the 69th Annual Convention. He expressed a continuing emphasis on using electronic technology to reach a target audience of the forties to mid-fifties age group veteran.

Bauer is also working to build enthusiasm about the Association among local chapters. He plans to send the local chapters' share of membership dues sent directly to National Headquarters and collected on-line in July and at the end of each year. General discussion among the Directors revealed that some local chapters are holding their decision to forgo 2011-2012 life member rebates until they receive their share of membership money that National Headquarters receives directly.

**c. By-Laws Committee** – Proposed changes to the Association By-Laws were discussed later in the meeting under NEW BUSINESS.

**d. Ways and Means Committee** – Director Lawrence Slavicek reported an idea in the conceptual stages for establishing an endowment fund to generate a stable and steady revenue stream for Association operations. The endowment fund would function similar to those used by universities to fund their operations. He described a hypothetical \$1 million fund that, by his conservative estimate, could have a five-percent annual return or \$50 thousand to help fund Association operations. He noted that he has connections to a wealthy Chicago businessman that would be a potential donor once the Association gets 501(C)19 status. He also suggested that other Association members would likely know of prospective patrons in their areas.

**e. Convention Planning Committee** – Past President William Eberle reported that preparations for the 69th Annual Convention in Orlando are progressing satisfactorily. He said that registrations are at about 34% of projections and he expects a dramatic jump in the remaining 90-day window until the convention. There will be

a parachute jump onto the hotel parking lot to kick-off the convention on August 12 and a “free” open house at 1900 hours that same evening.

Plans for the 2016 Convention in Louisville, Kentucky are also moving ahead. Planners are researching the possibility of offering unique personalized items like whiskey, and “Louisville Slugger” bats for example.

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Eberle reported that as of the April 30, 2015 deadline, the Convention Planning Committee had not received any bids from local chapters for the 2017 Annual Convention. The BOD had asked Ederle to research and report back on the idea of one hotel “chain” hosting multi-year conventions. Eberle was unsuccessful in finding such a chain. Failing that, Eberle communicated with six properties in the general area of Fort Bragg. This communication resulted in a proposal from the Marriott Columbia and the Columbia, South Carolina Convention and Visitors Bureau. Eberle emphasized that this “bid” is not sponsored by any local chapter. The bid has a higher room rate than usual, but includes free “hospitality” rooms and other perks. The Convention and Visitors Bureau offers a \$10 rebate for each occupied room night (see Eberle’s report for further details). The BOD asked Eberle to see if the hotel would offer a lower rate and provide a final report at the 69th Annual Convention for the BOD to consider.

**f. Public Relations Committee** – Director Rezabek had nothing to report.

**g. Internal Affairs Committee** – No report.

**h. Awards Committee** – Director Ed Herlihy reported that the committee received two nominations for All American of the year. The Awards Committee voted to recommend Harris Rosen for the award. Director Rezabek moved to designate Mr. Rosen for the award. Director Jacobs seconded. The motion carried.

Discussion then moved to whether the award should be the customary plaque or, instead, a medallion. It was agreed by consensus that it should be a medallion. It would be presented at the Annual Convention. Director Copening will produce the medallion.

**i. Resolutions Committee** – No report.

**j. Historical Committee** – Director Stonerock relayed to the BOD a request from Bob Vanderkool for permission to use photos to produce a video about his father, Earl Oldfather, who served in the 504th PIR during WWII. Directors Copening and Jacobs asked whether the Association would receive a percentage of sales. Past President Schroeder suggested 10% of sales for the Association plus the condition that the producer pay for any costs for advertising and promotion. Schoppe said that conditions had been previously discussed with the producers. He asked for a further report at the convention. Director Herlihy moved to grant permission with the conditions listed above. Director Steen seconded. The motion carried.

Stonerock also reported that the brochure for promoting the sale of the 75th Anniversary Yearbook is ready. He is waiting for the “filtering” of the mailing list by a third party provider.

**k. Western Area Coordinator** – No report.

**l. Veterans Affairs Committee** – No report

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**m. Legislative LNO** – National Airborne Day Coordinator Gordon Sumner was not present, but submitted a written report stating that he is working again with Senators Jack Reed and Lisa Murkowski to submit a resolution proclaiming August 16, 2015 National Airborne Day. Additionally, he has been working with fellow paratrooper Craig Meyers, who has been in contact with Georgia Senator Johnny Isakson about obtaining a joint resolution of Congress to proclaim August 16 National Airborne Day on a permanent basis. Sumner believes that a Joint Resolution by Congress may be the only way to reach this goal since the Senate historically declines to pass permanent resolutions of this nature.

**n. Insurance** – Director Randolph Glancy has worked to reduce the cost of Association insurance. President Schoppe reported that some items on our policy have been changed resulting in a cost reduction. He also said that the Association qualified for an early pay discount. Executive Director Bauer reported that premiums have been paid.

**o. Bequest Planning** – Director Steven Copening stated that the Association needs to get larger donations. He described a plan, devised by his wife, a professional fundraiser, featuring four types of fundraising initiatives. An **Annual Campaign** would have three donor levels: Bronze \$82, Silver \$250, and Gold \$500. The plan includes perquisites such as photo ops with celebrities, exclusive receptions and briefings at national and regional conventions, preferred seating at banquets, donor ribbons on convention badges, and listing in printed programs and electronic publications. The “perks” would build in cumulative fashion with each level of giving.

A **Corporate Sponsorship Plan** envisions seeking corporate sponsors with similar categories and perquisites for events as above, and year-round publicity for corporations sponsoring the Association generally. In kind contributions could also qualify for recognition.

An **Endowment Program** encourages donors to make gifts beyond their lives in the form of insurance policy distributions or a testamentary gift of a percentage of a personal estate.

A **Tribute Program** involves Association members recognizing special occasions or honoring the life of a friend by making memorial contributions to the Association. These contributions could be as low as \$25.

All of these proposals would be contingent on the Association qualifying for an IRS classification allowing the donor to deduct their contribution as a charitable donation. And the case for support under any of the proposed programs should be clearly defined and articulated.

Director Justin Holmes then presented a similar Legacy Program plan that involved individuals arranging a contribution through their insurance agent. According to Holmes, this program would be easier to implement. It would require management, for example preparation of thank you letters, etc. A “back-up” committee would need to be formed to work out the details. President Schoppe directed Holmes to form this committee and act as chairman. He also requested a report at the national convention in August.

Director Holmes then presented a plan titled **Operation: Save Our Ass(ociation)** prepared by the Chicago Chapter. This plan is similar to Director Copening’s Annual Campaign in that it features various levels of giving.

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It differs substantially in that it features Association members’ commitment to monthly contributions ranging from \$5 to \$100 that would be collected through PayPal. Revenue would be shared between the National Association and Local Chapters at a suggested 70/30 percent split respectively. Contributors would receive unique, specifically designed merchandise such as challenge coins, coffee cups, T-Shirts, Polo Shirts, Hoodies, Windbreakers, etc. as premiums. The value of the merchandise would escalate according to the contribution level. Contribution commitment would start with a minimum six-month period, could stop any time after that, or be renewed indefinitely. The proposed plan envisioned a ten percent overhead cost and a number of potential revenue scenarios ranging from \$12,000 to \$120,000 annually.

Director Copening observed that it would be very important to determine merchandise “start-up” costs for this plan. Director Slavicek suggested looking at using existing merchandise inventory for premiums. Executive Director Bauer cautioned that additional staff would be required to manage the program.

As directed by President Schoppe earlier, the above mentioned committee will evaluate the various fundraising proposals and present their recommendations at the National Convention in August.

**p. Advertising and Marketing** – As chairman, Past President Harold Schroeder reported this committee’s continuing work on securing corporate sponsorships. His written report stating the Advertising and Marketing Committee’s mission, which is to develop a letter that can be used by any member of the Association to solicit cash donations or advertising support. The committee is also charged with developing a plan for future development of resources for the Association, including for example, couponing, nationwide raffles, etc. Schroeder presented the draft of a letter that can be used by the Association and Local Chapters to solicit donations. Schroeder reiterated that solicitation efforts will be especially enhanced with attainment of 501(c)19 classification from the IRS. Director Herlihy moved to present the letter to the delegates at the National Convention in August. Director Copening seconded. The motion carried.

#### **OLD BUSINESS**

**a. 68th Annual Convention Audit** – Executive Director Bill Bauer reported that the audit showed that the Association lost about \$30,000 on that event.

**b. 2011 and 2012 Chapter Rebates** – Executive Director Bill Bauer reported no change on this issue. There will be no rebates to the Local Chapters.

## **NEW BUSINESS**

**a. Association By-Laws Changes** – Director José Perez-Ortiz, Chairman of the By-Laws Committee and Executive Director Bill Bauer submitted an extensive listing of proposed changes to the Association By-Laws. *The following narratives are a record of what was discussed in general. Motions approved are to recommend these changes to the delegates at the National Convention in August.* Exact wording of the proposed amendments will be mailed to members of the Association Board and to the Local Chapter Chairpersons ten (10) days prior to the Convention as called for in Article X – B of the By-Laws.

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Article III, Section 3 and Article VI, Section 10-B of the Association By-Laws requires three signatures (President, Treasurer, and Executive Director) for all checks written by the Association, regardless of the amount. This stipulation has proved cumbersome, sometimes precluding benefit from prompt payment terms or incurring late payment fees. An analysis by the Association Treasurer revealed that nearly 70% of the checks written are for amounts of less than \$1,000. In order to increase financial efficiency, yet maintain proper oversight, it is recommended that only the Executive Director's signature be required for checks under \$2,000 and that two signatures be required for checks of over \$2,000, one being the Executive Director and the other being the Treasurer or the President.

Article II, Section 1 – An addition regarding the submittal, retention and verification of membership qualification in National and Local Chapter records. Motion Director Steen. Second Director Rezabek. Motion carried.

Article II, Section 1, Subparagraph C – An amendment specifying the acceptable types of documents showing proof of membership eligibility. Motion Director Herlihy. Second Director Jacobs. Motion carried.

Article II, Section 1, Subparagraph E.1.b – amendments correcting the amount of annual dues and National and Local Chapter distribution amounts. Motion Director Rezabek. Second Director Steen. Motion carried.

Article II, Section 1, Subparagraph E.2 – an amendment regarding chapter affiliation of All American members while on active duty and after separation from active duty. Motion Director Holmes. Second Director Herlihy.

Article II, Section 1, Subparagraph E.3 – amendments correcting the amounts of active duty All American and annual membership dues. Motion Director Rezabek. Second Director Copening. Motion carried.

Article II, Section 4 – a change stating that initiation fees and/or dues amounts for all members will be determined annually by the Board of Directors. Motion Director Steen. Second Director Herlihy. Motion carried.

Article IV, Section 4 – amendments stating that ...Chartered Chapters are required to maintain verification proof of Chapter members and be able to provide this documentation to the National office upon request for audit purposes...The failure of a Chapter to maintain its records and activities, and to report on the same as herein set forth, shall constitute sufficient basis for the Board of Directors to revoke the Charter of such Chapters. Motion Director Steen. Second Director Holmes. Motion carried.

Article IV, Section 5 -- an addition stating that Chapter Chairpersons are required to validate membership verification annually. Motion Director Copening. Second Director Rezabek. Motion carried.

Article IV, Section 8.B – an addition regarding the affiliation of active duty members after they separate from active duty. Motion Director Steen. Second Director Slavicek. Motion carried

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Article VI, Section 10.D – a motion to delete this article regarding the maintenance of a petty cash fund at the National office. Such a fund is no longer needed. Motion Director Steen. Second Director Holmes. Motion carried.

Article VII, Section 3 – an amendment regarding the scheduling and notification of meetings of Directors. Motion Director Rezabek. Second Director Steen. Motion carried.

**b. Wounded Warrior Fund By-Law Changes** – President Allen Schoppe reported no changes.

**c. Convention By-Law Changes** – Convention Committee Chairman, Past President William Eberle submitted a written report consisting of e-mail messages between Executive Director Bauer, Director Perez-Ortiz, and him. After brief discussion, it was decided that these issues would be discussed at the National Convention in August.

**d. 501(c )19 Application Status** – President Schoppe and Executive Director Bauer reported that this effort is in the data collection stage and about 50% complete. National is proceeding diligently to get the remaining documentation. Director Herlihy moved to go ahead with our application. Director Rezabek seconded. The Motion carried.

**e-1. Chapter Name Change Request** -- Director Rezabek, Chairman of the John Towle MOH Cleveland Chapter reported that there was confusion among their members as to what is the Chapter’s official name. The members voted and Rezabek submitted their request to list the official name as the John Towle Medal of Honor Cleveland Chapter. Director Herlihy moved to recommend this change to the delegates at the National Convention. Copening seconded. The motion carried.

**e-2. New Chapter Request** -- The newly formed St. Michael’s All Airborne Chapter, located in Catawba, western North Carolina submitted their by-laws for approval. Director O’Connor moved to approve the by-laws. Director Slavicek seconded. The Motion carried.

**f. Request for Chapter dissolution** -- An e-mailed request to dissolve the Francis Marion Chapter, sent by Chairman Blake Hicks was submitted to the Board for consideration. Because there may be some unresolved issues, Director Steen moved to table the request till the National Convention. Director Jacobs seconded. The motion carried.

**g. Nominations for All American of the Year** – discussion and action noted in Awards Committee report above.

**h. Nominations for National Directors** – Executive Director Bauer reported that only one name had been received to date. President Schoppe urged those present to make efforts to identify and nominate good candidates by the July 1, 2015 deadline.

**i. Nominations for Honorary Life Memberships** – There were no nominations to report.

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j. Educational Fund – Educational Fund Treasurer Allen Schoppe reported that \$140,000 in scholarships were awarded in 2014. He said that the Scholarship Committee was casting a more critical eye on applications and making efforts to further cut operating expenses. One cost saving measure was the elimination of one of two post office boxes. He noted that this might result in some kick-backs of 2015 applications and suggested that there might be some leeway in application deadlines because of this. Schoppe submitted a Cash & Investment Report showing the location and balances of checking, savings, money market funds, and directly owned securities. The report showed a total Cash & Investments balance of \$969,386.01 as of March 31, 2015.

Schoppe expressed concern that the fund had dropped below \$1,000,000. He said that contributions to the Fund were declining and that the Committee was considering reducing the dollar amounts of scholarships awarded. Director Jacobs suggested that, perhaps, the dollar amounts of scholarships could remain and the number of scholarships awarded could be reduced instead. Jacobs suggested that \$1,000,000 be set as an operating threshold for the Fund. If revenue is above the threshold, the number of scholarships could remain at current levels, and if revenue falls below that threshold, the number of scholarships awarded could be reduced. No formal action was taken on this issue.

Schoppe also submitted a Statement of Revenues and Expenditures for the Wounded Warrior Fund showing revenue of \$123, 578.55 and expenditures of \$1,598.97 for the period ending April 30, 2015. Donations of \$21,191.97 to 75th Anniversary of the Airborne activities are included in this report. After the 75th Anniversary celebration in August, this line item will be removed from the Wounded Warrior Fund financial reports.

**k. 2017 Convention Bid** – This item was discussed in the Convention Planning Report above.

**l. 75th Anniversary Celebration Update** – Plans for this event were briefly discussed in the Convention Planning Committee and Wounded Warrior Fund reports above.

**m. 2015 Veterans Day Activities** – Executive Director Bauer reported that these activities will be planned and coordinated by the Washington DC Chapters.

**n. 82nd Airborne Division Statue at Arlington National Cemetery** – Richard F. O'Hare presented an impassioned report on an action plan to create and install a memorial honoring 82nd Division soldiers from WWI to the present. The conceptual plan discusses various necessary steps including: establishing steering committees; obtaining Federal approvals; securing a site, ideally on the entrance road to Arlington National Cemetery; fund

raising; and design of the memorial. O'Hare noted awareness of the difficulties in undertaking this project, not least among them getting federal approvals and raising the necessary funds. For securing Federal approvals, O'Hare noted that the initiative could benefit from the fact that several former 82nd troopers are currently serving in Congress. He estimates that the memorial may cost from 2 to 3 million. He stated that the Golden Brigade Chapter is poised to lead the charge and already has an IRS classification status that will allow donors to deduct their contributions on tax returns. He added that the Golden Brigade Chapter is willing to "stand in the door and be the first on the ground", but can't "carry the ball all by itself". The Board of Directors stated that Federal approvals are essential before anything else can be done. No formal action was taken on this issue.

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**o. Paraglide Status Change/Cost** -- Director Justin Holmes reported that the subscription total for the printed version of the Paraglide stands at about 200 subscribers, well below the threshold required to resume printing. Discussion among the directors indicated that proper communication with the members may be a problem. Director Holmes talked about the possibility of producing a mailer that could be sent using the "scrubbed" list that USAA is working on. Director Jacobs talked about the importance of mailing to Korean War and before veterans rather than electronic communication. President Schoppe floated the idea of reducing the subscription cost. Past President Ron Rath stated that lowering the subscription cost could send the wrong message. There was also discussions about the consequences of losing the Association's postal permit. And, Director Holmes talked about the pros and cons of coupon partnerships with Krogers. It was suggested that partnerships with other national retail partners could be explored. President Schoppe asked that Director Holmes prepare new cost and potential revenue figures within 30 days. After receiving those figures and relaying them to members of the Board, he would organize a conference call for the purpose of deciding how to proceed with the Paraglide subscription issue.

**p. Quarterly Conference Call Meetings** – Executive Director Bill Bauer made a suggestion to do this. There was little discussion and no action taken on this issue.

**q. Board of Directors Vice President Change** – Because he has been reassigned to XVIII Airborne Corps, Director and current Vice President CSM Roger W. Jacobs, Jr. requested that CSM Michael Green be appointed to take his place. Director Copening moved to table this issue till the National Convention. Director Rezabek seconded. The motion carried.

**r. USAA Partnership** – Executive Director Bauer reported that the Association's partnership with USAA continues to be strong and that ways to increase revenue from credit card sign-ups are being considered.

**s.- t. Multiview Partnership and New Association Website** – Executive Director Bauer reported that the new website is in place. He noted that e-mail participation for e-news needs to increase.

**u. Status of the Trademark** – President Schoppe said that protecting the integrity of our "branding" is essential. Trademark registration will cost \$150. He will report on the status of the trademark application at the National Convention.

**v. Unused Membership Card Supply** – The Board authorized Executive Director Bauer to use the roughly \$6,000 inventory of old membership card stock for annual member renewals.

**w. Kaplan University** – Kaplan University submitted a proposal for establishing a partnership with the 82nd Airborne Division Association for the Board to review. The plan proposed links on the Association website and other joint marketing initiatives of the Kaplan University Military Family Scholarship Program. The Board decided that this was not something that they want to do, so no further action was taken on this issue.

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**x.-y. Association Membership Database Change** – Executive Director Bauer reported that he is changing membership coding from the C1-C4 system that was linked to eligibility for receiving the quarterly Paraglide to a monthly delinquency system instead.

**z. Ideas for Donations** – Executive Director Bauer expressed the critical need for immediate small donations from Association members for daily operating funds. This issue was discussed above under Bequest Planning and in the Ways and Means Committee report in much greater detail. Those ideas and proposals, of course, are still in the planning stages and not ready for implementation.

**aa.-bb. 50/50 Raffle and Changes to Association Sales** – It was reported that the annual 50/50 raffle has already been changed to occur at the National Convention. Changes to Association Sales will be discussed at the National Convention.

**cc. Membership Renewals** – Executive Director Bauer reported continued efforts to establish the ability for Chapters to do annual membership renewals on-line.

**dd. New National Director Orientation** – President Schoppe announced that he plans to establish a committee made up of Past Presidents for the purpose of providing orientation for newly elected National Directors in the areas of policy, procedures, understanding financial statements, etc.

There was no further business, so Director Rezabek moved to adjourn. Director Jacobs second and the meeting adjourned at 1445 hours.

Allen E. Schoppe  
National President

Respectfully submitted on June 12, 2015 by:

José Aguayo  
National Secretary

**82ND AIRBORNE DIVISION ASSOCIATION BOARD OF DIRECTORS MEETING**  
**2015 All American Week, Fayetteville, North Carolina**  
**Roll Call – May 18, 2015 – 0900**

<b>TITLE / NAME</b>	<b>PRESENT</b>	<b>EXCUSED</b>	<b>ABSENT</b>	
President Allen E. Schoppe	X			
Vice President CSM Roger W. Jacobs, Jr.	X			
Secretary José Aguayo	X			
Treasurer Lawrence Slavicek	X			
Director Michael Briseño			X	
Director CSM Scott Brzak			X	
Director Steven Copening	X			
Director Randy Glancy		X		
Director T. Ed Herlihy	X			
Director Justin Holmes	X			
Director Steve Jessie			X	
Director CSM Garfield Lyons		X		
Director CSM Andre Machdo		X		
Director CSM Jeffrey Nall		X		
Director José Perez-Ortiz	X			
Director Gary Rezabek	X			
Director CSM Brian Severino		X		
Director Joe Steen	X			
Director CSM Anthony Wright		X		
Director CSM William Yeargan		X		
Director James O'Connor	X			
Executive Director Bill Bauer	X			
Past President Harold A. Schroeder	X			
Past President William Eberle	X			
Past President David Foy	X			
Past President Steve Fraser	X			
Past President Ben Beekman			X	
Past President Duke Armendariz			X	
Past President Rich Becker	X			
Past President Tom Graham			X	
Past President Ron Rath	X			
Past President Mel Greene			X	
Past President Charles Anderson			X	