

FMCA
Your RVing Family

**FMCA's
GOVERNING
BOARD
MEETING**

**Wednesday, August 23, 2023
Gillette, Wyoming**

**Please Bring
This Booklet
To The Meeting**

**Proposed Standing Rules
Governing Board Meeting
Gillette, Wyoming
August 23, 2023**

- RULE #1 The sequence of the agenda may be adjusted by the Chair for conservation of time as necessary to facilitate meeting business.
- RULE #2 National Officers, Immediate Past President, National Directors, Alternate National Directors, Temporary Delegates, and other invited guests of the Chair shall be seated in their designated area. Observers and visitors will be seated in the visitor's area.
- RULE #3 Voting credentials shall be issued to National Officers and to each National Director, or in his/her absence, the Alternate National Director, or a duly elected temporary delegate representing a chapter. These credentials are to be used for vote counting.
- RULE #4 Reading of the minutes of the previous meeting will be waived unless there is objection that is confirmed by a majority vote.
- RULE #5 A motion regularly made and seconded must be stated by the Chair before any action will be in order, and the motion is to be submitted in writing by its mover. Motions made by committees do not require a second.
- RULE #6 A member wishing to speak shall proceed to the microphone and, after being recognized by the Chair, announce his/her name and the chapter represented, and membership number. The member shall be prepared to speak immediately on the pending business.
- RULE #7 A member shall speak no more than two times on any question and not more than two minutes each time. Every member shall have the opportunity to speak once on an issue before a member can speak the second time.
- RULE #8 The Chair shall not recognize a "Call for the Question" during the first 10 minutes of discussion on any motion. However, in the absence of opposing views, the Chair can recognize a "call for the question" sooner.
- RULE #9 The Chair shall state every question properly put to the Board and shall state what an affirmative vote means and what a negative vote means, and before putting the question to vote may say, "Are you ready to vote?" After waiting for a reasonable time, the Chair shall put the question to vote. The Chair shall announce the results of the vote.
- RULE #10 Voting will be done by voting credentials, rising vote, or by written ballot. All results will be announced.

- RULE #11 All members are requested to remain on the floor during voting.
- RULE #12 Any National Director wishing to leave the floor during the session is requested to advise the Alternate National Director, if any, so that the Alternate National Director would be entitled to vote in his/her absence.
- RULE #13 Any member using objectionable language shall be called to order by the Chair, and if the member persists, he/she shall have his/her time to the pending question revoked and his/her remarks stricken from the records and be removed from the room. The removed member shall be replaced by the Alternate National Director if available.
- RULE #14 These Standing Rules may be altered or amended by simple majority affirmative vote of the members present prior to adoption by the Governing Board and may be amended later by a 2/3 vote.
- RULE #15 The Chair grants permission for invited guests of the Chair who are seated in the Governing Board section to address the Governing Board without prior notification.
- RULE #16 The meeting shall be adjourned no later than 5:00 p.m. except by motion approved by majority vote of those present.
- RULE #17 All reports shall be automatically filed upon completion of their presentation to the Governing Board. Items in reports that require a vote by the Governing Board shall be voted on separately or combined and voted on at the end of the report.
- RULE #18 All cellular telephones and any other personal communication devices should be set to silent mode or turned off so as not to disrupt the progress of the meeting. There shall be no telephone conversations on the floor.
- RULE #19 Members who move to call the question must be at the microphone to do so.

Agenda
Governing Board Meeting
Gillette, Wyoming
August 23, 2023

Call to Order
Invocation
Pledge of Allegiance to the Flag of the United States of America
National Anthem (Canada and United States)
Appointment of Executive Board to approve the Minutes
Designate Assistant to the Secretary
Designate FMCA Review Council to serve as Sergeant at Arms
Appointment of Tellers for Counted Voting
FMCA Review Council Report on Credentials
Adoption of Standing Rules
Adoption of Agenda
Introduction of Head Table
Reading of Minutes (see Rule #4)
Treasurer's/Finance Committee Report
Chief Executive Officers Report
Marketing General Incorporated – Special Presentation
Standing Committee Reports
 Constitution and Bylaws Committee
 Convention Committee
 Policy and Procedure Committee
Recess for Lunch
Reconvene after Lunch
Commercial Council Report
FMCA Review Council Report
FMCA Review Council Report on Credentials
Special Committee Reports
 Education Committee - Verbal
 Governmental and Legislative Affairs Committee - Verbal
 Long-Range Planning Committee
 Member Recruitment Committee
 Membership/Member Services Committee
 Risk Management Committee
 Recognition of Technical Advisory Committee
Executive Board and Board of Directors Actions
National President's Report
Unfinished Business
New Business
 Membership Dues
 Fiscal Year 2024 Proposed Budget
Nominating Committee Report – nomination and election for the office of:
 President
 Senior Vice President
 Secretary
 Treasurer
Report of Area Vice President Elections
Adjournment

**TREASURER'S REPORT TO THE GOVERNING BOARD
GILLETTE, WYOMING
AUGUST 23, 2023**

FMCA financials move month to month with the U.S. economy. Consumer prices rose at the slowest pace since April 2021 as inflation showed further signs of cooling in May, according to the latest data from the Bureau of Labor Statistics released on the morning of June 13, 2023. The Consumer Price Index (CPI) revealed headline inflation rose 0.1% over April 2023 and 4% over the prior year in May, a slowdown from April's 0.4% month-over-month increases and 4.9% annual gain according to Bloomberg. However, *RVBusiness* notes a contraction in the RV industry.

Membership dues and magazine revenue are down: ad revenue is less than expected. Our ad sales firm tells us that the post-pandemic ad business has its challenges, including increasing movement from print to digital ads. TechConnect+ revenue was down as well. International conventions have had less than ideal attendance and manufacturer/vendor representation. We got out in front of managing our expenses and investments, being proactive rather than reactive. We have new programs and new solutions to address these challenges.

The data for this report comes from the internal accounting department and FMCA's investment advisor. Here is the financial information from October 1, 2021, to May 31, 2022:

Revenue was \$6,952,743.
Expenses were \$6,639,830.
Operating income was \$312,913.
Change in net assets was (\$488,328)
Investment account value was \$9,613,185.
Cash equivalents were \$359,264.

That is compared to the financial information from October 1, 2022, to May 31, 2023:

Revenue is \$6,666,617.
Expenses are \$7,181,091.
Operating income is (\$514,474).
The change in net assets is (\$235,807).
Investment account value is \$7,073,464.
Cash equivalent is \$278,153.

Last year, FMCA had an operating gain with a negative change in assets. This year we had an operating loss with a lower negative change in net assets.

Extraordinary Expenses

On one hand, half of our operating income was put into investments per P&P 2315. On the other hand, it was not possible in the budgeting process to predict the obstacles associated with making TechConnect+ changes to move it from FMCA to Family Motor Coaching Inc. In an email reply to FMCA's President, FMCA's attorney stated our timeline required immediate changes to avoid risking FMCA's non-profit status. Many product, network, and service expenses were incurred. We did not lose our status. However, the plan currently on Family Motor Coaching Inc. is more expensive, and not as attractive, as the plan we had with FMCA. FMCA Accelerate has shown slower than anticipated growth since Verizon, the carrier, cannot be named in marketing.

Banks have warned us that bank fraud risk is on the rise. Based on region, rates of occurrence have increased substantially. I attended a webinar put on by the Boston Federal Reserve Bank and the FBI that described bank solutions for diligence and prevention. We had internal discussions about how to prevent this in the future and followed up with cybersecurity discussions internally and with the bank.

Normal Operations

We continue to see a trend. International convention attendance has been lower than predicted, and too low to cover the expenses of the departments that put the event on in Lincoln, Tucson, and Perry. What we did about it is to be proactive and increased our attention to details in expenses as we get closer to the event.

How do we spend your dues?

Admin is payroll and all expenses to keep on the lights.
Membership is the expenses of recruiting and benefits.
FMCAssist is the small slice for medical transport insurance.
Expenses are listed in the pie chart.

Revenue comes from dues, conventions, affiliate programs, and other categories in the first section of the budget that follows this report.

Withdrawals from Investments

1. \$1,150,000 August 2022
2. \$500,000 August 2022
3. \$800,000 April 2023
4. \$100,000 May 2023

In May 2023 FMCA's investment advisors came in person to the Executive Board meeting to explain the activity in the portfolio, particularly the monthly rate of return. Investment opportunities exist; we must look harder to find them.

Budget 2023-2024

Great efforts were made to reduce the operations budget significantly and to focus on what we do well. Convention attendance estimates were reduced to the most accurate possible based on current plans. The Finance Committee proposed, and the Executive Board approved, an \$11 million budget with a surplus of \$1,933. The set-aside for Education was \$255,000. The proposed budget continues collecting campground income reserved for repairs and upgrades to the concrete and asphalt. Changes were made last year to allow members two nights at 50% off instead of two free nights when we observed that many registrants did not show up for their reservations and did not cancel, plus we identified upgrades needed in the future.

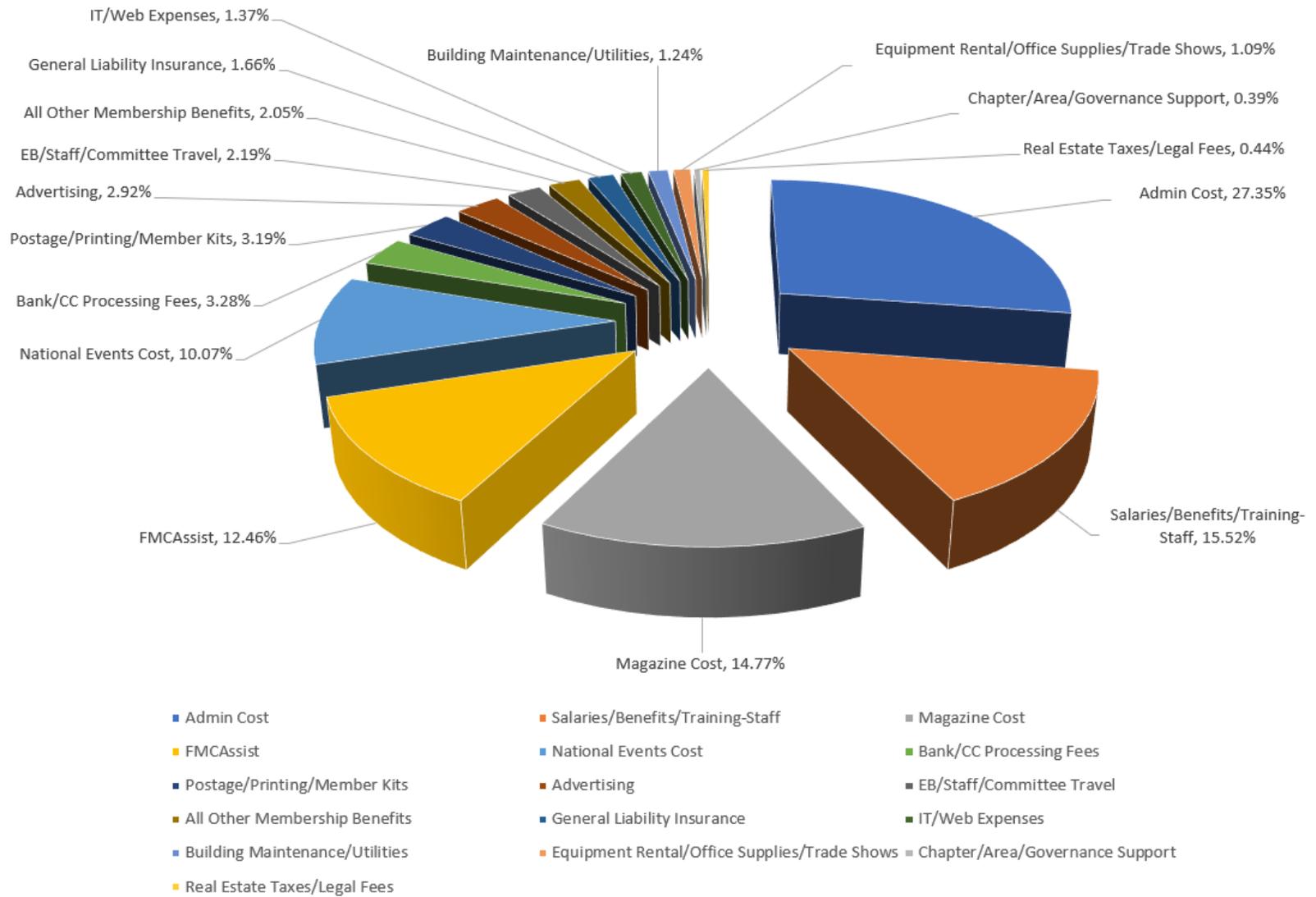
I would like to thank the Finance Committee members who spent endless hours looking for savings and untapped revenue sources: Dan Fogarty, Jim Giffin, Ken Lewis, Maureen Pelletier, and Wil Young. The same members make up the Audit Committee with the addition of Paul Mitchell and Gary Milner.

I am honored to be your Treasurer. It has been even more challenging than expected, both a challenge and a pleasure, a full-time job that I have enjoyed.



Barbara Smith
National Treasurer

What Do My Dues Pay?



Revised Fiscal Year 2024 Proposed Budget
 Combined for Family Motor Coach Association, Inc. and Family Motor Coaching, Inc.

| Account Title | 2024 Budget Combined | 2023 Budget Combined | 2022 Actual Combined | 2021 Actual Combined | 2020 Actual Combined |
|---|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| REVENUE | | | | | |
| Membership | | | | | |
| New Family Membership | 100,080 | 90,650 | 95,930 | 107,740 | 79,300 |
| New Family Membership Advertising Exhchange | - | - | - | - | - |
| Dues | 3,532,320 | 3,939,557 | 3,657,786 | 3,722,069 | 3,558,570 |
| Renewal Family-Coupon | -12000 | -12000 | -13370 | (2,750) | (12,500) |
| New Family- Coupon | -1000 | -1000 | - | - | - |
| New Commercial Membership | 840 | 9,000 | 3,896 | 11,013 | 5,916 |
| Renewal Commercial Membership | 39,600 | 50,000 | 41942 | 42,041 | 51,742 |
| Life Member Dues | 0 | 20,250 | 30,275 | 30,763 | 30,444 |
| Anniversary Life Member | 2,650 | 2,650 | 3,975 | 3,975 | 3,913 |
| Member Business Cards | 1,200 | 1,000 | 960 | 1,075 | 1,525 |
| FMCA Accessories | 23,000 | 28,000 | 22,843 | 27,272 | 36,859 |
| Merchandise | 117,400 | 110,240 | 108,867 | 71,629 | 98,786 |
| Marketing Income-Membership Programs | 5,043,492 | 5,455,876 | 3296693 | 2,788,401 | 547,405 |
| Area Rally Reimbursements | 15,000 | 15,000 | 10,975 | 2,453 | 18,701 |
| Miscellaneous Income | 48,000 | 40,000 | 65,340 | 466,214 | 583,963 |
| Subtotal Membership Revenue | 8,910,582 | 9,749,223 | 7,326,112 | 7,271,895 | 5,004,624 |
| Magazine | | | | | |
| Magazine Advertising | 828,050 | 884,000 | 870,536 | 965,039 | 972,424 |
| Discounts-Magazine Advertising | (3,345) | (3,571) | (11,069) | (7,083) | (803) |
| Subscriptions | 2,400 | 6,000 | 2,297 | 5,979 | 4,035 |
| Classified Advertising | 75,600 | 78,000 | 85,612 | 109,676 | 127,380 |
| Discounts-Classified Advertising | (2,900) | (3,780) | (3,293) | (4,217) | (3,178) |
| Digital Magazine | - | - | - | - | - |
| Web Advertising | 202,485 | 179,750 | 178,976 | 185,008 | 188,494 |
| Subtotal Magazine Revenue | 1,102,290 | 1,140,399 | 1,123,059 | 1,254,402 | 1,288,351 |

Revised Fiscal Year 2024 Proposed Budget
 Combined for Family Motor Coach Association, Inc. and Family Motor Coaching, Inc.

| Account Title | 2024 Budget Combined | 2023 Budget Combined | 2022 Actual Combined | 2021 Actual Combined | 2020 Actual Combined |
|---|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Convention-Winter | | | | | <i>CANCELLED</i> |
| Convention Family Registration- Winter | 302,000 | 349,500 | 292,122 | 308,569 | |
| Convention Family Electric- Winter | 282,975 | 302,700 | 278,400 | 255,344 | |
| Convention Life Member Attendance- Winter | 500 | 1,250 | 450 | 1,330 | |
| Convention Exhibitor Registration- Winter | 250,000 | 385,000 | 312,575 | 248,660 | |
| Convention Sponsorship- Winter | 35,000 | 25,000 | 34,450 | 27,000 | |
| Convention Program Advertising- Winter | 15,000 | 15,000 | 14,768 | 14,980 | |
| Convention Public Gate- Winter | 14,000 | 11,500 | 11,875 | 11,140 | |
| Convention Miscellaneous- Winter | | - | - | | |
| Subtotal Winter Convention Revenue | 899,475 | 1,089,950 | 944,640 | 867,023 | 0 |
| Convention-Summer | | | | | <i>CANCELLED</i> |
| Convention Family Reg Summer | 223,425 | 218,925 | 131,787 | 285,614 | |
| Convention Family Electric | 247,850 | 299,575 | 152,330 | 359,353 | |
| Convention Life Member Attendance | 1,250 | 1,250 | 410 | 860 | |
| Convention Exhibitor Reg | 200,000 | 225,000 | 125,165 | 214,140 | |
| Convention Public Gate | 6,000 | 2,850 | 3,895 | 2,325 | |
| Convention Misc (Crafts, Rebates) | | | | | |
| Convention Sponsorship Summer | 20,000 | 20,000 | 54,700 | 21,000 | |
| Convention Program Adv Summer | 12,500 | 15,000 | 5,063 | 8,426 | |
| Subtotal Summer Convention Revenue | 711,025 | 782,600 | 473,350 | 891,718 | 0 |
| Total Revenue | \$ 11,623,372 | \$ 12,762,172 | \$ 9,867,161 | \$ 10,285,038 | \$ 6,292,975 |
| Expenses | | | | | |
| Membership | | | | | |
| Advertising/Promotion | 221,800 | 296,800 | 240,412 | 239,893 | 156,538 |
| Annual Membership Meeting | 5,325 | 5,525 | - | 347 | 927 |
| Area Support | - | - | - | - | 0 |
| Area Recruitment | 1,000 | 1,000 | 100 | - | - |
| Chapter Promotion | 11,750 | 15,475 | 3,205 | - | 30,686 |
| Chapter Services | 21,300 | 13,907 | 10,026 | 10,148 | 8,152 |
| Coach Plates- New Member | 36,708 | 101,606 | 78,248 | 85,190 | 85,585 |

Revised Fiscal Year 2024 Proposed Budget
 Combined for Family Motor Coach Association, Inc. and Family Motor Coaching, Inc.

| Account Title | 2024 Budget Combined | 2023 Budget Combined | 2022 Actual Combined | 2021 Actual Combined | 2020 Actual Combined |
|--|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Commerical Council | 3,000 | 3,000 | 1,344 | 425 | - |
| Commerical Certificates and Decals | 600 | 600 | 65 | 114 | 601 |
| Courtesy Membership Program | 10,000 | 4,500 | 10,798 | 8,921 | 8,946 |
| Membership Advertising Exchange | - | - | - | - | - |
| Member Directory | 17000 | | 17577 | 16,130 | 16,778 |
| Membership Benefits/Services | 4,143,099 | 4,928,255 | 3,648,689 | 648,530 | 973,640 |
| Membership Services- Education | | | | 133,862 | 57,358 |
| Merchandise | 115,300 | 111,960 | 139,004 | 68,071 | 86,323 |
| FMCA Accessories | 16,100 | 19,600 | 12,031 | 13,269 | 11,813 |
| MCA/ Now Marketing Support Servies | | | - | - | - |
| Postage | 66,700 | 125,480 | 88,589 | 94,314 | 106,162 |
| Printing | 11,750 | 16,760 | 15,726 | 15,401 | 24,064 |
| Shows and Exhibits | 42,790 | 46,500 | 48,140 | 27,277 | 32,433 |
| Charitable contributions | 8,000 | | | | |
| Subtotal Membership Expenses | 4,732,222 | 5,690,968 | 4,313,954 | 1,361,892 | 1,600,006 |
| Convention- Winter | | | | | |
| Convention Grounds & Related | 430,635 | 478,050 | 503,013 | 422,781 | |
| Convention Entertainment | 83,950 | 97,000 | 112,968 | 145,675 | |
| Convention Transportation | 28,200 | 34,900 | 29,754 | 39,417 | |
| Convention Travel & Receptions | 46,900 | 59,600 | 53,822 | 47,269 | |
| Convention Prop & Equip | 84,700 | 73,200 | 114,690 | 66,645 | |
| Convention Other Expense | 80,455 | 71,850 | 113,133 | 89,248 | 104,655 |
| Subtotal Winter Convention Expenses | 754,840 | 814,600 | 927,380 | 811,035 | 104,655 |
| Convention- Summer | | | | | |
| Convention Grounds & Related | 362,657 | 203,400 | 289,827 | 196,570 | |
| Convention Entertainment | 89,400 | 90,600 | 86,098 | 144,510 | |
| Convention Transportation | 23,700 | 20,550 | 29,787 | 16,495 | |
| Convention Travel & Receptions | 58,200 | 65,500 | 59,748 | 72,486 | |
| Convention Prop & Equip | 85,400 | 85,200 | 82,202 | 82,721 | |
| Convention Other Expenses | 83,255 | 75,050 | 55,530 | 69,289 | |
| Subtotal Summer Convention Expenses | 702,612 | 540,300 | 603,192 | 582,071 | 0 |

Revised Fiscal Year 2024 Proposed Budget
 Combined for Family Motor Coach Association, Inc. and Family Motor Coaching, Inc.

| Account Title | 2024 Budget Combined | 2023 Budget Combined | 2022 Actual Combined | 2021 Actual Combined | 2020 Actual Combined |
|--|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Magazine | | | | | |
| Magazine Agency Commission | 185,500 | 205,515 | 73,482 | - | - |
| Magazine Writers | 42,000 | 45,000 | 38,505 | 36,260 | 36,671 |
| Magazine Writeoffs | - | 10,000 | 13,110 | 3,659 | (561) |
| Digital Magazine | 10,000 | 10,000 | 7,327 | 8,589 | 9,231 |
| Magazine Postage | 301,813 | 416,000 | 182,397 | 274,935 | 334,599 |
| Magazine Printing | 372,000 | 418,000 | 318,711 | 300,985 | 377,186 |
| Staff Travel | | | | - | - |
| Media Planners/Tech Talk | 5,000 | 5,000 | 1,300 | | |
| Education Credit | -200,000 | -175,000 | | | |
| Subtotal Magazine Expenses | 716,313 | 934,515 | 634,832 | 624,428 | 757,126 |
| Travel | | | | | |
| Governing Board | 17,750 | 14,300 | 13,706 | 14,278 | - |
| Travel and Living- Const and Bylaws | - | - | | | - |
| Travel and Living- Convention Committee | - | - | | | 273 |
| Travel and Living- Executive Board | 133,350 | 123,120 | 161,059 | 64,121 | 19,866 |
| Travel and Living- Finance Committee | - | 6,000 | 1,426 | 3,214 | 2,765 |
| Travel and Living- Risk Management Committee | - | - | - | - | - |
| Travel and Living- Legal Affairs Committee | - | - | - | - | - |
| Travel and Living- Education Committee | - | - | - | - | - |
| Travel and Living- Long Range Planning Committee | - | - | - | - | - |
| Travel and Living- Membership Committee | - | - | - | - | - |
| Travel and Living- Nominating Committee | - | 2,500 | - | 500 | - |
| Travel and Living- Other Committees | - | - | - | - | - |
| Travel and Living- P and P Committee/Convention | 10,000 | 10,000 | 5,178 | - | - |
| Travel and Living- National Officers | 24,000 | 34,000 | 21,529 | 885 | 7,630 |
| Travel and Living- VP's- Chapter Rally Visits | 60,000 | 60,000 | 51,223 | 32,005 | 26,902 |
| Travel and Living- President | 15,000 | 18,000 | 11,681 | 5,254 | 10,975 |
| Travel and Living- Staff | 32,000 | 34,000 | 16,745 | 5,955 | 11,124 |
| Subtotal Travel Expenses | 292,100 | 301,920 | 282,547 | 126,212 | 39,534 |

Revised Fiscal Year 2024 Proposed Budget
 Combined for Family Motor Coach Association, Inc. and Family Motor Coaching, Inc.

| Account Title | 2024 Budget Combined | 2023 Budget Combined | 2022 Actual Combined | 2021 Actual Combined | 2020 Actual Combined |
|---|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Administrative | | | | | |
| Accounting | 30,500 | 26,250 | 25,344 | 21,432 | 35,050 |
| Automobile | 1,000 | 1,000 | 1130 | 550 | 986 |
| Bank Service Charges | 9,600 | 7,800 | 8,181 | 53,290 | 8,059 |
| Building/Office Maintenance | 56,950 | 62,060 | 64,385 | 58,979 | 35,358 |
| Cointribution Heritage Foundation | - | - | - | - | - |
| Credit Card Fees | 281,194 | 307,589 | 269,767 | 202,946 | 223,008 |
| Dues and Subscriptions | 17,385 | 18,000 | 3,631 | 7,993 | 7,313 |
| Employee Benefits- Insurance | 306,123 | 296,120 | 194,373 | 235,959 | 235,211 |
| Employee 401k Match | 78,783 | 69,646 | 61,525 | 62,293 | 62,321 |
| Equipment Rental/Repair | 62,500 | 50,000 | 47,470 | 45,747 | 35,909 |
| Information Systems | 239,500 | 236,120 | 420,726 | 405,572 | 127,499 |
| Web Services | 28,640 | 29,090 | 11,689 | 1,993 | 10,051 |
| Insurance- General | 360,091 | 373,919 | 313,861 | 236,496 | 375,795 |
| Miscellaneous | 0 | 0 | -3,579 | 15,910 | 1,820 |
| Office Supplies | 50,000 | 59,050 | 47,984 | 54,927 | 41,079 |
| Payroll/Human Resources Service Charges | 18,000 | 14,000 | 10,847 | 13,686 | 27,210 |
| Payroll Taxes | 201,218 | 178,965 | 154,487 | 155,352 | 160,621 |
| Postage | 7,500 | 11,500 | 9,237 | 6,854 | 8,449 |
| Printing | 25,000 | 28,000 | 38,714 | 36,087 | 25,485 |
| Professional Services | 37,700 | 107,500 | 29,799 | 32,520 | 36,914 |
| Real Estate Taxes | 63,640 | 63,376 | 62,214 | 62,859 | 62,020 |
| Salaries | 2,354,802 | 2,310,745 | 1,913,875 | 1,917,993 | 1,990,177 |
| Staff Development | 30,000 | 30,000 | 28,506 | 21,649 | 7,103 |
| Telephone | 95,226 | 95,875 | 80,210 | 68,614 | 91,205 |
| Utilities | 68,000 | 65,000 | 73,138 | 57,651 | 45,535 |
| Operating Contingency | - | 25,000 | - | - | - |
| Loan Interest/Membership initiative | - | - | 14,561 | 10,322 | 5,661 |
| Subtotal Administrative Expenses | 4,423,352 | 4,466,605 | 3,882,075 | 3,787,674 | 3,659,841 |
| Total Expenses | \$ 11,621,439 | \$ 12,748,908 | \$ 10,643,980 | \$ 7,293,312 | \$ 6,161,163 |
| Operating Income | \$ 1,933 | \$ 13,264 | \$ (776,819) | \$ 2,991,726 | \$ 131,812 |

Revised Fiscal Year 2024 Proposed Budget
 Combined for Family Motor Coach Association, Inc. and Family Motor Coaching, Inc.

| Account Title | 2024 Budget Combined | 2023 Budget Combined | 2022 Actual Combined | 2021 Actual Combined | 2020 Actual Combined |
|--|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Depreciation- Non Cash | | | | | |
| Depn-Building Clough | | | 22,151 | 19,459 | 22,288 |
| Depn-Building Roundbottom | | | 23,031 | 18,666 | 16,849 |
| Depn-Office Furnishings | | | - | 1,887 | 314 |
| Depn-EDP Equipment | | | 80,234 | 79,373 | 17,052 |
| Depn-Office Machines & Equipment | | | 8,270 | 7,141 | 25,502 |
| Depn-RV Sites | | | 5,583 | 2,704 | 2,691 |
| Depn-Automobile | | | 2,704 | 1,425 | |
| Subtotal Depreciation | | | 141,973 | 130,655 | 84,696 |
| Non Budgeted Items- Interest/Investments | | | | | |
| Interest/Dividend Investments | | | 164,119 | 160,146 | - |
| Realized Gain/Loss Investments | | | 121,355 | 292,738 | - |
| Unrealized Gain/Loss Investments | | | (1,569,335) | 1,328,112 | - |
| Investment Fees | | | (43,748) | (45,097) | - |
| | | | | - | - |
| Subtotal Interest/Investment Income | | | (1,327,609) | 1,735,899 | - |
| Other Non Budgeted Items | | | | | |
| Software License and Setup Cost Not Used in Operations | | | | - | - |
| Anniversary Expenses | | | | - | - |
| Marketing Expenses | | | | - | - |
| Membership Initiatives/Education | | 230,000 | 201,251 | - | - |
| Campground Repairs | | 407,450 | | | |
| Subtotal Other Non Budgeted Items | | | 201,251 | | - |
| Taxes | | | | | |
| Federal Income Taxes | | | 193,726 | 305,385 | - |
| Subtotal Taxes | | | 193,726 | 305,385 | - |
| Surplus/(Loss) After Investments and Non Operations | | \$ (624,186) | (2,641,378) | 4,291,585 | 47,116 |

**CEO REPORT TO THE GOVERNING BOARD
GILLETTE, WYOMING
AUGUST 23, 2023**

The following is a report of activities that have occurred since the August 2022 convention in Lincoln, Nebraska. This is a summary of the high-level projects we have been working on, and not a representation of all the work staff has completed.

CONVENTION PARKING

Members of the parking team now scan each RV after it is parked to show its final parking location. This technology gives us the ability to find an attendee's RV anywhere on the grounds, and it also allows us to be at an RV and figure out who the owner is so that we can reach him or her if they need to return to the unit. FMCA IT director Larry Pennington did a tremendous job creating this system, which will continue to improve the more we use it and learn how to make it even sharper.

NEW CHAPTERS

Six new FMCA chapters have formed since the Lincoln convention:

- West Tiffin Travelers – Rocky Mountain Area
- West Valley AZ Pickleball – Rocky Mountain Area
- Friendly Maryland Travelers - Eastern Area
- Cumberland Travelers – Eastern Area
- Cactus Campers – South Central Area
- Gulf Coast Sports – South Central Area

NATIONAL AREA VICE PRESIDENT ELECTION RESULTS

The following officers will take office in Gillette:

- John Jacobs – Midwest Area
- Bill Newton – Northeast Area
- Connie Jones – Rocky Mountain Area
- Dianna Huff – South Central Area
- Bill Dees – Southeast Area

NOMINATING COMMITTEE ELECTION

The results of the election were announced on January 5, 2023. Here are the results:

- Bill Mallory- Chairman
- Les Naylor
- Roxane Parish
- Mike Neighbors
- L.B. Butts

REVIEW COUNCIL ELECTION

The deadline for nominations was April 30, 2023. The election will occur at the 2nd Executive Board meeting in Gillette.

AFFILIATE PROGRAM

All members are eligible to participate in the program. Once signed up, the member receives an affiliate link specific to them that they can share on social media and other places. Participants in the affiliate program receive \$10 per member who joins by clicking on the link, are issued monthly. The affiliate program was fully launched on October 27, 2022. As of June 7, 2023, 96 members had signed up for the affiliate program. Those 96 affiliates have provided 35 new joins.

TECH CONNECT+

In Perry, Tech Connect Accelerate was soft launched and promoted as a pilot program. This is a 290 GB plan priced at \$89.99 per month. Throttling will only occur when the 290 GB threshold is reached. Users will receive a 5G router instead of a hotspot. Download speeds on the 4G network will be up to 50Mbps, and the 5G network will provide speeds up to 100Mbps. Verizon is the carrier for the plan.

MEMBER BENEFITS

Four new member benefits have launched since August:

DriveQuest Vehicle Protection program

Goodyear Tires

FMCA Health Plan

Circle K Fuel Discount

MONTHLY DUES

This project, which has been ongoing for two years, is close to being finalized. It will allow members to pay dues of \$5 per month, which will be automatically charged to a credit card. Monthly dues members will receive the same benefits family members currently receive. The hope is that offering the ability to pay monthly and not the full amount up-front will help new member acquisition. Requiring the monthly fee to be charged to a credit card on a recurring basis is expected to also help retention as well.

SMS TEXT MESSAGING

Using text messaging, which started in late February 2023, to communicate with current members has seen very productive results. It has provided another channel to stay connected with our current members, and has improved our renewal efforts and event sign-ups:

Membership saw the on-time renewal rate go up 3% in March, 9% in April, and 8% in May compared to February. The stats below are as of June 7, 2023:

- 499 members who received the “day before expiration” text message have renewed their membership.
- 119 members whose membership expired between January 2021 and February 2022 renewed.
- 1,110 members renewed or rejoined from texts promoting the spring flash sale.
- Gillette has seen 210 out of 610 (as of June 7, 2023) sign-ups from the text promotion for the event.

CHAPTER AND AREA WEBSITES

FMCA’s IT department continues to help areas and chapters roll out new and improved websites at a very affordable price. The Great Lakes Area website is complete. The Midwest and Eastern

areas are having their website templates updated. The Village Rovers chapter just signed an agreement for us to develop a new website for them.

SPRING FLASH SALE

As in the past, our recent flash sale was a tremendous success. Here are the results:

139 new joins

22 rejoins (Expired more than two years)

91 re-instated members (Expired less than two years)

4,264 current member renewals

CAMPGROUND UPDATE

The Ohio Health Department does quarterly inspections of the FMCA campground. There was an inspection done in December 2022. The report was not mailed to us until March 2023. In that report, it was stated that FMCA is using sites that are unapproved based on our campground license. The sites in question are the electric-only sites, which were installed in the early 1990s. In the over 30 years those sites have been in operation, FMCA has never been told they were unapproved. To continue using those sites, a plan must be submitted to the state of Ohio Health Department for approval. That plan is currently being finalized and will be submitted to the state soon.

READEX RESEARCH READERSHIP SURVEY

We have engaged Readex Research to conduct a readership survey on behalf of FMCA. Readex is an independent research firm that is well-known in the association and publishing industries. They last conducted a readership survey for FMCA in 2019, and it was time for an update. The purpose of the survey is to gather readership demographics and key information that the sales team can use in approaching advertisers. As in 2019, both mailed and online surveys will be used. Readex mailed the print survey on May 9 to about 1,600 members we would not have been able to reach otherwise. A link to the online survey was sent on May 18 to about 16,000 members by FMCA so that it comes from a familiar sender. The online survey has more questions than the print/mailed survey this time. The sales team had additional questions they wanted to ask, and we could do that via the online survey at no additional cost. Results should be available in late July so that we can incorporate them in an updated media planner.

TUSCON CONVENTION

FMCA's 108th International Convention will be March 20-23, 2024, at the Pima County Fairgrounds in Tucson, Arizona. Registration will open September 20, 2023, but registration forms are available here in Gillette for folks who may want to complete the form and submit payment (check only). The theme for the event is FIESTA DEL SOL.

I respectfully submit this report to file.



Chris Smith, CEO
FMCA

**CONSTITUTION AND BYLAWS COMMITTEE
REPORT TO THE EXECUTIVE BOARD
MARCH 11, 2023**

The Constitution and Bylaws Committee held a video conference meeting on February 20, 2023, and the committee is forwarding the following proposed Constitution and Bylaws Amendments to the Executive Board:

1. A proposed Constitution Amendment to Article I, Name, Status, and Purposes – This amendment adds a paragraph that allows FMCA to choose and operate under an assumed business name. The committee does not recommend this proposed amendment because the amendment does not have the necessary procedures in developing a DBA accompanying the proposed amendment.
2. A proposed Constitution Amendment to Article I, 3.A. – Name, Status and Purposes – This proposed amendment shortens the Mission Statement. The committee does not recommend sending this amendment to the general membership for a vote because they find the proposed statement to not reflect the social nature of the organization, it sounds more political in nature than social, and FMCA’s history is a social and family organization.
3. A proposed Constitution Amendment to Article I, 3.B.i. – Name, Status and Purposes – This proposed amendment rewrites the Purpose Statement. The committee does not recommend sending this amendment to the general membership for a vote. They agree the current purpose statement is wordy; however, they would like to see the current purpose statement rewritten in shorter sentences and updated to include all “RVs.”
4. A proposed Constitution Amendment to Article VI – FMCA Numbered Identification Emblems – This proposed amendment suggests eliminating the emblem from the FMCA Constitution. The committee agrees and recommends sending this amendment to the general membership for a vote.
5. A proposed Bylaws Amendment to Article I – FMCA Mission and Purpose – This proposed amendment shortens the Mission Statement in the Bylaws. The committee does not recommend adoption of this amendment because the wording does not reflect the social nature of FMCA. As written, the words sound more political in nature than social.
6. A proposed Bylaws Amendment to Article VI – FMCA Emblem – This proposed amendment deletes the description of the FMCA Emblem from the Bylaws. The committee does not recommend adoption of this amendment because they feel any change to the emblem must come before the Governing Board for vote and should be accompanied by a proposal to change the Bylaws.
7. A proposed Bylaws Amendment to Article III, Membership – This proposed amendment adds a new membership category for people interested in purchasing an RV. The committee recommends adoption of this amendment and recommends this proposal be amended to include only the first sentence of the proposal, as it may encourage people who are thinking about the RV lifestyle to actually buy an RV and become a full member of FMCA.

The committee also believes the additional sentences after the first sentence should be in a policy and procedure and not in the Bylaws.

2023 FMCA CONSTITUTION AMENDMENT

PROPOSAL #1

Amend this article to read:

Article I – Name, Status, and Purposes

1. Name:

The name of this Corporation, as stated in the Articles of Incorporation, is Family Motor Coach Association, Inc., hereinafter referred to as FMCA.

2. [FMCA may choose to operate under an assumed business name for the purposes of public identity, promotion, and normal or customary operations.](#)

3. Organizational Status:

- A. FMCA is organized as a Corporation for an indefinite period under the laws of the State of Ohio.
- B. FMCA is a non-profit corporation having no capital stock whatsoever. If there should be any net earnings from any activities, the same shall accrue solely to FMCA and no part shall inure to any member.
- C. FMCA National Headquarters will be located at such locations within or without the State of Incorporation as the Governing Board may designate.

4. Mission and Purpose:

- A. The Mission of FMCA is to bring together recreational vehicle who share similar interests in congenial traveling, recreational, and social activities in order to preserve and perpetuate the traditional ideals and spirit of friendly and wholesome family fellowship as manifested by the founders of FMCA.
- B. The Purpose of FMCA is:
 - i. Promote good fellowship and cooperation among all FMCA members, represent recreational vehicle owners as a group and promote their best interests, foster the improvement of motor coaches and recreational facilities, promote effective communication for the common good of members, assist in the formation of Chapters, and strive for a high standard of conduct resulting in a favorable public image of FMCA and its members;
 - ii. Acquire real and personal property of every nature and description by purchase, gift, deed, mortgage, lease or by other lawful method; and to develop, improve, and operate and to dispose of by sale, conveyance, or any

other lawful method such property as decided by the Governing Board or as specified in the Bylaws; and

- iii. Enter into contracts, to issue notes, pledges or mortgages of FMCA, to promote the interest of same consistent with the purposes of FMCA; and to perform all acts necessary, incidental, and appropriate for the accomplishment of the purposes stated.
- iv. Other specific purposes shall be in accordance with the provisions of the Bylaws.

5. Fiscal Year:

The Fiscal Year of FMCA shall be as specified in the Bylaws.

PROPOSER’S RATIONALE:

In order to reach a broader audience, FMCA seeks to operate under an assumed business name (dba) that identifies with a larger share of RV owners. Utilizing an assumed business name allows the organization to more effectively market itself without changing the underlying formal name of the organization.

CONSTITUTION AND BYLAWS COMMITTEE RECOMMENDTION:

The Constitution and Bylaws Committee does not recommend sending this amendment to the general membership for a vote.

COMMITTEE RATIONALE:

There needs to be proposed bylaws amendment(s) accompanying this constitution proposal stating the requirements that must be met before recommending a “dba.” There should also be P&P proposals to cover the necessary procedures to follow in developing a “dba.” This Constitutional Amendment Proposal can be presented for consideration of vote when the other documents are ready.

The Executive Board agrees with the Proposed Amendment, with the proviso that a policy and procedure is developed to address the concerns of the Constitution and Bylaws Committee.

Pro rationale from the Board:

The Executive Board is in favor of the amendment, provided a Policy and Procedure will be developed by the Governing Board meeting that supports how FMCA would develop an assumed business name.

Con rationale from the Board:

None.

PROVISOS:

A new policy and procedure is to be developed prior to the Governing Board meeting.

2023 FMCA CONSTITUTION AMENDMENT

PROPOSAL #2

Amend this article to read:

Article I, 3.A. – Name, Status and Purposes

3. Mission and Purpose:

- A. The Mission of FMCA is to ~~bring together recreational vehicle who share similar interests in congenial traveling, recreational, and social activities in order to preserve and perpetuate the traditional ideals and spirit of friendly and wholesome family fellowship as manifested by the founders of FMCA.~~ educate and empower RV owners so they can enjoy the RV lifestyle.

PROPOSER’S RATIONALE:

The current Mission Statement is wordy, lengthy, and difficult to use for marketing, communication and motivational purposes.

CONSTITUTION AND BYLAWS COMMITTEE RECOMMENDATION:

The Constitution and Bylaws Committee does not recommend sending this amendment to the general membership for a vote.

COMMITTEE RATIONALE:

We agree our current “Mission” Statement is wordy. We find the proposed statement to not reflect the social nature of this organization. The words sound more political in nature than social. FMCA’s history is as a social and family organization.

The Executive Board agrees with the Proposed Amendment and recommends the agreed upon wording changes that could be made on the floor of the Governing Board meeting.

Pro rationale from the Board:

Reword the Mission Statement as recommended by the Long-Range Planning Committee: “The mission of FMCA is to educate, enable, and encourage RV owners so they can enjoy the RV lifestyle.”

Con rationale from the Board:

None.

2023 FMCA CONSTITUTION AMENDMENT

PROPOSAL #3

Amend this article to read:

Article I, 3. B. i. – Name, Status and Purposes

B. The Purpose of FMCA is:

- i. ~~Promote good fellowship and cooperation among all FMCA members, represent recreational vehicle owners as a group and promote their best interests, foster the improvement of motor coaches and recreational facilities, promote effective communication for the common good of members, assist in the formation of Chapters, and strive for a high standard of conduct resulting in a favorable public image of FMCA and its members;~~Provide services to meet the needs of the RV community.
 - a. Utilize various means of communication, interaction, and involvement to address the needs of RV owners.
 - b. Provide benefits and services to members to enhance the use of their RVs.
 - c. Enable RV owners to gain the best use of their RVs through educational and technical presentations.
 - d. Strengthen the bonds that unite members through chapters, interest groups, activity-focused gatherings, rallies, social media, or other member-identified means.
 - e. Strengthen the relationship of the RV community with vendors and campgrounds to enhance the enjoyment of their RVs.
 - f. Serve as an advocate for RV owners in dealings with manufacturers and with governmental bodies having oversight over RVs.
 - g. Develop a positive image of the organization and its members that will lead to greater growth of the organization.
- ii. Acquire real and personal property of every nature and description by purchase, gift, deed, mortgage, lease or by other lawful method; and to develop, improve, and operate and to dispose of by sale, conveyance, or any other lawful method such property as decided by the Governing Board or as specified in the Bylaws; and
- iii. Enter into contracts, to issue notes, pledges or mortgages of FMCA, to promote the interest of same consistent with the purposes of FMCA; and to perform all acts necessary, incidental, and appropriate for the accomplishment of the purposes stated.
- iv. Other specific purposes shall be in accordance with the provisions of the Bylaws.

PROPOSER’S RATIONALE:

The current purpose statement is cumbersome and does not effectively communicate the rationale for FMCA’s activities.

CONSTITUTION AND BYLAWS COMMITTEE RECOMMENDTION:

The Constitution and Bylaws Committee does not recommend sending this amendment to the general membership for a vote.

COMMITTEE RATIONALE:

We agree the current purpose statement is wordy and only one sentence. However, do such detailed purposes need to be spelled out in our Constitution? We would like to see the current purpose statement rewritten in shorter sentences and updated to include all “RVs.”

FMCA’s Bylaws have the same statement in Article I, Paragraph 2 as is in the current Constitution. Therefore, if this proposal is mailed out to the membership and passes, a proposed Bylaw Amendment will need to be presented to the Governing Board in 2024.

The Executive Board agrees with the Proposed Amendment and recommends the agreed upon wording changes could be made on the floor of the Governing Board meeting to shorten the purpose statement.

Pro rationale from the Board:

The Executive Board agrees that the statement is wordy and should be more concise.

Con rationale from the Board:

The current wording is outdated.

2023 FMCA CONSTITUTION AMENDMENT

PROPOSAL #4

Amend this article to read:

Article VI – FMCA Numbered Identification Emblems

~~**Article VI
FMCA Numbered Identification Emblems**~~

~~The FMCA Emblem is a horizontal, oval design at the center of which is a vintage Flexible motor coach design surrounded by the words "Family Motor Coach Assoc."~~

PROPOSER’S RATIONALE:

A redesign or modification of the emblem/logo should not need to go through the involved process of changing the Constitution and Bylaws. The removal of this section and language specifying an emblem design should be able to be accomplished in accord with procedures outlined in Article X (Amending the Constitution).

CONSTITUTION AND BYLAWS COMMITTEE RECOMMENDTION:

The Constitution and Bylaws Committee recommends sending this amendment to the general membership for a vote.

COMMITTEE RATIONALE:

It is not necessary for the Constitution to contain the description of our emblem.

The Executive Board agrees with the Proposed Amendment.

2023 FMCA NATIONAL BYLAWS AMENDMENT

PROPOSAL #5

Amend this article to read:

Article I - FMCA Mission and Purpose

- (1) The mission ~~of Family Motor Coach Association (FMCA) is to bring together recreational vehicle owners who share similar interests in congenial traveling, recreation, and social activities in order to preserve and perpetuate the traditional ideals and spirit of friendly and wholesome family fellowship as manifested by the founders of FMCA.~~ of FMCA is to educate and empower RV owners so they can enjoy the RV lifestyle.

PROPOSER’S RATIONALE:

The current mission statement is wordy, lengthy, and difficult to use for marketing, communication, and motivational purposes.

CONSTITUTION AND BYLAWS COMMITTEE RECOMMENDTION:

The Constitution and Bylaws Committee does not recommend adoption of this amendment.

COMMITTEE RATIONALE:

The Constitution and Bylaw Committee does not recommend approving this amendment using the same argument we have for the Proposed Constitution Amendment #2. We agree our current “Mission” Statement is wordy. We find the proposed statement to not reflect the social nature of this organization. The words sound more political in nature than social. FMCA’s history is as a social and family organization.

The Executive Board agrees with the Proposed Amendment and recommends the agreed upon wording changes that could be made on the floor of the Governing Board meeting.

Pro rationale from the Board:

Reword the Mission Statement as recommended by the Long-Range Planning Committee: “The mission of FMCA is to educate, enable, and encourage RV owners so they can enjoy the RV lifestyle.”

Con rationale from the Board:

None.

2023 FMCA NATIONAL BYLAWS AMENDMENT

PROPOSAL #6

Amend this article to read:

Article VI – FMCA Emblem – Delete paragraph 1

~~(1) — The FMCA emblem is a horizontal, oval design at the center of which is a vintage Flexible motor coach design surrounded by the words “Family Motor Coach Assoc.”~~

~~(2)~~(1) FMCA shall issue a set of numbered (membership number) emblems to the individual(s) in the Full membership category in accordance with the procedure defined in the FMCA Policies and Procedures. Members shall display the emblem in accordance with such procedure.

~~(3)~~(2) FMCA shall, upon request, issue the original “F” number to sons, daughters, grandchildren or parents of active or former members with the addition of an “S,” “D,” “G,” or “P,” respectively, centered below the number on the emblem.

~~(4)~~(3) FMCA shall incorporate the suitable special attachment plates to be used in conjunction with the FMCA emblem issued to specified individuals in accordance with the FMCA Policies and Procedures.

PROPOSER’S RATIONALE:

A detailed design of an official emblem/logo should not be a part of the Bylaws. Logos change from time-to-time for various reasons. To lock in a specific, dated logo makes it difficult for the organization to make changes to adapt to a changing market and demographic. The process of changing this section can be accomplished in accordance with Article XXI, Amendments and Interpretations.

CONSTITUTION AND BYLAWS COMMITTEE RECOMMENDTION:

The Constitution and Bylaws Committee does not recommend adoption of this amendment.

COMMITTEE RATIONALE:

We feel that any change to our emblem must come before the Governing Board for a vote and would at that time be accompanied by a proposed change to the bylaws. All can be accomplished at one meeting.

The Executive Board disagrees with the Proposed Amendment.

Pro rationale from the Board:

The first paragraph locks in the description and includes the Flexible motor coach, which is outdated. The current description of the emblem does not represent the current description of the association.

Con rationale from the Board:

The description of the emblem should stay in the Bylaws, and the Governing Board should be involved in changing the emblem. With the earlier discussion, the emblem was removed from the Constitution. It may lose its importance if removed from Bylaws.

2023 FMCA NATIONAL BYLAWS AMENDMENT
PROPOSAL #7

Amend this article to read:

Article III - Membership

- (3) FMCA shall be comprised of ~~sevensix~~ membership categories: Charter, Full, Life, Full Lifetime, Commercial, ~~and~~ Member Emeritus/Family Associate, and Pathfinder. Chapters may bestow honorary chapter ~~honorary~~ memberships.
- (a) A Charter Member is a Full Member who joined FMCA on or before January 17, 1964. A Charter Member, unless noted otherwise in these Bylaws, has the rights of a Full Member.
 - (b) A Full Member is any family unit or individual(s), each holding at least 1/3 ownership of a recreational vehicle, who has been issued a specific member number. Full Members have the right to: vote (one vote per member number in constitutional matters); hold office in either FMCA, a chapter, or area association; and display the FMCA emblem. Voting rights by individual or by member number (other than in constitutional matters) shall be determined by the chapter.
 - (c) A Full Lifetime Member is a Full Member who elects to pay a single sum determined by the Governing Board. A Full Lifetime Member is not obligated to pay any further ordinary dues, nor is he/she required to own a recreational vehicle. A Full Lifetime Member, unless noted otherwise in these Bylaws, has the rights of a Full Member, except that he/she may attend no more than two FMCA international conventions in each fiscal year without paying all admission or registration fees. The Governing Board may limit the number of Full Lifetime Memberships.
 - (d) A Life Member is a Full Member who has rendered outstanding services to FMCA and has been elected to the Life Member category by a 65% affirmative vote of the Governing Board. A Life Member, unless noted otherwise in these Bylaws, has the rights of a Full Member; but shall not be required to pay ordinary dues or own a recreational vehicle. Each past president of FMCA shall be automatically admitted to Life Membership at the end of the term of service as President.
 - (e) The Commercial Member category includes individuals and businesses providing products or services to Family Members and the RV community in general. There are a number of sub-categories ~~which~~ that are defined in the “FMCA Policies and Procedures.”

A Commercial Member may enjoy membership in an additional FMCA membership category.

Commercial members elect the FMCA Commercial Council.

(f) A Member Emeritus/Family Associate is an FMCA member who no longer owns a recreational vehicle. A Member Emeritus/Family Associate shall be required to pay dues; however, shall not be eligible to vote or hold elected office. An officer converting to associate membership status may be allowed to complete his or her term of office.

(g) A Pathfinder is a prospective RV owner who is in the research phase of RV ownership who plans to own at least one-third of an RV within two years of joining FMCA.

A Pathfinder will have the same benefits as a Family Associate member, except the Pathfinder's sequenced number will begin with a P instead of an F. FMCA won't issue an emblem until the member purchases an RV and updates their FMCA records. At that time, FMCA will issue the next F number in sequence and issue an emblem. FMCA will encourage the Pathfinder to sign up for a two-year membership.

~~(g)~~(h) Honorary Member is to be used at the chapter level. It may be bestowed on any person/member who has rendered significant service over an extended period of time.

PROPOSER'S RATIONALE:

All of us have been prospective RV owners at some point in our lifetime, and we know it's hard to learn about the RV lifestyle if we've not lived it. That's why we want to provide prospective RV owners with a place to get information, ask questions, and use FMCA's benefits and discounts. As a result, prospective RV owners will increase our membership and brand, and in turn, FMCA will teach these new owners (Pathfinders) everything they need to know about the RV lifestyle. FMCA is the best in the business, and our reputation alone will attract many potential owners.

A recent RVIA study stated that 20.5 million U.S. households plan to own an RV within the next few years. That number is nearly double the current RV-owning households in the U.S. Adding the Pathfinders membership is a wonderful way to grow FMCA and fill an obvious and urgent need in the RV community. FMCA would market itself as a premier place for people interested in owning an RV to join and gain the information they need before committing to the RV lifestyle.

The pre-buy RV market of 20 million people is a goldmine. Anything we, as an organization, can do to remove FMCA membership barriers and welcome these prospective members is a step toward continuing full membership growth. Keep in mind that our core mission is supporting RV owners and the FMCA Family.

CONSTITUTION AND BYLAWS COMMITTEE RECOMMENDTION:

The Constitution and Bylaw Committee recommends adoption of this amendment and recommends this proposal be amended to be only the first sentence of the proposal.

COMMITTEE RATIONALE:

We believe adding this category may encourage people who are thinking about the RV lifestyle to actually buy an RV and become a full member of FMCA.

We believe the additional sentences after the first sentence should be in a Policy and Procedure and not in the Bylaws.

The Executive Board agrees with the Proposed Amendment.

**Convention Committee Report
Governing Board Meeting
Gillette, Wyoming
August 23, 2023**

The Convention Committee held two meetings during the past year. The reports of those meetings are as follows:

**Convention Committee
Report to the Board of Directors
March 11, 2023**

A meeting of the Convention Committee of Family Motor Coaching, Inc. was held on March 9, 2023. The committee is recommending the following to the Board of Directors:

- The Convention Committee recommends Redmond, Oregon, for the summer 2024 International Convention, pending successful negotiations.

**Convention Committee
Report to the Board of Directors
May 19, 2023**

A meeting of the Convention Committee of Family Motor Coaching, Inc. was held on May 18, 2023, in person and via teleconference.

The committee is forwarding the following recommendations to the Board of Directors:

1. Electrical fees for FMCA International Conventions will not be refunded after the cutoff date specified on the convention registration form.
2. The projected attendance budget for FMCA's 108th International convention & RV Expo in Tucson, AZ, March 20-23, 2024, be changed from the 1,400 attendees set by the Finance Committee to 1,200 attendees.

**Policy and Procedure Committee Report
Governing Board Meeting
Gillette, Wyoming
August 23, 2023**

**Policy and Procedure Committee
Report to the Executive Board
November 9, 2022**

A meeting of the Policy and Procedure Committee was held on November 3, 2022, via Zoom conference. The committee is forwarding the following recommendations to the Executive Board:

1. P&P #1000 Bylaws Amendments

Governing Board approval level

The suggested amendment is being made to adjust the timeline for Bylaw changes.

2. P&P #1003 FMCA Responsibilities

Executive Board approval level

The suggested amendment is being made to add electronic communications to the policy statement in #1003.

3. P&P #3009 Chapter and Associate Chapter Application

Governing Board approval level

The suggested amendment is being made to allow for electronic intent for chapter formation.

4. P&P #3011/B Chapter Bylaws Format

Executive Board approval level

The suggested amendment is being made in accordance with Governing Board approval of Alternate National Director being an optional position. Also added Article V, Liability.

5. P&P #4000 Committee Responsibilities

Executive Board approval level

This suggested amendment is being made to allow a quorum to be set in both the National Bylaws and Policy and Procedures.

6. P&P #4001 Committee Member Appointments

Governing Board approval level

This suggested amendment is being made to require a resume to accompany all nominations for committee members.

7. P&P #4002 Commercial Council Quorum

Governing Board approval level.

This suggested amendment is being made to establish a quorum of nine for the Commercial Council meetings and to allow for electronic meetings.

The Committee also discussed other topics including P&P #1002, #4010, and the subcommittee formed to review the processes. Contract reviews, CAN-SPAM Act, #2031/A AVP Travel Distribution, #4008 Nominating Committee, possible new membership category, and future rebranding processes.

**Policy and Procedure Committee
Report to the Executive Board
March 11, 2023**

A meeting of the Policy and Procedure Committee was held on February 1, 2023, via Zoom conference. The committee is forwarding the following recommendations to the Executive Board:

The committee recommends amendments to the following P&Ps.

8. P&P #1028, Commercial Membership Fees & Dues

Governing Board approval level

These changes are needed to keep the commercial membership categories in line with how they are listed today and have been requested by the commercial council.

9. P&P #2001 CAN-SPAM Act Compliance

Executive Board approval level

The suggested amendment combines the Area Communications and the CAN-SPAM requirements.

10. P&P #2031/A, Vice Presidents' Allocation of Expenses for Travel

Executive Board approval level

The suggested amendment was directed by the Executive Board to determine the process for allocation of travel funds and changes the approval level to GB. *The Executive Board did not approve the changes to this policy and procedure.*

11. P&P #3000/A, Contract Review

Executive Board approval level

This new P&P was made to establish requirements for contract review and to establish a procedure. (This P&P has been returned to Committee to address comments from staff.)

12. P&P #3022, Chapter National Director and Alternate National Director Responsibilities

Governing Board approval level

The suggested amendments are being made in accordance with the Governing Board action to make the Alternate National Director an optional officer position.

13. P&P #4010, FMCA Review Council

Governing Board approval level

This amendment adds the responsibility for recalculating the AVP travel fund distribution.

The Committee will review the National Constitution and Bylaws Amendments for policy and procedure revisions should any Constitution and Bylaws Amendments be passed by the Governing Board.

Policy and Procedure Committee

Report to the Executive Board

May 19, 2023

A meeting of the Policy and Procedure Committee was held on April 17, 2023, via Zoom conference. The committee is forwarding the following recommendations to the Executive Board:

The committee recommends amendments to the following P&Ps.

14. P&P #1010, Assumed Business Name (new)

Governing Board approval level

The suggested new Policy and Procedure is being introduced as a recommendation from the Long-Range Planning Committee to fulfill the obligations of the proposed Bylaws Amendment and is contingent on a change to the Bylaws being approved by the Governing Board.

15. P&P #1017, Membership Fees and Dues

Governing Board Approval level

This amendment is contingent upon the Proposed Bylaws Amendment being approved by the Governing Board for a new membership category. *The Executive Board amended this proposed policy and procedure to delete the sentence that reads “A Pathfinder membership is limited to a maximum of 24 months.”*

16. P&P #1018, FMCA Emblem

Governing Board Approval Level

This amendment is being recommended by the Long-Range Planning Committee to modify the method of approving emblems.

17. P&P #1018/A, FMCA Logos (new)

Governing Board Approval Level

This amendment is being recommended by the Long-Range Planning Committee to modify the method of approving logos.

18. P&P #3000/A, Area and Chapter Contract Review (new)

Executive Board Approval Level

This is a new policy and procedure to outline the process of having contracts reviewed.

The Subcommittee Report on P&P #1002 Constitution, Bylaws, and Member Code of Ethics Enforcement & #4010, FMCA Review Council Responsibilities

The suggested amendments are for future changes to both P&Ps. These changes come from the subcommittee appointed to assess the Review Council duties and procedures. The subcommittee's report was accepted by the Policy and Procedure Committee. The proposed amendments are being sent along with a request to direct the Constitution and Bylaws Committee to prepare the necessary amendments to the Constitution and Bylaws for implementation. The policies and procedures are not being proposed until after those amendments.

**POLICY AND PROCEDURE AMENDMENT
PROPOSAL #1**

P&P #1010 Assumed Business Name (NEW)

PROPOSER'S RATIONALE:

The suggested new Policy and Procedure is being introduced as a recommendation from the Long-Range Planning Committee to fulfill the obligations of the proposed Bylaws Amendment and is contingent on a change to the Bylaws being approved by the Governing Board.

COMMITTEE'S RECOMMENDATION:

The Policy and Procedure Committee recommends approval of this amendment.

EXECUTIVE BOARD'S RECOMMENDATION:

The Executive Board agrees with the committee recommendation, provided that a policy and procedure are ready for the Governing Board meeting.

| | | | |
|---|---|--------------------------|-----------------------------|
|  | FMCA POLICIES AND PROCEDURES | INDEX NO. 1010 | APPROVAL LEVEL GB |
| | SUBJECT Assumed Business Name | EFFECTIVE NEW | SUPERSEDES |
| | SPECIAL DISTRIBUTION | | |

POLICY

FMCA may choose to operate under an assumed business name also known as DBA (doing business as) for the purposes of public identity, promotion, and normal or customary operations. A new/revised business name should only be considered if it enhances the value, acceptance, and growth of the organization in the marketplace.

PROCEDURE

1. The President, Executive Board, Governing Board, or CEO may initiate the study of a DBA.
2. If a DBA is to be considered the President will appoint a committee to research and identify a new identity for the organization. Such an identity should reflect the mission, vision, purpose, heritage, and future aspirations of FMCA.
3. It is desirable for the committee to have access to resources in the areas of legal, marketing, design, and research in order to generate the best options for the organization.
4. The committee at a minimum shall consider the reason for a DBA, the financial implications of a DBA, both the positive and negative impacts of a DBA. The committee may address any other factors they deem appropriate.
5. The committee shall consult with other FMCA committees when preparing their recommendations.
6. The committee will present its findings to the Executive Board. The Executive Board may select a proposed identity and rationale for consideration by the Governing Board.

**POLICY AND PROCEDURE AMENDMENT
PROPOSAL #2**

P&P #1017, Membership Fees and Dues

PROPOSER'S RATIONALE:

The new membership category is a recommendation from the Member Recruitment Committee. The suggested amendment is contingent upon the Proposed Bylaws Amendment being approved by the Governing Board for a new membership category.

COMMITTEE'S RECOMMENDATION:

The Policy and Procedure Committee recommends approval of this amendment.

EXECUTIVE BOARD'S RECOMMENDATION:

The Executive Board agrees with the committee recommendation; however, they amended the proposed policy and procedure to delete the sentence that reads: "*A Pathfinder membership is limited to a maximum of 24 months.*"

| | | | |
|---|--|--|---|
|  | FMCA POLICIES AND PROCEDURS | INDEX NO. 1017 | APPROVAL LEVEL GB |
| | SUBJECT Membership Fees and Dues | EFFECTIVE 07/2021 08/23 | SUPERSEDES 07/219/19 07/219/19 |
| | SPECIAL DISTRIBUTION | | |

POLICY

There are fees required of an FMCA member, as determined by the Executive Board, for FMCA products and services. There are annual membership dues required of an FMCA member, as determined by the Governing Board, or by the Executive Board in the event of a special or promotional membership drive.

PROCEDURE

1. Annual dues of FMCA are payable as follows:

- A. Table of Membership Dues

CATEGORIES OF MEMBERSHIP

Charter Member

(Closed 1/17/64)

| | | | |
|--|-----------------------|-----------------------|-------------------------|
| New Full Member | FIRST YEAR \$60 | TWO YEARS \$110 | THREE YEARS \$160 |
| Renewing Full Member | ONE YEAR \$50 | TWO YEARS \$100 | THREE YEARS \$150 |
| Full Lifetime Member | NONE | NONE | NONE |
| Life Member | NONE | NONE | NONE |
| Member Emeritus or Family Associate | \$50 | \$100 | \$150 |

NOTE: The above members may request auto renewal, and/or monthly billing. No renewals shall be accepted to extend a membership beyond the current calendar year plus three years.

- B. When the Governing Board increases or decreases Family Membership dues, adjustments shall be made to the dues for all Categories of Membership. For all Categories the effective date in dues payment schedule will be the same as the effective date for Family Membership.

2. Definitions of Membership Categories

- A. A Charter Member is a Full Member who joined FMCA on or before January 17, 1964. A Charter Member, unless noted otherwise in these Bylaws, has the rights of a Full Member.



- B. A Full Member is any family unit or individual(s), each holding at least 1/3 ownership of a qualifying recreational vehicle, who has been issued a specific member number. Full members have the right to: vote (one vote per member number in Constitutional matters); hold office in either FMCA, a chapter or area association; and display the FMCA emblem. Voting rights by individual or by member number (other than in constitutional matters) shall be determined by the chapter.
- C. A Full Lifetime Member is a Full Member who elects to pay a single sum determined by the Governing Board. A Full Lifetime Member is not obligated to pay any further ordinary dues nor is he/she required to own a qualifying recreational vehicle. A Full Lifetime Member, unless noted otherwise in the Bylaws, has the rights of a Full Member, except that he/she may attend no more than two FMCA international conventions in each fiscal year without paying all admission or registration fees. The Governing Board may limit the number of Full Lifetime Memberships.
- D. A Life Member is a Full Member who has rendered outstanding services to FMCA and has been elected to the Life Member category by a 65% affirmative vote of the Governing Board. A Life Member, unless noted otherwise in the Bylaws, has the rights of a Full Member, but shall not be required to pay ordinary dues or own a qualifying recreational vehicle.
- Each Past President of FMCA shall be automatically admitted to Life Membership at the end of the term of service as President. Life Members may also attend no more than two FMCA international conventions in each fiscal year without paying all admission or registration fees.
- E. A Member Emeritus or Family Associate is an FMCA member who no longer owns a qualifying recreational vehicle. A Member Emeritus or Family Associate shall be required to pay dues, however shall not be eligible to vote or hold elected office. An officer converting to associate membership status may be allowed to complete his or her term of office.
- F. A Pathfinder is a prospective RV owner who wants to learn about RVs and FMCA before purchasing an RV. A Pathfinder shall be required to pay dues equivalent to a full member, is not eligible to vote, hold elected office or serve on committees. A Pathfinder shall receive all the other benefits of a full member except that no Logo Plaque will be issued and the magazine will be provided in digital format only.

NOTE: All Membership Categories above in sections A through E have all the rights and privileges of Full Members with the exceptions or restrictions indicated within the specific Membership Categories.

3. FMCA members of all classes may prepay dues as illustrated above.



4. Any member of FMCA who has resigned while in good standing shall be received again into membership upon application and payment of the current year's dues.
5. Any member who has been dropped from membership rolls for non-payment of dues, and who later desires to rejoin, must apply for membership according to the rules of admission of new applicants.
6. Any member who remains in arrears for non-payment of dues forfeits membership in FMCA, and is not eligible to become or remain a member of a chapter or to enjoy any rights afforded members.
7. Between meetings of the Governing Board, the Executive Board may establish special membership dues, dues for less than one year, or a combination of both during special or promotional membership drives.
8. No member is entitled to any refund of initiation fees or current-year dues upon severing connection with FMCA, except as may be authorized by the Executive Board. If a member purchases multi-year dues the prepayments will be held in a separate account until required to pay for current year dues. If the member severs connection with FMCA they may request a refund of their prepayment for whole, unused years. Requests for refunds must be submitted in writing.
9. Annual dues of FMCA Commercial Members shall be the same as Full Family memberships.

**POLICY AND PROCEDURE AMENDMENT
PROPOSAL #3**

P&P #1018, FMCA Emblems

PROPOSER'S RATIONALE:

The suggested amendments are being recommended by the Long-Range Planning Committee to modify the method of approving emblems. The proposal eliminates the FMCA Herald and sets up a committee process of approving emblems. The proposal also requires use of the emblem on official documents, publications, badges, and websites. The committee would report to the Executive board, then the recommendation would go to the Governing Board.

COMMITTEE'S RECOMMENDATION:

The Policy and Procedure Committee recommends approval of this amendment.

EXECUTIVE BOARD'S RECOMMENDATION:

The Executive Board agreed with the proposed amendments.

| | | | |
|---|--|--------------------------|-----------------------------|
|  | FMCA POLICIES AND PROCEDURES | INDEX NO. 1018 | APPROVAL LEVEL GB |
| | SUBJECT FMCA Emblems, Assignment of | EFFECTIVE 6/18 | SUPERSEDES 7/03 |
| | | SPECIAL DISTRIBUTION | |

POLICY

1. The FMCA emblem is a horizontal, oval design at the center of which is a vintage Flexible motor coach design surrounded by the words “Family Motor Coach Assoc.”
2. Individual(s) in the Full membership category are entitled to a set of numbered (membership number) emblems to be issued by FMCA for display on their recreational vehicle.
3. Sons, daughters, grandchildren or parents of active or former members are entitled to request and have assigned by FMCA the original F number with the addition of an “S,” “D,” “G,” or “P,” respectively.
4. FMCA shall incorporate the suitable special attachment plates to be used in conjunction with the FMCA emblem issued to specified individuals in accordance with FMCA Policies and Procedures #2021, [#2022](#) and #3013.

PROCEDURE

Emblems

1. Numbered emblems are issued sequentially in order of acceptance of approved enrollment forms, and the number is permanently assigned to each membership. Members who resign or forfeit their membership and later rejoin FMCA shall retain their original FMCA number. Members shall place the official numbered emblem only on a qualifying recreational vehicle. Miniaturized copies of the official numbered emblem, no larger than six inches by four inches, may be placed on other vehicles of members.
2. Suitable special markings are incorporated on the emblems issued to Full Lifetime Members. No other special markings are to be incorporated without the written approval of the Governing Board. ~~Special requests for other special markings shall be addressed to the Herald.~~ If other special markings are approved by the Governing Board, the member requesting such special marking shall pay all costs.
3. Suitable special emblem attachments are loaned to all members of the Governing Board. Attachments are to be passed on to their successors.
4. Suitable special emblem attachments for the chapter officers are available and may be purchased, at cost, by any chapter from the designated supplier. National Director plates may be obtained only from the National Office.

| | | |
|---|---|-------------------------------------|
|  | <p>SUBJECT</p> <p>FMCA Emblems, Assignment of</p> | <p>INDEX NO.</p> <p>1018</p> |
|---|---|-------------------------------------|

Design Heraldry

- ~~1. The President may appoint, subject to the advice and consent of the Executive Board, an official Herald for FMCA. The term of office shall continue until a new Herald is appointed.~~
- ~~2.1. Such Herald prescribes the size and designs of official FMCA emblems, badges, and logos. Only emblems, badges, and logos recommended by the Herald and approved by the Executive Board and confirmed Governing Board will be recognized and used as official emblems, badges, and logos.~~
- ~~2. No member or chapter may duplicate the emblem, badge, or logo that is currently the emblem, badge, or logo used by another chapter of FMCA. The Emblem has significant historic value and changing it should be carefully studied. The President, Executive Board or Governing Board may initiate a study to change the Emblem. The President will appoint a committee to research and identify new emblems.~~
- ~~3. The committee, at a minimum, shall consider the reason for a change, the financial implications of a change, both the positive and negative impacts of a change. The committee may address any other factors they deem appropriate.~~
- ~~4. The committee shall consult with other FMCA committees when preparing their recommendations.~~
- ~~3.5. The committee shall present its findings to the Executive Board. The Executive Board may select a proposed emblem for consideration by the Governing Board.~~
- ~~4. The Herald shall be the source to resolve any conflicts resulting from badges, emblems, and logos of a chapter that have been duplicated by another chapter.~~

Use

The emblem shall be used on all official documents, publications, badges and websites to identify FMCA and its subsidiary organizations.

POLICY AND PROCEDURE AMENDMENT

PROPOSAL #4

P&P #1018/A, FMCA Logos (NEW)

PROPOSER'S RATIONALE:

The suggested new policy and procedure is being recommended by the Long-Range Planning Committee to modify the method of approving logos. They recognize the need for a different logo for marketing purposes. It establishes where the logo shall and may be used. This sets up a procedure for approval by a committee. New FMCA logos would be approved by the Executive Board, not the Governing Board.

COMMITTEE'S RECOMMENDATION:

The Policy and Procedure Committee recommends approval of this amendment.

EXECUTIVE BOARD'S RECOMMENDATION:

The Executive Board agrees with the committee recommendation.

| | | | |
|---|-------------------------------------|-----------------------------------|------------------------------------|
|  | FMCA POLICIES AND PROCEDURES | INDEX NO. 1018/A | APPROVAL LEVEL GB |
| | SUBJECT FMCA Logos | EFFECTIVE NEW | SUPERSEDES |
| | SPECIAL DISTRIBUTION | | |

POLICY

A logo is a graphic representation used to identify FMCA or its subsidiary organizations.

PROCEDURE

1. Only logos approved by the Executive Board will be utilized by FMCA and its subsidiary organizations.
2. FMCA may utilize more than one logo.
3. The President, Executive Board, Governing Board or the CEO may initiate a study to establish a new logo. The President will appoint a committee to research and identify new logos.
4. It is desirable for the committee to have access to resources in the areas of legal, marketing, design, and research in order to generate the best options for the organization.
5. The committee at a minimum shall consider the purpose of a new logo, the intended audience and the intended use.
6. The committee may develop more than a single logo for submittal to the Executive Board.
7. The committee shall present its findings to the Executive Board for consideration.

Use

Logos shall be used on all advertising. They may be used in combination with the emblem on all official documents, publications, badges and websites.

POLICY AND PROCEDURE AMENDMENT

PROPOSAL #5

P&P #1028, Commercial Membership Fees and Dues

PROPOSER'S RATIONALE:

The suggested amendments modify the commercial membership categories at the request of the Commercial Council.

COMMITTEE'S RECOMMENDATION:

The Policy and Procedure Committee recommends approval of this amendment.

EXECUTIVE BOARD'S RECOMMENDATION:

The Executive Board agrees with the committee recommendation.

| | | | |
|---|---|----------------------------|-----------------------------|
|  | FMCA POLICIES AND PROCEDURES | INDEX NO. 1028 | APPROVAL LEVEL GB |
| | SUBJECT Commercial Membership Fees and Dues | EFFECTIVE 7/2021 | SUPERSEDES 8/19 |
| | | SPECIAL DISTRIBUTION | |

POLICY

There are fees required of an FMCA member, as determined by the Executive Board, for FMCA products and services. There are annual membership dues required of an FMCA member, as determined by the Governing Board, or by the Executive Board in the event of a special or promotional membership drive.

The Governing Board is delegating to the Executive Board and/or the Board of Directors the privilege of changing, adding, and deleting any of the items in the PROCEDURE section below to meet business conditions. The privilege of doing so may be revoked by the Governing Board.

PROCEDURE

1. Annual dues of FMCA Commercial Members shall be the same as Full Family memberships and are payable as follows:

A. Table of Commercial Membership Dues

| | | | |
|--------------------------------|--------------------|--------------------|----------------------|
| New Commercial Membership | FIRST YEAR \$60 | TWO YEARS \$110 | THREE YEARS \$160 |
| Renewing Commercial Membership | ONE YEAR \$50 | TWO YEARS \$100 | THREE YEARS \$150 |

NOTE: The above members may request auto renewal.

- B. When the Governing Board increases or decreases Family Membership dues, adjustments shall be made to the dues for all Commercial Memberships to be the same as Full Family Memberships. For all Categories the effective date in dues payment schedule will be the same as the effective date for Family Membership.

2. Definitions of Commercial Membership Categories

A. The Commercial Member category includes three sub-categories.

- i. Businesses that either manufacture recreational vehicles or chassis, either complete or in part, or are largely responsible for conversions or adaptation of vehicles to meet the requirements for a qualifying recreational vehicle.

Supplier businesses or individuals who either manufacture components or equipment usually considered as permanent installations, fixtures or units, or who produce supplies for a family recreational vehicle.



iii. Dealers, service individuals, suppliers or accessory providers who either operate as distributors, dealers, agencies, service centers, campgrounds for transient vehicles, or organizations that provide service to the recreational vehicle industry or to FMCA members.

A Commercial Member may enjoy membership in an additional FMCA membership category. Commercial members elect the FMCA Commercial Council.

3. Any member of FMCA who has resigned while in good standing shall be received again into membership upon application and payment of the current year's dues.
4. Any member who has been dropped from membership rolls for non-payment of dues, and who later desires to rejoin, must apply for membership according to the rules of admission of new applicants.
5. Any member who remains in arrears for non-payment of dues forfeits membership in FMCA, and any rights afforded members.
6. The Executive Board and or the Board of Directors may establish special membership dues, dues for less than one year, or a combination of both during special or promotional membership drives.
7. No member is entitled to any refund of initiation fees or current-year dues upon severing connection with FMCA, except as may be authorized by the Executive Board and or the Board of Directors. If a member purchases multi-year dues, the prepayments will be held in a separate account until required to pay for current year dues. The annual dues are a pro-rated amount that is computed by dividing the cost of the multi-year renewal by the number of renewal years. If the member severs connection with FMCA they may request a refund of their prepayment for whole, unused years. Requests for refunds must be submitted in writing.

**POLICY AND PROCEDURE AMENDMENT
PROPOSAL #6**

P&P #3009 Chapter and Associate Chapter Application

PROPOSER'S RATIONALE:

The suggested amendment is a recommendation from staff and is being made to allow for electronic intent to join a new chapter or actual signatures.

COMMITTEE'S RECOMMENDATION:

The Policy and Procedure Committee recommends approval of this amendment.

EXECUTIVE BOARD'S RECOMMENDATION:

The Executive Board agrees with the committee recommendation.

| | | | |
|---|---|----------------------------|-----------------------------|
|  | FMCA POLICIES AND PROCEDURES | INDEX NO. 3009 | APPROVAL LEVEL GB |
| | SUBJECT Chapter and Associate Chapter Application | EFFECTIVE 7/2021 | SUPERSEDES 8/19 |
| | SPECIAL DISTRIBUTION Chapter Formation Kit | | |

POLICY

A chapter provides opportunities for fellowship and interchange of ideas among members who share mutual interests, geographic or otherwise.

A chapter has Governing Board representation and is an organization of members with a scope within the United States and Canada. An associate chapter does not have Governing Board representation and may have a scope outside of the United States and Canada.

PROCEDURE

Application for Chapter and Associate Chapter Status

1. Any group of 15 or more voting memberships may petition FMCA for a charter for the creation of a chapter. Any group of 7 or more voting memberships may petition FMCA for a charter for the creation of an associate chapter.
2. The petition applying for recognition as a chapter or an associate chapter of FMCA, with the requisite number of valid signatures, [or electronic verification of intent](#) is to be submitted to the National Executive Board, which has the authority to issue a charter based on the acceptance and approval of the items listed in paragraph 4.

All charter items submitted below must conform and be validated to have a voting representative at the Governing Board meeting. The request for charter must be received in the national office no less than 45 days prior to the Governing Board meeting to be eligible for representation. (Not applicable for associate chapters)

3. No more than once a year, a chapter may change its status to an associate chapter, or an associate chapter of members with a scope within the United States and Canada may change its status to a chapter.
4. The petition for a chapter charter is to be accompanied by the following:
 - A. The name for the proposed chapter;
 - B. A description of the area of mutual interest;
 - C. A list of the provisional officers elected,
 - D. A copy of the formal record -- usually called minutes -- of the proposed chapter formation meeting, signed by the chapter Secretary, and countersigned by the chapter president,
 - E. Chapter bylaws,

| | | |
|---|--|-------------------------------------|
|  | <p>SUBJECT</p> <p>Chapter and Associate Chapter Application</p> | <p>INDEX NO.</p> <p>3009</p> |
|---|--|-------------------------------------|

- F. Each year an associate chapter with a scope outside the United States and Canada must provide FMCA a current certificate of insurance that is applicable to the country in which the chapter is located.

Maintenance of Chapter and Associate Chapter Status

1. All chapters must maintain a minimum number of memberships in order to retain their accredited status.
 - A. A chapter must maintain a minimum number of 15 FMCA memberships. A chapter that fails to maintain the required number of memberships shall revert to inactive chapter status, and the national director or alternate national director elected by the chapter shall have no vote in the proceedings of the Governing Board.
 - B. An associate chapter must maintain a minimum of 7 FMCA memberships. An associate chapter that fails to maintain the required number of memberships shall revert to inactive associate chapter status.
2. For certification purposes, no later than December 31st of each year, each chapter secretary shall furnish to the national office of FMCA a list of its members and a list of incumbent chapter officers. A chapter remaining inactive longer than two years shall no longer be considered a chapter of FMCA and shall be dissolved.
3. In each fiscal year, a chapter shall hold at least one business meeting at which a quorum is present. Said meeting shall be duly announced in advance to the membership.
4. A chapter that has been inactive less than two years will return to regular status after it has furnished the national office of FMCA its current membership list, which needs a minimum of 15 memberships; a list of elected chapter officers; and the date of one business meeting at which a quorum was present. Upon notice to the FMCA Review Council by the National Secretary, the national director or alternate national director elected by the chapter shall regain voting privileges in the proceedings of the Governing Board. Notice must be received no later than 21 days prior to the meeting to be eligible for representation at the Governing Board meeting.
5. If a dissolved chapter wishes to reactivate, it needs to complete a chapter formation kit. There is no fee required to re-charter.

The chapter's charter date can remain the same as originally chartered; however, the chapter's anniversary presentations will need to be manually calculated so that its presentations will be based on total years of existence.

If the chapter is an associate chapter with a scope outside the United States and Canada, it is required to provide FMCA with a current certificate of insurance that is applicable to the country in which the chapter is located.

**POLICY AND PROCEDURE AMENDMENT
PROPOSAL #7**

**P&P #3022, Chapter National Director and Alternate National
Director Responsibilities**

PROPOSER'S RATIONALE:

The suggested amendments are being made to align the policy and procedure with the 2022 Bylaws Amendment made to make the Alternate National Director an optional officer position.

COMMITTEE'S RECOMMENDATION:

The Policy and Procedure Committee recommends approval of this amendment.

EXECUTIVE BOARD'S RECOMMENDATION:

The Executive Board agrees with the committee recommendation.

| | | | |
|---|--|--|-----------------------------|
|  | FMCA POLICIES AND PROCEDURES | INDEX NO. 3022 | APPROVAL LEVEL GB |
| | SUBJECT Chapter National Director's and Alternate National Director's Responsibilities | EFFECTIVE 7/15 | SUPERSEDES 8/12 |
| | | SPECIAL DISTRIBUTION Chapter National Director Chapter Alternate National Director | |

POLICY

The national director elected from each chapter serves on the Governing Board of FMCA.
(NOTE: Not applicable to associate chapters)

PROCEDURE

Responsibilities

1. Each chapter shall elect a member as national director to serve on the Governing Board of FMCA, and may elect a member as alternate national director to serve on the Governing Board if the national director is unable or unwilling to serve.
2. The term of office of a newly elected national director or alternate national director begins after the national office receives written notice of said election and has verified that the person is qualified. The term extends for ~~a one or two year~~ the period specified in the chapter bylaws, or until his or her successor is duly elected and qualified.
3. If a vacancy occurs in the office of national director, the alternate national director, if one has been elected, shall immediately assume this office, and this shall be promptly reported in writing to the national office. If the incumbent alternate national director is unable to fill this vacancy, the chapter is to promptly elect (not appoint) a member to fill the vacancy in the office of national director and notify the national office.
4. If the national director cannot attend the Governing Board meeting, the alternate national director may serve in his/her place. In the event that neither the national director nor the alternate national director can attend, a member of that chapter may be elected as a temporary delegate to represent the chapter for the next Governing Board meeting only.

If an event occurs after the 21-day notice requirement has passed that prevents the national director, alternate national director, or temporary delegate from attending the Governing Board meeting, the chapter president may appoint a member of the chapter as a temporary delegate to represent the chapter for the next Governing Board meeting only. Notice of the chapter president's appointment of a temporary delegate shall be received by FMCA at least seven working days prior to the Governing Board meeting to be valid. Notice must be in writing (fax or e-mail acceptable).

5. A chapter voting member of the Governing Board is entitled to represent only one chapter.

| | | |
|---|---|-------------------------------------|
|  | <p>SUBJECT</p> <p>Chapter National Director's and Alternate National Director's Responsibilities</p> | <p>INDEX NO.</p> <p>3022</p> |
|---|---|-------------------------------------|

Chapter National Director

1. National directors should keep their chapters informed of items pertaining to the national organization and of the FMCA areas, as well as keeping the national organization apprised of items happening on the chapter level. Another important duty is participation in and voting during Governing Board meetings.
2. Members of the same family unit may serve as national director or alternate national director in different chapters; such members may not hold these offices in the same chapter concurrently.

Chapter Alternate National Director

An alternate national director shall serve whenever the national director is unable to attend meetings of the Governing Board or is otherwise unable to serve. Another chapter officer is not precluded from election as the alternate national director. Alternate national director cannot also be the national director.

REVIEW

POLICY AND PROCEDURE AMENDMENT

PROPOSAL #8

P&P #4001, Committee Member Appointments

PROPOSER'S RATIONALE:

The suggested amendment is being recommended to require a resume to accompany all nominations for committee members. This is to assist the Executive Board in the decision-making process for committee members.

COMMITTEE'S RECOMMENDATION:

The Policy and Procedure Committee recommends approval of this amendment.

EXECUTIVE BOARD'S RECOMMENDATION:

The Executive Board agrees with the committee recommendation.

| | | | |
|---|---|-------------------------------|------------------------------|
|  | FMCA POLICIES AND PROCEDURES | INDEX NO. 4001 | APPROVAL LEVEL GB |
| | SUBJECT Committee Member Appointments | EFFECTIVE 8/12/2022 | SUPERSEDES 7/03/12 |
| | | SPECIAL DISTRIBUTION | |

POLICY

Standing committees are those that report to the Governing Board and require that body to approve committee actions. Standing committees include the Constitution and Bylaws Committee, Convention Committee, Finance Committee, Policy and Procedure Committee, and the Nominating Committee. Other committees may be constituted by the President, or by majority vote of the Executive Board or the Governing Board.

The President, Executive Board, or Governing Board may designate and charge committees, subcommittees, task forces, or work groups for the purpose of promoting FMCA's Mission and Purpose.

PROCEDURE

1. Except for the Nominating Committee, the President shall appoint all individual members who shall serve on the committees, including committee chairman, subject to the advice and consent of the Executive Board. [The list of committee members submitted to the Executive Board for consent shall include a brief resume for each individual.](#) Full Members, Full Lifetime Members, and Life Members, who are eligible to vote under the Bylaws, are eligible to serve on committees.

2. Except for the Nominating Committee, the President should consider, in making new committee appointments, the merits of holding over a portion of the membership of each committee to provide continuity of committee activity.

POLICY AND PROCEDURE AMENDMENT

PROPOSAL #9

P&P #4002, Commercial Council Responsibilities

PROPOSER'S RATIONALE:

The amendment is a recommendation from the Commercial Council. Suggested amendments are being made to establish a quorum of nine for the Commercial Council meetings, to allow for electronic meetings, and to allow for a designated representative to attend on behalf of a Commercial Council member.

COMMITTEE'S RECOMMENDATION:

The Policy and Procedure Committee recommends approval of this amendment.

EXECUTIVE BOARD'S RECOMMENDATION:

The Executive Board agrees with the committee recommendation.

| | | | |
|---|---|-------------------------------|-------------------------------|
|  | FMCA POLICIES AND PROCEDURES | INDEX NO. 4002 | APPROVAL LEVEL GB |
| | SUBJECT Commercial Council Responsibilities | EFFECTIVE 8/19/2022 | SUPERSEDES 6/188/19 |
| | SPECIAL DISTRIBUTION Commercial Council | | |

POLICY

The purpose of the FMCA Commercial Council is to confer on and discuss matters of mutual interest and concern to the recreational vehicle industry and FMCA; to communicate information on current developments within the recreational vehicle industry; and to sponsor activities and events at FMCA international conventions at its discretion.

PROCEDURE

Composition

1. The Commercial Council shall be made up of members from all classes of the Commercial Membership categories. This representative body includes executives or designee of manufacturers of chassis, builders of recreational vehicle bodies, converters of vehicles for recreational use, manufacturers and suppliers of components, dealers, proprietors of recreational vehicle service centers, operators of campgrounds, and related recreational facilities. The Chief Executive Officer (CEO) and/or the CEO’s designee(s) will serve as non-voting consultant(s) and advisor(s) for the Commercial Council.
2. Commercial members shall elect representatives from the categories listed above for two-year terms. The terms of the members of the Commercial Council may be staggered.
3. The Commercial Council shall meet at each International Convention and RV Expo. Additional meetings may be called by mutual agreement of the Commercial Council President, the FMCA President, and the CEO and/or the CEO’s designee. ~~Meetings may be held by telephone conference call.~~ The Commercial Council may meet in person or by electronic means. Electronic meetings shall be recorded and a copy of the recording provided to the national office.
4. Elected members of the Commercial Council, or their designees, must attend fifty percent (50%) of the meetings over the course of the year in order to remain as members of the Commercial Council. Elected members failing to maintain this attendance record, or failing to contact the FMCA national office and/or Commercial Council President or Vice President prior to the publicized meeting identifying extenuating circumstances, may not seek re-election to the Commercial Council.



5. Once elected to the Commercial Council, the member elected retains the office for the length of the term as long as he/she remains in the industry. If the elected member changes companies within the industry during the term of office, membership shall remain with the individual. If the change results in the movement in membership category, the member shall remain a member of the Commercial Council until the next publicized election. The departing Commercial Council member may also relinquish his/her seat on the Commercial Council from his/her current company, if desired. No more than one individual from a company may serve on the Commercial Council.
6. [A quorum shall be nine members.](#)

Officers

The elected members of the Commercial Council shall elect two members of the Commercial Council to serve two-year terms as President and Vice President.

Minutes of Meetings

The Commercial Council shall keep a formal record of its proceedings -- usually called minutes - - and such record shall be distributed to the Executive Board.

**Commercial Council Report
Governing Board Meeting
Gillette, Wyoming
August 23, 2023**

The Commercial Council held two meetings this year with the following items being discussed:

**Commercial Council Workshop
Lincoln, Nebraska
Friday, August 24, 2022**

The following topics were discussed:

- The council discussed FMCA summer convention dates and looking at late July/early August conventions, because many schools are going back to school by mid-August.
- The Council discussed ideas to improve foot traffic within the RV displays. A stage, concessions, and food trucks were discussed as possible ideas.
- It was noted that the FMCA logo that was used in the membership booth looked very nice and inviting to all types of RV owners.

**Commercial Council Meeting
Perry, Georgia
Friday, March 15, 2023**

Discussion took place on the following items:

- P&P 4002 and its suggested changes were discussed and approved. These changes include lowering the quorum needed to conduct business to nine council members and allowing zoom conference calls to be considered as a meeting.
- Discussion took place on member recruitment; attendee RV reporting; suggestions for future conventions: trash cans in the RV and outdoor supplier demo areas; better acoustics in seminar rooms; and power and internet connections starting a day earlier so that they could be tested prior to the start of the show.

Respectfully submitted,

Ed Thor

Ed Thor
FMCA Roadside Rescue Powered by SafeRide, C13660
Commercial Council President

**FMCA Review Council Report
Governing Board Meeting
Gillette, Wyoming
August 23, 2023**

The FMCA Review Council has the following responsibilities: ensure the chapters have fulfilled the requirements of the Bylaws; determine the eligibility of a chapter's vote; evaluate the area demographics in five-year intervals, and to investigate complaints against members, chapters, or area associations of FMCA, when such matters are referred to it.

Complaint Investigations

As per FMCA Bylaws Article XIV(1)(c): Investigate complaints filed with the FMCA Review Council. All such investigations shall be carried out in accordance with the FMCA Policies and Procedures.

There were two complaints referred to the Review Council during the past term (2023-2025), which were thoroughly investigated and resolved.

The FMCA Review Council members are:

Andy Balogh, F316832

Lon Cross, F233066

Dennis Ducharme, F402669

Dick Lowman, F286692

Jerry Work, F246153

Respectfully submitted,

Jerry Work

Jerry Work, Chairman FMCA Review Council

**Education Committee Report
Governing Board Meeting
Gillette, Wyoming
August 23, 2023**

**EDUCATION COMMITTEE REPORT
TO THE EXECUTIVE BOARD
MAY 15, 2023**

A meeting of the Education Committee of the Family Motor Coach Association was held on May 15, 2023, by video conference. The committee is forwarding the following recommendations to the Executive Board:

MOTION

In an effort to increase and retain membership, FMCA should intensify efforts to advertise and utilize current educational programs and publicly recognize those members who have achieved the highest level of achievement.

1. Contact all members who have completed all Curriculum Technical Articles, becoming an “RVer Extraordinaire”, offering \$10.00 off of their next FMCA membership renewal according to the statement on FMCA University. ***The Executive Board amended this recommendation to offer a free one-time-only renewal of their membership upon completion of all the modules at FMCA University.***
2. Provide recognition and a certificate at all international conventions for those present who have achieved each of the four levels of “RVer Extraordinaire” status. This should be included during the introduction portion of one of the evening programs, with pictures to be included in the magazine. ***The Executive Board amended this recommendation to strike the words “each of the four levels of” so it reads “. . .those present who have achieved RVer Extraordinaire” status.***
3. Provide accomplishment lapel pins for completion of 100, 200, 300 and 400 unique University Curriculum Technical Articles (RV Collegiate I, II, III, IV). ***The Executive Board did not approve this item, and the remaining items were sent back to the committee.***
4. Provide lapel pins for completion of RV Basics programs.
5. Publish, in the January magazine, a list of members’ education accomplishments including FMCA University and RV Basics.
6. Publish a quarterly article titled “What’s New in RV Education”.

7. Encourage that attachment plates (for RV-mounted goose eggs) be available for purchase by FMCA University students and RV Basics alumni.
8. Plan for RV Basics II in the future.

**Governmental and Legislative Affairs Committee
Report to the Governing Board
Gillette, Wyoming
August 23, 2023**

The FMCA Governmental and Legislative Affairs Committee has been working on a number of issues on your behalf, in both federal and state government arenas. Here is a synopsis of the issues addressed so far this year.

DIESEL EXHAUST FLUID

In the past few years, many FMCA members with diesel-powered motorhomes have experienced failures related to the diesel exhaust fluid system installed on their motorhomes to control emissions.

In the fall of 2021, FMCA began addressing this issue by conducting a survey of 23,000 members with model-year 2008 or newer motorhomes. The findings made it clear that the majority of the issues were due to DEF sensor or head failure.

These failures were exacerbated by the Environmental Protection Agency (EPA) selective catalytic reduction (SCR) requirement that the speed of a vehicle be automatically reduced, or derated, to 5 miles per hour as an inducement for the operator to have the vehicle serviced. This situation left motorhome owners stranded on the road in dangerous conditions, rendered the vehicle unsafe to drive, and required that it be towed to a specialized repair facility.

Since completion of that survey, FMCA has met with representatives from the RV Industry Association and from Cummins to discuss the results.

New EPA Ruling

The EPA issued a new ruling that was posted in the January 24, 2023, *Federal Register* and took effect on March 27, 2023. The full ruling, titled “Control of Air Pollution from New Motor Vehicles: Heavy-Duty Engine and Vehicle Standards,” can be found at: [bit.ly/epa-ruling](https://www.federalregister.gov/documents/2023/01/24/2023-01833/control-of-air-pollution-from-new-motor-vehicles-heavy-duty-engine-and-vehicle-standards).

The ruling primarily affects new engines manufactured starting in 2027, but it also discusses retrofitting in-use engines and vehicles. For high-speed vehicles (those with an average speed at or above 25 mph in the 30 hours of non-idle operation prior to the fault), it establishes a de-rate schedule in multiple stages over a 164-hour period, with the final speed reduction set at 25 mph. The assumption is that most motorhomes will be categorized as high-speed vehicles.

The ruling also allows for repairs to be made at nonspecialized shops, and for a generic scan tool to be capable of reading the issues and resetting the system after a successful repair.

EPA officials are aware of the DEF sensor shortage, and they have approved software solutions provided by the engine manufacturers to eliminate problems with the sensors. The engine manufacturers are determining the pace and sequence in which the software deployment is done.

Details From The FMCA Survey

We received 1,043 applicable responses. Of them, 422 mentioned experiencing some type of DEF issue with their motorhomes. Most of the reported failures involved the onboard diagnostic system, specifically a sensor or head failure.

While supply chain shortages caused by the COVID-19 pandemic may have exacerbated the recent issues, our survey reveals that the issues predated the pandemic.

Furthermore, the issues are not experienced only by owners of older motorhomes. Many owners experience problems with their DEF system shortly after purchase. Of the respondents who reported failures, 41 percent had a DEF system failure in the first year, with over half of those occurring during the first six months. Another 32 percent experienced failure during the second year. Only 28.6 percent had at least two full years of use before their motorhome had a DEF-related failure.

Of the onboard diagnostic system malfunctions reported, 70.8 percent were resolved by replacing the sensor that controls the onboard diagnostic system.

Finally, there appears to be a correlation between the chassis brand and the incidence of DEF system failure. The reported failure rate among FMCA member respondents was 27.4 percent for Freightliner chassis; 61.6 percent for Spartan; and 58.8 percent for Tiffin PowerGlide.

In terms of failure types, Freightliner owners reported that 46.5 percent of issues were associated with the onboard diagnostic system; Spartan owners, 87 percent; and PowerGlide owners, 85 percent. Determining the reason for this survey result is beyond the technical capability of the FMCA Governmental and Legislative Affairs Committee, but the results have been communicated to the RV Industry Association.

CALIFORNIA ISSUES

Before you skip this section because you don't live in or travel to California in your RV, be aware that there is a common saying: "As California goes, so goes the nation." As a general rule, if California passes a law or regulation, there is a high probability that a significant number of states will follow suit. As a matter of fact, 16 states and the District of Columbia have adopted California emissions standards for motor vehicles. So, keeping abreast of California issues makes good sense for all of us.

Heavy Duty Inspection And Maintenance Program (HD I/M)

In 2021, California Air Resources Board (CARB) passed regulations establishing more stringent emissions controls effective January 2023 for diesel vehicles, including heavy-duty trucks, buses, and agricultural equipment. The original draft language published for public comment required that every motorhome entering California comply with the state emissions requirements. This caused a lot of comments from motorhome manufacturers, service companies, and the tourism industry. The end result was that the state dropped the requirement for motorhomes registered in states other than California but kept it for California-registered motorhomes. The latter will be subject to an annual inspection beginning with a phase-in period during 2024 and will then be required to meet the newer emissions standards.

This program applies only to non-gasoline (e.g., diesel) motorhomes with a gross vehicle weight rating over 14,000 pounds that are registered in California. Owners of California-registered motorhomes over 14,000 pounds GVWR will be required to submit a passing test up to 90 days before the DMV vehicle registration expiration/renewal date or be denied registration.

A covered motorhome will be deemed compliant by DMV when:

- There are no outstanding enforcement actions on the vehicle.
- There are no outstanding emissions or on-board diagnostic (OBD) related recalls on the vehicle.
- The owner has paid an annual compliance fee to CARB. This requirement will begin once CARB's registration system is finalized, which is expected to happen in late 2023, with public notices of relevant deadlines.

- The owner has verified owner and vehicle information with CARB (begins January 1, 2024).
- The owner has demonstrated compliance with the periodic vehicle emission testing requirements by submitting a passing compliance test to CARB.

Finally, in January 2023, roadside emissions monitoring devices (REMD) were to be deployed throughout California and to begin screening for potential high-emitting vehicles. California-registered motorhomes flagged as potential high emitters will be required to submit a passing OBD test through a credentialed HD I/M tester.

In response to the concern that these requirements will have an extremely negative impact on many FMCA members, FMCA president Rett Porter sent a letter to the governor of California in April 2023.

Small Off-Road Engines (SORE) Regulations

In December 2021, in an effort to reduce harmful pollutants, CARB passed regulations banning the sale of new gasoline-powered portable generators by 2028. Gasoline-powered generators, including those installed in RVs, would be required to meet more stringent standards beginning with model-year 2024 and to meet zero-emission standards starting in model-year 2028. FMCA, as well as RV industry representatives, officially advised against the application of these rules to RVs at this time because the technology is not yet robust enough to dispense with gasoline-powered generators in RVs. Answers we received to questions we asked are as follows:

1) This regulation has no impact on currently owned recreational vehicles or generators or on individuals who purchase used recreational vehicles or generators. The new rules “grandfather” existing generators and allow for the sale and purchase of used equipment in the future. It impacts only new RVs or generators being sold by dealers or individuals in model-year 2024 or thereafter. Californians can continue to operate their current CARB-compliant gasoline-powered generators; there will be no ban on using older models or preowned equipment purchased in the future. Older gasoline-powered models already on store shelves or on dealer lots also can be purchased.

2) This regulation does not apply to diesel generators or generators using alternate fuel sources. The regulations specifically apply to gasoline-powered small engines, defined as “spark-ignition engines rated at or below 19 kilowatts,” a size that includes most gasoline-powered generators in RVs. However, it does not impact larger generators or non-gasoline-fueled generators.

MICHIGAN REGISTRATION TAX

An FMCA member requested help in addressing an issue with the state of Michigan. In state statute MCL 257.801(1)(p)(i)(B), Michigan imposes an annual registration tax on every non-commercial motor vehicle produced since 1984. This tax is based on the vehicle’s original “list price,” interpreted by the tax authority as the manufacturer’s suggested retail price (MSRP). Unfortunately, this means when an owner purchases a used motorhome, he or she must pay annual registration taxes based on the earlier value of the motorhome, which is often double or triple the current value.

FMCA president Rett Porter sent a letter to members of the Michigan legislature explaining this issue and requesting an exemption for motorhomes.

KENTUCKY LICENSE PLATES

In the state of Kentucky, one can purchase personalized license plates for many types of motor vehicles but not recreational vehicles. A recent statute before the legislature amended KRS

186.174 to specifically include RVs on the list of vehicles that could sport personalized plates. At the request of one of our members, FMCA sent an email blast to all members in Kentucky encouraging them to support this legislation.

House Bill 38, introduced by Representative Kim Banta, would allow RV owners to obtain personalized plates with an annual cost of \$51. This bill is still under consideration by the Kentucky House Transportation Committee, and we encourage Kentucky residents to contact their legislator to voice their opinion.

To read the entire HB 38 as submitted, visit apps.legislature.ky.gov/record/23rs/hb38.html. To find name and contact information for your Kentucky legislator, visit apps.legislature.ky.gov/findyourlegislator/findyourlegislator.html.

UPCOMING ISSUES

The Governmental and Legislative Affairs Committee currently is researching and preparing FMCA responses to the following ongoing issues:

1) The Bureau of Land Management has issued new draft regulations concerning the use of their federal lands and has requested comments before June 20, 2023. The new rules will allow the BLM to close access to areas in need of restoration or repair of damaged ecosystems. We are reviewing these proposed regulations and will prepare comments as necessary.

2) Florida is considering a bill to limit liability for campground owners against lawsuits for damages or inconveniences that are inherent risks of camping. We are reviewing and tracking this legislation, but as of April 28, 2023, the Florida House Judiciary Committee has postponed action on it indefinitely.

As you can see based on this list of actions and activities, it's been an extremely busy year for the Governmental and Legislative Affairs Committee, and there will be more news to come as the year progresses!

Respectfully submitted,

Linda Burdette

Linda Burdette,
Chairman, Governmental and Legislative Affairs Committee

**Long-Range Planning Committee
Report to the Governing Board
Gillette, Wyoming
August 23, 2023**

Report of the Long-Range Planning Committee
To the Executive Board
March 11, 2023

The Long-Range Planning Committee met on February 24, 2023, and are presenting the following for consideration by FMCA's Executive Board:

Advancing the 2022 Governing Board's motion for Planning the Future of FMCA, by adopting the Strategic Plan, (January 2023 edition), as presented.

The committee prepared 9 Constitution and Bylaws Amendments, six of which are being presented to the Governing Board at their meeting in Gillette, Wyoming.

The committee commissioned a prospective member research survey by a marketing research group and will be analyzing those results when they are final.

The committee also commissioned a survey of FMCA members regarding chapter membership involvement. The results are encouraging and provide insight into how to approach the topic of chapter officers.

The committee developed a month-by-month timeline for implementation of the strategic plan in order to stay on track with the objectives.

The committee discussed chapter growth ideas and made recommendations, some of which are currently being worked on by the FMCA staff.

PLANNING FOR FMCA'S FUTURE



FMCA's Strategic Plan

January 2023

LONG RANGE PLANNING COMMITTEE

Jerry Ayres, Chair
Vanessa Simmons
Al Zimmerman
Dennis Fox
Joanne Fadale
Fred Terranova

OFFICERS

Rett Porter, President
Gary Milner, Senior Vice President
Kathie Balogh, Secretary
Barbara Smith, Treasurer

CHIEF EXECUTIVE OFFICER

Chris Smith

This strategic plan is subject to modification as new research becomes available and as periodic adjustments are made over time and progress is made in accord with the plan.

CONTENTS

| | |
|---|----|
| Target Markets for Planning | 5 |
| Mission Statement | 5 |
| Purpose Statement | 5 |
| Vision Statement | 6 |
| Planning Process | 6 |
| Goal #1 – Create a new identity and brand that orients the organization to a different demographic | 6 |
| Goal #2 – Preserve and enhance the membership benefits oriented to the current membership while researching benefits that would appeal to the target market | 7 |
| Goal #3 – Consider and adopt new venues for gathering, educating, serving, and enabling RV owners to enhance the enjoyment of their RVs. | 8 |
| Goal #4 – Expand FMCA rallies and conventions through greater involvement of vendors and an emphasis on a more entertaining and fun atmosphere. | 10 |
| Goal #5 – Expand the role and number of chapters by expanding current chapters and establishing new chapters | 11 |
| Goal #6 – Strengthen the organization’s marketing efforts based on ways and methods that will reach the target market while not neglecting the current membership demographic | 14 |
| Goal #7 – Enhance the organization’s role as an advocate for RV owners in dealings with manufacturers and with governmental bodies having oversight over RVs | 15 |
| Goal #8 – Build a stronger network of vendors and campgrounds based upon a mutually beneficial relationship linking members to those providing needed services. | 15 |
| Goal #9 – FMCA’s leadership should reflect its target markets, while retaining the best of its current structure | 18 |
| Measurable Expectations | 19 |

PLANNING FOR FMCA'S FUTURE

FMCA's Strategic Plan January 2023

Planning for any organization starts with research and reflection on the state of the organization. Planning must consider the environment in which the organization exists. The key research examined was the 2020 RVIA Demographic Study. This report was 199 pages of detailed analysis of statistical data. The committee reviewed a summary of the report's findings and looked at implications of the study. The report and its implications are essential to understanding the conclusions reached by the committee.

Implications from RVIA study to guide the preparation of the strategic plan.

1. FMCA is not a significant player among RV owners (.69%) and is not even a key player among motorhome owners (3.3%). FMCA has a heritage and resource base that can enable it achieve growth better than most other RV membership groups.
2. FMCA's membership is aging (average age 71). FMCA must reorient itself to serve a younger population.
3. RV owners are an affluent part of the population.
4. Most RV owners use their RV for vacations, family outings, and short trips (75%).
5. FMCA must shift its appeal to those who are somewhat affluent, but do not travel far and use their RVs primarily in the summer. FMCA's focus has been on RV owners who are wealthy, older, retired, and travel far from home.
6. FMCA must emphasize towables (56%) as much or more than motorhomes (19%) to engage more RV owners.
7. Technology and tech support are important to today's RV owners.
8. RV owners pursue hobbies while using their RVs (85%), therefore FMCA should emphasize the use of RVs in support of hobby interests.
9. Large convention gatherings that require RV owners to travel long distances do not appeal to the target market.
10. FMCA's leadership should reflect its target markets, while retaining the best of its current structure.

It is preferable to have objective, non-biased research data on the target market(s), so that any planning and presentations are based on unbiased observations – rather than individual opinions. This is especially important for a nationally focused organization.

Key implementation dates

Executive Board meeting March 10-11, 2023

End of February for presentation in Perry

Executive Board meeting May 15-19, 2023

May 1 for any action items for Gillette

Any bylaws changes need to go through Constitution & Bylaws Committee before January 1, 2023

Target Markets for Planning

RVIA study analysis, committee discussion, and Membership Recruitment committee have identified four target groups for planning purposes.

- Existing FMCA membership – older RV owners (primarily motorhome owners) who travel long distances from home and travel for significant time periods.
- Prospective members who have been identified as RV owners who are aged 55+, do not travel long distances, and use their RVs less than 30 days a year.
- Vendors – dealers, service centers, supply stores, etc.
- Campgrounds

The **primary target** market for new members are RV owners who 55 – 65 and are empty nesters, recently retired, or retired. They are relatively affluent, but not wealthy. They prefer to stay in public campgrounds, state parks, and private campgrounds, but not “resort” style campgrounds. They pursue hobbies and sports that reflect an active lifestyle.

A **secondary** market for FMCA involves RV owners who are age 35 – 55.

Mission Statement

The mission of FMCA is to educate and empower RV owners so they can enjoy the RV lifestyle.

It has been recommended that the proposed mission statement be modified as follows:

The mission of FMCA is to educate, enable, and encourage RV owners so they can enjoy the RV lifestyle.

The **purpose** of FMCA is to ...

1. Utilize various means of communication, interaction, and involvement to address the needs of RV owners.
2. Provide benefits and services to members to enhance the use of their RVs.
3. Enable RV owners to gain the best use of their RVs through educational and technical presentations.
4. Strengthen the bonds that unite members through chapters, interest groups, activity-focused gatherings, rallies, social media, or other member-identified means.
5. Strengthen the relationship of the RV community with vendors and campgrounds to enhance the enjoyment of their RVs.
6. Serve as an advocate for RV owners in dealings with manufacturers and with governmental bodies having oversight over RVs.
7. Develop a positive image of the organization and its members that will lead to greater growth of the organization.

Vision Statement

FMCA is to be a vibrant RV association that serves a diverse membership of RV owners so they can better enjoy the benefits of the RV lifestyle.

Elements of the vision statement:

- Vibrant – growing, lively, increasing membership significantly over time.
- Association – member led, members make decisions and have stake in the future of the organization.
- Serves – seeks to meet the needs and wants of the diverse membership.
- Diverse membership – younger, varying backgrounds, various RV uses.
- RV owners – recognizes the distinct segments of RV owners.
- Benefits – RV owners enjoy numerous benefits and advantages when compared with non-owner.
- Lifestyle – having an RV leads to a more relaxed and pleasurable life with new adventures, challenges, and responsibilities.

The committee's planning was organized as follows:

Mission > Vision > Goals > Strategies > Objectives

Goal 1 - Create a new identity and brand that orients the organization to a different demographic.

- The current identity and brand are oriented to motorhome owners. A new image for the organization is needed to build bridges and engage a new and enlarged demographic.
- The existing, authorized logo has a bus, and is distinctly related to motorhomes. This authorized logo no longer appears in any outside marketing materials.
- The unauthorized logo being used for marketing purposes (FMCA – your RVing family) still has an underlying emphasis on “motor coaches.” To explain to nonmembers when asked what the FMCA letters mean – one is still brought back to motor coaches.
- To strategically reach a broader, more diverse, and younger demographic a fresher image needs to be developed.

Key suggested strategies & objectives

1. Creatively seek to develop a new identity (name) for the organization that reflects and identifies with the target market.
 - a. President appoint a committee of members and staff to research and identify at least three possible new identities for the organization by October of 2022. (New Identity Committee)
 - b. FMCA staff research the legal implications and potential costs of using the new name as a d.b.a. without disturbing the underlying legal documents and identity of the organization by September of 2022.
 - c. EB identify a new name for the organization by December of 2022 that is to be recommended to the GB at its 2023 meeting.

2. Discover how the new name can be applied to reshape and reorient the organization.
 - a. New Identity Committee research and discover the advantages and disadvantages of a new name for the organization by October of 2022.
 - b. New Identity Committee develop a rationale for the new identity that can be used to “sell” the new name to the EB and the GB by December of 2022.

3. Create a new logo and identity that will reflect the new direction of the organization.
 - a. Together with FMCA staff (and possibly a marketing consultant) New Identity Committee is to research, prepare, and propose at least three possible new logos to be used to market the organization to broader, younger, and more diverse demographic by February of 2023.
 - b. EB to identify a new logo for the organization by March of 2023 that is to be recommended to the GB at its 2023 meeting.

4. Recommend the removal of the identification of an official logo from the bylaws.
 - a. When the revised bylaws are presented to the GB for adoption, the section stipulating an official logo is to be removed. This proposal needs to go through the Constitution & Bylaws Committee by December 31, 2022.
 - b. Constitution and Bylaws Committee is to propose this change for adoption for the 2023 GB meeting.

5. Apply the new corporate identity in a broad-based marketing effort to build bridges with the primary target market and gain additional market share in the RV community and the general marketplace.
 - a. FMCA marketing staff (and possibly together with a marketing consultant) is to develop a marketing campaign to launch the new identity by October of 2023.
 - b. Launch the marketing campaign by November of 2023.

Goal 2 - Preserve and enhance the membership benefits oriented to the current membership while researching benefits that would appeal to the target market.

Key suggested strategies

1. Determine the ability of the current benefits to meet the needs and wants of the current membership.
 - a. CEO to prepare an analysis of the acceptability/appeal of the current membership benefits/services to the current membership demographic by November of 2022.

2. Discover how the current benefit offerings appeal to the target market.
 - a. Research how the current benefit/service offerings appeal to the target market by December of 2022.

3. Research what, if any, new member benefits/services might have greater or additional appeal to the target market.

- a. Determine a list of additional membership benefits/services that might be offered that appeal more directly to the needs and wants of the target market by February of 2023.
 - b. Prepare a report on the cost/benefit analysis of potential new benefits/services that would appeal to those who do not travel long distances, do not use their RVs for more than 30 days, and primarily use their RVs for family vacations and hobby interests by February of 2023.
4. Adopt additional membership benefits or services that will attract a greater portion of the target market while continuing to attract the demographic of the current membership.
 - a. Prepare a recommendation on potential benefits/services that could be considered that would appeal to the target market by March of 2023.
 - b. EB adopt enhanced membership benefits/services that would appeal to the target market while preserving the appeal of the benefit package to the current membership demographic by March of 2023.
5. As benefits, programs, and services are added that appeal to prospective members who pursue a more active lifestyle and actively engage in hobby interests closer to home, it is expected that FMCA will see more younger families among its membership.

Goal 3 - Consider and adopt new venues for gathering, educating, serving, and enabling RV owners to enhance the enjoyment of their RVs.

- It is recognized that the target market of younger RV owners is not oriented toward large group, multi-generational gatherings (conventions).
- The younger target market is a more active demographic that use their RVs to pursue water sports, hobby interests or other adventure-oriented pursuits.
- The current convention offerings of the national organization and the area rallies are oriented to the older demographic of the existing membership. The younger target demographic has different entertainment interests than is offered currently.
- The current national conventions (2X per year) and the area rallies are oriented towards those who travel long distances over multi-week periods. It is no longer reasonable to expect those who travel less than 30 days a year to take all of that time to attend a convention.
- The current strategy of holding international conventions at a limited number of sites may be justified from a cost basis, but does not encourage repeat attendees or a growing attendance number.
- The current format of conventions and area rallies will likely see stable or modest growth in attendance. It is unreasonable to expect to see convention attendance numbers of 4 – 5,000 RVs gathered in one place.

Key suggested strategies

1. Consider how to enhance the current convention/rally structure to continue to attract attendees.

- a. Review and analyze convention response/surveys (especially among attendees in the target market segment) to determine the best received events/scheduled convention offerings by October of 2022.
 - b. Conduct surveys of Lincoln convention attendees (especially among attendees in the target market segment) to determine what changes in format, schedule, events, workshops might attract more interest.
 - c. Discover ways to capture the interests of the day pass attendees.

2. Consider new venues that would appeal to the younger target market demographic based upon the use of their RV.
 - a. Discover what could entice the target market RV owners to attend a large, convention type event or gather in smaller, rally-type FMCA-sponsored venues.
 - b. The target market of RV owners is more active and use their RVs in association with their hobby interests. Consider holding smaller rally events sponsored by FMCA that are associated with fishing, vacation destinations, dune buggy events, bass tournaments, summer celebrations etc. Report on possible rally venues by May of 2023. Determine the feasibility of such FMCA-sponsored rally events by June of 2023.

3. Consider holding organization gatherings near or in association with where RV oriented groups gather already.
 - a. There are certain major RV “shows” that happen at various times of the year – Hershey, Tampa, etc. Consider taking advantage of the natural draw of such events. Dealers and vendors are less-inclined to come to a FMCA convention unless there is a “large” attendance. Sometimes (especially at area rallies) some dealers do not want to be involved unless they are the exclusive dealer for the rally. In contrast to getting them to come to a FMCA convention, take FMCA where potential members are gathering anyway. (It is realized that FMCA has had a display/vendor booth at some of these major RV shows.)
 - b. Consider having a FMCA-sponsored “gathering” at a venue associated with or nearby to the major RV shows by May of 2023.
 - c. Determine the possibility, format, advantages and disadvantages of such a concept by May of 2023.
 - d. Such a concept may expect a gathering of 500 RVs. This type of event could be sponsored jointly by an area and the national FMCA office. It will take some creativity to construct such a non-traditional concept, but fishing it is best to go where the fish are.

4. Provide more educational offerings in ways that the target market likes to receive such information.
 - a. The effort of FMCA national to provide educational content in non-traditional ways using more current social media venues is recognized.
 - b. There are certain You Tube channels (RV Camper, Do-It-Yourself RV, Camper Report) and forums that are active and provide resources for RV owners (irv2).
 - c. Consider how to partner with some of these venues in a mutually beneficial way to provide worthwhile information to RV owners. Prepare a feasibility report by

January of 2023. If such an effort is feasible, explore the possibility of some ventures by March of 2023.

- d. Increase the educational offerings related to towables which are the primary RV used by the target market.
- e. Perhaps consider how a QR code can be a link to education materials.
- f. Research how the target market wants to receive education materials.

Goal 4 – Expand FMCA rallies and conventions through greater involvement of vendors and an emphasis on a more entertaining and fun atmosphere.

Observations

- The format of conventions remains basically the same – this breeds a sense of boredom.
- Attendees come to area rallies and national conventions for education, excitement, fun, and entertainment. Convention planning needs to be geared to meet the objectives of the attendees.
- First time attendees and younger attendees are looking for fun.
- The first day of the convention is uneventful (except for volunteers and GB representatives). The activity at our conventions are slow starting with a number of "open spots" awaiting others to arrive and set up.
- There is little activity for attendees on the final afternoon before departure.
- If there is a dead spot – seek to have that spot filled with activity.
- Need to have offsite tours of local attractions during conventions.
- Towables now represent 10% of FMCA's membership. There is a need for more travel trailer products at conventions.

Key strategies

1. In planning for future conventions try to designate a gathering spot with food vendors, hand-outs, ample tables and chairs (for interaction between attendees, staff and officers). Make it a good "kick-off" spot for multiple hours. If the weather is too hot, rainy or too cold, have a plan to have the gathering somewhere indoors. Officers, entertainers, vendors and staff should be asked to take part to help "sell" the convention from the beginning. This type of venue would encourage lasting relationships.
 - a. Area should be decorated and festive; vendors selling sandwiches, soft drinks, ice cream, etc.
 - b. Plan for implementing such an area should be included in convention planning for the spring 2023 convention.
 - c. Establish such an area for the spring 2023 convention.
2. Consider a gathering (departing reception) to share convention experiences, gather information for future convention planning, and seek ideas to improve the next convention.

- a. Consider the feasibility of such a gathering (departing reception) in the planning for the 2023 spring convention.
 - b. If it is deemed that such a gathering would be a positive contribution, the gathering would be implemented for the 2023 spring convention.
3. Increase the number of vendors, services, and products oriented towable towable RVs at conventions.

Travel trailers have been part of FMCA landscape since 2018. There are many products that service both motor homes and travel trailers. Now that travel trailers represent around 10% of our population, increase in travel trailer product is sought at the conventions. February, 2023

- a. Develop a strategy for increasing the number and scope of vendors oriented to towables for the spring convention of 2023.
- b. Develop and promote the increased vendor offerings oriented to towables for the spring 2023 convention.

GOAL 5 - Expand the role and number of chapters by expanding current chapters and establishing new chapters.

Observations

- Membership in chapters has gone from 66% of FMCA members in chapters in 2002, to 18% in 2018, to 16% in 2020.
- Towables are reluctant to join a chapter of motorhomes because they feel they are outsiders.
- Need for more easily accessible information on forming a new chapter.
- There seems to be a lack of information encouraging people to find others with similar interests and encourage them to come together. Other similar RV organizations seem to make this information available.
- The target market for potential new members has a more active lifestyle, uses their RVs in pursuing hobby and recreational pursuits (fishing, ATVs, special interests, water sports, etc.).
- The target market uses their RVs less than 30 days a year and does not travel far from home.
- In contemporary society joining a civic, fraternal, or social organization is not expected or sought as it was in previous generations. Seeking to become an organization leader or active volunteer is not part of the general culture. People generally seek personal satisfaction and the fulfillment of personal life goals in choosing to allocate their available recreational time.
- COVID and socio-economic conditions in the past several years has had a very negative impact on the growth of chapters. The lack of chapter growth has also impacted the development of leadership in chapters, areas, and the national governing structure.
- Some other national entities are elimination of reducing support for their “chapter” or geographic groups.

Key strategies

1. FMCA marketing department develop a strategic plan to reach out to these orphaned “chapters” in other organizations and entice them to join FMCA. Such a plan should provide support and help in securing their membership with FMCA.
 - a. Develop a plan by December of 2022.
 - b. Implement the recruitment plan during the first quarter of 2023.
2. FMCA officers and staff become more aggressive in chapter development and membership. October 2022
 - a. FMCA staff and officers develop a more aggressive plan to increase chapter growth by October of 2022.
 - b. Implement steps outlined in the chapter development plan during the first quarter of 2023.
3. Establish at least one chapter in each region for towables only. Once established, that chapter can then make a decision on the inclusion of motor homes or not.
 - a. FMCA office develop marketing materials and steps for each region to establish a chapter for towables only. Packet of marketing materials and recommended plan be developed by December of 2022.
 - b. Each region establish at least one chapter oriented to towables by June of 2023.
4. Create a plan to develop chapters in each state (or region) related to various hobby interests. The intent is to gather those who pursue similar recreational interests and also use their RV with that hobby or activity.
 - a. Explore means and methods used by similar organizations to develop “chapters” or groups oriented around similar hobby or recreational pursuits. The emphasis is to be on similar interests in local geographic areas (state or geographic area determined by participants). Report on findings be made to Membership Recruitment Committee and Executive Board by February of 2023.
 - b. Utilize the resources of the FMCA national office to secure lists of potential members participating in recreational activities. Report of feasibility of such an effort be made by February of 2023.
 - c. FMCA office develop means and methods to prepare lists of prospective interest-related groups and members. The means to make such lists available to regions is to be developed by May of 2023

- d. Develop a plan and marketing materials that can enable regions to recruit prospective members with similar recreational interests. Materials are to be ready by May of 2023.
5. Emphasize the ease of establishing new chapters through various media. See that a packet of materials outlining the process is made available to any interested person or group.
6. Develop more creative ways to promote the establishment of chapters through various marketing channels.
 - a. Publish an article in the FMCA magazine outlining the process of starting a chapter – illustrating the process for an area chapter, specialty, or national chapter. Publish such an article in a fall issue during 2022.
7. Recommend to all chapters that a position of “Membership Recruiter” be created. Such a position would be responsible for keeping the chapter member count up, respond to any means and methods dealing with new membership, receive central office leads, contact RVs at campgrounds and make personal contact with potential new members.
 - a. FMCA staff develop a recommended job description for such a position by December of 2022
 - b. A plan to recommend such a chapter position be implemented by January of 2023.
8. Recommend to all FMCA areas that a position of “Chapter Developer” be created. Such a position would not be a regular officer requiring a bylaw change. This person (or committee) would endeavor to establish new chapters that are hobby/interest focused, more local/regionally focused, and oriented to RVers who have towables. The AVPs efforts generally would remain focused on the annual rally/regional convention and supporting existing chapters.
 - a. FMCA staff develop a recommended job description for such a position by January of 2023.
 - b. A plan to recommend such an area chapter developer be implemented by March of 2023.
9. Explore the idea of developing chapters in all major cities. RVs of all levels are stored at homes or storage units in each city. Members would already have a cohesiveness instantly by experiencing the same city's sport team, shopping centers, restaurants, and other areas of mutual interest. An announcement on the cities social network would explore the level of interest of the cities RV's owners
 - a. Membership Recruitment Committee and FMCA staff explore the concept of establishing city chapters by December of 2022.
 - b. Explore the possibility of using the resources of the FMCA national office to secure lists of potential members residing in major cities or metropolitan areas. Report of feasibility of such an effort be made by February of 2023.

- c. Develop a recruitment plan by city or metropolitan area by April of 2023.
10. FMCA staff make changes to the FMCA website so it is more user friendly with chapter information presented in a way that it is easy to access.
 11. Encourage AVPs to develop an FMCA booth with appropriate materials at local RV shows to generate more interest in FMCA.
 - a. FMCA staff to prepare a booth kit that could be used or modified by AVPs for use at local RV shows, expositions, sports shows, etc. The kit could include story boards, handouts, chapter info, magazines, benefit info, etc. Kit to be prepared by March of 2023.
 - b. FMCA staff outline and implement a plan to encourage AVPs to become more outreach oriented and use the outreach kit by April of 2023.
 12. Educate chapters on the tools FMCA has available to support chapters and their activities. This could include an annual mailing to chapters, email blasts, etc.

Goal 6 - Strengthen the organization's marketing efforts based on ways and methods that will reach the target market while not neglecting the current membership demographic.

1. Review the marketing efforts of FMCA and the means of measuring outcomes from current efforts.
 - a. Conduct an overview of current marketing and communication methods by November of 2022.
 - b. Develop or utilize a means of measuring the effectiveness of current marketing methods by November of 2022.
2. Research the ways the target market would prefer contact from FMCA. The emphasis is not just current members, but the prospective members who have not joined FMCA.
 - a. Develop a means of researching the preferred contact/marketing means preferred by the target market who are not members of FMCA. This may best be accomplished through an outside research firm. Develop the means or tools for conducting such research or an RFP by October of 2022.
 - b. Conduct the research on communication/marketing methodologies by February 28, 2023.
 - c. Report the results by March of 2023.
 - d. Implement any recommendations by April of 2023.
3. Confirm that the current marketing/contact methods are effective in reaching the current membership.
 - a. Develop a means of measuring the effectiveness of current marketing/communications among the existing FMCA demographic by October of 2022.

- b. As a result of the study of communication methods among the current membership, make any recommended changes by April of 2023
- 4. Consider working with a large, multi-site RV dealer that is able to sign-up FMCA members.
 - a. Devise a plan to recruit dealers as advocates committed to support FMCA and enlist members by April of 2023.
 - b. Enlist one dealer by June of 2023.
 - c. Enlist 3 major dealers by August of 2023.

Goal 7 - Enhance the organization's role as an advocate for RV owners in dealings with manufacturers, dealers, and with governmental bodies having oversight over RVs.

Key suggested strategies

1. Investigate the possibility of a RV owner's advocate as part of the FMCA staff.
 - a. If FMCA is to serve as an advocate for RV owners in dealings with manufacturers dealers, service centers, and with governmental bodies having oversight over RVs, then FMCA should have a more active role in representing RV owners in areas where individuals are not likely to succeed in representing themselves.
 - b. Consider the role of an official FMCA advocate/ombudsperson who would represent and respond to the concerns of members. Decide whether the position should be part-time or full-time at the beginning. Define the job description of such an advocate/ombudsperson by September of 2023.
 - c. Such an advocate would be one who would receive concerns about manufacturer/dealer issues/complaints/warranty problems, and seek to reasonably resolve such issues to the RV owners' satisfaction.
 - d. Publicize the results/resolution of matters in the magazine, website, and other appropriate venues in a way that maintains the proper relationship with time member and the vendor. Begin such efforts by January of 2024.
2. RVs and RV owners are subject to a plethora of laws and regulations, therefore to better serve its membership, it would be well to have a more visible role as an advocate in dealings with governmental bodies.
 - a. Work with the Governmental and Legislative Affairs Committee to further define their role and the potential role of an advocate to act on behalf of members in dealings with governmental bodies.
 - b. Publicize legal issues, laws, and regulations that affect RV owners and ways that FMCA has helped its members in such areas. Establish a regular column in the FMCA magazine on these matters by January of 2023.
3. Have a regular article in the FMCA magazine reporting on what is being done in area of advocacy.
4. At the conventions report on what is happening on the national RV scene from the FMCA perspective.

Goal 8 - Build a stronger network of vendors and campgrounds based upon a mutually beneficial relationship linking members to those providing needed services.

- Many vendors are changing strategies to reach new customers.
- We need to let vendors know we are not the old, stale, FMCA. FMCA is fresh, welcoming, and expanding with new avenues of membership and goals.

Key suggested strategies

1. Conduct a focus group of 12 – 15 campground owners/managers/operators gathered from campgrounds in each of FMCA's nine geographic areas. Selected campgrounds could be franchises, owner-operated, corporate owned, or associated with a national campground chain. The intent of the focus group would be to:
 - a. Ascertain whether the current FMCA brand and identity hinders or fosters stronger relationships with campgrounds and/or campground owners.
 - b. Assess the perspective, needs, wants, and desired relationship of campground owners and managers with FMCA.
 - c. A major national entity has a strong relationship with campgrounds throughout the U.S. (Good Sam). Would FMCA benefit from a strong program to attract and retain more campgrounds as commercial members? Would FMCA members benefit from a larger and more visible relationship between FMCA and campgrounds?
 - Preparation of discussion questions and topics to be addressed in the focus group by December 31, 2023.
 - Decide if materials to conduct a focus group would be provided to each area president or if a focus group facilitator would rotate to the various areas.
 - Select potential focus group members by January 30, 2024.
 - Conduct focus group meetings during February 2024.
 - Prepare report of conclusions from focus group by March of 2024.
 - d. If a major national entity has terminated or withdrawn support for their chapters, does this help or hinder our support and expansion of our chapters and campground acquisitions?
2. If the results of the focus group study are positive, seek to establish a network of FMCA recommended campgrounds through a mutually beneficial relationship between campgrounds and FMCA and its members.
 - a. The current campground benefit for FMCA members is of marginal value. In the past this market was surrendered to Good Sam.
 - b. Campground recommendations are one of the primary ways people discover a national RV organization. Camping discounts have great appeal to RV owners.
 - c. Work with campground owners, franchisees, national organizations (KOA, etc.) to explore the possibility of an FMCA recommended network of campgrounds by April of 2024.
 - d. Consider the possibilities of a FMCA member participation model similar to or linked to a model like the RV Park Review concept.
 - e. Establish the framework for such a recommended list of campgrounds by May of 2024.

- f. Launch the campground network at the 2024 GB meeting.
3. Conduct a focus group of 12 – 15 RV-related commercial vendors (RV dealers, RV product outlets, service centers, repair facilities) gathered from vendors within a reasonable geographic area. Selected vendors could be franchises, owner-operated, corporate owned, or associate with a local or national chain. (Camping World and its affiliates are excluded). The intent of the focus group would be to:
 - a. Assess the perspectives, needs, wants, and desired relationship of vendors with FMCA.
 - b. A major national entity (Camping World) has a strong presence in the nationwide RV product, service, and sales markets. Would FMCA benefit from a stronger program to attract and retain commercial product outlets, service centers, and repair facilities as commercial members?
 - Preparation of discussion questions and topics to be addressed in the focus group by December 31, 2023.
 - Select potential focus group members by January 30, 2024.
 - Conduct focus group meetings during February 2024.
 - Prepare report of conclusions from focus group by March of 2024.
4. If the focus group proves positive, work toward establishing a network of independent RV dealers, service centers, and supply stores which can benefit the vendors and FMCA members.
 - a. There are many quality RV vendors that are not associated with Camping World. RV owners are looking for alternatives, but are unsure of the quality of such vendors.
 - b. Work with the Commercial Council and a group of RV dealers, service centers, and supply stores to explore the possibility of an FMCA recommended network of vendors by April of 2024.
 - c. Establish the framework for such a vendor network by May of 2024.
 - d. Work through the legal issues and details of a FMCA recommended network of RV vendors .by May of 2024.
 - e. Launch the vendor network at the 2024 GB meeting.
5. Provide more regional/area coverage of campgrounds and vendors in the magazine and website/media because the target market of RV owners does not travel beyond their area.

Develop a more area/regional emphasis in the magazine and media. There are nine geographic regions in the FMCA structure. If two areas were featured with three campgrounds and two vendors in each area in each magazine, then there would be more appeal to those who don't travel cross-country.

 - a. Consider the concept of an enhanced area emphasis in the magazine and media by January of 2023.
 - b. Implement an enhanced area emphasis in the magazine and media by March of 2023.
6. Consider an advertising campaign in magazines oriented toward active hobbies: hiking, fishing, boating, etc.
 - a. Develop a plan for implementation by March of 2023.

- b. Understanding the expanded role of social media and decline of magazine readership include alternatives to magazine advertising in formulating the plan.
 - c. Launch the advertising campaign after a new identity for the organization has been developed and adopted.
7. Several major sports/active hobby stores (Cabelas, Dick's, etc.) are located near FMCA area and national convention sites. These may be potential sponsors or vendors at FMCA conventions.
- a. Develop an outreach plan to such retailers by April of 2023.
 - b. Enlist at least two of these national retailers for the 2023 national convention.

Goal 9 - FMCA's leadership should reflect its target markets, while retaining the best of its current structure.

- As an association FMCA has one of the most representative governing structures in the present EB and the GB.
- There is an inherent conflict between the FMCA constitution stating that the governance of FMCA is derived from its **members** (all of its members) – and yet the governing authority rests with the Governing Board which is composed only of representatives from members who belong to **chapters**.
- Only 19% of FMCA members belong to chapters, therefore a small minority of members control the governing structure of FMCA. The governing structure lacks the perspective and input of 81% of its members. It is difficult to say that FMCA is a member-led association, if the vast majority of its members are not represented.
- FMCA will be improved if it has access to the needs, desires, and perspective of a greater percentage of its members. Without the views of non-chapter members, the FMCA leadership is operating in a vacuum.
- If FMCA is to be a vital and vigorous organization it must have input from all of its members, not just chapter members.
- Any improvements/modifications to the existing governing structure must build upon the strength of the existing structure.

Key consideration

Non-chapter members are not clamoring to be involved in FMCA leadership, however
 FMCA leadership needs to have the **perspective** of non-chapter members in order to provide effective leadership for the **entire organization**.

The **challenge** is to create a means of giving meaningful representation or voice to FMCA members who are not members of chapters. There is a **need** to add perspective and involvement from FMCA members who are not members of an FMCA chapter. The current FMCA governing structure provides no substantive or meaningful involvement for non-chapter members. To bring the perspective of non-chapter members to the FMCA leadership, the addition of an Advisory Committee is recommended.

Key suggested strategies

1. Recommend to the Constitution and Bylaws Committee that the general governing structure of FMCA be maintained at this time.
2. Establish an Advisory Committee of non-chapter affiliated FMCA members as a standing committee that reports to the Executive Board and the Governing Board.
3. The membership of the Advisory Committee will consist of 6 to 9 members who are representative of FMCA members who are not affiliated with a recognized FMCA chapter. Members may be drawn from the various FMCA regions or such members who have indicated by their involvement a desire to participate by providing guidance and insights representative of the 80% of non-chapter members that will prove helpful to the leadership of FMCA.
4. The role of the advisory committee is to give the Executive Board insight and recommendations that reflect the perspective of members not customarily in FMCA leadership positions.
5. Discussion items are to be given to the Advisory Committee by the FMCA president or FMCA's chief executive officer to gain the committee's perspective on items being discussed by the Executive Board. The items to be brought to the Advisory Committee for consideration are at the discretion of the president. Items and information could also come from the Advisory Committee to initiate consideration of subjects at the Executive Board. The findings, suggestions, and recommendations of the Advisory Committee are not binding on the Executive Board, but should be seriously considered by the Executive Board. The success of the Advisory Committee is directly related to its involvement by the president and the Executive Board.
6. The Advisory Committee will broaden the views and perspectives brought to the Executive Board and better reflect the entire FMCA membership while retaining the role of the Executive Board, Governing Board, and chapter delegates.
7. The FMCA president shall appoint the members of the Advisory Committee for two-year terms. The terms of the members of the Advisory Committee may be staggered.
8. The members of the Advisory Committee shall elect one of its members to serve a two-year term as chair of the committee.
9. The chair of the Advisory Committee shall serve as a non-voting member of the FMCA Executive Board.
10. The Advisory Committee shall keep a record of its proceedings (minutes) and such record shall be distributed to the Executive Board.
11. Establish the Advisory Committee as a proposal to be submitted to the Constitution and Bylaws by September of 2023 so that it can be submitted to the 2024 Governing Board.
12. Chapters have been the backbone of FMCA since inception. Should the steps outlined above fail to broaden the representation of non-chapter members or the membership in chapters continues to fade, the president is to appoint a committee whose purpose is to outline what FMCA will need to do to reduce the impact of chapters on the organization. This may include the modification of the Governing Board/Executive Board or the formation of a new governing body to replace the Governing Board. Consideration of this proposal is to occur in October of 2027.

Measurable expectations

- Grow the FMCA membership to 90,000 within five years.
- Maintain an average convention attendance of 1,600 RVs over the next five years.
- Grow the network of campgrounds to 1,500 within five years.
- Establish a network of 1,000 FMCA-linked vendors with five years.
- The operational FMCA budget be maintained and increased as the membership grows.

Also suggested for background (LRPC papers and background material)

- Go Rving – Analysis Summary
- 2020 RVIA Demographic Study – key findings
- 2020 RVIA Demographic Study – implications

FMCA Strategic Plan 2023
Recommended by Long Range Planning
Committee 2/24/2023
Adopted by Executive Board and
Recommended to Governing Board for
acceptance 3/11/2023

**Member Recruitment Committee
Report to the Governing Board
Gillette, Wyoming
August 23, 2023**

**Member Recruitment Committee
Report to the Executive Board
May 19, 2023**

A meeting of the Member Recruitment Committee of Family Motor Coach Association was held on April 18, 2023, via teleconference. The committee is forwarding the following recommendations to the Executive Board:

The Member Recruitment Committee recommends that the Executive Board approve the request to:

1. To approve a program to provide current FMCA members one free year FMCA membership for the first new member they sign up after a designated starting date.
2. To recognize members who complete a certain number of modules on FMCA University, on the website, in our magazine and provide them with a certificate commemorating their accomplishment.

**Membership/Member Services Committee
Report to the Governing Board
Gillette, Wyoming
August 23, 2023**

**Membership/Member Services Committee
Report to the Executive Board
November 9, 2022**

A meeting of the Membership/Member Services Committee of the Family Motor Coach Association was held on November 3, 2022, by video conference. The committee is forwarding the following recommendations to the Executive Board:

1. To recommend to the Executive Board to approve the Micro Air proposal to offer smart units at a discounted rate to FMCA members. (EasyTouch RV thermostat and EasyStart soft starter units)
2. To recommend to the Executive Board the FMCA Health Plan provided by RV Insurance Benefits proposal, which will provide a variety of health insurance plans focused on the RVing community with optional coverages for dental and vision.
3. To recommend to the Executive Board the Circle K Fuel Discount proposal on a discount coupon code. The code is active for five minutes. Members can receive one coupon per day with a 20-gallon limit per day. The discount is good for any grade of gasoline and diesel.
4. To recommend to the Executive Board the TSD Logistics Fuel Discount Program. Although not a specific discount for only FMCA members, it provides a significant discount of 40 – 60 cents per gallon for users. FMCA would notify members of the discounted diesel fuel card availability. They are receptive to some form of a co-promotion arrangement in which each organization would promote the other through email blast and advertising.

**Membership/Member Services Committee
Report to the Executive Board
June 29, 2023**

A meeting of the Membership/Member Services Committee of the Family Motor Coach Association was held on June 15, 2023, by video conference. The committee is forwarding the following recommendations to the Executive Board:

1. To recommend to the Executive Board to approve the EBGsolutions.com proposal. This proposal is for a partnership agreement to offer FMCA branded entertainment benefits to members.
2. To recommend to the Executive Board to approve the RVLIFE.COM proposal. This proposal is for a mobile app for camping assistance. The app can help find campgrounds while traveling, track maintenance records, trip planning, points of interest, etc.

**Risk Management Committee
Report to the Governing Board
August 23, 2023
Gillette, Wyoming**

Risk Management Committee
Report to the Executive Board
March 11, 2023

A meeting of the Risk Management Committee of Family Motor Coach Association was held on March 3, 2023, via teleconference. The committee is forwarding the following recommendation to the Executive Board:

- The committee recommends moving forward with the numbers provided on the policy renewal so far. When final numbers come in, the committee will discuss briefly, and forward a full and complete picture to present to the Executive Board.

Via email, this Committee reviewed the insurance renewal and prior years minutes. The minutes were approved without issue or correction. We each reviewed the renewal terms offered by our agent and have all agreed that there are no questions or improved recommendations at this time. It is the opinion of this committee that the renewal be accepted without delay and the recommendation made to the Board of Directors at the annual meeting were confirmed by the members of the team.

Actions 2022/2023

The items summarized below are actions taken by the Executive Board and Board of Directors from August 2022 through August 2023. The items are split into two groups:

The "**Items to be Voted On**" are action items approved by the Executive Board or Board of Directors that also require the approval of the Governing Board. Prior to voting, any item may be pulled by a member of the Governing Board for additional discussion.

The "**Informational Items**," which have previously been reported in the minutes of the Executive Board and Board of Director meetings, are provided to aid the Governing Board in exercising its oversight responsibilities over the affairs of FMCA and FMC as contemplated by the Bylaws. Any questions regarding the Informational Items may be raised during the Governing Board meeting.

ITEMS TO BE VOTED ON

1. To approve FMCA returning to Redmond, Oregon, for the 109th International Convention and RV Expo in summer of 2024, pending successful negotiations.

INFORMATIONAL ITEMS

Saturday, August 27, 2022

2. In accordance with Policy and Procedure #2013, the Executive Board authorize the withdrawal of \$500,000 from the investment account to pay the Tech Connect+ rebates.
3. Wednesday, November 9, 2022
4. To approve the MicroAir proposal.
5. To approve the FMCA Health Plan provided by RV Insurance Benefits.
6. To approve the Circle K Fuel Discount proposal.
7. To approve the TSD Logistics fuel discount program.
8. To extend the Canadian dues discount program with the following changes: using our own resources to promote; email blasts; National Vice President Communications; and RV shows.

Saturday, March 11, 2023

9. To accept "Planning the Future of FMCA" and to adopt the January 2023 edition of the FMCA Strategic Plan as amended.

Friday, May 19, 2023

10. To recommend the Executive Board to accept Flynn and Company as the new audit firm.
11. To contact all members who have completed all Curriculum Technical Articles, becoming an "RVer Extraordinaire," offering a free one-time-only renewal of their membership upon completion of all the modules at FMCA University.
12. To provide recognition and a certificate at all International Conventions for those members present who have achieved "RVer Extraordinaire" status. This should be included during the introduction portion of one of the evening programs, with pictures to be included in the magazine.
13. To earmark 50% of the association's net operating earnings to each of the reserve funds in the investment portfolio as outlined in Policy & Procedure #2035, Reserve Funds.
14. To set aside \$255,000 for the purpose of education for FMCA's 2024 fiscal year proposed budget.
15. To remove \$100,000 from the investment account to fund the marketing initiative for the current fiscal year, 2023.
16. To accept the recommendation from the Wage Review Board for the 2024 budget for salaries in the amount of \$2,354,802, as outlined in Policy & Procedure #4012, Wage Review Board.
17. To accept the 2024 fiscal year proposed budget with a surplus of \$1,933.
18. To approve a program to provide current FMCA members one free year of FMCA membership for the first new member they sign up after a designated starting date, in lieu of a \$10 coupon.
19. To keep the Area Vice President chapter visitation allocations the same as the current policy and procedure.

20. That the CEO be authorized to send quarterly flash sales - two for renewals and two for new joins without having prior Executive Board authorization.
21. To approve the Standing Rules and Agenda for the Gillette, Wyoming, Governing Board meeting.
22. That electrical fees for FMCA International Conventions will not be refunded after the cutoff date specified on the convention registration form.

July 10, 2023

Dear Governing Board Members:

During the past two years I have enjoyed serving as your FMCA National President through ups and downs, but mostly ups. Many challenges have occurred, and as I list some of our accomplishments, please keep in mind that the Executive Board and I have made decisions with our members' best interests as our goal.

1. Safety and Advocacy Efforts: We prioritized safety by implementing an active shooter training plan for FMCA conventions and events. In addition, we diligently advocated for RV owners' interests by addressing issues such as the California Heavy-Duty Maintenance and Inspection Program for RVs, Michigan registration fees for RVs, DEF issues for diesel engines, and the Tennessee law regarding camping on public land.

2. FMCA Membership Promotion: To enhance our membership promotion efforts, we developed an educational video that highlights the benefits of FMCA membership and is intended to be shown at RV dealerships. This video was scheduled to be released in July 2023 and will contribute to our ongoing recruitment initiatives.

3. Youth Activities Program: After years without a youth program for our events, we established a dedicated Youth and Family Activities Committee. This initiative aims to engage younger generations in the RV lifestyle and provide them with enriching experiences at our gatherings.

4. Long-Range Planning and Strategic Plan: Our dedicated long-range planning efforts resulted in the creation of the first Strategic Plan for FMCA in over 20 years. This comprehensive plan will guide our organization's future growth and development.

5. Successful Perry Convention: I am delighted to report that we held a highly successful convention in Perry, Georgia, in March 2023 with almost 2,000 RVs in attendance. The event showcased seminars, vendors, entertainment, and camaraderie within our FMCA community.

6. QR Code Scanning: We implemented the use of check-in and location QR code card scanning at FMCA International Conventions & RV Expos. This technological enhancement has greatly improved parking management and attendee location data, helping to ensure a smoother experience for attendees.



7. Redmond Convention: I am excited to announce that we successfully signed a contract with Deschutes County Fair & Expo Center in Redmond, Oregon, which will mark the first FMCA convention in the Northwest Area since 2014. This location expands our reach and encourages members to participate in our events from other areas of the United States and Canada.

8. Enhanced Collaboration: I am proud to have led the Executive Board to a congenial and effective working relationship. By fostering constructive communication and teamwork, we have strengthened our decision-making processes and improved our overall effectiveness.

9. Member Recruitment and Retention: A Member Recruitment Committee was established to focus on attracting new members and strengthening the satisfaction and engagement of our current members. This committee has been instrumental in driving membership growth and fostering a sense of belonging within FMCA.

10. Affiliate Program Launched: To promote the recruitment of new members, we successfully began an affiliate program. This initiative has brought in a significant number of new members and has strengthened our FMCA community.

11. FMCAssist Medical Emergency and Travel Assistance Program: We negotiated a two-year agreement with Chubb that resulted in a 7 percent reduction in rates for the FMCAssist insurance program. This achievement ensures that our members have access to affordable and comprehensive coverage.

12. FMCAssist Benefits Expanded: We included urgent care as part of the FMCAssist emergency room benefits, ensuring comprehensive medical support for our members during emergencies. The benefit is \$250 per trip with a maximum benefit amount of \$500 per 12-month period.

13. Mechanical Failure Added to FMCAssist Benefits: If FMCA members have a mechanical failure of Private Passenger Automobile or Recreation Vehicle while on a trip (75 miles or more from home), they are now entitled to an emergency cash benefit. The daily benefit amount is \$250 per day for food and lodging for a maximum of three days per trip. The maximum benefit amount per 12-month period is \$1,500.

14. Infrastructure Improvements: Recognizing the need for maintaining structural integrity, we replaced the roof and three A/C units on the FMCA Round Bottom Road office and warehouse building. These improvements have enhanced the functionality, comfort, and efficiency for our employees at that facility.

15. Campground Fee Restructuring: To help fund improvements for the FMCA campground on Round Bottom Road in Cincinnati, we changed from offering members two free nights of camping per month to charging \$15 per night for full hookups and \$10 for electric-only sites for the first two nights per month, which is half off the regular rates.

This change is projected to generate \$40,000 annually, which will be allocated toward further enhancing our campground.

16. Legal and Medical Expertise: To better serve our organization, we hired a new FMCA attorney and secured a medical advisor to provide guidance on COVID-19-related matters in the office, at conventions, and for chapter requirements.

17. Risk Management and Expense Reduction: Our risk management efforts resulted in a commendable 2 percent reduction in overall insurance expenses for FMCA. This achievement demonstrates our commitment to responsible financial stewardship.

18. CAN-SPAM Enforcement: In line with federal regulatory requirements, we actively educated and enforced CAN-SPAM regulations with chapters and areas. This ensures compliance and protects the privacy of our members.

19. T-Mobile Mobile Internet Program: This new program will provide 100GB of unlimited data, with network management only if on a high-use tower. These 5G devices will be able to be used in Canada and Mexico. FMCA will be able to offer these units to our members for \$59.99 per month with no contract. The T-Mobile contract has the potential to provide FMCA \$2,000,000 or more in income within the first 12 months and to make Tech Connect+ profitable again.

FYI: You may not be aware of my role in establishing FMCA Tech Connect+, but I gave an idea to CEO Chris Smith to use the special rates FMCA received as a nonprofit organization and pass on the savings to our members, which could increase our income from technology. That idea was used to negotiate special rates on mobile hotspot internet plans that could be offered to members. FMCA made a lot of money for several years from these programs, but in 2022 we had to close those programs in our nonprofit FMCA bookkeeping side because we were making too much unrelated business income. This put our nonprofit status for FMCA in jeopardy. Tech Connect+ was moved to our for-profit organization, Family Motor Coaching Inc., but the business plans being offered were not as profitable as the nonprofit plans.

Konkord, the line management group for Tech Connect+, recently was able to bring a new program to me with T-Mobile. Gary Milner and I engaged Konkord to complete a letter of intent to provide a plan to members that will be financially beneficial to the association. This contract will help improve FMCA's financial situation when I leave the office of FMCA National President. Negotiations continue with T-Mobile to offer benefits beyond mobile hotspot internet plans that will be member exclusive. These special programs should also attract new members to FMCA because they will not be able to get these programs anywhere else. In addition, T-Mobile plans to add FMCA advertisements to T-Mobile Tuesdays, which is a weekly segment viewed by more than 50 million people. T-Mobile Tuesdays is a program designed to thank T-Mobile customers with free gifts, great deals,

and exclusive offers for being a customer. This program will provide a wide exposure to people who have never heard of FMCA.

I feel extremely comfortable that I'm leaving FMCA in a positive position to grow financially and remain the viable organization that I know it is. I am proud to have had the opportunity to serve the members of FMCA. Claire and I look forward to many more years of RVing with our friends in FMCA.

A handwritten signature in black ink, appearing to read "Rett Porter". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Rett Porter
FMCA National President 2021 - 2023

**Nominating Committee Report
Governing Board Meeting
Gillette, Wyoming
August 23, 2023**

The Nominating Committee is pleased to announce the following slate of candidates for national offices for the 2023-2025 term. The committee sought the assistance of chapter, area, and national FMCA officers in referring persons who would consent to nomination and accept the responsibilities of a national office. These candidates have accepted the challenge.

Also recommended through the National President, are two at-large nominations by way of a signed petition of fifty or more voting membership numbers of FMCA, as outlined in Policy and Procedure #2005, Executive Board Nominations and Elections.

| | |
|--------------------------------|--|
| National President | Curtis Coleman, F447048 (by petition) Gary Milner, F409834 |
| National Senior Vice President | Kathie Balogh, F316832 Paul Mitchell, F165576 |
| National Secretary | Pamela Richard, F455687 Don Schluese, F264999 |
| National Treasurer | Ken Carpenter, F312233 (by petition) Barbara Smith, F329936 |

Respectfully submitted,



Jim Duncan, F253901
Chairman, Nominating Committee

Committee Members:

Dane Bailey, F419825
Rodger Donnelly, F253331
Jack Mayberry, F369343
Al Zimmerman, F407361

➔ NATIONAL OFFICER CANDIDATES

The 2023 election of FMCA National Officers will be held August 23, 2023, at FMCA's 107th International Convention in Gillette, Wyoming.

F **MCA's Nominating Committee has submitted its slate of candidates for national office for the 2023-2025 term.** The members of the committee are Jim Duncan, F253901, Chairman; Dane Bailey, F419825; Rodger Donnelly, F253331; Jack Mayberry, F369343; and Al Zimmerman, F407361. Following are the resumes submitted by each candidate. Also, two independent nominations, by way of a signed petition of 50 or more membership numbers of FMCA, propose Curtis Coleman, F447048, as a candidate for president and Ken Carpenter, F312233, as a candidate for treasurer. Both members have accepted the nomination. Although balloting is restricted to national directors and national officers, all FMCA members are invited to review the candidates' resumes and to communicate their preferences to their respective national director or area vice president. Doing so will help him or her better serve members on election day. Also, nominations can be made from the floor of the Governing Board meeting; however, committee members ask that this be done only with the prior consent of the proposed nominee.

↓ NATIONAL PRESIDENT



CANDIDATE FOR NATIONAL PRESIDENT

CURTIS COLEMAN, F447048
curtis@fmcacurtis.com
423-516-9818
fmcacurtis.com

To: Chapter Presidents and National Directors

Thank you for reading this brief biography on me and why I believe I am the right person to be FMCA's next National President.

You know I have not "come up through the ranks" of FMCA hierarchy. I don't believe the position is "earned" that way, nor should it be a popularity contest. Instead, I urge you to consider that the top volunteer position needs to be filled by someone with proven leadership success for FMCA and other RV-focused organizations.

A few things about me:

RV owner since 1992. I've been a full-timer twice and owned every style (towables, Class B, Class C, Class A). My current RV is a beautiful 2008 Newell PS000i Motor Coach.

Successful performer and business owner. My musical career spanned 30 years, including as a guitarist and member of The New Christy Minstrels folk group and my own recording success. The cancer that took away my singing voice ultimately brought me to new opportunities. When one door closes, another opens.

Passionate about bringing RVers together. I recognized a need to connect RVers and created RVillage, the largest RV member network to date (RVillage grew to 500,000 engaged members in 62 months). My motto: It's not about the destination, it's about the journey and the people you meet along the way.

Committed to keeping my promise to FMCA. FMCA was an early investor in RVillage and at the time of the sale of RVillage in 2020, FMCA realized a 400% return on its investment, infusing the organization with much-needed capital at a time when expenses were exceeding income.

Leading technology expert. RVillage was an online community requiring the highest level of knowledge regarding social networks and internet security protocols. Delivering a highly valued online experience is critical to today's mobile RV lifestyle and I know how to deliver that experience.

Collaborative, energetic leader. Over the last decade, I have worked closely with the leadership teams of virtually every RV club and association (including FMCA) in the industry. I've been deeply involved in RV advocacy issues industry wide and served as a trusted advisor for CEOs throughout the industry. My involvement with FMCA and its leadership, staff and resources resulted in reversing the downward spiral in membership that FMCA experienced in 2015.

Committed to the future...and the past. I love FMCA and the RV heritage it has built. But to preserve that heritage we need to responsibly grow the organization and become just as important to the new RVers joining our community. Today, FMCA is rapidly losing members because of decisions made by current leadership and a disconnect with the audience, including a failure to support Chapters. Under my leadership, I am committed to growing the organization, including Chapters and their role in engaging and building satisfied members. **I was a part of the team that reversed the downward spiral before; we can do it again.**

Listening, learning and leveraging. FMCA success will not be because of one person's efforts or will; it will come from listening to ALL the stakeholders — members, staff, National Directors, Area Vice Presidents, Chapter Presidents, and the support systems around them, then leveraging what we learn to attract and engage members in a responsible, economically viable way.

I am honored to have the support of past FMCA presidents, past and present board members, Commercial members, National Directors and countless fellow FMCA members who have reached out to encourage me in this campaign. I am eager to work with the talented national staff and resources to make FMCA the shining star it has the potential to be by using proven tactics that deliver results. I am ready to take on this challenge and deliver on my next promise to FMCA, as I have the promises of the past. I see opportunities ripe for development, such as RV advocacy in the realm of safety, manufacturing quality, RV part availability and more.

Thank you. There is much to be done to assure the future of FMCA and it needs to happen now. I respectfully ask for your consideration and support as the next FMCA National President.

To read more about my qualifications, please visit fmcacurtis.com. If you'd like to connect directly, please use this calendar link — curtiscoleman.youcanbook.me — to find a time that works for you.



FMCA EXPERIENCE:

- National Senior Vice President: 2021 to 2023
- Member of the FMCA Executive Board: 2017 to present
- Midwest Area Vice President/Midwest President: 2018 to 2021 (two/2-year terms)
- Convention Committee Chairman: 2021 to present
- Membership/Member Services Committee Chairman for three years
- Hosted the FMCA International Convention in Minot, ND
- Chapter President: 2016-2017
- Organized and conducted three Midwest Area Rallies (2017, 2018, 2019)
- Midwest Area Nominating Committee: 2017
- International Conventions:
 - a. Present First Timers, FMCA Benefits, and FMCAssist seminars
 - b. FMCA Information Booth volunteer (2015), Water Distribution captain and Parking volunteer (2016 and 2017).
- Area Rally responsibilities:
 - New Coach Sales Captain: South Central Area Rally;
 - Seminar co-captain: South Central Area Rally;
 - Vendor Captain: Midwest Area.

FMCA INFORMATION:

Joined in 2009
 Attended first International Convention in 2015
 (Madison, Wisconsin)
 Have attended 13 International Conventions since 2015
 Have attended 23 Area Rallies since 2015
 Member of 19 FMCA Chapters

OTHER EXPERIENCE:

US Army – 20 years; retired as Major: 1995
 12 years in position of Commander

Superintendent of Schools – 12 years
 High School Principal – 3 years
 JRROTC Instructor for 5 years

Adjunct Professor - William Woods University,
 Fulton, Missouri, for 12 years
 Adjunct Professor - University of Maryland for 2 years

EDUCATION:

Ph.D. in Business
 Specialist in Educational Leadership
 Master’s degrees in Educational Leadership
 and Human Relations
 Undergraduate degree in Business

PERSONAL INFORMATION:

- Married to Glenda Milner for 50 years.
- Two daughters; both are public school teachers.
- Full time RVers.
- Volunteered as sports official for charity (Red Cross and American Kidney Foundation).
- Voted *4th Army Family of the Year* in 1989 for volunteerism.
- Owned and operated family business for 16 years.
- Collegiate official for basketball and softball.
- Home remodeling and restoration for 10 years.
- Have maintained and been held responsible for multiple million-dollar budgets as an Army officer and Superintendent of Schools.
- Held the position of Project Manager for a \$12 million construction of Elementary School Building in Missouri.

SPOUSAL SUPPORT:

- Glenda Milner (married for 50 years).
- Has served on FMCA Education Committee for 6 years. Assisted in the creation of FMCA University and RV Basics opportunities.
 - Secretary for the Midwest Area for 4 years.

- Secretary for the Military Veterans Chapter.
- Helped with the creation of On the Road Stitchers chapter. Current President and past National Director.
- Have volunteered at FMCA events.
- Presents seminars at FMCA International Conventions and area rallies.
- Worked for the Department of Defense for 15 years: secretary and accounting.
- Doctorate degree in Education: Emphasis in Curriculum.

NATIONAL SENIOR VICE PRESIDENT



CANDIDATE FOR NATIONAL SENIOR VICE PRESIDENT

KATHIE BALOGH, F316832
 akcbalogh@gmail.com
 503-530-0166

FMCA EXPERIENCE

National Secretary – 2019 to 2023
 National Vice President, Northwest Area – 2014 to 2018
 As Northwest Area President, I led the team who planned and negotiated all aspects of successfully hosting 4 Northwest Area Rallies.
 National Convention Committee Member – 2014 to 2015
 National Membership/Member Services Committee Member – 2010 to 2016
 National Audit Committee – 2016 to 2018
 National Long Range Committee – 2016 to 2017
 National Officer Visitation Committee – 2017 to 2019
 National Membership/Member Services Committee Member – 2019 to 2020
 FMCA Store Advisory Committee Chairman – 2013 to 2018
 Rally Master Northwest Area Rally – 2015, 2016, 2017, 2018
 Secretary - Northwest Area FMCA – 2008 to 2014
 Chapter Member of Vancouver Islanders, Pacers NW, Elk International, Eastern Gourmands, Northwestern, Reigning Rex, Bernie & Red, Arctic Travelers,

Overland Trailblazers West, Olympic Peninsula Ramblers, RVQue, 100+, and Past National Officers Secretary - 100 Plus Chapter – 2018 to 2019
 National Director - Vancouver Islanders Chapter – 2010 to 2014
 President - Bernie & Red Chapter – 2009 to 2010
 Secretary & Vice President - Bernie & Red Chapter – 2007 to 2009
 Rally Master for Vancouver Islanders Chapter – several events
 Assistant to Chapter President – Vancouver Islanders
 Volunteer for FMCA booth - Salem RV Show, Good Sam – The Rally, Monaco Come Home Rally, Quartzsite RV Show 2014, 2015, 2016, 2018, 2023
 Volunteer co-captain/handicap trams – Redmond Convention – 2007
 Ladies Social coordinator – Northwest Area Rally – 2008, 2009, 2011
 Ladies Social coordinator – Redmond Convention – 2010, 2014
 Ladies Social co-coordinator – Redmond Convention – 2007
 Along with Andy, hosted the Redmond Convention – 2010, 2014

WORK EXPERIENCE

Travel Agent, Portland – 4 years, Travel Agency Manager – 12 years, Portland, OR, responsible for a branch office with a \$5,000,000+ budget
 Owner/Operator, Comet Marketing Services, Victoria, BC – budgeting, recruiting companies for research purposes, hiring staff, coordinating interviews – 8 years
 School District volunteer – Secretary and Treasurer, Parent-Teacher Advisory Council
 Secretary for Pacific Camping Club – 7 years (West Coast Canadian Military Campgrounds)

PERSONAL

Andy & I have been married 41 years. We have two sons and four grandchildren. We enjoy traveling and meeting new friends. When we are home, our focus is spending time with our boys & their families, our friends and chapter members.

SUMMARY

As National Secretary, these past 4 years have been unique. In addition to giving the Secretaries' Roundtable at all National Conventions and most Area Rallies, I have worked yearly with the Chapter Services Department

in the completion of the chapter certification process and the Governing Board preparations. The quarterly Secretary's newsletter is a joint responsibility of the National Secretary and Chapter Services. I have been able to assist the staff with communications with members and chapters. My 4 years as National Secretary, combined with 4 years as National Vice President of the Northwest Area, have taught me that communication is vital to the success of FMCA.

GOALS

As National Senior Vice President, my goal is to assist the National President in maintaining the communication between the National Executive Board, the National Office Staff, the Governing Board and the entire FMCA Membership. We can continue to be fiscally responsible, retain our long-time members, recruit new members and ensure a strong future for FMCA if we work as a team. It would be a privilege to continue to serve FMCA and I would appreciate your support and vote.



CANDIDATE FOR NATIONAL SENIOR VICE PRESIDENT

PAUL G. MITCHELL, F165576
 palibs@aol.com
 209-815-1837

FMCA EXPERIENCE

Member since 1993
 Attendee at 19 FMCA International Conventions

Leadership

International Area Organization Vice President, 2014 – 2018
 International Area Organization Senior Vice President, 2018 – 2020
 International Area Organization President, 2020 – Present
 Racecar Fans Chapter President, 2014 – 2020
 SOI RV Club Chapter President, 2018 – 2020

Volunteer at Conventions

Trams Volunteer at 4 International Conventions
 Assistant Chief of Trams at 2 International Conventions
 Chief of Trams at 1 International Convention
 Security Volunteer at 1 International Convention
 Communications Coordinator at 2 International Conventions

Volunteer at Area Rallies

Western Area – Tables and Chairs Volunteer, 2016 – 2019
 Rocky Mountain Area – Security Volunteer, 2016 – 2019
 Midwest Area – Trams Volunteer, 2017 and 2023
 South Central Area – Trams Volunteer, 2015 – 2017
 Great Lakes Area – Trams and Facilities Volunteer, 2014 – 2018, 2020 and 2021
 Northwest Area – Food Service Volunteer, 2019

National Committees

National Review Council, 2019 – 2020
 National Audit Committee, 2021 – 2022
 National Convention Committee, 2021 – Present
 National Recruitment and Retention Committee, 2020 – 2021
 Chairman National Recruitment and Retention Committee, 2021 – Present

Member of 14 FMCA Chapters:

| | |
|------------------------|-----------------------|
| Beaver Ambassador Club | On the Road Stitchers |
| Desert Roadrunners | Racecar Fans |
| Eastern Gourmands | Ramblin’ Pushers |
| Elk International | RVQue |
| Full Timers | SMART FMCA |
| Military Veterans | SOI RV Club |
| Monaco International | 4-Wheelers |

I have extensive rally experience, and as a member of the International Area Organization (INTO) Executive Board for the last 8 years, I was involved in scouting and setting up our rallies in Shreveport, Tallahassee, Branson, Myrtle Beach, Pima County Fairgrounds, Lebanon and Calgary. INTO pioneered the idea of destination rallies and continues to come up with new and innovative ways to attract new members to FMCA.

SUMMARY OF QUALIFICATIONS

I was drafted into the US Army in 1968, selected for Officer Candidate School in 1977, and retired as a Major in 1992, after completing 21 years of active service. I am a

combat-wounded veteran, member of the Military Order of the Purple Heart (MOPH), and a lifetime member of the Military Officers Association of America (MOAA).

Lisa and I met in Germany while both were serving in the US Military and have been married 41 years. We full-timed in our motorhome for 9 years, still spend more time on the road than at our house, and have put over 400,000 miles on multiple RVs since 1993. We have attended the last 19 national conventions, volunteering at each, and have attended and volunteered at 20 area rallies across the country.

I have planned and conducted RV rallies and tours throughout the US, Canada and Mexico for over 20 years. Additionally, I have scouted, planned, and conducted RV tours in New Zealand, Australia, South Africa and traveled by RV in Russia.

I have a Bachelor of Science Degree and Masters Credits in Public Administration. Since my retirement I have worked in many areas, traveled extensively, and continue to look for interesting and exciting activities. FMCA has provided and continues to provide me with new challenges.

SUMMARY

I believe FMCA is in a pivotal position. The baby boomers are mostly retired with disposable income and Generation X is just coming into their retirement window. We need to find innovative ways to reach out to this new generation of potential members and develop programs that get them excited about becoming part of our organization. Increasing FMCA benefits and discounts provided to our members is one of the keys to growing FMCA, along with thinking outside the box, as we move forward. We cannot continue down the same path and expect different results. Chapters are one of the keys to increasing membership and are vital to the success of FMCA. More importantly, chapter members become involved, and stay as part of our organization, years longer than members who don’t join a chapter. Support for our chapters needs to be at the top of our priority list along with retaining our members for life. Our member benefits continue after RVing, and FMCA’s family benefits are significantly better than other RV organizations.

I think my military career, extensive FMCA experience, and leadership background, along with my three years as President of INTO, have prepared me to fully support the President of FMCA and to keep our organization moving in a positive direction. It is time to put “Family” back into FMCA.

↓ NATIONAL SECRETARY



**CANDIDATE FOR
NATIONAL SECRETARY**

PAMELA A. RICHARD
F455687
parichard981@gmail.com
727-385-6606

FMCA EXPERIENCE

- Member since 2016
- Great Lakes Area MotorCoach Association – Secretary 2021 - 2023
- GLAMARAMA Registration Committee Chair 2022 - 2023
- Great Lakes Area MotorCoach Association – Member of the Bylaws & Standing Rules Review Committee 2022 - 2023
- Attended International Conventions Perry, Georgia - 2023, 2021 & 2018 Minot, North Dakota - 2019
- Chapter Membership – Roving Wolverines, Newmar International and Military Veterans

OTHER RELATED EXPERIENCE TO SUPPORT MY CANDIDACY FOR FMCA NATIONAL SECRETARY

Volunteer Activities

- Porsche Club of America Suncoast Region** – 5000+ members and affiliate members of Porsche owners and enthusiasts
- Secretary 2011 - 2019 – scheduled and prepared agenda for monthly meetings for a 19-member board, maintained minutes and voting records for both board and membership.
 - Nomination Committee-Suncoast Region Officers and Board of Directors 2014 - 2015

Kart4Kids – Benefit for Johns Hopkins All Children’s Hospital, held in conjunction with St Pete Grand Prix, St Petersburg, Florida. A 501(c)(3) having raised over \$1.6 million dollars. Funds have been used for the purchase of life-saving equipment and the Kart4Kids Concussion Initiative, which is conducting groundbreaking research on concussions.

- Pro Am Driver Registration Committee – 2012 - 2023 - registration of corporate sponsors and professional drivers
- Merchandise Committee - 2012 - 2023 - selected & ordered all merchandise for event

Lancaster I Homeowners Association –

- 170 Homes-Sun City Center, Florida
- Secretary 2015 - 2019 - scheduled and prepared the agenda for monthly meetings, maintained minutes and voting records
 - Document Review Committee Co-Chair 2017 - reviewed Bylaws, Policy & Procedures and Rules & Regulations documents. Worked directly with attorney to update HOA documents.

Kings Point Lapidary Club – Sun City Center, Florida

- Secretary 2016 - 2018 - maintained minutes and voting records
- Treasurer 2018 - 2019 - maintained financial records for club, reporting monthly to board

PROFESSIONAL EXPERIENCE

A financial professional and manager with over 30 years’ experience, specializing in customer service, employee hiring, training and development.

- Branch Manager, Assistant Vice President
- Assistant Branch Manager, Assistant Vice President
- Operations Manager, Bank Officer
- Consumer Loan Officer

EDUCATION AND TRAINING

- Financial Industry Regulatory Authority – Series 6 & 63 Licenses
- State of Florida Insurance – Life and Variable Annuity Licenses
- Sinclair College - Dayton, Ohio – Business Administration
- Ferris State College - Big Rapids, Michigan – Graphic Arts

INTERESTS AND ACTIVITIES

- Married to Terry Richard. We have 1 son and 3 grandchildren
- Terry is also an active member of FMCA
 - ◆ Great Lakes Area MotorCoach Association – Financial Audit Committee 2022 & 2023
 - ◆ National Committee Governmental and Legislative Affairs 2022 & 2023
 - ◆ 106th International Convention Perry 2023 – Communications Coordinator



- I enjoy volunteering, traveling, cooking, chain maille, needlepoint and knitting

SUMMARY OF QUALIFICATIONS

Currently I am serving as the Secretary, Registration Committee Chair and a Member of the Bylaws & Standing Rules Review Committee of FMCA Great Lakes Area MotorCoach Association. I was elected as Secretary of several non-profit organizations, 8 years with Porsche Club of America Suncoast Region, 4 years with Lancaster HOA and 2 years with Kings Point Lapidary Club. I have served and continue to serve on non-profit committees.

As a financial professional and manager, one of my duties was to provide my staff with weekly training sessions on such topics as security, operations, customer service and new products. My experiences as a trainer will enable me to provide seminars and training to help chapter and area secretaries better perform their duties.

I believe that my experience within FMCA, my work experience and experience with other non-profit organizations provide me with excellent qualifications to serve as FMCA National Secretary. These experiences also provide me with a broader view and understanding of the duties and responsibilities to serve as an Executive Member of the FMCA Board of Directors.

- Northwest Motor Home Area Association
Senior Vice President, 2015-2018
- Seminar Volunteer for the International Convention, W. Springfield, MA, 2016
- Seminar Volunteer for the International Convention, Madison, WI, 2015
- Northwest Motor Home Area Association Vice President, 2014-2015
- Seminar Captain for the International Convention, Redmond, OR, 2014
- Northwest Motor Home Area Association
Nominating Committee, 2013-2014
- Tram Volunteer for the International Convention, Gillette, WY, 2013
- Elected to the FMCA National Nominating Committee, 2011-2013
- Assistant Captain for the Seminar Volunteers at the Northwest Area Rally, 2011
- Assistant Captain for the Seminar Volunteers at the International Convention, Redmond, OR, 2010
- Security Volunteer for the Northwest Area Rallies, 2008 - 2009
- National Director for the Northwest Country Coachers, 2007 - 2018

CHAPTER AFFILIATIONS

- Bernie & Red
- Elk International
- Military Veterans
- Northwest Country Coachers (founding member)
- Northwestern
- Pacers Northwest
- On The Road Stitchers
- Past National Officers
- RVQue

EDUCATION AND EMPLOYMENT

Attended East Texas State University before joining the Navy where I attended basic and advanced electronic classes. After being honorably discharged, worked for Hughes Aircraft in the space & communications group and then went to work for the Department of the Navy where I retired after a 30-year service. My experience there was in the electronics field dealing with weapons reliability. I wrote detailed procedures to be used by technicians in the testing of individual system components. From their data I produced comprehensive reports that would be used for component evaluation and reliability assessment by the Department of Energy and Navy Programs Office in Washington, DC. As part



CANDIDATE FOR NATIONAL SECRETARY

DONALD SCHLEUSE, F264999
dons2346@yahoo.com
 949-230-0390

MY FMCA INVOLVEMENT

- National Director, Past National Officers Chapter
- FMCA Forums moderator November 2022 to present
- Member of the Constitution & Bylaws Committee, 2021 to present
- Northwest Area National Vice President, 2018-2022
- FMCA Risk Management Committee, 2018-2019
- FMCA Audit Committee, 2018-2019
- Assistant Rally Master for the Northwest Area Rally, 2016-2018

of my position with the Department of the Navy, I was assigned the task of recording secretary and custodian of classified documents during meetings with our government, government contractors, and England's Ministry of Defence (correct spelling).

OTHER QUALIFICATIONS

- Benevolent and Protective Order of Elks Lodge
Secretary for five years
- Benevolent and Protective Order of Elks Lodge
Treasurer for five years
- Secretary of a 318-unit RV condominium complex
for five years
- President of a 318-unit RV condominium complex
- Past treasurer of a homeowners' association
consisting of 51 homes
- President of a homeowner's association
consisting of 51 homes

PERSONAL

Barbara, wife of 53 years, and I purchased our first motorhome in August 1999 and became a member of FMCA in September 1999. We have one daughter, Alicia.

SUMMARY/GOALS

Since my election to chapter National Director in 2007, I have attended all Governing Board meetings except for one. Having attended these meetings plus serving on various national committees (especially the Constitution and Bylaws Committee), and being a member of the Executive Board for four years, has given me a diversified understanding of the different facets of FMCA operations, all of which will make the position of National Secretary easier to perform. My experience in technical procedure/report writing and performing the duties of a secretary in both government and private organizations gives me the background to be an effective National Secretary.

My goals as National Secretary are to keep an open communications channel with the FMCA membership, National Executive Board, Governing Board, and the National Office. Be accessible to chapter and area officers to provide assistance when needed and continue the "round-table" discussions with members at area and international conventions. I am a dedicated FMCA member and believe in the organization and enjoy the family that we are. Your vote for me as National Secretary is greatly appreciated.

↓ **NATIONAL TREASURER**



CANDIDATE FOR NATIONAL TREASURER

**KEN CARPENTER JR.,
F312233**
KenCarpenterFMCA@gmail.com
 214-364-2090
KenCarpenterFMCA.com

FMCA SERVICE, NATIONAL

Served FMCA as a volunteer and committee member at the national level in the following capacities:

- Chairman, Member Engagement Committee (2018-2019)
- Chief/Assistant Chief of Security (2022-2023)
- Volunteer Security Captain, Co-Captain (2018-2021) and Volunteer Security (since 2013);
Chair, Active Shooter Program (2023)
- Chairman, Long Range & Development Committee (2016-2018), Committee Member (2015-2016)
- Special IT Review Committee (2016)
- Chapter Representative (National Director, Diesel RV Club) (2014, 2015, 2016 & 2018-2022)
- Gillette 2023 is our 20th FMCA International Convention.

OTHER AREAS

- Member, INTO Audit Committee (2018-2019)
- Chairman, INTO Nominating Committee (2016-2017)
- Volunteer at Area Rallies
- Games, Midwest Area Rally, 2018
- Parking, South Central Area Rally, 2018
- Chief of Security, Midwest Area Rally, 2023

FMCA CHAPTERS

- Treasurer, National Director and Past President, Diesel RV Club
- Webmaster & Forum.DieselRVClub.org
Technical Forum Administrator
- One of founding members of Friends of Angel Bus and FMCA Energized
- Have been or am member of Beaver Ambassador Club, Diesel RV Club, Eastern Gourmands, FMCA Energized, Friends of Angel Bus, Full Timers, FMCA Chapter: Habitat for Humanity®, and Lone Star

EMPLOYMENT**Career Highlights:**

- Computer Sciences Corporation, Business Process Management (Managing Director and Program Manager, and global account management, Business Transformation Services; Management Consultant and Advanced Technology Consultant)
- Principal Financial Group (developing and implementing new technologies and serving as advisor, sponsor, reviewer and methodologist for image processing, expert systems, graphical interfaces, and managing an IT business unit)
- Founder, Conestoga Software, a developer of SchoolBase, an integrated student record administration system for public schools
- First Interstate of Iowa and FKF, Inc. (various increasing roles as a Vice President of the bank holding company and member of management committee with primary responsibility for Strategic Planning, Government Relations, Legislative Liaison, Employee Benefit Plan Administration, and had operating responsibility for a captive investment company). Also served as IT planning liaison with a bank services subsidiary providing processing for over 100 non-affiliated commercial banks, established a discount brokerage operation, and led other product development initiatives including identification of key customer segments and development of service delivery strategies
- NCR, Systems Engineer and Computer Sales, Kansas
- Boeing, Information Technology, while a student at Wichita State, as a computer operator, programmer, and systems analyst, and advanced technology specialist

OTHER EXPERIENCES CONTRIBUTING TO QUALIFICATIONS FOR FMCA NATIONAL TREASURER

- Leadership role working closely with other Chapter Officers and coordinating with Chapter Officers to facilitate evolution of the CAT RV Engine Owners Club to the Diesel RV Club; and in the conversion to web-based application allowing online member payments and profile administration. Four years as Chapter President, two years as Senior Vice President partially overlapping four years as VP Membership. VP Membership role includes many of the duties normally performed by Chapter Secretary. As Treasurer, integrating membership management system with non-profit accounting system. ●

**CANDIDATE FOR NATIONAL TREASURER****BARBARA SMITH,
F329936**

BarbaraSmith01451
@gmail.com
978-764-7484

FMCA EXPERIENCE

National Treasurer 2021-23 and Chair, Finance Committee 2021-2023. Conducting roundtables for Area and Chapter Treasurers. Presenting Governing Board Report.

National Area Vice President, Northeast Area 2017-2019, Northeast Area Rally 2017, 2019

Full-time commitment to budget plan and review, investment opportunity analysis, convention venue cost analysis, risk assessment of FMCAssist and insurance-related issues vs. costs. Revenue generation suggestions made with other team members and development of seasonal financial targets and financial feasibility of membership recruitment methods. Presented results in visual format.

Joined FMCA in 2003 with husband, Ed; prior to national office, active in the Northeast Area as captains for NEAR rallies beginning in 2010 preparing signs, providing security, helping with chapter events and covering youth program activities.

NMA Executive Board activities included with a team: store, ladies social, Information Booth, and past NEAR activities, vendor planning, contributions and fundraising, organized documents for the team on Google.

Attended most National Reunions/Rallies 2008-2023. Always volunteering: NEAR, GEAR, Western Area: Indio, Rocky Mountain, Southeast and INTO area rallies. Expanded our chapter reach across the U.S. and Canada.

NATIONAL COMMITTEES

Finance Committee, Chair, 2021-2023.
Convention Committee, 2018-2019.
Governmental and Legislative Affairs Committee,
2019-2020.
Risk Management Committee, 2017-2019.
Nominating Committee, 2016-2017.
Under 60 Task Force, which grew into
FMCA Energized Group chapter, 2014 – 2021.
Education Committee, 2015-2016.
Long Range and Development Committee, 2014-2018.
Marketing Committee, 2010-2011.

ON THE CHAPTER LEVEL

NY Centrals, Tiffin Travelers, Overland Trailblazers West,
Past National Officers (PNO), FMCA Energized,
Allo Québec, Jersey Gems, RVQue, Roll'n Rebels.
National Director: Yankee Travelers 2013-2017, 2019-2021.
Granite Staters Treasurer (2016) and Membership Chair
(2009-2010).

EDUCATION AND TRAINING

Bachelors' Degree, University of Vermont,
1975 Economics.
Master of Science Degree Business Administration,
University of Massachusetts, 1977.
Wall Street (structured Bonds, contracts, 8 years
progressively increasing leadership role up to Managing
Director, 1986). Subsequent 15 years computer systems
and staff management experience and best practices
in project management in a consulting role requiring
extensive travel.

GENERAL; EXPERIENCE APPLICABLE TO NATIONAL TREASURER

Effective communicator in a mostly Zoom remote
environment and provide innovative solutions that follow
our current Policies and Procedures.

Unique talent with C-level executives to resolve issues,
performing gap analysis and writing audit reports, cull
our investment and audit reports to apply knowledge to
financial solutions.

Willing to roll up my sleeves and bring together member
expertise to develop answers to qualified fiscal questions
while attending to needs of chapter treasurers.

Understanding and working within the culture that led
FMCA to be financially successful in the past.

GOALS

Better fiscal responsibility with involvement
of Finance and Audit committees and Governing
Board members' recommendations to the Executive
Board. Communication of Visual Results.

Active management of cash flow and reserve funds.

INTERESTS AND ACTIVITIES

Married to Ed Smith for 31 years. As a team, we
enjoy exploring new places, entertaining, walking,
swimming, crafts and having fun: outdoor activities
and cooking for large groups. Raising money for
medical research/charities.

GOVERNING BOARD MEETING
MOTION/AMENDMENT FORM

This form is to ensure that the motion is accurately recorded. Motions are too important for the secretary to miss a single word. **Please submit your completed form to the National Secretary subsequent to making your motion.**

Member Name *(please print)*

FMCA Member Number

Chapter Name *(please print)*

MOVES

AMENDS

that: *(please print)* _____

GOVERNING BOARD MEETING
MOTION/AMENDMENT FORM

This form is to ensure that the motion is accurately recorded. Motions are too important for the secretary to miss a single word. **Please submit your completed form to the National Secretary subsequent to making your motion.**

Member Name *(please print)*

FMCA Member Number

Chapter Name *(please print)*

MOVES

AMENDS

that: *(please print)* _____



“A dream you dream
ALONE
is only a dream.

A dream you dream
TOGETHER
IS REALITY.”

- John Lennon

