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MARINE CORPS LEAGUE

National Headquarters

July 19, 2019

From: Bob Borka//COO//
To: Wendell W. Webb//National Commandant/CEO//
Subj: Annual Report

Sir Commandant,

It is a great honor to serve as Chief Operating Officer for this organization. I have appreciated working closely with you and the Board of Trustees during the past two years. Change is inevitable; and I look forward to serving the incoming National Commandant and Board of Trustees.

Current Membership

- 63,250 total members
- 34,689 Life Members (55% of total membership)
 - More than 1,000 people became Life Members in FY19
- 22,061 Regular Paid Members (35% of total membership)
- 6,500 Unpaid Members (10% of total membership)

Paid Life Member Distribution FY19

- 53% of detachments submitted a PLM audit and were sent checks
 - 13% of those had old ROI on file (more than 12 months)
 - 23% of those are/were not in IRS compliance (Parent 955)
- 61% of detachment PLM funds were distributed (remainder stayed in investment account)

Equipment

- We purchased a 6'x14' Enclosed Cargo Trailer at headquarters. This will avoid the \$1,000 per year trailer rentals. Special thanks to MCLA and those Departments who have donated.
 - For a \$1,000 donation, we will place a 12" diameter detachment, department, or division logo on the trailer.
- We purchased audio/visual equipment for the National Conventions and National Conferences. This will avoid an anticipated \$10,000 per year rentals.
- We improved our store Point of Sale system which you will see operating at the convention.

Library Website

The Library continues to develop and improve. Please visit www.MCLeagueLibrary.org as a resource for information.

- The *Semper Fi Magazine* now has a password-protected tab in the MCL Library. You can read the current edition as well as the past editions we have made with Chipotle Publishing.

- A Calendar tab is developed and will be visible when the database is ready for membership login. It is a more traditional looking calendar, rather than a list.
- The Database Login tab is developed and will be visible when the database is ready for members to use.

Database

- Wendell Webb chairs the process of our new database development with a keen eye for details. His knowledge of the current database and future needs have been instrumental in identifying gaps and requirements for MemberClicks to implement.
- As MemberClicks (database company) has progressed, they have found our system to be the most challenging system they have ever worked on. Not because of volume, rather because of cross linkages. There are linkages across Detachments, Department, Divisions, and Headquarters. More challenging is members who belong to more than one detachment. This has created extensive conference calls to work through.
- Another challenge we just resolved was the new member number generator and new detachment number generator. Their system did not have them, and we require it.
- We solicited feedback from several Paymasters regarding annual dues notification (invoices). The company made their system generate an invoice which would have a single member and their multiple detachments with amounts owed for each detachment/department/HQ. After receiving awesome and consistent inputs, we directed them to create one dues notification (invoices) to the detachment Paymaster's email account. This will keep us consistent with how dues are collected presently.
- There are a number of reports they will be creating that our present system generates or that we wish it generated.
- As Paymasters will have access to update information for their detachment's members (contact info) it should make the transmittal process easier with the annual renewals.
- As a backup, we will keep our current database running for a period of time.

Internal Revenue Service (IRS)

Many departments and detachments have made significant progress in this area.

- We are a 501c4 organization with Parent Group 0955 and a deductibility of "1."
- I wrote over 150 letters to the IRS during FY19 in support of MCL, MCLA, and MODD.
- If you are not sure if your detachment is compliant, please reach out to your department point of contact or to me.

GuideStar

I spoke about this last year and there was a notable amount of activity. As a matter of fact, I believe the MCL Foundation was rated Silver or Gold before I even left the podium (Kudos to Gregory Hunt). This continues to be an important place for detachments and departments to populate their information. An account profile is free. Search for your detachment's EIN and claim it to begin populating information. Go to GuideStar.org for more information.

Semper Fidelis,
Robert Borka
Chief Operating Officer
Headquarters Marine Corps League