Connecticut Society Sons of the American Revolution

Trustee Report for the Board of Managers Meeting April 27, 2024

Greetings and salutations to members of the Board of Managers. I continue to pray for everyone is in continued good health and trust you had a great winter.

I attended the NSSAR Leadership Conference this past March 1-3, 2024. The next Leadership conference will be held in the Galt Hotel and not the Brown Hotel.

In addition to the Veteran's Recognition Committee Meeting, I attended the Congress Planning Committee Meeting as well. The Trustee Meeting was held Saturday, March 2. Minutes of the last Trustee Meeting were approved.

John Vernon Welkner, III (KS) was appointed and then voted unanimously to fill the Chaplain General's remaining of term of Dwight Elam (deceased) and James H. Maples (AL) was appointed and then voted unanimously to fill the Librarian General's remaining of term of J. Fred Olive III (deceased).

Motion to pass the SAR Foundation and Museum Fund investment policy, Short-, and Long-Term Investment policies as approved by Executive Committee and the Foundation was made. The Motion passed.

Motion was made to pass a 2024 Revised Budget. Considerable discussion ensued. 2024 revised budget reduces planned revenue and cost line items and will be monitored for alerts of slowdowns in cash flow to potentially curtail expenditures. This included:

- Cost reductions implemented on national officers' travel budget.
- Potential cost reductions in personnel (payroll)
- Reduction of Awards Budget
- Planned interest expense reduction (aggressively plan to paydown of line of credit loan) in order to lower interest rate payments.
- Reduction of marketing line item
- Merchandise evaluation to determine a need to increase prices.

Discussion ensued on the transparency provided to the Trustees on use of the established credit line to make up shortfalls.

- Shortfalls have been caused in the past by unrealistic proposed and approved budgets, which overestimated membership (current and future) planned revenue.
- As revenue streams slowed or fell below corrective margins, expenditures were not adjusted, and in the 2024 original budget expenditure line items were increased with no strong basis of revenue growth (2024 increase)
- Management of revenue and expenditures, cashflow, and appropriate adjustments were not made to address budget shortfalls and in EOY 2023 caused the need to draw upon the established line of credit. The draw upon the credit line was far greater than it should have been due to mismanagement of P&L.

The Motion on the 2024 Revised Budget passed as submitted.

The Genealogist General report was noteworthy and illustrated the ongoing issue with membership. While we gained new members in 2024, for a total membership of 3970, we lost a considerable number of members going into 2024. We are essentially starting 2024 with approximately the same membership count as the beginning of 2023. Retention is a significant problem. This point was a major point of emphasis.

Following the approval of the Executive Committee, the attached Genealogy Committee policies are to be forwarded to the Genealogy points of contact. The primary change was to Pended Applications.

The significant changes include:

- Defines the interaction with the genealogy staff.
- Reduces the time an application will be withdrawn from three to two years.
- Reduces the number of replacement applications for new applications to one.
- Reduces the number of submissions of responses to pended applications to three times.

All interactions with the genealogy staff should be consolidated to limit the number of updates for each application.

Officer nominations for the term of 2024-25 were announced as were the 2024 Class of Minutemen honorees.

Finally, I will attend the upcoming Congress in Lancaster, PA. Marriott Penn Square (primary hotel) is at full capacity. The Holiday Inn (overflow) has a secondary block of rooms if you are planning to attend Congress. Historically, CTSSAR has been underrepresented at Congress. This would be a good opportunity to familiarize yourself with how a Congress is organized and conducted.

Respectfully submitted:

/s/

Kenneth Duane Roach

National Trustee, CTSSAR
Past Vice President General New England 2017-2018
Past President, CTSSAR 2008-2010